

„ Future of RE market, valuation profession and valuation practice “

Saturday, 21 April 2018, 09:30h
Hotel Hilton, Conference Room 1, Belgrade
2nd Real Estate Valuation Conference

SPEAKERS' BIOS

in order of appearance

„ Budućnost tržišta nepokretnosti, profesije procenitelja i proceniteljske prakse“

Subota, 21 April 2018, 09:30h
Hotel Hilton, Conference Room 1, Beograd
Druga međunarodna konferencija o proceni nepokretnosti



member of





DANIJELA ILIĆ, FRICS REV - NAVS PRESIDENT

Danijela is qualified property valuer holding Recognized European Valuer professional mark with over 35 years of experience in property industry, out of which 18 years of experience in property valuation in Serbia.

In 2008 she has set up valuation company Operational Center of Asset Valuers which has dealt with major real estate development projects in Serbia including important government projects such as converting surplus military properties into civil uses, viability studies for new uses of brownfield locations and others.

As of 2016, she is freelance consultant and conseller on numerous issues regarding real estate in Serbia.

She is founder and President of National Association of Valuers of Serbia. Under her leadership, NAVS became a member of TEGoVA in 2011 and a REV awarding member of TEGoVA in 2012. She has participated in translation of EVS and IVS into Serbian language as of 2007.

Danijela is currently a member of the Board of The European Group of Valuers' Associations (TEGoVA) and a member of TEGoVA's European Valuation Practice and Methodology Board.



KRZYSZTOF GRZESIK, FRICS REV

Krzysztof Grzesik is a UK born chartered surveyor, Polish qualified valuer and a Recognised European Valuer with 40 years experience as a property consultant in the UK and mainland Europe. In the UK he first worked as a valuation surveyor at the UK Government's Valuation Office and then as a partner of Kinney & Green, chartered surveyors in the City of London.

In 1991 he set up the real estate services arm of Price Waterhouse in Poland and was also involved in agency and property consultancy work in the Czech Republic, Hungary and Russia. In 1997 he joined Healey & Baker (Cushman & Wakefield) as a partner, responsible for investment agency and in 2000 he became managing partner of King Sturge Poland. In 2004, Krzysztof set up Polish Properties Sp. z o.o.

Krzysztof is currently the Chairman of The European Group of Valuers' Associations (TEGoVA) and Vice President of The Polish Federation of Valuers Associations (PFVA). He is also a past Chairman RICS Europe. He is a co-author of the „Professional Standards for Polish Valuers” published by PFVA and the author of many publications concerning property valuation. He is a contributor to the Appraisal Institute's reference book titled “Real Estate Valuation in Global Markets”.

In recent years Krzysztof has advised the Serbian Ministry of Finance as part of the USAID Business Enabling Project, Serbia. In particular he was involved in the drafting of the new Real Property Valuers Law and Serbian Valuation Standards.



RICHARD GROVER – Professor at Oxford Brookes

Richard Grover is a chartered surveyor and an economist. He is currently a part-time lecturer in Real Estate at Oxford Brookes University, UK, where he teaches real estate economics and finance. Before retiring, he held various positions at Oxford Brookes University, including Assistant Dean of the Faculty of Built Environment and Head of the School of Real Estate Management. He has been responsible for designing and securing professional accreditation of degree programmes in the UK and has worked on real estate education programmes in Russia and Bulgaria. He has worked on a number of projects in Eastern Europe since the early 1990s, particularly for FAO and the World Bank. He is currently part of the World Bank mission teams for real estate management projects in Serbia, Moldova, and Turkey. He has been the lead consultant on a World Bank/FAO knowledge project on Property Valuation and Taxation for Fiscal Sustainability in the Europe and Central Asia Region, which looked at property taxation in nine European countries, including Serbia.



ZORAN STANIĆ, REV - President of the Professional Property Valuation Board at the Ministry of Finance, Serbia

Zoran Stanić, is an accredited and certified appraiser in the field of property valuation, at local and international market, with over 31 years of experience in valuations for expropriation, secured lending and insurance, court cases, tax purposes, financial reporting, transactions, etc.

During last 2 years, Zoran holds M.Sc. in Civil Engineering and owns the elite valuation certificates: Recognised European Valuer (REV) by The European Group of Valuers' Associations (TEGoVA), State License for Real Estate of the Republic of Serbia, Expert Witnesses for Vojvodina. As a president of Professional board for real estate valuation in Ministry of finance of Republic Serbia, Zoran is leading the implementation of the Law for real estate valuers and process of issuing the state licenses for real estate valuation.



