

REAL ESTATE ESTIMATION IN THE CONTEXT OF THE EUROPEAN UNION INTEGRATION OF ROMANIA

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Abstract: In the present paper the international and internal concourses of developing the real estate estimation are briefly described, making allowance for the political and economical evolution and the necessity of adopting unit and uniform settlements. In both functional and developing market economies the real estate assessment activity is very important, as it can provide information necessary for various activities: sale, purchase, renting, estimation of value for bank guarantees, establishment of inheritance fees, donation fees, taxes, financial reports, real estate markets analyses, etc

Key words: Real estate, International Evaluation Standards

1. Introduction

The business level in estimations domain grows each year in Romania, being sustained by the real estate estimation that reached, by this moment, the level of 70% of the total amount of estimations, according to the National Association of Estimators in Romania (ANEVAR), even in times when real estate market is uncertain.

Technically, the real estate is composed of the terrain and those elements made by human beings that are attached to the terrain. These are the "things" that are physical, tangible, can be seen and touched, together with all the annexes that are on top of it or underground.

Real estate, assets and other proprieties estimators are those that are concerned with a special economical subject, associated with the estimation elaboration and reporting. As professional, estimators have to accomplish strict training, qualification, specialization programs for proving their competency and abilities.

The professional evaluators experience and the dialogue between nations, through the International Estimation Standards Committee (IVSC), proved, with a few exceptions, that there is a unit agreement concerning the thesis that underlie the estimation subject. In some cases, the law and national economical circumstances might ask for special applications (that are sometimes limited), but the basis of estimation methods and techniques are similar all over the world.

On the 22nd of June, 1995, Romania officially presented the E.U. adhesion candidacy and on the 15th of February, 2000, the negotiations started. This led to the E.U. adhesion on the 1st of January, 2007, considered to be the most important political event in the last 90 years, after the Unification that happened on the 1st of December, 1918.

The integration into the new social and economical structure, at a continental level, requires, among other, the harmonization of the settlements concerning the real estate estimation domain, congruent with those used in European and worldwide countries.

Because Real estate – built on empty land or on built and improved land – is one of the most important income sources in worldwide economy, it is extremely important that the "actors" on the real estate market have access to relevant and credible information, solid analyses, clear opinions on the values of the domains, and also the right to receive advisory in a large gamut of problems concerning real estates and other types of domains (enterprises, corporal and not corporal goods).

2. The international framework of real estate estimation activity

2.1. The European Estimators Associations Group – TEGoVA

TEGoVa first appeared in 1977, after a number of associations of expert estimators merged with an organization with the same profile and has in present a number of 43 national associations of real estates estimators experts from 26 countries.

One of TEGoVa's main goals was to elaborate and promote common standards for settling the estimation activity concerning the real estates. These standards are usable by the professional associations of real estates estimators experts from E.U. and not only, compatible with the international IVSC standards. IVSC standards are elaborated with a tight connection with TEGoVA, assuring a connection between different aspects.

For all these the European Estimation Standards (EVS) were elaborated – included in the so called "Blue Book". The 2008th edition of EVS has the next goals: assisting the estimators in elaborating good estimating rapports; Promoting the coherence and transparency for using definition standards of the values and methods of

estimation. It offers the users/clients a good understanding of the specific terms and definitions. It gives a standard regarding what a qualified estimator has to represent. It gives a certain base for the economical analysis of efficient use of properties resources. It gives correspondences standards to the national and European laws, with the international estimating standards and accountancy. For the investment in real estates sector it gives promoting standards in estimations used in calculating the clues of financial performance. It promotes coherence for the national settlements and references of good practice.

2.2. Great Britain real estate estimation

2.2.1. Royal Institution of Chartered Surveyors – RICS

RICS plays an important educative and organizatoric role for the hole Great Britain real estate estimation activity. It also sets a number of standards for establishing standards for entering the estimator profession for anyone who would like to practice this job, standards for fullfilling the estimations and also standards for the professional ethics.

The english standards for fullfilling the estimating work are included in “RICS Appraisal and Valuation Manual” or in the so called “Red Book”. The first edition of the “Red Book” first appeared in 1974, as a result of revising and bringing together two books of RICS (Statements of Asset Valuation Practice and Guidance Note and Manual of Valuation Guidance Notes – knows as well as White Book), according to the accountand profession, with the government’s and other professional settled corps. The next edditions (1981, 1990, 1995 and 2003) bettered these rules of estimation practice, under the Real Estate Estimation Standards Comitee, but they do not contain detailed explanations about the technics and means of estimation of real estates. These are the subject of other books.

