

OVERVIEW OF BHPA

Bosnian and Herzegovinian Property Association

2018



Bosnian & Herzegovinian
Property Association

Bosnian and Herzegovinian Property Association (BHPA) represents property market valuers in Bosnia and Herzegovina.

The goals of BHPA are to:

- set up and maintain the highest professional standards,
- provide up to date and structured education, and
- mandate leading ethical and professional behaviour.

The above is predominantly based on the Royal Institution of Chartered Surveyors (RICS) and TEGoVA standards and norms.

Our vision is BHPA as leading organisation in Bosnia and Herzegovina for certification of real estate professionals.

Our mission is to manage the profession and to promote highest standards of professional services.

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1. History

The Bosnian & Herzegovinian Property Association (BHPA) represents property professionals from all over Bosnia and Herzegovina, as well as international members.

BHPA was founded on 8th of November 2011. The first assembly was held on 28th of November 2011, and the drafting of founding documents was completed in April of 2012. The Executive Board and Steering Committee, consisting of experts from different fields, were formed and appointed on 27th April 2012.

The public promotion of BHPA was held on 5th of June 2012, where around 250 officials attended the educational and promotional session. The aforementioned officials were from the banking sector, private businesses, government, legal offices, notaries, insurance and auditing companies. The basic message delivered to the participants is that support for the standardization of the property valuation in Bosnia and Herzegovinian is required. The following participants addressed the audience:

- Prof.dr. Željko Šain – Dean of Economic Faculty in Sarajevo, University of Sarajevo, Bosnia and Herzegovina;
- Prof.dr.sc. Željko Garača – Dean of Economic Faculty in Split, University of Split, Croatia;
- Prof.dr. Muharem Karamujić – President of BHPA;
- Prof.dr. Aziz Šunje - President of the BHPA Board;
- Mr. Mate Bandur - Deputy Chairman of the Bosnia and Herzegovina Council of Ministers;
- Ms. Mubera Brković - representative of the Council of Foreign Investors in Bosnia and Herzegovina; and
- Mr. Zlatko Barš - Director of the Federal Banking Agency of B&H.

Since then BHPA has signed agreements with the Association of Risk Managers of Bosnia and Herzegovina, most of financial sector institutions, as well as the main regulator (Federal Banking Agency).

2. Education

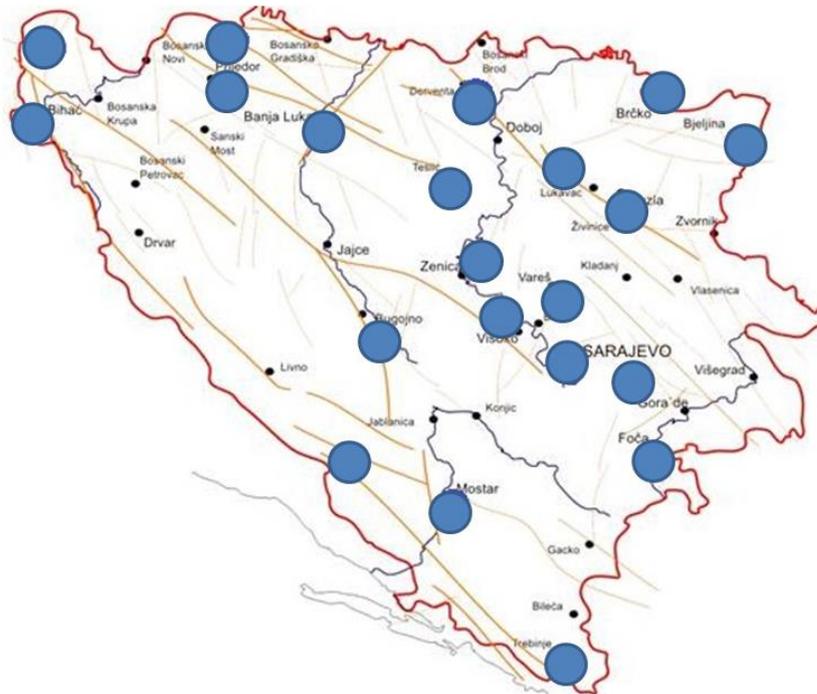
The Association successfully organizes real estate education, since its inception. Table 1 provides an overview of education seminars held in the last three years.