ALEXANDER WEBER - Managing Director DIAZert / head of department DIA Consulting AG

He graduated at the Pennsylvania State University with a Bachelor of Science in economics.

He finished his postgraduate studies in real estate valuation at the Deutsche Immobilien Akademie / Institute of Freiburg University

Since 2005 He is responsible for the certification department DIA Consulting AG (DIAZert) in Freiburg, Germany

Since 2008 He has been lecturer at different universities in Germany:

Steinbeis University (Berlin), Baden-Wuerttemberg Cooperative State University (Mannheim), ISBA University of Cooperative Education (Freiburg).

His main topics of research are "Quality Management" and "Real Estate Valuation".

Since 2016 he is the permanent delegate for TEGoVA from the German Real Estate Association (IVD).



NADICA MLADENOSKA KRCKOSKA, REV – Former Chairman Chaimber of Valuers of Macedonia

Nadica is master degree of economy with 20 years of professional experience in the area of financial management and economic analysis. She is consultant and accountant with long expertise in financial management and services in export operations, accounting according to Macedonian Standards and IAS (International Accounting Standards) business plan development, and investment services.

She also provide valuation service for domestic and international companies.

She is Authorized Valuer – REV, Authozied Consultant, Authorized Accountant and Tax adviser.

From December 2012 till November 2017 Nadica was President of Chamber of valuer of Republic of Macedonia.

She is owner and General Manager at Economical and Law office KOMPANIJA NM.



MELITA BESTVINA, REV – President Croatian Association of Court Expert Witnesses and Valuers

Melita is a long-time court expert witness and real estate appraiser, who has been active for 30 years. She has plenty of work experience: she has spent 5 years at construction sites, 10 years as an urban planner and 12 years managing Spatial Planning Departments. She was an adviser to the Ministry of Reconstruction and Development and for the past 10 years she has worked in a family company, conducting construction expertise and appraisals and real estate brokerage.

She organized the 1st Conference on Condominium Ownership in the Republic of Croatia in 2004 and the 1st Conference on Real Estate Appraisals under the auspices of the President of Croatia and Ministry of Justice. She was lead editor of the book “Principles of Appraising Real Estate Market Value” issued by the Croatian Association of Court Expert Witnesses in 2007. Ms Bestvina initiated the Congress of Court Expert Witnesses and Valuers in 2008. She was an organizer and lecturer at the conference “Harmonisation of the Book of Deposited Contracts and the Land Register” (October 2010); organizer of the symposium “Quality of Construction of Residential and Public Buildings in the Republic of Croatia from 1991 to 2011”, held under the auspices of the Ministry of Construction and Physical Planning. She was also an initiator and organizer of the symposium on the application of the Regulation and Ordinance on the Methodology of Appraising Real Estate Value in the Republic of Croatia, in 2014. Ms Bestvina was also President of the Organisational Board of the 4th Congress of Court Expert Witnesses and Valuers in 2015, held under the auspices of the President of the Republic of Croatia Kolinda Grabar Kitarović (610 participants in two days with 47 lectures held). Ms Bestvina was also President of the Organisational Board of the 5th Congress of Court Expert Witnesses and Valuers in 2017, held under the auspices of the President of the Republic of Croatia Kolinda Grabar Kitarović (507 participants in two days with 56 lectures held). Ms Bestvina was a co-organizer of the 15th International Conference on Judicial Expertise and Appraisals in 2017 in Prague. She has been a member of the Croatian Association of Court Expert Witnesses and Valuers for 30 years. Between 2002 and 2011, she was a member of the Board of Directors of the Croatian Association of Court Expert Witnesses and Valuers, and she has been the president of the Croatian Association of Court Expert Witnesses and Valuers since 12 February 2011. In 2016, she became a REV, and that same year the Croatian Association of Court Expert Witnesses and Valuers received a license to educate appraisers for obtaining of REV qualification. She conducted over 5000 real estate appraisals. In 2016, she achieved a great success in international arbitration proceedings for settlement of investment disputes at the International Centre in Washington (ICSID), where she provided a complex expertise and real estate appraisal (a dispute worth 32 million USD).



MILAN MIRKOVIC, REV – President National Association of Valuers of Montenegro

Civil engineer graduate with 25 years of experience in real estate appraisal.

Mr. Mirković is the founder and director of "Kaba inženjering" where manages a team for real estate appraisal.

He is an external coworker of most banks in Montenegro, as well as state authorities.

