

**- CREN -**  
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Newsletter**

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**CREN PATRONS**



**TOPIC OF THIS ISSUE:**

**CONFERENCE ANNOUNCEMENT**



**The Seventh Annual International Conference  
on the Real Estate Market in Croatia**

*Joie de vivRE*

**April 14 & 15, 2011  
The Regent Esplanade Hotel**

*Interview with the moderator of the panel:*

**REAL ESTATE VALUATION**

**PROPERTY VALUATION AND MARKET UNCERTAINTY  
"LOCAL STANDARDS VS INTERNATIONAL STANDARDS"**

Luciano Capaldo, FRICS, Chairman  
Royal Institution of Chartered  
Surveyors in Europe



## CONFERENCE ANNOUNCEMENT



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## 1. INTERVIEW

Luciano Capaldo, FRICS, Chairman  
Royal Institution of Chartered  
Surveyors in Europe



**Interview with the moderator of the panel:**

### **REAL ESTATE VALUATION**

#### **PROPERTY VALUATION AND MARKET UNCERTAINTY "LOCAL STANDARDS VS INTERNATIONAL STANDARDS"**

##### **What is RICS acronym of Royal Institution of Chartered Surveyors?**

RICS exists to advance and enforce standards in land, property and the built environment, and to promote the usefulness of the profession for the public good. This means that professional standards, provision of training and a framework for regulatory control are its top priorities.

In short we are members of a profession. Globalization has made a united international property profession essential, to meet the demands of suppliers and users of surveying services for a trusted international qualification and associated standards regime.

Since 1998, RICS has been successfully working to realize this vision with the result that now RICS is the leading professional body in the field internationally.

As well as allowing us to remain relevant to international capital and corporate markets which need property assets that are measured, traded and valued consistently by people who can be trusted.

Being a very broad profession wise leadership is essential. In my view continued success will hinge upon our ability to be globally connected and locally relevant, use our broad skill base to distil knowledge across a range of interconnected disciplines, self regulate effectively, and communicate to the public on the quality of our standards.

However our breadth is a strength, as well as a challenge. The world demands top quality technical competence at one level but also the integration of a wide range of interconnected skills to solve its pressing problems, such as those associated with environmental challenges of the modern era.

Of course the other immediate challenge in Europe is ensuring that the property market returns to a stable footing in the wake of the financial crisis which continues to hit many of us hard.

But against this dramatic backdrop, what has RICS been doing during the last two years to promote our relevance in a world which has suddenly re woken to the need for standards?

The list is long but some highlights include: an effective new business planning regime, Professional guidance on urgent issues, raising its status with public authorities, introducing a new training team to deliver technical courses across the world, building a regulatory regime that is independent, and developing more flexible routes to entry into the profession.

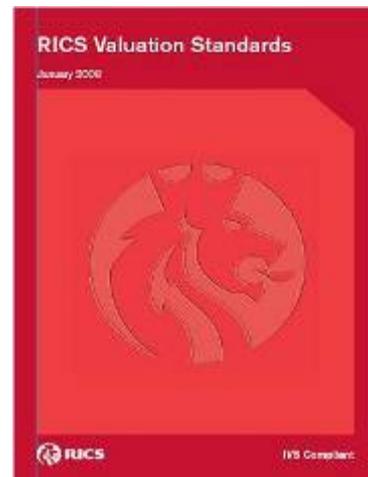
Some people invest in property because they want to make a quick buck. But fundamentally it's about collecting the rent, asset managing the property, dealing with dilapidations, dealing with planning, dealing with waste disposal, meeting sustainability requirements, and valuing.

Who does all that? Chartered Surveyors – and we're good at it.

So while the financiers have an existential crisis trying to work out what went wrong and whether they should be here, we're going to collect the rent for them, asset manage the property, advise them on their market options and do it well. The banking community was tarnished by self-interested behaviour, so the property profession must learn lessons from this and show its ability to self regulate properly. RICS is good at professionalizing – it's what we're about.

**RICS – is an international body that unites professionals practicing in all disciplines of property sector. Does**

**this unique combination of pathways influence the structure and contents of valuation standards fixed in the Red Book?**



Red book cover

Yes, of course, RICS is indeed an International Institution whose members operate in every sector of the 'Property Industry' as well as covering the specific tasks within the property cycle itself. Combine this with a worldwide membership means that our standards have the widest base possible.

