



## **KENSTONE Real Estate Valuers**

Your partner for professional real estate valuation  
reliable - efficient - international



# KENSTONE

## - your partner for professional real estate valuation

- Company
- Business model
- Range of services
- Locations
- Qualifications
- Independency and compliance

## The KENSTONE company

- **KENSTONE Real Estate Valuers** combines the longtime experience of the appraisal units of the COMMERZBANK Group to professional knowledge. The result is sound expertise that our customers can rely on.
- Legal form of the company: German GmbH (limited company)
- 100 % subsidiary of Commerzbank Group
- 65 employees
- Nationwide network of 120 surveyors
- Head Office: Eschborn
- Regional Offices: Berlin, Duesseldorf, Frankfurt, Hamburg, Leipzig, Munich, Stuttgart

## KENSTONE facts and figures

- Over 13.000 valuation reports expected in 2018
- Over € 30 Bln. market values expected in 2018
- 60% residential / 40% commercial
- Portfolio valuation
- TOP Deal 2017: shopping center in Frankfurt with € 750 Mio. market value
- Every sector of real estate valuation covered
- Special expertise in retail, social real estate, hotel, sustainability, agriculture and forest
- Partner of the European Valuers` Alliance EVA



## The business model

- **Core business:**
  - Nationwide evaluation of market and mortgage lending values of properties of all types and sizes as a basis for real estate investments, loan assessments and risk-policy and accounting decisions
- **Clients:**
  - Institutional and private investors
  - National and international financial institutes
  - National and international corporations
  - Insurance companies and pension trusts
  - Certified Public Accountants (CPAs) and Tax Consultants

**COMMERZBANK**   
Gruppe



 **Frankfurter Sparkasse** 1822

  
**CRÉDIT FONCIER**  
IMMOBILIER  
EXPERTISE

**AIRBUS**

**BANK**

**KFW** IPEX-Bank

*Lenwood*  

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*Capital*

  
JYSKE BANK

## Our range of services

- Market value appraisal report
- Mortgage lending value appraisal report
- Financial / portfolio and property due diligence
- Market and property rating
- plausibility check and validation of appraisal report
- Market, location, competitor analysis and feasibility study
- Controlling of construction developments, processes and costs
- Consulting concerning all questions of real estate valuation

## Our locations

**KENSTONE Hamburg**  
Domstraße 12  
D - 20095 Hamburg  
contact: Mr. Groenwoltd  
Tel.: 0049 (0) 40 3683-1730

**KENSTONE Duesseldorf**  
Graf-Adolf-Straße 86-88  
D - 40210 Duesseldorf  
contact: Mr. Klein  
Tel.: 0049 (0) 211 1670-354

**KENSTONE Frankfurt**  
Helfmann – Park 5  
D - 65760 Eschborn  
contact: Mr. Kalker  
Tel.: 0049 (0) 69 136 86709

**KENSTONE Stuttgart**  
Koenigstraße 11 - 15  
D - 70173 Stuttgart  
contact: Mr. Holzkamp  
Tel.: 0049 (0) 711 185-4401



**KENSTONE Berlin**  
Luetzowplatz 4  
D - 10785 Berlin  
contact: Mr. Klingebiel  
Tel.: 0049 (0) 30 2653-2060


**KENSTONE Leipzig**  
Dittrichring 5-9  
D - 04109 Leipzig  
contact: Mr. Roediger  
Tel.: 0049 (0) 341 124-1430

**KENSTONE Munich**  
Leopoldstraße 230  
D - 80807 Munich  
contact: Mrs. Dr. Peuker  
Tel.: 0049 (0) 89 3564-2409

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## Qualifications


- **Qualifications:**

- Valuation by surveyors, HypZert-certified according to the standards of "DIN EN ISO/IEC 17024" for:
    - Financial purposes - CIS HypZert (F)
    - Market value appraisal - CIS HypZert (M)
  - KENSTONE Real Estate Valuers is “approved by HypZert”
  - Publicly appointed and duly sworn specialists
  - Chartered Surveyors (RICS) 
  - Interdisciplinary valuation teams consisting of architects, engineers, geographers, banking professionals and lawyers
- ➔ Continuing professional development, annual HypZert check and recertification examination after a five-year period
- ➔ Our experienced real estate valuers fulfill the strict requirements of the Banking supervision according to the German “Pfandbrief Act” and Ordinance on Mortgage Lending Valuation (Beleihungswertermittlungsverordnung = BelWertV”).



## Independency and Compliance

- KENSTONE evaluates independently
- Independency is an essential requirement for certification and public appointment
- No involvement in processes of loan decisions according to "BASEL III" and "BelWertV"
- KENSTONE is subject to the German data protection law ("Bundesdatenschutzgesetz")
- Access to research data of Commerzbank Group research sources
- KENSTONE fulfills all strict "Compliance" requirements of the German banking supervision
- KENSTONE is subject to the German banking confidentiality

 confidential handling of values and data for a trustworthy cooperation

## **Competence. Experience. Reliability - Convincing values for professional real estate valuation.**

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