He is a member of the State Property Assessment Commission for several years.

Mr. Mirković is the NUPCG representative in the the European Group of Valuers' Associations TEGoVA. He is a holder of an international certificate for appraisal REV, a Certificate of NUPCG certified appraisers and was appointed for court expert.



MAHO TASO, MRICS – Director Prostor Ltd, Bosnia and Herzegovina

Maho has more than 15 years of professional experience in Finance, Banking, Real Estate Brokerage (sale / rental / project sale / consulting) and Valuation, he gained in the companies: Helly Hansen ASA Oslo-Norway, Handelsbanken ASA Oslo-Norway, HVB Central profit bank Sarajevo, and PROSTOR Sarajevo, where he works for the last 10 years as CEO and Head of Valuation.

Particular fields of interest and experience Maho gained while working in abovementioned companies relates to the management of the entire business relationship of corporate clients, which includes credit approvals, credit lines, financing construction projects, pension schemes, hedging of the currencies and interest rates, cash flow management, general management and training of employees, development and implementation of corporate strategy, financial management, real estate investment management, consulting and market value appraisals for investors, construction companies, financial institutions, and international organizations.

Maho has a Masters in Business and Economics – BI Norwegian Business School, he also followed a two-year Master of Property course at the Sarajevo School of Economics and a number of professional training sessions in the field of real estate brokerage and valuation. In 2014, as the first member from Bosnia and Herzegovina, he became MRICS – Chartered Surveyor, Registered Valuer at the British Royal Institution of Chartered Surveyors and his company PROSTOR became the first Regulated by RICS company in Bosnia and Herzegovina.



Uros Novkovic, REV, MRICS – DATA Investment d.o.o, Serbia

Uroš Novković, M.Sc. court expert in the field of economics and finance since 2014, studied at Faculty of Technical Sciences with master thesis in Business valuation.

He is a general manager / owner of DATA INVESTMENT, the largest domestic valuation company in Serbia, with offices in Belgrade and Novi Sad, covering whole Serbia Real estate market.

Married with two children.

He has over 10 years of experience in real estate valuation and market, company valuation, monitoring of property development and appraisal of personal property.

Mr. Novkovic was appointed as Recognized European Valuer in 2013 and Chartered Surveyor (MRICS) Registered Valuer in 2015 and in 2017 obtained a national real estate valuation license by Ministry of Finance.

Challenging the growing demand for professional real estate services in Serbia, he initiated the creation and growth of Real Estate data base of sales and valuations on DATA INVESTMENT web site, with the aim to create confidence in the financial market and transparency..



GENT SEJDIU - Board Secretary of the K.A.A-Kosovo Appraisers Association*

Currently serving as a CEO also owner of KRG- Kosova Realty Group L.L.C also Board Secretary of KAA-Kosovo Appraisers Association

KRG-Kosova Realty Group L.L.C currently is the market leader on the segment of valuations for the immovable and movable properties and business valuations. Currently KRG-Kosovo Realty Group L.L.C provides valuation services for all major financial institutions such as ProCredit Bank, Raiffeisen Bank Kosovo, TEB Bank, Is Bankasi, BKT-Banka Kombëtare Tregtare and Ziraat Bank and until September 2017 KRG team has completed 5500 real estate property valuations reports and more than 6000 movable properties valuations reports. My personal valuation portfolio it counts around 2000 real estate properties which include residential, commercial, industrial, land and other specialized properties.

On the January 2017 he is elected as Board Secretary of KAA-Kosovo Appraisers Association which is also associate member to TEGoVA. KAA-Kosovo Appraisers Association is the largest and only one association which is organized within Republic of Kosova. Currently association has 120 licensed real estate appraiser's members and the membership is growing month by month.

Before this mandate from September 2010 till April 2015 served as a Real Estate Leasing Sales Manager at Raiffeisen Leasing Kosovo L.L.C, led and have being involved in the development of the Real Estate Leasing segment, since the start of the segment.

From April 2008 till September 2010 worked for Raiffeisen Bank Kosovo J.C.C in positions first as Regional Mortgage Department Manager and then later as Premium Banking Manager during the "Start up" and establishment phase of these segments.

From 1991 till 2006 lived and worked in London, UK.



PREDRAG NIKOLIC – Chairman of the Managing Board Association of Independent Valuers of Montenegro

Predrag graduated on Faculty of Civil Engineering, Podgorica.

He was appointed as Recognised European Valuer (REV) by TEGoVA in 2014. He is member of CUP (Assotiation of independent valuers of Montenegro).