Despite the differences between the disciplines (pathways) present within RICS the common denominator for all of them is the 'Ethical and Professional Code of Conducts'.

A valuation report carried out in compliance with Red Book standards does not only require the highest skills of the 'valuer' but also the equally highest skills of other professionals who supply relevant information to the valuer.

It is obvious that information coming from a professional source which shares the same ethical principles of the RICS valuer will produce a valuation report with a value somewhat greater than a valuation report carried out and supported by information coming from a source which is not necessarily aligned with RICS Ethical Principles. A TDD

carried out by a Chartered Surveyor and used as the basis of a valuation report will produce a report auditable from the beginning to the end.



TDD cover

**Have the last years of credit crunch and its consequences impacted further development of professional standards and guidance notes issued by RICS?**

Our valuation standards have been built up over a number of years. Good standards are designed to be robust and workable in all market conditions, not only during the crisis. One of the remarkable things about the RICS Red Book is that it anticipates all parts of the property cycle. That is not to say we are complacent. We have strengthened guidance on valuation uncertainty and advice to giving more forward looking advice to the banking sector during difficult times. This has been well received and regarded in the market.

**What are the benefits of RICS membership for valuers practicing in Croatia?**

If there is something that RICS can do in Croatia is to protect and raise the status of the valuation profession,

providing standards and quality assurance. One of the benefits for valuers is the ability to use worldwide standards. And with that, access to a set of valuation standards which are demanded increasingly by the international corporate business community. Indeed, Professional practice standards are a major differentiator in the market place. RICS Valuers demonstrate to employers, colleagues, peers and most importantly clients the world's highest professional standards in property are adhered to. A Red Book valuation is consistently produced whether the property is in Zagreb, Moscow, London or New York. This is hugely attractive to international markets and clients.

RICS offers valuers working in these markets an international passport a professional accreditation that is recognised worldwide and offers opportunities for networking globally.

RICS membership gives professionals a competitive edge, as a professional qualification that offers an advantage when pursuing career opportunities and a commercial advantage when bidding for contracts/business.

Also membership means professional knowledge and information. Members access to the world's largest property library, cutting edge programme of training and life long learning, as well as events, regular news networks, technical and professional support.

**Should Croatian valuation law state the content and level of exams in this filed as a must, what can RICS contribute to the process of its development and introduction please? Does RICS have any best practices it can advise on?**

RICS has developed over the years a large methodological base as well as

accumulating a significant amount of experience in regulating Chartered Valuation Surveyors and other Chartered Surveyors operating in the real estate sector, land usage and construction. In addition to this, RICS pays particular attention to the ethics aspect of a valuation report. I think such added value cannot but enhance the services and indeed the 'output' of Croatian Appraisers.

Speaking of specific initiatives: if the decision is made to implement examinations, I believe that RICS experts may provide support in preparing test questions both in the technical and ethics standards areas. Together with the Croatian experts, we can also consider adding basic questions from other closely aligned subject areas. Aside from that, as an international organization, we can share the experiences of other countries in dealing with issues related to the exam administration procedures.

**What is in your view the most difficult in RICS Final Assessment? Where is it easier to pass the exam, in Spain or, for example, in the UK?**

It is impossible to say which RICS Final assessment is the most difficult one. All APC Finals are equally difficult and equally relevant to the professional knowledge the RICS requires in the pathway chosen.

With the Harmonization of the APC process Globally, taking the APC Final in Madrid is identical as to taking it in New York, London, Athens or indeed China.

It is only by guaranteeing such stringent and accountable process that we can maintain the guarantee that are services are locally relevant but globally accepted. If we had two different tiers of assessment the qualification issued by

the Institution would not be relevant for the market and indeed those who sees the guarantees of worldwide standards applied to the services Chartered Surveyors are called to deliver.

**How can RICS help the brand of RE consulting companies?**

Reputation and brand are the main assets for consulting companies worldwide. An international brand can be briefly characterized as "quality verified by quantity, geography, time and diverse user groups".

Therefore, an appraisal company should prove itself in each of the above parameters in order to become a real international brand. Some parameters are simpler to achieve, while others may be more difficult. I believe that the most important and complex factors relate to the quality of the services rendered, and consistency of this quality over time. The rest can be achieved by being proactive, energetic and diligent.

