



# Seminar to prepare for the Certification HypZert MLV

HypZert Real Estate Valuer for  
Mortgage Lending Valuation

## 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 – HypZert MLV ensures that you are able to implement the MLV approach for properties outside Germany.

To date, more than 2,100 real estate valuers are certified by HypZert. Almost 100 of them hold the title HypZert MLV and work abroad. These valuers are located in various countries of Europe as well as in the U.S.A. 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 HypZert MLV ensures that the valuer complies with the provisions of § 6 BelWertV. The certification as a Real Estate Valuer for Mortgage Lending Valuation – 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 Pfand-

brief 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 ISO/IEC 17024.

## 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,

- » hold 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.

Please do not hesitate to contact us for any further inquiries.



# Content

The seminar is intended to prepare you for the certification examination to obtain the certificate as 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

Day 1	Day 2	Day 3
<ul style="list-style-type: none"> <li>» Introduction (presentation of vdp and HypZert)</li> <li>» Information on HypZert's certifications</li> <li>» Pfandbrief, regulatory framework</li> <li>» Role, importance and concept of the Mortgage Lending Value</li> <li>» Role of the valuer in the financing process</li> </ul>	<ul style="list-style-type: none"> <li>» Practice within the legal frame</li> <li>» German valuation methods</li> <li>» Market Value vs. Mortgage Lending Value</li> <li>» Determination of the Mortgage Lending Value (methodology)</li> </ul>	<ul style="list-style-type: none"> <li>» Application of BelWertV (valuation examples and case studies): Retail and Office</li> </ul>

## Block 2

Day 1	Day 2	Day 3
<ul style="list-style-type: none"> <li>» Application of BelWertV (case studies): Leasehold, Easements and other legal constructions</li> </ul>	<ul style="list-style-type: none"> <li>» Application of BelWertV (case studies): Managed Properties</li> </ul>	<ul style="list-style-type: none"> <li>» Application of BelWertV (case studies): Logistics, Retail</li> </ul>

# Dates and Registration 2024

## Seminar Dates

29 February – 02 March 24 (Block 1)  
16 – 18 May 24 (Block 2)

## Seminar Venues

Novotel Berlin Am Tiergarten  
Straße des 17. Juni 106 – 108  
10623 Berlin, Germany

## Examination Date

24 October 2024



Please register  
before  
16 February 2024

[https://clvr.ch/mlv\\_seminar](https://clvr.ch/mlv_seminar)

## 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 note:** The organiser reserves the right to cancel or postpone the training up to eight 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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