After several years working as construction supervision he started working in bank as Head of Technical Support and in a short time he became authorized real estate estimator.

Since 2006 he is listed on the most banks in Montenegro as authorized estimators for real estates.

At this point he is responsible for: Grouping of fixed assets which are offered as a collateral, according to the value and marketability, with additional (subjective) assessments which are made for the bank purposes; Assessment of the value of fixed assets which is offered as a collateral – value of assets that represents acceptable market price, which gives bank the information of possible marketability if needed; The data from the documents often does not correspond to the actual state, and the mission of the internal assessor is to advise which assets have enough quality to be taken as a loan collateral; Authorized assessor monitors the investments at project financing – apartment construction, manufacturing construction etc. He asses the quality, organization and dynamics of work processes, monitors the placement of loans during the object construction and take preventive measures by pointing in possible risks.; Supervizor of external reports of valuations



IVANA STANOJEVIC, REV – Architecture & Urban Planning at IBM Consult, Serbia

Engineer in Architecture, completed training for real estate appraisers in 2013, member of the National Association of Valuers of Serbia (NUPS) a course that is supported by European Society of Appraisers TEGoVA (The European Group of Valuer's Association).

More than 15 years of experience in architecture, urban planning and legal procedures related to project development. Created many project designs in field of residential, commercial and industrial buildings. More than 7 years' experience in providing consulting services in the field of real estate, including appraisal/evaluation, Feasibility studies, lender's supervision and project management.

Created few manuals, handouts and classes in field of legal procedures for public, private and foreign companies and employs in real estate sector in Serbia.

Since 2009th, Managing partner in IBM Consult Ltd, Responsibilities include defining, controlling and implementation of Project for land development, land usage transformation, evaluation of assets, legal verification, and coordination with all related authorities. Organizing trainings and education sessions in regards to the legal procedures in building and development processes.

Professional Licenses

- responsible designer (No 300 E029 06)
- responsible urban planning engineer (No 200 1116 09)
- responsible contracting engineers (No 400 F625 11)
- Registered in the Register of court expert at the Ministry of Justice of the Republic of Serbia.

(No 740 -05-01501/2010-3)

- Certificate for Recognized European Valuer issued by TEGoVA
- Valuation License, issued by the Ministry of Finance Republic of Serbia



SLAVENKA MITROVIC LAZAREVIC, REV – Atelje Mitrovic, Serbia

Slavenka Mitrović-Lazarević is an architect, a valuer and a court expert in Sremska Mitrovica, Serbia. After finishing studies in Belgrade at the Faculty of Architecture, she went on working in a small family architectural office in Sremska Mitrovica. Since 1998 she became the owner of the Atelier Mitrovic Ltd. Shortly she worked in a public Town planning office as an urban planner. The office Atelier Mitrovic works on the design plans for family houses, small urban plans, expertises in Architecture and real estate valuations. She finished specialist studies at the Faculty of Technical Sciences in Novi Sad in 2013. and attends the PhD course in Architecture since 2014.

Member of NAVS since 2012, REV since 2014., licenced valuer since 2017. Member Serbian Chamber of Engineers since 2003 with licences for house designing, urban planning and energy efficiency engineering. Court expert since 1997. Member of Green building Council Serbia since 2017.

Lives and works in Sremska Mitrovica.



VESNA STEFANOVIC, REV, ASA – Owner Vision Consulting

Vesna Stefanovic has more then 20 years of experience in the business and real estate valuation for financial reporting purposes, privatisation, restructuring and other purposes. She is the owner and director of Vision Consulting d.o.o. Belgrade for business consulting.

Over period 2005-2013 she was leading the valuation team with PricewaterhouseCoopers Belgrade and was in charge for valuation services in Serbia, Montenegro, BiH, Croatia and Slovenia. Before that, from 1994 to 2005, Vesna was engaged on a number of privatization and restructuring projects, she was managing the valuation projects, including privatization of more then 50 companies.

In the area of business and asset valuation, purchase price allocation, asset impairment analysis, Vesna was a project manager for big multinational and local companies in the region.

