

Report

HypZert Annual Convention 2019

Venue: International Congress Center Dresden

Date: 20 / 21 February 2019

HypZert Annual Convention 2019 in Dresden

With a good 1,220 visitors, this year's HypZert Annual Convention in February was again in high demand as a meeting place for HypZert valuers.

The 16 seminars of the seminar day offered a broad selection of current topics such as contracting, modular construction or developments in retail.

More than 30 speakers, including members of the HypZert Professional Groups International, Hospitality & Restaurant Industry, Energy & Environment, Retail, Agriculture and Logistics, provided updates, presented new studies or asked about market developments and trends that the valuation profession needs to face.

As in previous years, the introductory panel opened the seminar day for all visitors. Achim Reif from vdp and Jörg Quentin from Deutsche Pfandbriefbank, Head of vdp Committee Valuation, brought their listeners up to date on



"Recent Developments in Valuation and Financing", HypZert CEO Reiner Lux reported on news within HypZert.

HypZert's international network was also reflected in the seminar programme. Nick Talbot, Chief Executive of the IVSC (International Valuation Standards Council), gave a very entertaining account of the organization's activities and the links to HypZert's goals. A seminar block was held entirely in English. The numerous participation of our international MLV valuers and guests from abroad made us especially happy.

Sander Scheurwater, RICS Director of Corporate Affairs Europe, asked about changes that the valuation industry is exposed due to the megatrends of globalization and digitization. How are challenges to be met induced by inconsistent standards, demographic trends such as urbanization and technological upheavals such as Big Data, Artificial Intelligence or Blockchain?

Top topic with over 560 listeners was the seminar "Local supply - the new Core "with Manuel Jahn from Habona Invest and Stephan Luxem from Lidl as speakers. The seminars prepared by the colleagues from the HypZert professional groups - from Valuation of Lodging Properties to Agriculture in 2028, Logistics Real Estate, Cross-country Land Valuation or Economic Prospects of Hospitals - were also very well attended.

The mix of HypZert certified valuers and external speakers provided the necessary technical depth as well as impulses to look into the future and into other areas of activity.

As usual, the attendance of 4 seminars is accepted as a whole day of CPD. For all participants, especially for those valuers who could not be in Dresden, all seminar documents are available in the Valuers Corner on our website.

Break times were not only used for food and caffeine replenishment, participants could also get information about the offers of our 13 exhibitors.

We were particularly pleased that 94 participants registered at the DKMS stand as bone marrow donors. DKMS had expected less than 50 donors, so this is a great success!



TED Survey

New this year was a TED survey of our guests at the evening event. We were very interested in different aspects - and with 1,200 participants, we had a very representative sample this evening.

Share of men / women

According to the survey, the share of men was almost 70% at this year's annual convention. While the first HypZert certified valuers were exclusively male, the proportion of women has steadily increased over the last years to 25%, as the results of our survey also show: the women's quota was over 30% this evening.

Distribution of Certifications

We wanted to know what the distribution of certifications at the event looks like: over 70% (F), just under 20% (S) and 5% (MLV) valuers were present. This also reflects the distribution of our certificates in the market.

Additional Qualifications

Many HypZert valuers have acquired several qualifications. Of the attendants, just under 25% are members of the RICS, almost 5% are publicly accounted. The result shows our focus in the financial sector. Here, the HypZert certification is considered the highest qualification.

WAVO World Recognized Valuer

For some months now, valuers with the HypZert (F) or (MLV) certificate may carry the title *WAVO World Recognized Valuer* without additional examinations or fees being due. We were interested in finding out how our valuers find this new offer. Over 20% have already applied for the title WAVO WRV. Nearly 20% of the (F) and (MLV) would like to apply for it in the near future. 43% of our experts are not active internationally and therefore do not need the title.

Working Environment

Over 22 years ago, HypZert started with valuers who worked in mortgage banks exclusively. Meanwhile, less than 50% work IN banks, but mostly from outside FOR banks:

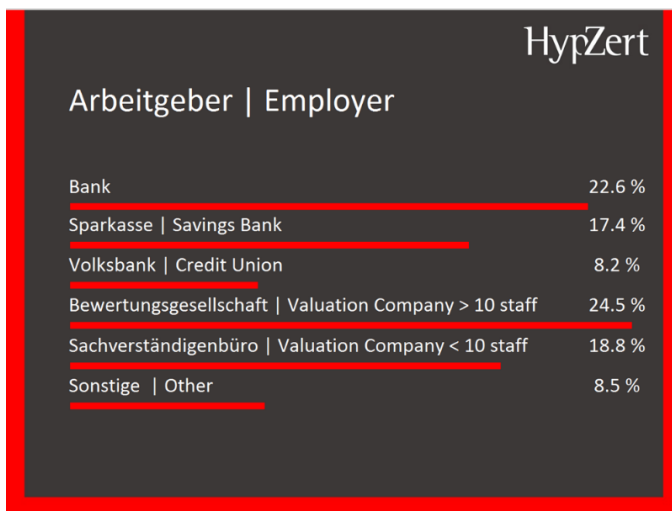


HypZert News

We also asked for expectation for our newsletter, in which we regularly report on changes in the valuation landscape, current market figures, interesting information from the professional groups, events of the regional groups, etc. Here are the voting results, where multiple answers were possible:

Digital Data

We asked where our reviewers would like more digital support in their daily work. Thus, 43% wish for a professional data search for the market or 19.2% for general data such as POI, POS or economic data. 11% would use technical aids, e.g. apps for property inspection, use of drones, and 14.5% look for improvements in the valuation software. Nearly 35% of our valuers require support in data collection, data structuring and data processing.



Summary

The results of the survey have shown us what matters to our valuers: more technical input or support to easier gain access to available aids. In the future, we will include more valuation topics and current market developments in our newsletters and further expand our online training.

In addition, vdpResearch and the vdp are already working on a solution to make data available faster and easier.

We will keep you up to date and thank you again for the lively participation in the survey.

Many thanks also to all speakers, organizers and exhibitors who contributed to the success of the event!

A selection of photos and all seminar documents can be found in the members area of our homepage.