What makes the situation more complex for companies is that international consumers of consulting services possess "simple-and-ready solutions" - the international consultants. In order to become well-known, competitive and win the leading positions, the companies should meet international quality requirements and exceed the level of services offered by the international peers. Competing on price is not enough.

I think that if the above mentioned conditions are fulfilled, consulting brands can and will indeed become acceptable and "freely convertible" on the international platform. Experience shows, however, that the threshold of entering this competitive elite club is high enough and requires a lot of hard work before that can be achieved.

**With more than 4.800 members and thousands of trainees RICS Europe is growing fast in all European countries, despite the economic downturn. What's your explanation for this success?**

There is obviously an increasing interest among property professionals to become a member of RICS, and stand out from the crowd. In Europe, the number of qualified members increased by 18 % with regards to last year with 4,390 qualified members. This reinforces our view that in difficult times members are even more reluctant to give up their professional credentials. In fact, the recession seems to provoke increased interest from practicing professionals who are keen to gain the RICS qualification as a way of differentiating themselves. In the current climate, clients and employers are, more than ever, looking for the reassurance of professionals who can demonstrate that they work to the highest technical and professional standards.



Luciano Capaldo opening speech - European Valuation Conference

Of course, RICS is not unaffected by the recession and we are experiencing a reduction in the number of new graduates entering the profession as a result of firms cutting back their graduate recruitment programmes.

The implementation of the 'Agenda for change' which in 1999/2000, addressed mainly issues of concerns within the surveying profession and identified "excellence in surveying education internationally" as necessary "to realise the needs of the membership of 'a learned society for the 21st century'" has allowed RICS to become over the last 10 years a recognised brand and a clear sign of property professionalism within the European market.

A recognition that goes well beyond those who join the institution and goes as far as and most importantly those who are the receivers of RICS member's services.

It is however important to consider that without global, modern and integrated governance a professional body cannot serve the public interest effectively. The new model of Governance developed and implemented across all World Regions, has given RICS a flexible efficient accountable structure which will enable it to retain 'the Mark Property Professionalism Worldwide' and guarantee the quality of its brand to international clients, investors, policy-makers, and the public.

The appeal to European Property Professionals in our World region is linked to the association with a brand that guarantees knowledge, professionalism but most importantly 'ethical value' of the services provided.

In a World where the technology has enabled us all to increase the speed of production of intellectual services to a level which was unthinkable even 20yrs ago, the real added value that any professional can give is ethical value because it's only within those values that the risk's can be managed.

As investors seek suitable investments in which to park their money, those professionals called to advise them are often working between markets with different rules and standards and most importantly differing degrees of transparency in property transactions. Employing a professional associated with RICS is a guarantee to the investor that the property investment search and indeed the final transaction have been carried out within the limit of a professional code of ethics that distinguish RICS members.

Other important factors which have contributed to the fast growth of RICS members in Europe are:

- our closeness to the market - active National Group Boards and local RICS staff working both with employers and individual prospects
- localisation of processes to the markets, such as a few years ago the launch of ricseurope.eu in 6 languages and the launch of MyAPC
- good collaboration between RICS Europe Board and staff and local Boards and staff
- effect of the bad economic situation incentivising high-level professionals to join RICS to stand out from the crowd

It is our belief that how we professionally conduct ourselves determines how we are regarded by our customers, our communities our colleagues and society at large. Having a desire to do the right thing, as opposed to doing what we have a legal right to, is what integrity is all about. Getting results while maintaining the highest ethical standards is probably the main 'appeal' that European Property Professionals seek when they apply to become member of the RICS.

**Can you elaborate on the progress RICS is making with new initiatives like the first ever European Valuation Professional Board Group and the introduction of a new regime of 'RICS regulated companies'. Which other initiatives in developing a more professional European real estate market are being taken?**

Real estate has benefited from the trusting and often perhaps not an in-depth questioning of investors. As property and financial markets start moving again, the strategic long-term investors will be much more demanding in what they require from their interlocutors and the marketplace infrastructure itself.

It is almost academic to say that within the economic chaos we have been facing over the last few years the real crisis was and to a certain extent still is a "crisis of transparency". It is within the remit of the latter that RICS will be gearing its added value to the members.



