



International Workshop on Land Consolidation and Land Banking II

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Land valuation: International Standards

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Structure of the presentation :

- why has the EU rules about selling land and buildings by public authorities?
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- international standards on valuation
 - International Valuation Standards Council and RICS
 - RICS valuation standards
 - what is the standard for market value
 - research on good practices
 - education, exchange experiences, certification

why has the EU rules about selling land?

The Commission has investigated several sales of publicly owned land and buildings in order to establish whether there was an **element of State Aid in favour of the buyers.**

The Commission has drawn up general guidance(97/C 209/03) to Member States in order to make its general approach with regard to the problem of State aid through sales of land and buildings by public authorities **transparent** and to **reduce** the number of cases it has to examine.

Principles:

- a. an unconditional bidding procedure
- b. without an unconditional bidding procedure

No new cases on the Court of Justice in Luxembourg.

More information on <http://eur-lex.europa.eu/>

International Valuation Standards(IVS):

The IVSC started in the early 1980s.
The IVSC responded on the need for uniformity in the valuation approaches used in real estate markets.

The most recent edition was published in 2007.

More information on www.ivsc.org

Royal Institution on Chartered Surveyors:

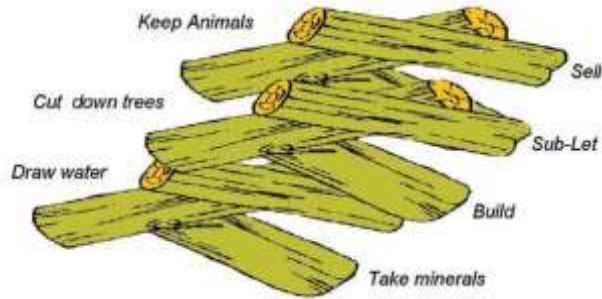
- RICS was founded in London in 1868, and granted a Royal Charter by Queen Victoria in 1881.
- The Charter requires the Institution "to maintain and promote the usefulness of the profession for the public advantage."
- With around 100,000 qualified members and over 50,000 students and trainees in some 140 countries
- More information on www.rics.org

RICS Valuation Standards(overall):

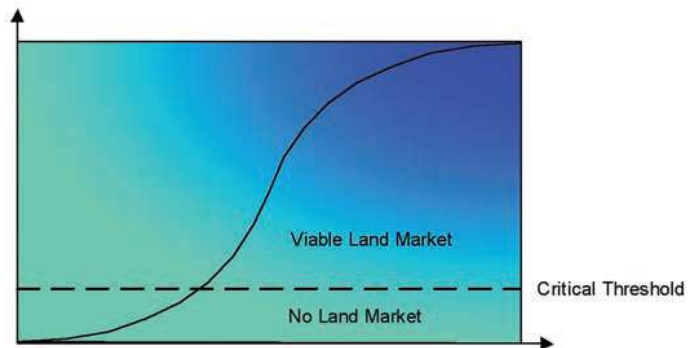
- The client should confirm the terms on which the valuation will be taken;
- The valuer has good qualifications;
- High knowledge and skills;
- The valuer is independent and objective.

Market Value definition:

The estimated amount for which a property should exchange on the date of the valuation between a willing buyer and a willing seller in an arm's-length transaction after proper marketing wherein the parties has each acted knowledgeably, prudently and without compulsion.

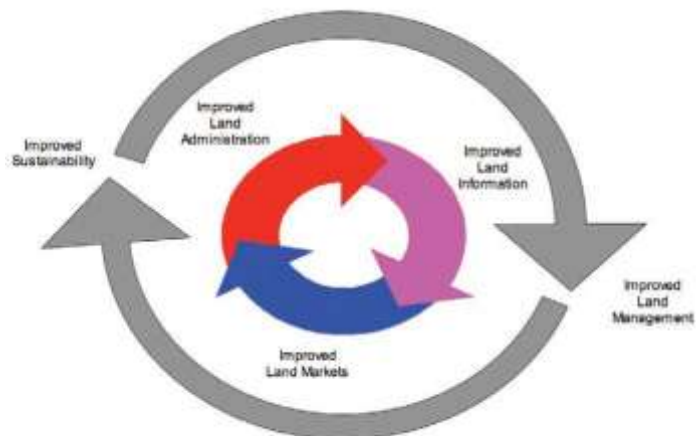


Examples of land rights





Inward and outward influences on/from land markets



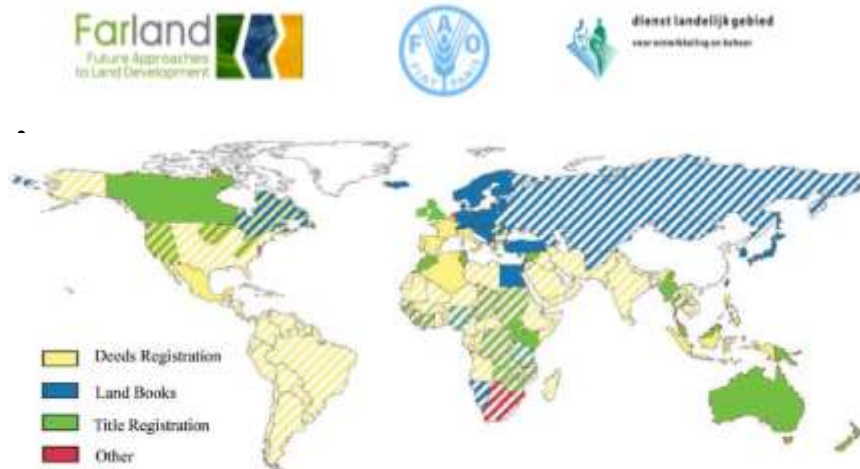
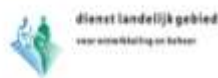


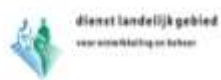
Figure 6. Systems of land registration around the world. (Based on a map produced by Enemark S. 2005)



Education: College level on agriculture, soil, economics'

Experience: share in council of surveyors, field trips, collegial exchange

Certification: Certification institute, RICS, Permanent education



Thank you

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