Red Book brings together different types of missions that Great Britain estimators can accomplish: *valuation*: represents the estimator’s written opinion concerning the market value or other value of a real estate or other active; *appraisal*: the opinion on whether a real estate is profitable or not; *calculation of worth*: sets the financial net value at a given time, considering the benefits and the costs of the real estate; *survey*: gives a detailed inspection on the real estate with the purpose of collecting data regarding its characteristics, but does not include any judgment regarding its value.

Also, Red Book knows three types of estimators: *inside estimators* – the employees of the company that is in charge of real estate estimation activity and do not have a financial interest concerning that company; *outside estimators* – estimators that have no financial interest concerning the client, the client should not have a financial interest concerning the estimators activity; *independent estimators* – outside estimators that have no professional relation, in present or future, with the estimation subject (the real estate that is estimated).

In Grate Britain, the estimator profession is a regulated profession in E.U. and is the subject of mutual recognize of professional qualifications in E.U.

2.2.2. Other United Kindom institutions with the same profile

• Valuation Office Agency – VOA

It is a United Kindom government agency, that achieves estimations in the taxation purpose and offers consultancy in expropriation cases, in connection to the prices that should be taken in consideration when the local or central authority sells the real estates. These taxes are established on the bases of real estates estimated values. The estimation resaults can be consulted by the tax payers that can also contest regarding these resaults.

VOA prosecutes a number of activities hereby the tax payers are kept up with the news regarding the real estate price market level. With the help of these, the tax payers know the estimations methods and technics used ad also, the rights and obligations can be explained to them. Among the most important goals of VOA (Presented in documents as *Non-domestic Rating Charter* and *Council Tax Charter*) are: assuring prompt and equitable services to the clients; keeping the objectivity in the estimation misiions; assuring an estimation solide base.

For ensuring the continuity and coherence of the estimations, of the estimation methodology, of the estimation rapport conclusions, VOA made a series of manuals that present this methodology for all types of real estates. This is published on the agency site for the estimators and the rest of the people. Manuals present the estimators obligations, the key concepts interpretation, explain the estimation methods (for example the income method or CIN) and the way of estimation of specific real estates.

• HM Land Registry

The activity of recording the real estates (carte funciara) in the United Kindom is organized at a regional level, and HM Land Registry (Her Majesty’s Land Registry) is the responsible institution in sharge with this chapter. It is imperative that the real estate transfers should be registered and the admission in the register of these information gives the new owner the certainty of legally owning the registered real estate.

HM Land Registry is a United Kingdom Government department, an executive agency and a commercial asset that has to develop and maintain the stability and efficiency of the real estate registration, has to guarantee the title for the real estates and the land rate, to offer free access to up-to-date information about the lands, permitting the display of trustful real estate properties. The real estate register is the best data base for all the residential real estate estimators because it includes the selling prices for all the transacted real estates and these information can be obtained by the users by paying an access tax for using the data base.

2.3. Real estate estimations in France

The real estate estimator in France, also known as a real estate expert, according to the definition in the *Real Estate Estimation Expertise Book* is “a specialist in estimation of different rights, in which the real estates represent the support”.

France is one of the E.U. members in which the real estate estimation activity is not very regulated yet, unlike the real estate profession. But there are a series of codes (the penal code, the civil code, the civil procedure code, the commercial code), laws and other important documents (the common recommendation of COB/CNC regarding the achievement methods, by the expert estimators, the estimating missions of real estates of SCPI) in which problems regarding the activity and estimating profession are regulated.

In France, the profession of real estate expert estimator can be exerted, depending on the type of property that is evaluated by: judicial experts, agreed by the High Court of Cassation or by the Court of Appeals, in the bases of a national list, annually reviewed and approved; landed and agricultural domains experts, agreed by the Agriculture Ministry according to a national list, annually reviewed and approved; forestry domain experts, approved by the Agriculture Ministry according to a national list, annually reviewed and approved; other persons that do not detain the expert titles specified.

The real estate estimating expert can do different types of expertise

- estimation (real estate expertise) – contained by the *Real Estate Estimation Expertise Book* and needs an investigation of the estimated real estate
- value note – based only on the constancy of the brief with papers that is given to the estimating expert by the client; the estimation precision of the real estate value is not high and this is the reason why the estimator has to declare the elements that were given to him and also has to say his own reserved concerning the mission
- real estate consultancy – in cases such as: buying or selling a real estate, without a type of rapport like the ones we presented, values studies, prospective financial analyses, technical, juridical or financial real estate audit, technical profiling etc.