RICS at MIPIM

The modern professional regulatory and monitoring framework combined with tangible guarantees such as professional indemnity insurance will create a platform that will undoubtedly increase transparencies.

We would like to see a consistent RICS regulatory framework across Europe. In

response to the market need RICS will, in addition to making RICS firms' Regulation available in Europe, be launching the RICS Valuer Registration Scheme later this year in the UK and early next year in mainland Europe. This scheme, underpinned by a register of valuers mostly working in RICS regulated firms has three core purposes: to improve the quality of valuation; to meet RICS' requirement to self-regulate effectively; and to protect and raise the status of the valuation profession. The introduction of the Registered Valuer Scheme (RVS) will give RICS members an edge in the European, and not only, market as investors and the public at large will be given the guarantee that those property professionals providing valuation works are indeed regulated and monitored and operating with standards (RED Book) recognised not only within the European Market but also the International Professional Community at large.

The scheme (VRS) will not be a mere registration of those carrying out valuation tasks as it is the case for some of the scheme already present in Europe but a scheme which will have at the base 'a regulation framework and constant monitoring'. It is also important to mention that the RED Book has now been translated in 6 European languages and a development of local practice statements is well underway in France and Holland.

It is also very much on the agenda of RICS the development of standards and Best Practice Guidance. Standards, to name just few, are being developed and almost ready to be published for those Property Professionals working in the agency sector (Blue Book), those working as Quantity Surveyors/Construction Surveyors (Black Book) and others. Many Guidance and best practices also are being developed at International,

European and local level all with in mind the 'end user' protection.

A European Technical Due Diligence Guidance for Commercial, Industrial and Residential properties is currently being revised and will hopefully be published by year end.

The peculiarity of RICS best practice and guidance is that they are there to provide a kind of plumb line and therefore they look at what is possible to achieve in an ethical and transparent way and not at what somebody else is doing thus given an added value to the overall output of the member services.

Sustainability will continue to be at the top of our agenda. Key messages:

- The three focus areas for sustainability according to our members are energy supply, waste management and natural resource consumption.
- RICS runs a Global Property Sustainability Survey with agents, which indicates that both occupiers and investors are increasingly receiving mandates which specify sustainability as high on the corporate agenda.
- The survey reveals that business bottom line is the most important driver of a company's decisions to implement sustainable solutions but increasingly client demand features as an important aspect.
- The sustainability of an asset is increasingly coming under scrutiny by investors as part their own overall CSR strategy.
- Respondents are also indicating that oil companies and government departments are more likely to pay a premium to occupy sustainable properties.
- In mainland Europe, RICS has two dedicated sustainability

member groups in France and Germany focusing on green leases and sustainable valuation and property investment.

### **What are RICS Valuation Standards bringing to the real estate market?**

RICS' valuers are the world's most highly respected providers of valuation services. At the heart of this credibility sits the RICS Valuation Standards (the 'Red Book') which provides an effective regulatory framework so that users of valuation services in the real estate market can have confidence that a valuation provided accords with internationally recognized standards.

Their purpose is to ensure best practice in the execution and delivery of valuations for different purposes and that those produced achieve high standards of integrity, clarity and objectivity, and are reported in accordance with recognized bases that are appropriate for the purpose.

### **What is the added value for a European firm to be regulated by RICS?**

The number of European firms recognizing the advantages to be 'Regulated by RICS', as a label of quality, is constantly growing.

Since the organization introduced this opportunity in continental Europe last November, over 100 companies have expressed their interest to become regulated by RICS in Germany, France, Italy, Belgium, Spain, Portugal, the Netherlands, Poland, Denmark, Luxembourg and Lithuania.

### **How would you assess the overall regional trend with regard to the uptake of sustainability in the European real estate sector?**

Based on results from the quarterly RICS Global Property Sustainability Survey, which was developed to highlight commercial property trends and share insights from local real estate firms and leading international real estate organizations, it is quite clear that the European real estate sector is not a homogeneous geographical area. In fact when talking about the uptake of sustainability, what we are seeing is a very sharply defined line along the former so-called Iron Curtain and somewhat of a north-south divide. However, compared to levels of implementation from a few years ago, the market certainly has moved on.

