



Seminar to prepare for the Certification

as a **HypZert Real Estate Valuer** for Mortgage Lending Valuation

CIS HypZert (MLV)



12 - 14 May 2022

23 - 25 June 2022

Background

German Pfandbrief banks trust in the local market expertise of real estate valuers. Due to banking regulation issues they do not just ask for a solid valuation report with a Market Value but also a Mortgage Lending Value (MLV) - according to the Regulation on Determination of MLV (Beleihungswertermittlungsverordnung; BelWertV).

The certification as a HypZert Real Estate Valuer for Mortgage Lending Valuation - CIS HypZert (MLV) - ensures that you are able to implement the MLV approach for properties outside Germany.

To date, more than 2,000 real estate valuers are certified by HypZert. Almost 100 of them hold the title CIS HypZert (MLV) and work abroad. These valuers are located in various countries of Europe as well as in the U.S.A. CIS HypZert (MLV) valuers are employed by German banks such as Deutsche Pfandbriefbank, Deutsche Hypothekbank or by real estate service providers, such as CBRE, Colliers, Cushman & Wakefield, JLL, Knight Frank, or Savills. They do also work as freelancers or in small appraisal companies.

HypZert certified valuers

German Pfandbrief banks rely on HypZert certifications. The certificate CIS HypZert (MLV) ensures that the valuer complies with the provisions of § 6 BelWertV. The certification as a Real Estate Valuer for Mortgage Lending Valuation - CIS HypZert (MLV) - requires special technical knowledge regarding the determination of Market and Mortgage Lending Values of properties that are located outside Germany.

Mortgage Lending Value

The MLV is the prudently determined value of a property. It represents the value which throughout the entire life of the loan can probably be achieved for a property that is sold on the free market - irrespective of temporary (e.g. economically induced) value fluctuations in the respective property market. This requirement serves to eliminate speculative influences. The MLV is a key element of the valuation of real estate as performed by today's German Pfandbrief banks. When determining the MLV, the long-term, sustainable features of the property are taken into account, as are present and potential third-party uses and users. Hence this MLV with its regulatory and supervisory requirements is designed to comply with statutory standards that serve to protect creditors. Its characteristics are reflected in the form of specific ranges, minimum and maximum thresholds, methodological requirements, safety deductions and the requirement to include possible risks at certain points in the calculation.

Valuer's qualification

The rules for determining the MLV in Germany are stipulated in the Regulation on the Determination of MLV of Properties (BelWertV). § 25 BelWertV refers to lending against property outside of Germany. To comply with the specific requirements to valuers that are set forth in § 6 BelWertV, HypZert decided to also certify valuers who work abroad pursuant to the European norm ISO/IEC 17024. HypZert has set up Regional Groups in many cities in Germany, but also in Amsterdam, Paris and London to promote professional networking between valuers.

Seminar "Mortgage Lending Value"

For this purpose, valuers can prepare themselves for the certification examination with a specifically designed training unit regarding the MLV that is offered exclusively by the vdpPfandbriefAkademie. The seminar and the certification are addressed to candidates who

- » have already been working for several years in the valuation of property in other countries except Germany,
- » have an acknowledged title regarding the determination of market values, and
- » would now like to obtain an additional qualification in the field of Mortgage Lending Valuation.

Attached please find detailed information on the seminar and the certification. Please do not hesitate to contact us for any further inquiries.

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AGENDA



Seminar to prepare for the certification examination

as a **HypZert Real Estate Valuer** for Mortgage Lending Valuation
CIS HypZert (MLV)

Content

The seminar is designed around the topic of the "Mortgage Lending Value", and it is intended to prepare you for the certification examination to obtain the certificate as CIS

HypZert (MLV). For this purpose, you will receive material for self-study. Furthermore, there are two 3-day seminars with the following structure that you will be able to attend in Berlin:

Block 1	12 - 14 May 2022
Day 1	Introduction (presentation of vdp, HypZert)
	Information on HypZert's certifications
	Pfandbrief, regulatory framework
	Role, importance and concept of the Mortgage Lending Value
	Role of the valuer in the financing process
Day 2	Practice within the legal frame
	German valuation methods
	Market Value vs. Mortgage Lending Value
	Determination of the Mortgage Lending Value (methodology)
Day 3	Application of BelWertV (valuation examples and case studies): Retail and Office

Block 2	23 - 25 June 2022
Day 1	Application of BelWertV (case studies): Leasehold, Easements and other legal constructions
Day 2	Application of BelWertV (case studies): Managed Properties
Day 3	Application of BelWertV (case studies): Logistics, Retail

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DATES AND REGISTRATION



Dates and Registration 2022

Seminar Dates

12 - 14 May 2022

23 - 25 June 2022

Examination Date

22 September 2022

Seminar Venue May

Adina Apartment Hotel Berlin

Checkpoint Charlie

Krausenstraße 35-36, 10117 Berlin

Germany

Seminar Venue June

Adina Apartment Hotel Berlin Mitte

Platz vor dem neuen Tor 6, 10115 Berlin

Germany

Prices

The participation fee for the seminar is 3,800 EUR (plus 19% VAT) and covers the study material, participation in the two 3-day-seminars as well as lunch, coffee/tea and soft drinks during the seminar days. Please note that additional fees (**HypZert's price list**) occur for participation in the certification examination by HypZert.

Frequency

The seminars take place on a regular basis as the certification examination approaches, prospectively once per year.

Please register with the attached registration form before 14 April 2022

Please note

The organiser reserves the right to cancel or postpone the training up to four weeks before the planned date, if the minimum number of participants is not reached. We highly recommend early reservation of accommodation.

Seminar

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Certification

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Information about CIS HypZert (MLV)

<https://www.hypzert.de/en/certification/cis-hypzert-mlv>