2.3.1. The French Real Estate Expertise Institute – IFEI

IFEI (*L'Institut Français de l'Expertise Immobilière*) was created in 1979, by a group of experts in real estates estimation. Its goals were: bringing a plus to the working methods, to the terminology and techniques; elaborating a deontological code of the estimator; reflecting on professional problems and methods of real estate estimation.

IFEI elaborated the *Real Estate Estimation Expertise Book*, mainly based on RICS guide (Red Book) and on TEGoVa guide (Blue Book), presently adopted by 14 organisations and associations in France. This act is structured in 4 articles:

1. General conditions of expertise exertion in real estate estimation – shows the general concepts of estimation activity
2. Methodological guide regarding the active real estates estimation – shows the terminology and methods problems, with the purpose of assuring the homogeneity and transparency of common vocabulary
3. Deontological principle that are applied in experts case in real estate estimation – shows the deontological principles that are applied in estimators case, in their relationship with the customers or with the third part

2.4. Real Estate estimations in USA

Settlement system of real estate estimation activity in USA is one of the most organized and efficient systems worldwide. This profession is supervised and settled with the help of some institutions with the same profile. Before 1990, there were no settlement standards concerning the estimation activity and the way of crediting the estimators that were recognized by all the federation state members. Meanwhile the *USPAP – Uniform*

Standards of Professional Appraisal Practice – that represents the best practice in this domain, was achieved. This was afterwards adopted by all the federation state.

Each state has its own data base that can be accessed by the professional estimators against a tax. There are, as well, links to a huge number of governmental and non-governmental institutions, that interfere in direct or indirect ways in the estimation activity and/or give the necessary information for the estimation process.

This complex system is made from a number of governmental and non-governmental federal institutions (like the federal banking control organism and the urban development department), non-profit and professional organizations (the agencies, foundation and estimation subcommittee) that participates active at this process. These organisms work with the purpose of ensuring credible and coherent estimations by the professional experts or certificated in estimating.

2.4.1. Appraisal Institute – AI

It is one of the most famous professional estimating associations in USA, an international recognized authority that has over 90 branches worldwide.

The goal of this institute is to sustain and guide its members in their work, for obtaining the best estimating solutions, for promoting a high level of professional trust in the estimators, for creating and improving in a continuous way the ethic code and the professional practice standards.

In that direction, the institute organizes continuous training and perfecting courses for the professional estimators, pulling out to the members a series of course package, depending on the amount of knowledge that the attendant has and the professional category in which he would like to be situated.

Appraiser Qualifications Board (AQB) – the qualifying estimators committee recognizes four categories of real estate estimators, considering the grade and form of training:

- *probationer estimator* – the person that has the right to estimate real estates with the same specialization category as its supervisor;
- *graduate residential real estate estimator* – has the right to estimate residential real estates that do not surpass the transaction value of a million dollars;
- *residential real estates expert estimator* – has the right to estimate any type of residential real estate
- *general real estate estimator expert* – qualifying in estimating any type of real estates; USPAP standards foresee three types of estimating services that can be ensured in the USA;
 - *Estimation* – represents an official opinion on the real estate value; this opinion is formulated after data a research, selection, analyses process and estimating methods application;
 - *Advisory* – an act or process hereby information are provided, data concerning the real estate is analyzed, conclusions and/or recommendations are expressed, concerning other aspects that are related to the real estate, other than value; it is used in cases such as: economical feasibility studies, land using studies, market studies, the capacity of absorption analysis
 - *The estimation verification* – the act or process of elaborating and communicating an opinion on the quality of the estimation work, made by another estimator

AI laid down a series of professional practice standards in estimation, that display the development of the requirement and elaboration of the estimation rapport, of checking the estimations and conciliation analysis on estimation problems.

These standards have three components:

A. Uniform Standards of Professional Estimation Practice (USPAP) – represents the professional practice standards in estimations, generally accepted in North America (they are authorized by the USA congress). It settles the requirements and achievements rules and all types of estimation missions rapport.

Also, USPAP includes a number of ten *Comments on estimation standards* that details, clarifies and interprets these standards and also 23 *Indications and opinions* that underline the way of applying the estimation standards in special situations. For example, subvention homes estimation, real estates with better proposal estimation, or the case of estimating the same real estate for a new owner etc.