This has a lot to do with an increasing amount of EU legislation impacting the real estate sector.

In market terms, looking at the whole of Europe, it's mainly professional firms and office occupiers that push the demand for sustainable real estate. There is an increasing number of studies devoted to establishing evidence for sustainable buildings yielding higher yields.

### **What do you see as the trends in Europe with regards to the commercial property sector?**

A clear divergence in performance is now visible in the European real estate sector.

Stronger macro trends in Germany and France in particular have fuelled an improvement in sentiment towards commercial property.

The latest RICS survey shows rent expectations have now turned positive in both countries which, to a greater or lesser degree, reflect a pick-up in tenant demand to occupy space.

This more upbeat mood has also been evident in the investment market with both transaction activity and pricing responding to the more favourable set of conditions.

The contrast to this is provided by the likes of Portugal, Ireland, Spain and Greece where the feedback we are receiving on real estate is still rather pessimistic and is broadly consistent with the economic news flow which remains generally downbeat.

Meanwhile, so-called emerging markets look to be in recovery mode with good results in Russia and Poland most notably on the back of accelerating macro growth numbers. Significantly, both the occupier and investment sectors are showing encouraging trends.

### **Against this background, what would be the key conclusions of 'Dynamics of Green'?**

The most encouraging conclusion to be drawn from the latest RICS-sponsored study by the universities of Maastricht and Berkeley is that recent property market downturns have not significantly impacted the financial performance of sustainable buildings in the US. In other words, the trend that was reported in 'Doing well by doing Good', the predecessor to 'Dynamics of Green' was not reversed.

Since the first study was carried out in 2007 there has been a considerable increase in the amount of sustainable commercial office space available in the US real estate market. Even so, while at a slightly lower level than in 2007, the so-called 'green' premium has been maintained. Interestingly, it does seem to have a limited shelf-life as it 'decays' over time.

The researchers found that for every year of an existing sustainability related label, the rental premium decreases by

0.4% and the transaction premium decreases by 1.7%.

### **Do you think anything has changed in the international valuation standards because of the crisis?**

The global financial downturn has made the International valuations standards more important than ever, considering the need for more transparency in international valuation practices. Furthermore, today valuations underpin nearly all financial decisions.

During the crisis, the lack of transactions in some markets made for an opaque market and the estimation of property values particularly difficult for valuers. Against this background of market volatility, an internationally consistent approach to standards is essential to bring financial stability.

### **Are Banks and Developers demanding better valuation reports following the financial crisis? If so why?**

Further to the crisis, there is an increasing demand for global standards, transparency, moral neutrality and experienced & regulated professionals.

There is no doubt that the global financial downturn has presented a real test to the skills of property valuers worldwide, particularly to the speed that they were able to reflect market conditions. Valuers track the market as it is, not as they or their clients would like it to be.

In the current climate, Developers, banks, investors and consumers are looking for the reassurance of experts who can demonstrate that they work to the highest technical and ethical standards.

Employing a Chartered Surveyor is a

guarantee to the investor that the property investment search and the final transaction have been carried out within the limit of a professional code of ethics that distinguish RICS members from other property professionals.

Valuers are uniquely placed to comment on risk, equipping lenders, borrowers and investors to make responsible, informed financial choices.

## 2. CONFERENCE ANNOUNCEMENT



**The Seventh Annual International Conference  
on the Real Estate Market in Croatia**

**The Regent Esplanade Hotel**  
ZagREb, Croatia ● April 14 & 15, 2011

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# Joie de vivRE

Conference starts with the first panel:

## Let's REDiscuss - WHERE ARE WE AND WHERE ARE WE GOING?

**Speakers:**



**Prof. Ljubo Jurčić, Ph.D.**  
Faculty of Economics and Business at University of Zagreb



**Borislav Škegro, M.A.**  
Partner, Ujvelux (Private Equity) d.o.o.



**Marko Škreb, Ph.D.**  
Chief Economist, Privredna banka Zagreb d.o.o.



**Sandra Švajlek, Ph.D.**  
Director, The Institute of Economics, Zagreb

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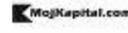


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Details about the the Conference, the Conference program and applications are available on  
[www.filipovic-advisory.com](http://www.filipovic-advisory.com)

