

HIROYUKI ISOBE, CRE, FRICS, RICS REGISTERED VALUER

Hiroyuki Isobe is the fellow and founder of Japan Valuers Co., Ltd. in Tokyo, Japan, Managing Director of Japan Valuers (Myanmar) Co., Ltd., Executive Chairman of Japan Valuers (Cambodia) Co., Ltd., and a Founding Partner of International Realty Valuation, Inc. in California, USA.

He has been actively engaged in real estate valuation since 1978, as a certified real estate appraiser (Japan). Since establishing his appraisal firm in 1983, Mr. Isobe has performed various consulting in regard to city planning, project planning, feasibility studies, and market researches on behalf of the public sectors and developers in Japan during 1980s, as well as advisory services for U.S. real estate investment by Japanese investors and standard appraisal services. He has overseas valuation and advisory experience in the U.S., specifically New York, Massachusetts, Connecticut, Illinois, North Carolina, California, and Hawaii, as well as Saipan. Valuation and advisory services have also been provided to the Embassies of the U.S., Peru, and Australia in Tokyo.

Recently, Japan Valuers Co., Ltd. has also performed the valuation and advisory in Myanmar, Cambodia, Laos, Malaysia, Vietnam, Thailand, New Zealand, Guam, Texas, and Hawaii.

Since the mid-1990s, Mr. Isobe has been working for various U.S./European-based institutional investors for the purpose of due diligence at the time of acquiring non-performing loans and distressed properties. He is one of the few Japanese appraisers who seriously applied the discounted cash flow analysis into the real estate valuation. After the real estate securitization scheme came into effect in early 2000s, Mr. Isobe has been involved in numerous appraisals in Japan on behalf of J-REITs, overseas REITs, and domestic and global private funds.

Mr. Isobe established Japan Valuers (Myanmar) Co., Ltd. in 2016 and has been actively working in Myanmar as its Managing Director. He also established Japan Valuers (Cambodia) Co., Ltd. with a local partner in 2017 and has also been working actively as its Executive Chairman.

Mr. Isobe had been a Special Lecturer with the Department of Architecture in the School of Engineering at Nihon University for 27 years and had been a part-time lecturer at the graduate school at Waseda University and Nihon University for 10 years. He was honored to be the first Japanese individual to receive the CRE designation in 1988 and FRICS in 2006.

EDUCATION

Waseda University - Tokyo, Japan (Bachelor of Arts, Economics - 1974)

Georgia State University - Atlanta, GA, USA (Master of Science, Real Estate & Urban Affairs - 1982)

DETAILED EXPERIENCE

FULL TIME:

1983-1987	Principal, HIRO & Associates
1987-Present	President, HIRO & Associates, Inc.
1998-2003	President, REAS-Network Co., Ltd.
2003-2010	President, HIRO & REAS Network, Inc.
2010-2015	President, Japan Valuers Co., Ltd. (www.japanvaluers.com)

2013-Present	Founding Partner, International Realty Valuation, Inc. (www.irvaluation.com)
2015-2020	Chairman, Japan Valuers Co., Ltd.
2016-Present	Managing Director, Japan Valuers (Myanmar) Co., Ltd. (www.jvmyanmar.com)
2017-Present	Executive Chairman, Japan Valuers (Cambodia) Co., Ltd. (www.jvcambodia.com)
2020-Present	Fellow, Japan Valuers Co., Ltd.

PART-TIME:

1985-1994	Speaker, Practical Training Course for Real Estate Appraisers
1988-2015	Special Lecturer, Dpt. of Architecture (School of Engineering), Nihon University
1997-1998	Examiner, Third Examination for Certified Real Estate Appraiser, MLIT
2000-2002	Adviser, "Ark City-School" of Mori Building
2002-Present	Member of "Education Committee", ARES
2003-2004	Member, IPD Japan Advisory Board
2004-2015	Lecturer, Graduate School of Finance, Accounting & Law, Waseda University
2008-2015	Part-time Lecturer, Graduate School of Science & Technology, Nihon University
2008-2019	Chairman, NPO Japan Buyers Agent Council
2010-Present	Member, Real Estate Appraisal Report Committee, MLIT
2010-Present	Member, Real Estate Investment Committee, Tokio Marine Asset Management Co., Ltd.
2011-2012	Chairman, RICS Japan Working Group
2011-2016	Member, RICS Asia Valuation Professional Group Board

CURRENT LICENSES/CERTIFICATIONS

Certified Real Estate Appraiser (Japan) - Ministry of Land, Infrastructure, Transport & Tourism (1979-present)

CRE (USA) – The Counselors of Real Estate (1988-present)

Real Estate Counselor (Japan) - Japan Association of Real Estate Counselors (2000-present)

Fellow, Royal Institution of Chartered Surveyors - FRICS (UK) – RICS (2006-present)

ARES Certified MASTER (Association for Real Estate Securitization in Japan (2006-present)

Registered Valuer (UK) – RICS (2011-present)

CURRENT MEMBERSHIPS

Japan Association of Real Estate Appraisers (1976-present)

Counselors of Real Estate (1988-present)

Japan Association of Real Estate Sciences (1984-present)

Japan Association of Real Estate Financial Engineering (2000-present) - Currently serves as Board Member

Japan Association of Real Estate Counselors (2000-present) - Currently serves as a Managing Director

Supporting Member of ARES (2005-present)

Royal Institution of Chartered Surveyors (2006-present)

Corporate Member of International Valuation Standard Council (2009-2017)

PUBLICATIONS

Author, co-author and co-translator of 12 real estate books, as well as numerous articles for real estate and architectural magazines.