B. Certification Standard (of the Appraisal Institute) – sets the special requirements that are not part of the USPAP

C. Professional Practice Estimation Standards Guide (GN) – Appraisal Institute adopted this guide with the purpose of offering its members indications for applying the standards in different special occasions. There are 9 types of standards of practice in estimations, that describe situations like: the involvement and role of the dangerous substances in the estimation process, considerations regarding people with disabilities in the estimation process,

trust in the reports made by other estimators, the use of formal estimating reports of residential real estates, the use and applicability of sending and engagement letters.

The Ethic Code of Appraisal Institute contains four chapters: a chapter with definitions of terms used in the estimation activity and comments on those definitions, the next chapter, that sets the exception cases from the code rules, the third chapter contains a series of five deontological rules (canon) and the last chapter gives explanations regarding these rules.

2.4.2. Other Settlement Institutions of Estimation Activity in the USA

- **American Society of Appraisers – ASA**

Another organization that has its activity in the real estate estimation domain in the USA is ASA. Here, there are professional estimators that are directly involved in this professional area, as well as other structures with interests in this domain. As professional standards the USPAP standards are used.

There are different types of qualifications that a candidate of the title of ASA member can obtain on the bases of promoting a series of exams, with the help of realizing a number of representative estimating reports, proving that he has experience a number of years in estimating and if he is superior studies degrees: AM – accredited member; ASA – accredited estimator senior; MGA - jewel estimator; FASA – the qualification that an estimator can obtain, after he brought extraordinary contributions to the estimator profession or to the society.

- **Building Owners and Managers Association (BOMA)**

BOMA is an organization whose purpose is promoting the agreement between persons direct involved in activities that are connected to real estates, to the way this industry works and its role in society, through different ways, like: research activities, informations educational or/and dissemination ways. In addition to this, the organization is directly involved in monitorizing and laws proposals, reglementari, standards or codes that are related to this industry.

- **BOMA Standard (Standard Method of Floor Measurement for Office Buildings ANSI/BOMA Z65.1/1996)** is used for distances and volumes of old and new buildings measuring, with the purpose of estimating, first appeared in 1915 in the USA, being accepted as a national standard and being reviewed for a number of times during the years.

2.5. The International Estimation Standards Committee - IVSC

An extremely important factor, that in time became a problem at the international level, in real estate estimating was achieving a common data base for the national and international organizations and for persons involved in this activity, that, with the use of transparency, assures the understanding of the principles and concepts of estimating, of the methodology of applying estimating techniques and of the way of reporting the estimation.

Starting from this very important problem, a technical committee of the *Royal Institution of Chartered Surveyors* together with representative persons from different organizations in estimation domain in the USA, made in 1981 a new professional organization – the *International Estimation Standards Committee IVSC* – recognized worldwide, in charge with elaborating real estates estimation standards, that afterwards are presented and adopted at a global level.

IVSC is a non-profitable association with the international centre at London and its goals are, according to the *Constitutive Act* elaborated in 1981 and reviewed: the development of international estimation standards and reports that satisfy the needs of financial report, those of international markets and international business market; the development of international estimation standards and report that satisfy the necessities of developed and in course of developing countries and giving them consultancy in using them; the identification and presenting situations in which national standards are different to the international ones and specific activities with the purpose of better compatibility and harmonization of specific settlements of each countries with the use of *International Estimation Standards IVS*.

Until now, IVSC elaborated, published and reviewed more editions of IVS, according to the Project of Standards Committee. The last edition is the eighth (2007 edition).

2.5.1. IVSC Structure

The changings that interfere in the places that have direct and indirect connection to the estimators work (legislation, constructions, technology, economy, finances, IT and more others), oblige IVSC to make sustained efforts for continuous actualization and perfecting of the standards.

The understanding and use of these standards is important, each of them being a part of a big part, even if the standards considered to be individual can be published as distinct sections. So, the estimation definitions, introduction, concepts and principles must be understood as having a connection with each component.

The introduction chapter offers a larger view on the origins of standards, on the IVSC activity and on the general concept of standards. It also explains their organization and area of applicability.

The Fundamental Concepts of General Accepted Estimation Principles (GAVP) is a section that gives comments regarding the juridical, economical and conceptual environment, based on the estimation object and its standards, with the purpose of helping the understanding of these standards by other objects and of minimizing the difficulties generated by the language barriers.

The Deontological Code presents the ethical and competence requirements, that are asked to the estimators in their professional practice. The ethical conduit serves for the general interest, it is the basis of financial institutions and all users trust in estimating services and works in the benefit of the estimators profession. The ethical conduit guaranties that the results of the estimations are credible, consequent and impartial.