### 3. CONFERENCE PANELS

APRIL 14, 2011	
08.00 - 09.00	WELCOME AND REGISTRATION OF PARTICIPANTS
EMERALD BALLROOM	
09.00 - 11.00	<p align="center"><b>CONFERENCE OPENING</b> Moderator: <b>MARIJA NORŠIĆ</b>, Member of the Management Board, Filipović Business Advisory Ltd. <b>Let's Rediscuss - WHERE ARE WE AND WHERE ARE WE GOING?</b></p>
	<p align="center"><b>KEY NOTE SPEAKERS</b></p> <p><b>Prof. LJUBO JURČIĆ, Ph.D.</b> Faculty of Economics and Business at University of Zagreb</p> <p><b>MARKO ŠKREB, Ph.D.</b>, Chief Economist Privredna banka Zagreb d.d.</p> <p><b>BORISLAV ŠKEGRO, M.A.</b>, Partner Quaestus Private Equity Ltd.</p> <p><b>SANDRA ŠVALJEK, Ph.D.</b>, Director The Institute of Economics, Zagreb</p>
	<p align="center"><b>PROJECT PRESENTATION INTER IKEA CENTRE CROATIA</b> <b>BRANKO MIHAJLOV</b> Business Manager Croatia &amp; Slovenia, Team Leader Leasing Zagreb, Company Director Inter IKEA Centre Hrvatska d.o.o. for Real Estate</p>
11.00 - 11.30	COFFEE BREAK
11.30 - 12.30	<p align="center"><b>DEVELOPERS OF THE ROUND TABLE</b> Moderator: <b>MARIJA NORŠIĆ</b>, Member of the Management Board, Filipović Business Advisory Ltd.</p> <p><b>GÁBOR BORBÉLY</b> CEE Research Analyst, CEE Research &amp; Consulting, CB Richard Ellis</p> <p><b>ZSUZSANNA HARGITAI</b> Director for Croatia, European Bank for Reconstruction and Development to be confirmed</p> <p align="center"><b>SINIŠA SLIJEPEVIĆ</b> General Manager, GTC Hrvatska</p>
	12.30 - 14.00
ISTANBUL SUITE	
LECTURES ARE SIMULTANEOUSLY HELD IN TWO CONFERENCE ROOMS	
14.00 - 15.00	<p><b>REAL ESTATE VALUATION: PROPERTY VALUATION AND MARKET UNCERTAINTY "LOCAL STANDARDS VS INTERNATIONAL STANDARDS"</b> Moderator: <b>LUCIANO CAPALDO</b>, Chairman, Royal Institution of Chartered Surveyors in Europe</p>
	<p><b>ROUND TABLE OF THE LEADING ADVISORS, AGENTS, ARCHITECTS, ANALYSTS AND ECONOMISTS</b> Moderator: <b>VEDRANA LIKAN</b>, General Manager, Colliers International d.o.o.</p>
15.00 - 15.30	COFFEE BREAK
15.30 - 16.30	<p><b>CROATIAN REAL ESTATE LAW AND CONSTRUCTION LAW: THE ROLE OF LAW IN DEVELOPMENT OF COMMERCIAL REAL ESTATE PROJECTS</b> Moderator: <b>Prof. TOMISLAV BORIĆ, Ph.D.</b>, Faculty of Law, Graz</p>
	<p><b>ARCHITECTURE: CROATIAN ARCHITECTS IN EXPECTANCE OF A NEW INVESTMENT WAVE</b> Moderator: <b>PETRA ŠKEVIN</b>, Member of the Management Board, Filipović Business Advisory Ltd.</p>
16.30 - 17.00	COFFEE BREAK
17.00 - 18.00	<p><b>REAL ESTATE FINANCING: FINANCING CONDITIONS OF COMMERCIAL REAL ESTATE PROJECTS' DEVELOPMENT</b> Moderator: <b>NATALIJA VULIĆ</b>, Member of the Management Board, Filipović Business Advisory Ltd.</p>
	<p><b>OFFICE SPACE NEW BEGINNING</b> Moderator: <b>BORIS ANDRIĆ</b>, Negotiator, King Sturge d.o.o.</p>
19.00	GALA RECEPTION
APRIL 15, 2011	
08.00 - 09.00	WELCOME AND REGISTRATION OF PARTICIPANTS
ISTANBUL SUITE	
LECTURES ARE SIMULTANEOUSLY HELD IN TWO CONFERENCE ROOMS	
09.00 - 10.00	<p><b>TOURISM: CAN THE TOURIST LAND ACT ACTIVATE DORMANT PROJECTS IN CROATIAN TOURISM?</b> Moderator: <b>GÖRAN HANZEK</b>, Director, Arte Hotel Management d.o.o.</p>
	<p><b>REGIONAL REAL ESTATE MARKET: 2011 - THE LAST MOMENT FOR A BIGGER INVESTMENT CYCLE IN THE REGION!</b> Moderator: <b>NENAD PERIS</b>, Manager, Commercial Services, Colliers International d.o.o.</p>
10.00 - 10.30	COFFEE BREAK
10.30 - 11.30	<p><b>RETAIL SPACE: RETAIL DEVELOPMENT IN CROATIA: HAS THE TIME COME TO LOOK BEYOND SHOPPING CENTRES?</b> Moderator: <b>EMANUEL BAKIĆ</b>, Head of Retail, CB Richard Ellis</p>
	<p><b>GREEN BUILDING IN CROATIA: DOES ANYONE REALLY CARE ABOUT GOING GREEN? A VIEW FROM THOSE WHO CLAIM THEY DO.</b> Moderator: Member(s) of GBC Croatia Board</p>
11.30 - 12.00	COFFEE BREAK
12.00 - 13.00	<p><b>HOUSING: RESIDENTIAL MARKET AT A CROSSROADS</b> Moderator: <b>DUBRAVKO RANILOVIĆ</b>, Partner, Kastel Real Estate, Zagreb; President of Real Estate Association at the Croatian Chamber of Commerce</p>
	<p><b>INVESTMENT REAL ESTATE MARKET IN CROATIA: INVESTMENTS - GREAT EXPECTATIONS ERA?</b> Moderator: <b>RENATA SUŠA</b>, Manager, Investment and Corporate Advisory Services, Colliers International d.o.o.</p>
13.00 - 14.00	LUNCH IN ZINFANDEL'S RESTAURANT

