

European Valuation Standards and Recognised European Valuer

Pillars of Systemically Secure EU Financial and Real Estate Markets

REV and the Certification Process in Italy

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Vice President ASSOVI (Italy)
TEGoVA Board Member

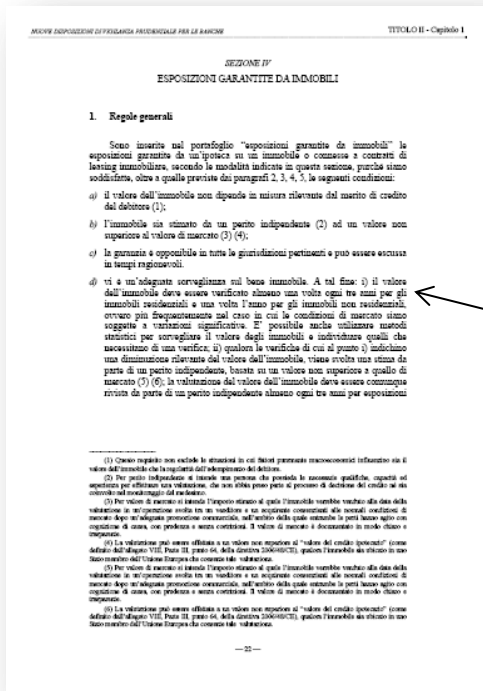


Valuers certification in Italy in 2005



Who can evaluate?

Bank of Italy



“... the real estate is evaluated by an independent property valuer“ which means “a professional with the necessary **qualification, ability and experience** to carry out valuations”

Letter no. 263/2006

Who can evaluate?

The valuers

Surveyors	95.300
Engineers	213.400
Architects	138.400
Industrial Engineers	24.000
Agricultural Engineers	15.500
Agronomists	21.000
Agricultural Agents	14.751

Total = 522.351



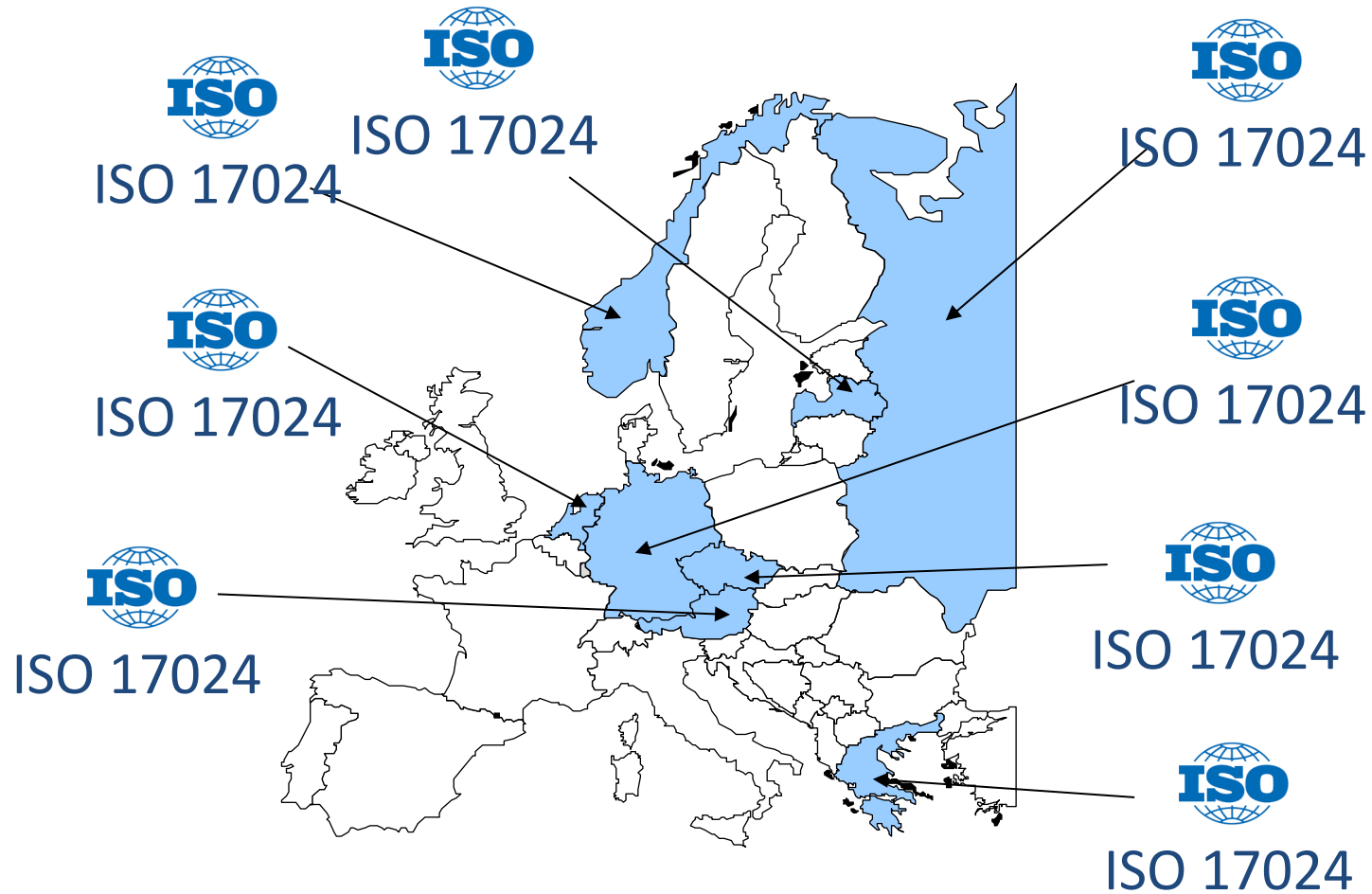
Qualification, competence and experience are not guaranteed