The chapter dedicated to the *propriety titles* includes a detailed presentation of the four types of real estates international recognized (corporal and not corporal goods, the enterprises and financial actives) and emphasizes the differences between them.

The Introduction to Standards represents the opening section that details the differences between the market value and the types of value, different than the market value, and also details the importance of clear and concise communication of the result of the estimation.

The International Estimation Standards (IVS) are considered to be the bases for the other standards and permanents. There are 3 types of IVS: IVS 1 – the market value – type of value; IVS 2 – Types of values different than the market value; IVS 3 – The evaluation rapport.

The International Application Standards in Estimation (IVA) that detail the methods of making an active estimation, that belong to the public or private sector, with the purpose of using them in financial rappers or of adopting decisions of giving them guaranteed loans: IVA 1 – Financial rapport estimation; IVA 2 – Guaranteed loan estimation; IVA 3 – Public actives estimation for financial rapport.

International Practice Standards in Estimations (GN) gives instructions regarding the specific estimation problems and the methods of applying the standards in different situations and specific activity domains. They complete and grow the IVS and IVA, having the same importance as them. There are 15 GNs: GN 1 – real estate estimation; GN 2 – the loaning/leasing rights estimation; GN 3 – Fix mobile estimation; GN 4 - The no corporal active estimation; GN 5 – Mobile goods estimation; GN 6 – the enterprise estimation; GN 7 – Considerations regarding dangerous or toxic substances in estimation; GN 8 – The approach by cost, financial rapport; GN 9 – The money flux analysis, reviewed for the estimations based on the market and on the investment analysis; GN 10 – The agricultural proprieties estimation; GN 11 – The estimation verify; GN 12 – The estimation of the propriety that generates business; GN 13 – The global estimation for propriety loans; GN 14 – The estimations of the proprieties in extractive industry; GN 15 – the estimation of the historical proprieties.

The glossary makes connections to all the terms used in IVS, IVA and GN.

The Deontological Code of the estimators comes with the fulfill of the rights, statutes and rules of the national associations or organizations that control and monitories the estimators activity. An estimator that works on the IVS bases is obliged by the statute to respect the Deontological Code.

4. The National Frame of the real estate activity

In Romania the estimation activity is ruled by the National Estimators Association in Romania – ANEVAR – that first appeared in 1992, as a professional, non-profitable, nongovernmental, independent association that acts for the public interest and promotes the methods and techniques of estimation through specific means. In present, the association has over 5500 members and over 250 juridical persons associated. The activity of the association happens in 40 territorial centers in counties and in 11 centers in Bucharest. ANEVAR's activity is structured in four sections: enterprise estimation, real estate estimation, mobile goods estimation, financial actives estimation.

ANEVAR started and developed estimation courses in universities, courses that are recognized in the estimation domain. The training activity of the people is based on European and Nord-American practice. The courses were translated, discussed and adapted after those elaborated by the Appraisal Institute and by ASA (American Society of Appraisers). Next to the role of shaping in the estimation domain, the training programs organized by the association had, in some cases, a professional reconversion role. It is the case of people that, after the reorganization of the Romanian economy had to retire. The training courses are, in this way, a reorientation in activity. ANEVAR is a unique associated at the estimation research institute – IROVAL that has to do with estimations, has an editor and o huge specialty library. ANEVAR members have been working according to the estimation standards since 1993, but in 2003 they replaced them with the International Estimation Standards

(elaborated by IVSC - International Valuation Standard Committee, organism of ONU). Starting with 1st of January, 2004, the International Estimation Standards elaborated by IVSC were adopted as national estimation standards. As a result of the system of professional perfection of its members and also as a result of promoting the national, European and international standards and the Deontological Code, ANEVAR is recognized by a lot of Romanian organizations (governmental or nongovernmental associations with the same profile) that ask for the estimation reports to be the same with ANEVAR standards and recommendations. ANEVAR is a member in the IVSC, TEGoVA and WAVO (Worldwide Association Estimators Organization).

ANEVAR achieved the international recognize in estimating domain, establishing cooperation relations with professional associations in USA, United Kingdom and other European associations with the same profile.

In Romania the estimation of any type of market or outside of the market value, asks that the estimator should apply one or more types of approach in estimations. The term of estimation approach refers to the analytical methods generally accepted and usually used. In other countries, these approaches are also known as estimation methods.