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


21st April 2018

Qualifies for 6 Valuation CPD Hours for Licence and REV

Druga konferenca o proceni nepokretnosti
„ Budućnost tržišta nepokretnosti, profesije
procenitelja i proceniteljske prakse“

21. April 2018.

Vrednuje se sa 6 bodova za CPD za Licencu i REV

08:30	09:30	Coffee & Registration		Kafa i Registracija	
09:30	09:50		Danijela Ilić, FRICS REV <i>NAVS PRESIDENT</i>	Welcome Address	Uvodna reč
09:50	10:10		Krzysztof Grzesik, FRICS REV <i>Chairman of the Board of Directors, Vice-President of PFVA</i>	Is there a future for the valuation profession?	Ima li budućnosti profesiju procenitelja?
10:10	10:30		Richard Grover <i>Professor at Oxford Brookes</i>	Changing User Habits and Their Impact on Property Values	Promena navika korisnika i njihov uticaj na procenu vrednosti
10:30	10:50		Zoran Stanic <i>President of the Professional Property Valuation Board at the Ministry of Finance, Serbia</i>	A review of changes in the legislative and professional context in real estate valuations, what can be the future?	Osvrt na promene u zakonodavnom i profesionalnom okviru u procenama vrednosti nekretnina, kakva može biti budućnost?
10:50	11:10		Alexander Weber <i>Managing Director DIAZert / head of department DIA Consulting AG</i>	The public solution for real estate market transparency and valuation parameters in Germany	Javna rešenja za transparentnost tržišta nekretnina i parametre procena u Nemačkoj
11:10	11:30	COFFEE BREAK		KAFE PAUZA	
11:30	11:50		Nadica Mladenoska Krckoska <i>REV, Former Chairman Chaimber of Valuers of Macedonia</i>	Law on Valuation - Experiences of Appraisers in Macedonia	Zakon o proceni - Iskustva procenitelja u Makedoniji
11:50	12:10		Melita Bestvina, REV <i>President Croatian Association of Court Expert Witnesses and Valuers</i>	Problems of the impact of the valuation profession on the regulations on real estate appraisals and the importance of the valuation practice as a guarantee of quality	Problematika utjecaja struke na propise o procenama vrijednosti nekretnina i važnost proceniteljske prakse kao jamstva kvalitetnih
12:10	12:30		Milan Mirkovic, REV <i>President National Association of Valuers of Montenegro</i>	Valuation profession in Montenegro, review of regulation and practice	Profesija procenitelja u Crnoj Gori, sa posebnim osvrtom na regulativu i praksu
12:30	12:50		Maho Taso, MRICS <i>Director Prostor Ltd, Bosnia and Herzegovina</i>	A review of the real estate market, the current state and challenges of the valuation profession in Bosnia and Herzegovina	Osvrt na trziste nekretnina, trenutno stanje i izazove profesije procenitelja u Bosni i Hercegovini
12:50	13:50	BUFFET LUNCH		PAUZA ZA RUČAK	
13:50	14:10		Uros Novkovic, REV, MRICS <i>DATA Investment d.o.o, Serbia</i>	Real estate market in Serbia, current situation and trends	Tržište nekretnina u Srbiji, tekuće stanje i trendovi
14:10	14:30		Gent Sejdiu <i>Board Secretary of the K.A.A-Kosovo* Appraisers Association</i>	What positive impacts will have into Kosova RE Market by acknowledging, standardizing, and empowering further by laws and regulations the valuation profession and valuations?	Kakav će pozitivan uticaj imati na tržištu nepokretnosti Kosova priznavanjem, standardizacijom i daljnjim osnaživanjem zakonom i propisima profesije procenitelja i procjena?
14:30	14:50		Predrag Nikolic, REV <i>Chairman of the M.Board Association of Independent Valuers of Montenegro</i>	Importance of European professional designation REV in Montenegro and automatization of property revaluations	Znacaj REV sertifikata u CG i automatizacija reprocjena
14:50	15:10	COFFEE BREAK		KAFE PAUZA	
15:10	15:30		Ivana Stanojevic, REV <i>Architecture & Urban Planning at IBM Consult, Serbia</i>	Application of a transparent database of real estate prices in the valuation process - Advantages and disadvantages	Primena transparentne baze registra cena nepokretnosti u postupku procene vrednosti - Prednosti i nedostaci raspoloživih „on-line“ baza na procenjivanim primerima
15:30	15:50		Slavenka Mitrovic Lazarevic <i>REV, Atelje Mitrovic, Serbia</i>	Integrating new information systems in real estate valuation	Integrisanje novih informacionih sistema u procenu vrednsti nepokretnosti
15:50	16:10		Vesna Stefanovic, REV, ASA <i>Owner Vision Consulting</i>	The value of real estate from the business perspective	Vrednost nekretnina iz ugla biznisa
16:10			Danijela Ilić	Questions	Završna reč. Pitanja i odgovori