Valuation of Real Estate in Germany

Purpose of all valuations in Germany =
Gutachterausschuss für Grundstückswerte
für den Bereich des Landkreises Northeim
Geschäftsstelle beim Katasteramt Northeim

Independent valuers
ca. 10.000

TS 27.6 Dieter Kertscher (Germany):
"Digital Purchase Price Collections - The German Way to provide Transparency for the Real Estate Markets"
Contract of sale per quality of real estate

Pricedevelopment of unbild sites in a special region

Influential characteristics on market value

Purchase price collection

Collection of Contracts of Sale
Registration of the sold built object in 3 files

<table>
<thead>
<tr>
<th>Index card</th>
<th>in the map</th>
<th>File card with picture</th>
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</thead>
<tbody>
<tr>
<td>1960</td>
<td>Today</td>
<td>1980/Today</td>
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Digital Purchase Price Collections - The German Way to provide Transparency for the Real Estate Markets
Collection of Contracts of Sale for a built-up Real Estate

Survey of Stages of Development during the last 40 years: Valuation of Real Estate: The German Approach

The GIS-supported Valuation System in Lower-saxony ("WIS") - a (nearly) perfect Network for all Works Making Transparency of Property Markets

- Digital Purchase Price Collections - The German Way to provide Transparency for the Real Estate Markets

Collection of Contracts of Sale

- Land use plans
- Photo of the selected building
- Questionnaire to the buyer

Evaluation of contracts of sale

Supplementation the rest of influences like living space, sanitary facilities, .......

1960                              1980                              2000

Technological development

Internet, e- and m-Commerce
Networking GIS - Support
Electronic data processing

Digital Products

- Presentation of purchase prices
- Digital maps of recommended approximate values for land
- Digital "Reports on Local Real Estate Markets"

Analog expanded products:
- Index card
- Map of purchase prices
- Reports on Real Estate Markets

Analog Products (paper-based):
- Index card
- Map of purchase prices
- Map of recommended approximate values for land

The GIS-supported Valuation System in Lower-saxony ("WIS") - a (nearly) perfect Network for all Works Making Transparency of Property Markets

Collected informations and processing

Presentations / products