Royal Institution of Chartered Surveyors in Italy

- Investors
- SGRs and investment funds



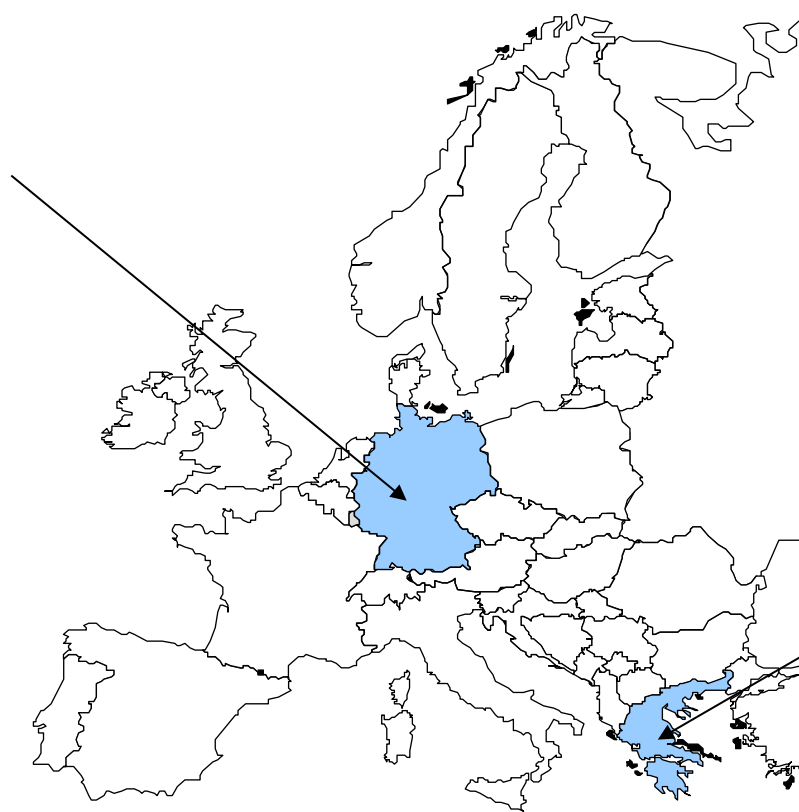
Accredited certification



Accredited certification

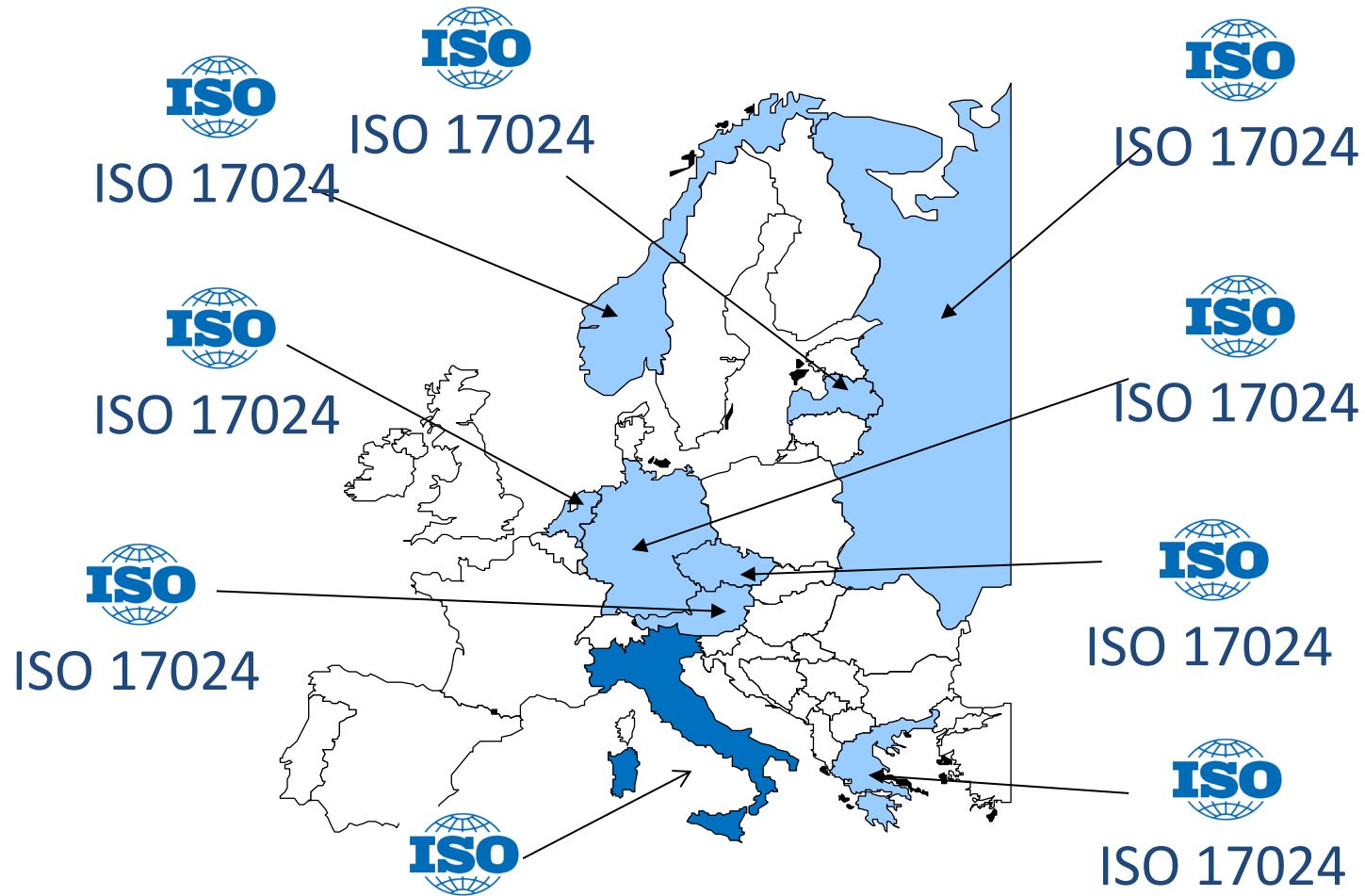


Hypzert



PeopleCert

Accredited certification

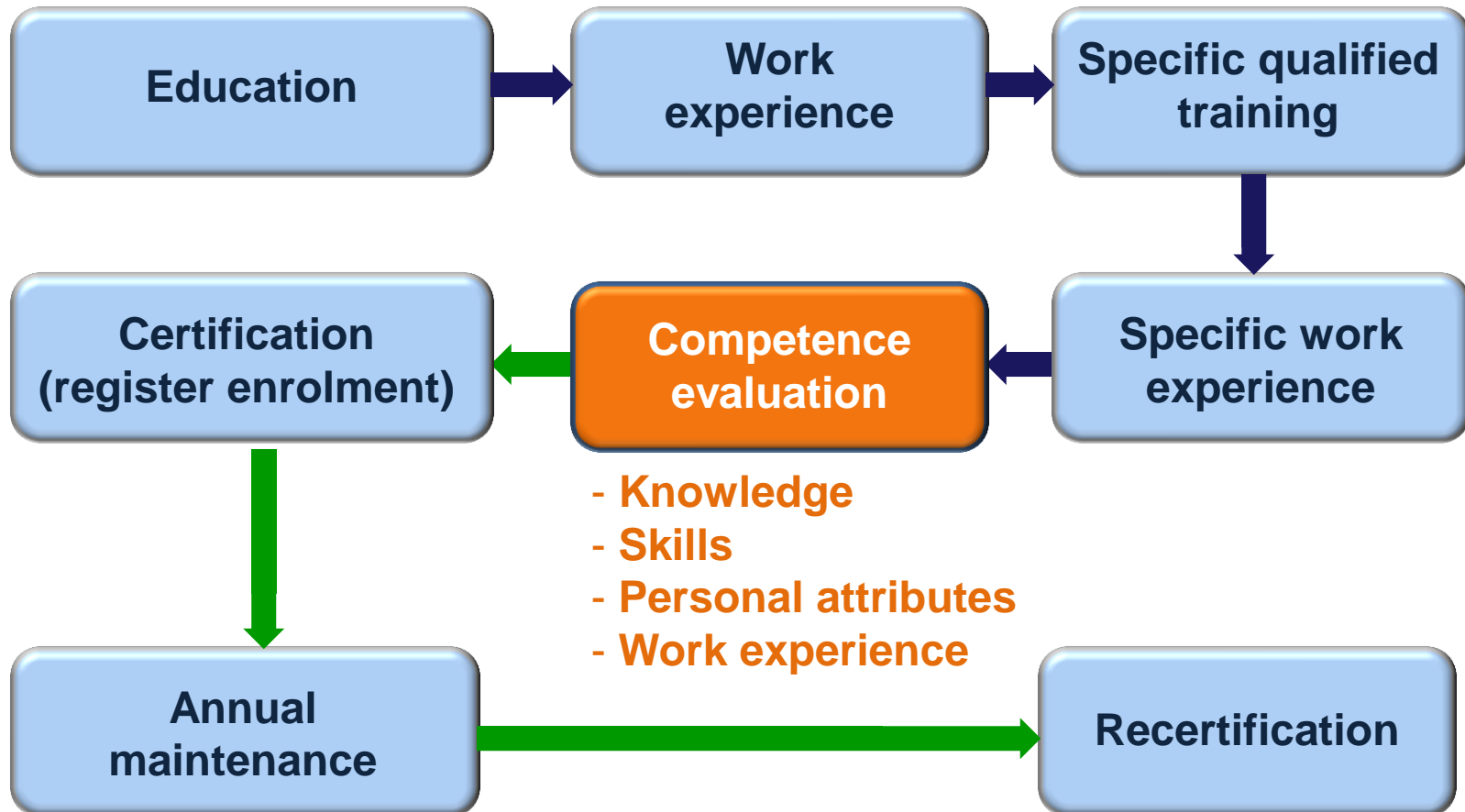


ISO 17024
in 2009

Accredited certification



Accredited certification



2012: Recognized European Valuer in Italy

- ✓ Pan-European recognition
- ✓ International visibility
- ✓ Way of standing out among many qualified professionals
- ✓ Aim to instill trust and public confidence by proof of continuing valuation practice, continuing professional development and adherence to national and internationally recognized valuation standards and ethics.
- ✓ Support cross border real estate investments



REV in Banking

Reliable Valuation Standards

those developed by the International Valuation Standards Committee, the **European Group of Valuers' Associations** or the Royal Institution of Chartered Surveyors....”