Table 1: Education

2015	1.	Introduction to Property Development	05.03.2015.
	2.	Capitalization Method	16.06.2015.
	3.	Market valuation methods	22.09.2015.
	4.	Financial analysis and market research	15.11.2015.
2016	5.	Market valuation methods in accordance with RICS	27.02.2016.
	6.	Market Real Estate Assessment – Banking sector	03.06.2016.
	7.	Property Development: Market Research/Feasibility study	16.08.2016.
	8.	Round table	25.10.2016.
2017	9.	Comparative method	16.09.2017.
	10.	Cost method	21.10.2017
	11.	Income method	18.11.2017.
	12.	Applying RICS Standards to Assessment of Real Property	16.12.2017.

3. Geographic location of our members

Figure 1: Geographic location of our members



- Sarajevo
- Banja Luka
- Pale
- Derвента
- Foča
- Bihać
- Mostar
- Ljubuški
- Bugojno
- Tuzla
- Gračanica
- Čelinac
- Kozarska Dubica
- Velika Kladuša
- Prijedor
- Vitez
- Čapljina
- Zenica
- Brčko
- Vareš
- Trebinje
- Bugojno
- Bijeljina
- Teslić

4. Organizational structure

Figure 2: Management

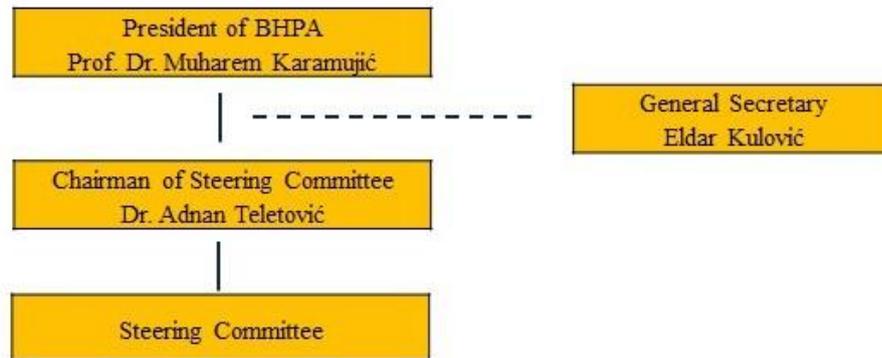
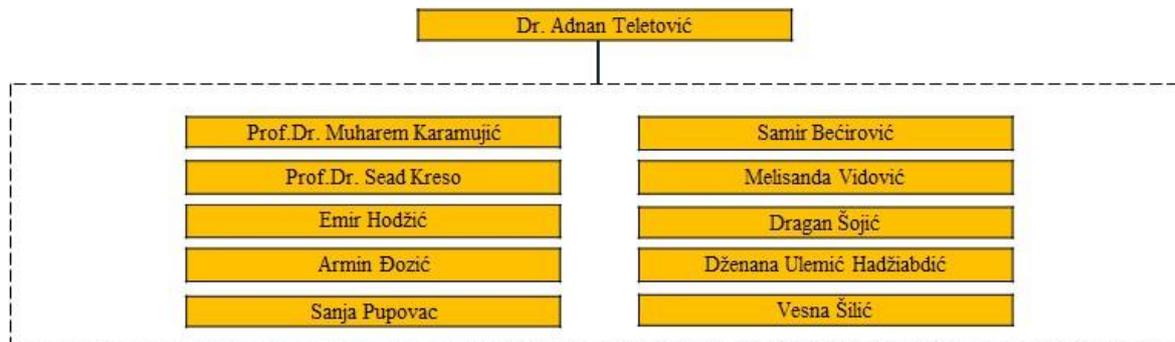


Figure 3: Steering Committee



5. Goals

The goals of BHPA are to:

- set up and maintain the highest professional standards,
- provide up to date and structured education, and
- mandate leading ethical and professional behaviour.

The above is predominantly based on the RICS and TEGoVA standards and norms.

6. Membership

6.1. Categories

Table 2: Categories

Membership	
TBHPA	trainee member (members of the training program).
RBHPA	recognised member (members recognised on the basis of their experience, with no formal property valuation education).
MBHPA	full member (members who fully satisfy all educational and professional requirements, locally recognisable by virtue of their expertise).
FBHPA	fellow member (internationally recognisable experts).
ABHPA	affiliate member (members who do not meet the licensing criteria, but are keen to be engaged in the functioning of the Association).
HBHPA	honorary member (non-certified prominent members with significant contribution for promotion and functioning of the Association).
AcBHPA	academic member (members with significant teaching and research experience in the field).