The estimations based on the market value use, usually, one or more estimation approaches, with the help of substitution principle, using information that are related to the market. This principle show that a person won't pay for a good or a service more than the cost of buying a good or service accepted as a substitute, not taking in consideration factors like time, risk. The lowest cost of the best alternative, for a good substitute or for an identical good tend to be the market value.

The estimation approach based on the Romanian market include: The approach based on comparing the sells, The approach based on capitalizing the income and The Approach based on cost.

The approached based on comparing the sells takes in consideration the similar proprieties or substituable and information regarding the market and establishes an estimation of the value through comparisons. Generally, the propriety that is estimates is compared to the sell of other similar proprieties, on an open market. There can be taken in consideration, also, the sells offers.

The approach based on capitalizing the income takes in consideration the information regarding the income and the spent money on the estimated proprieties and estimates the value through a capitalization process. The capitalization connects the income to a type of value, converting it to a value (with the help of estimations). This process can take in consideration direct relations, also known as capitalization rates, actualization rates (that reflect how good the bought good was), or both. Generally, the substitute principle show that the income flux that produces the highest profit, that has a certain risk level, lays to the most probable value.

The Approach based on cost takes in consideration as a substitute for buying certain propriety, the alternative of building another propriety, like the original, or a building with the same utility. In the case of real estates, a person wouldn't pay more for a propriety than the cost for buying the land and for building a construction, without involving time and risk. Practically, the approach consists of estimating the depreciation for old proprieties with bad functional parts, when an estimation of the new price would overcome the price payable for the estimated propriety.

Each approach in estimating has alternative application methods. The estimators experience and competence, the national standards, the market and the information tells you which method or methods are applicable. The existence of the approach and the alternative methods consist of giving the estimator a series of analytical procedures that are appreciated and reconciliated, and an estimation of final values, depending on the type of value that is involved.

Generally, the approaches and methods of estimating are common to all types of possible estimating, including real estates, mobile goods, enterprises and financial actives. Although, the different types of proprieties involves different sources, that reflects an adequate way the market in which the propriety (or service or enterprise) is estimated.

For accomplishing the estimation documentation there are a few steps that have to be made:

- Picking up real estate characteristics by an estimator
 - o Identification of the real estate
 - o Identification of the propriety rights on the estimated object
 - o Establishing the purpose of the real estate estimation and the type of value that has to be determined
 - o Go to the place of the real estate and take pictures inside and outside, ask for copies of property papers (property title, sales contract, donation, inheritance, cadastral plan, construction authorization)
- Centralization and analysis of the data and information
 - o Collecting and analyzing relevant data and information; these data and information have to contain necessary elements for applying estimation methods (costs method, the analysis of the best use, the direct comparison method etc.)

- Establishing accordance to the standards, specific tentative, restrictive conditions and information sources
- Elaborating the real estate rapport. The real estate estimation process ends with an estimation rapport. This is a written document that includes the instructions for the estimation process, the estimation bases, the type of value, the purpose of the estimation and the result of the analysis that leads to the opinion on the value. The real estate rapport explains the analytical processes that were made during the estimation and presents the significant information that were used in the analysis. The type, dimension and content of an estimation rapport varies, depending on the type of propriety, legal requirements, nature and complexity of the real estate estimation

3. Conclusions

- The International Estimation Standards were conceived with the purpose of making the international sales of properties easier and for contributing to the viability of worldwide markets, promoting the transparency in financial rapport.
- It is very important that the information used should be factual and the bases for professional thinking concerning the way the real estates can be estimated.
- At an international level there are preoccupations concerning the estimation of real estates activity, administrated by a series of specialized organisms: TEGoVA, IVSC, RICS, Appraisal Institute etc., that elaborated settlements and estimating standards.
- Only by organizing continuous qualification and training courses in this domain, the waited effects will not be obtained in all the countries that adopt these standards and settlements. It is imposed that profile legislation is adopted.
- Each country has its own characteristics, that are related to the rules, economy, population structure, way of life, living level, mentality, preferences etc, a multitude of factors and aspects that are reflected in the real estate estimation system progress.
- In countries that are in development process, in which economy is not stabile, but also in developed countries, that have not a very good property estimation system because of different reasons, the assurance of compatibility of intern conditions with the international or regional standards and settlements involves huge use of time and resources.
- Nowadays, the main tendency is to adopt and adapt the International Estimating Standards IVSC to the national and regional realities, as a result of economical, social and political processes in Europe but also worldwide
- Romania shows actively this tendency, tending to assure the law frame necessary in the domain and the correct adapt of the International Estimation Standards in the existing social and economical situation

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