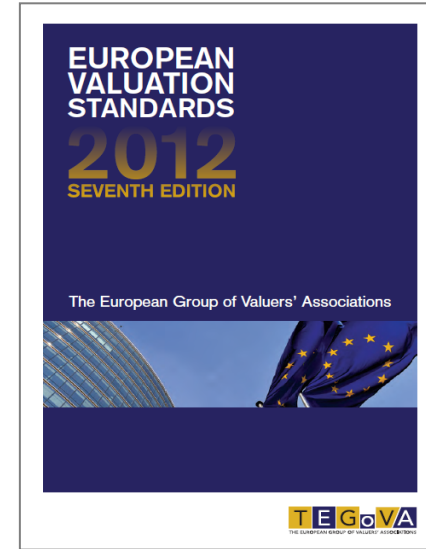
Creditors are responsible

Member States shall require creditors to ensure that those standards are used where they carry out a property valuation or to take reasonable steps to ensure that those standards are applied where a valuation is conducted by a third party. Where national authorities are responsible for regulating independent appraisers who carry out property valuations they shall ensure that they comply with the national rules that are in place.

Professional Competence and Independence of the valuer

Member States shall ensure that internal and external appraisers conducting property valuations are professionally competent and sufficiently independent from the credit underwriting process so that they can provide an impartial and objective valuation.

REV in Banking



“Real estate should be valued consistently with the principles of the European Standards EVS-2012 (Blue Book) and other international standards... where a conflict is seen EVS2012 will apply”

ASSET QUALITY REVIEW - Phase 2 Manual, EBC 2014

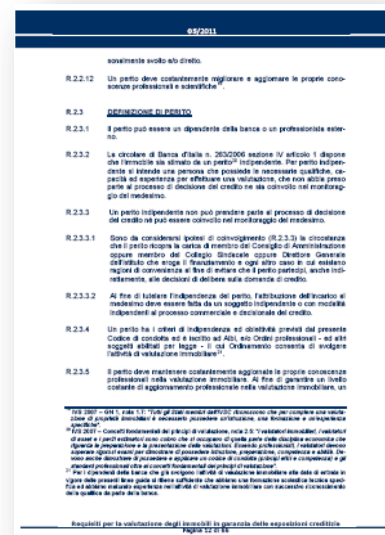
New ABI Guide Lines

(R.2.3.7)

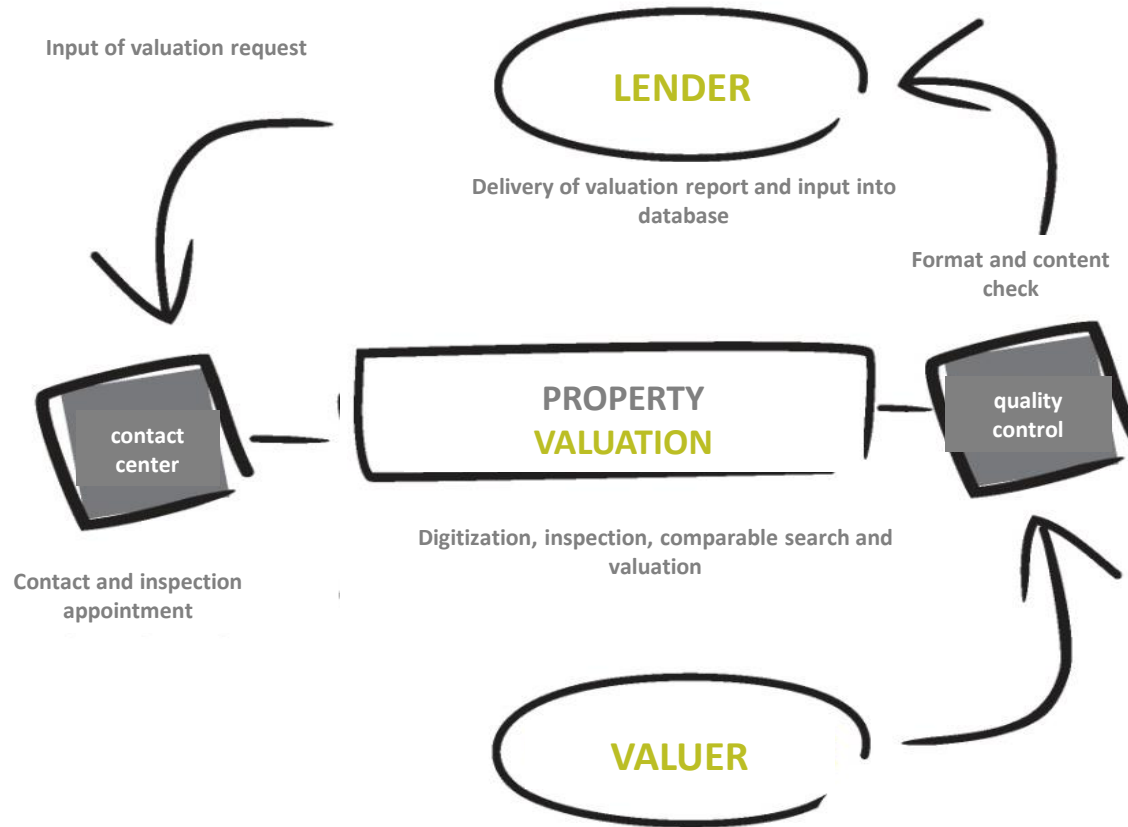
« possession of the required skills and experience can be demonstrated presenting the bank or the financial institute with a: certification released, on the basis of standard UNI 11558:2014, by an ISO 17024 accredited body, or a **TEGoVA REV recognition** ... »