6.2. Conditions

Table 3: Conditions

Conditions	
TBHPA	<p>Students enrolled in the education program can join the Association before finalizing the program. These members may or may not have relevant work experience.</p> <p>TBHPA status does not allow independent professional engagement.</p>
RBHPA	<p>In order to obtain RBHPA status, candidates must provide the following documents for the final evaluation:</p> <ul style="list-style-type: none">• Curriculum Vitae;• References - must provide written recommendations of at least 3 (three) references (two professionals and one personal);• Motivation Letter;

- Completed Membership Application form;
- Proof of under-graduate faculty diploma in one of four cognate areas: Economy, Law, Architecture and Engineering;
- Proof of having at least 4 (four) years of relevant work experience; and
- Provide at least 5 (five) professional reports from different fields.

RBHPA status allows independent professional engagement.

MBHPA Applicants with a minimum 12 months relevant continuing professional experience (undergraduate experience is included) and accredited Master of Property diploma, awarded by the Faculty of Economics in Sarajevo or equivalent relevant education.

Equivalent relevant education must contain the following areas:

- Principles of Economics, Business and Finance, including Real Estate Economics,
- Basic understanding of Land use, Buildings and Construction,
- Basic understanding of Environmental issues,
- Business Law, including Property Law,
- Valuation principles, standards and norms, and
- Valuation methods.

Candidates must provide the following for the final evaluation:

- Curriculum Vitae;
- References - must contain at least 3 (three) references (two professional and one personal);
- Motivation Letter;
- Completed Membership Application form
- Proof of under-graduate faculty diploma in one of four cognate areas: Economy, Law, Architecture and Engineering;
- Proofs demonstrating the fulfilment of competence requirements (12 months relevant continuing professional experience and to be at least locally recognisable); and
- Provide at least 5 (five) professional reports from different fields.

MBHPA status allows independent professional engagement.

FBHPA The FBHPA membership is intended for prominent leaders of the industry, with professional experience in the field for at least 7 (seven) years.

Candidates must provide the following for the final evaluation:

- Curriculum Vitae;
- References - must contain at least 3 (three) references (two professional and one personal);
- Motivation Letter;
- Completed Membership Application form
- Proof of under-graduate faculty diploma in one of four cognate areas: Economy, Law,

Architecture and Engineering;

- List of expertise demonstrating the fulfilment of the competence requirements (professional experience, and to be at least regionally recognisable); and
- Works that have influenced the advancement of the profession and the regional or international recognisability of candidates.

FBHPA status allows independent professional engagement.

ABHPA Members of this category are members who do not meet the licencing criteria but are actively engaged in the work of the Association.

Candidates must provide the following for the final evaluation:

- References - must contain at least 3 written recommendations;
- Motivation Letter;
- Completed Membership Application form;
- Proof of under-graduate faculty diploma; and
- List of expertise demonstrating the fulfilment of competence requirements (at least local recognition);

ABHPA status does not allow independent professional engagement.

HBHPA Honorary members are prominent leaders in their professions and distinguished members of society. Their work and activities influence the development of the profession relevant to the Association.

Candidates must provide the following for the final evaluation:

- References - must contain at least 3 written recommendations;
- Motivation Letter;
- List of expertise demonstrating the fulfilment of the competence requirements (at least regional recognisability);
- Completed Membership Application form; and
- Proof of under-graduate faculty diploma;

HBHPA status does not allow independent professional engagement.

AcBHPA Academic Member (members with significant teaching and research experience in the field).

Candidates must provide the following for the final evaluation:

- Proof of having significant teaching experience in the field;
- PhD in the relevant field; and
- Minimum 2 years of teaching and research in property valuation or equivalent.

6.3. Review

For the purpose of controlling the quality of work and its own reputation, BHPA performs the following two types of reviews of its members:

- **Ad hoc review** - BHPA, on a needs basis (typically when clients and/or users (e.g. financial institutions) dispute the work of our members and submit a written complaint), conducts an Ad hoc review; and
- **Regular annual review** - a mandatory annual membership review, which consists of the following elements:
 - members are obliged to attend two training seminars annually,
 - members are obliged to register (provide basic non-personalised information) all of their valuation reports,
 - nominated Membership Audit Committee selects three to four valuation reports from the register (members are obliged to provide full valuation reports),
 - Membership Audit Committee reviews selected reports and provides review report. The report is primarily used for coaching and training purposes. In a case of significant non-conformance to the standards, further corrective actions (including revoking of the licence), may take place.