

U.S. Appraisers and German Students Learn From Each Other

By Bill Endsley

In 2002, the Appraisal Institute signed a cooperative agreement with the European Business School outside Frankfurt, Germany, and in 2004, signed a cooperative agreement with Hyp Zert, the Association of German Mortgage Banks. Since that time, the Appraisal Institute has used these partnerships to increase its membership in Germany to 44 members.

One of those members, Professor Dr. Warner Nann, teaches real estate courses at the University of Applied Sciences in Berlin. As a part of a property economics diploma program, students are required to complete an internship in a real estate company. Two of Professor Nann's students, Norman Ruchholtz and Timo Sladeczek, early last year expressed their interest in completing internships with Appraisal Institute members in the United States. Both students had majored in property economics and had some valuation work experience. Alyce DeJong, MAI, of Prudential Investment Management in Parsippany, N.J., and Gary DeClark, MAI, of Integra Realty Resources of Chicago, each agreed to host a student.

Ruchholtz worked at Integra Realty Resources April-October 2006, initially joining appraisers on inspections, research, and report outlines. "By the time he left, he had done a few appraisal reports from top to bottom," says DeClark. Also, because DeClark often testifies, Ruchholtz joined him for two zoning hearings to experience that procedure. By the time Ruchholtz returned home, DeClark would have easily hired him as a full-time staff appraiser, he says.

Sladeczek worked at Prudential



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Investment Management supporting the real estate appraisal review function for investment-grade commercial properties. This included assisting with reviewing third-

party appraisal reports, preparing variance analysis from third-party appraisals, assisting with management budgets, and reviewing accuracy of cash flow models. "His educa-



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—Timo Sladeczek, who interned with Prudential Investment Management in New Jersey
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tion and qualification level far exceeded my expectations,” says DeJong. “He was very well rounded, and understood and absorbed new information very quickly.”

“It was great to work with Alyce DeJong and Ed Turner,” adds Sladeczek. “I gained a lot of specialized knowledge during my internship, which I am sure will be one of the best experiences of my life. I really appreciate the opportunity to work with Alyce and we continue to stay in touch.”

The internships also provided opportunities for these Appraisal Institute members to learn about German markets. From Ruchholtz, DeClark learned a great deal about appraisal fees, data availability, court procedures, appraisers’ professional status in Germany, personal income tax structure, and German medical insurance programs. DeJong focused on learning international and German valuation standards and how they relate to U.S. standards.

In addition to their work in member offices, both Sladeczek and Ruchholtz also took time to enjoy some sightseeing around the U.S., including camping trips and a visit to the Grand Canyon.

The Appraisal Institute’s partnerships in Germany and with universities in other parts of the world continue. If you’re interested in contracting with an international intern, contact Bill Endsley, director of international relations, at 312-335-4230 or bendsley@appraisalinstitute.org.

Partnership with World Bank Supports Valuation Education in Vietnam

By Bill Endsley

In December, the Appraisal Institute introduced the new *Basic Appraisal Procedures* course to large groups of real estate professionals in Hanoi and Ho Chi Minh City, Vietnam. Funded by the World Bank and administered by the Multi-Donor Trust Fund for Vietnam, the introduction of appraisal education in Vietnam comes after many years of preparation between the Appraisal Institute and the Southern Information and Valuation Center of Vietnam’s Ministry of Finance.

“The purpose of presenting education in Vietnam is to assist in the establishment of a necessary valuation infrastructure, which will provide practical appraisal knowledge and skills to valuers as Vietnam moves toward a market economy,” says Jay Massey, MAI, SRA, one of the two instructors who taught the course. “We hope to help valuation professionals in Vietnam improve their qualifications to interna-

tional levels.”

The Appraisal Institute has been especially active in its efforts to increase worldwide cooperation within the real property valuation field in recent years, from the introduction of its education courses in China, Egypt, Turkey and now Vietnam to its support of the International Valuation Standards Committee.

“The continuing growth of the global marketplace has led the Appraisal Institute to place increased emphasis on education focused on common standards and practices for property valuation professionals throughout the world,” says Mark Gruber, MAI, SRA, who was the second instructor in Vietnam and has previously taught courses for the Appraisal Institute in China. “The Appraisal Institute is actively cooperating with other professional valuation organizations as well as government agencies and development



Students in AI’s new education program in Vietnam.

banks in the U.S. and abroad to help protect the global public interest.”

The Multi-Donor Trust Fund was established based on a grant agreement signed between the government of Vietnam and the World Bank in September 2003. Objectives of the grant are to support reforms in public financial management to sustain economic growth and fulfill targets of hunger alleviation and poverty reduction.