## 4. STATISTICS

### Statistical Reports of the Central Bureau of Statistics from the Area of Construction

#### 4.1. Building permits issued, 2010

There were 10 087 building permits issued in 2010, which was by 14.1% less than in 2009. The planned value of works for the building permits issued in 2010 amounted to 29 636 903 thousand kuna, which was by 8.0% less than in 2009. According to the permits issued in 2010, there were 13 378 dwellings planned to be built, which was by 21.4% less than in 2009. In 2010:

- by types of constructions, 85.5% out of the total number of permits were issued on buildings and 14.5% on civil engineering works
- by types of works, 79.8% of permits were issued on new constructions and 20.2% on reconstructions.

*Advice: Building permits issued, 2010, Central bureau of statistics, Zagreb, 2011.*

#### 4.2. Completed construction works, orders and residential building, legal entities employing 20 or more persons, fourth quarter of 2010

Value of new orders:

- in the fourth quarter of 2010 increased by 24.8%, as compared to the same period of 2009
- in the period from January to December 2010 decreased by 34.6%, as compared to the same period of 2009.

Value of construction works done with own workers:

- in the fourth quarter of 2010 decreased by 10.6%, as compared to the same period of 2009

- in the period from January to December 2010 decreased by 26.1%, as compared to the same period of 2009.

In the period from January to December 2010, construction companies employing 20 or more persons completed 3 947 dwellings, which was by 51.8% less than in the same period of 2009. At the end of December 2010, these companies were working on 5 036 dwellings (uncompleted dwellings), which was by 18.4% less than in the same period of 2009.

*Advice: Completed construction works, orders and residential building, legal entities employing 20 or more persons, fourth quarter of 2010, Central bureau of statistics, Zagreb, 2011.*

**Filipović Business Advisory Ltd.**

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**It is our wish that the Croatian Real Estate Newsletter / CREN be a source of speedy and quality information for all who are active in the real estate sector – developers, planners, contractors, mediation agencies etc. Please send your comments, proposals and opinions to [cren@filipovic-advisory.com](mailto:cren@filipovic-advisory.com) to help us improve CREN and make it the leading medium on the Croatian real estate market.**

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