The Valuation Company

“the valuer is a member of a **professional body** – or a professional enabled by law – which system allows to carry out real estate valuations” and “... valuation can also be **carried out by a valuation company** that, on its hand, manages a network of valuers”



The valuation companies



REV for Investors

INVIMIT SGR

(owned by the Italian State)

The public bid initially was direct exclusively to RICS Italy members

On 11 November 2014 it has postponed a public bidding direct to select the valuer of an important Fund in order to formally allow REV member to participate

REV for Investors

As known, membership to RICS Italy represents a selection parameter largely used in the Italian fund management market standards

Tuttavia, in base al noto principio di equivalenza, immanente ad ogni procedura selettiva fondata sul possesso di determinati standard di qualità, si deve ritenere che possano partecipare alla procedura di selezione "esperto indipendente" del Fondo 1, 2, 3, 4 e 5 anche soggetti che garantiscano standard qualitativi equivalenti all'iscrizione RICS Italia, quale - ad esempio - il possesso della qualifica TEGoVA's Recognised European Valuer o altri riconoscimenti equipollenti.

In considerazione del chiarimento fornito e al fine di consentire la partecipazione nel senso sopraindicato, il termine per la ricezione della manifestazione di interesse del "Fondo 1", del "Fondo 3" e del "Fondo 4" viene prorogato alle ore 12 del giorno 14 novembre 2014, allineandolo con il termine per la ricezione della manifestazione di interesse del "Fondo 2" e del "Fondo 5".

Cordiali saluti

L'Amministratore Delegato
Arch. Elisabetta Spitz

..... any valuer who grant quality standards equivalent to RICS Italy membership such as, for example, the **REV TEGoVA recognition**



Roma, 11 novembre 2014

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dipartimento.tesoro@pec.mef.gov.it

Oggetto: requisito iscrizione a RICS Italia nell'ambito della selezione di "esperto indipendente" nell'attività di valutazione dei complessi immobiliari pubblici da conferire ad istituendi fondi di investimento immobiliare, ai sensi dell'art. 33 del D.L. 98/2011.

Egregio Presidente,

pregiandola per le osservazioni di cui alla Sua del 6 novembre u.s., rappresentiamo quanto segue.

Comunque, l'iscrizione a RICS Italia rappresenta un criterio di selezione largamente diffuso nella prassi di mercato delle SGM italiane.

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INVIMIT
Investimenti Immobiliari Italiani

Italy today



✓ Valuers with REV Recognition: **204**



✓ Valuers with ISO 17024 Accredited Certification: **262**



✓ RICS Registered Valuers: **16** (out of **170** RICS Valuers)

Certification of competence in Italy today

