



Entry Requirements and Syllabus

The minimum entry requirement to the Certificate course is a pass Leaving Certificate in five subjects (to include English) with at least two D's on HL papers. There is also provision for mature students.

The subjects for the Certificate course extend over a wide range of topics covering all areas of auctioneering and estate agency. The subjects covered are as follows:

Year 1

Valuations; Building Studies; The Regulatory Environment; Marketing & Sales Technique; Professional Practice and Communication; Property Economics Environment.

Year 2

Valuations II; The Regulatory Environment II; Building Studies II; Planning; Financial Management; Property Promotion and Advertising.

Those who obtain a Certificate and subsequently acquire two years experience in an auctioneering practice, approved by IPAV, may apply for full IPAV membership.

Diploma and Degree Options

There is no automatic right of progression from certificate to Diploma levels.

Students who wish to progress to the Diploma level must obtain at least a grade C in the following core subjects at Certificate level:

- *Valuations*
- *The Regulatory Environment*
- *Building Studies*
- *Professional Practice and Communication.*

Intending students will also be subject to interview to determine their suitability for higher study.

Diploma Syllabus

Valuations, Building Studies, Estate Management Law, Planning Land Use and Local Government Taxation, Property Economics, Research Theory and Practice.



Further details and information may be had from:

IPAV 129 Lower Baggot Street Dublin 2

Tel: (01) 6785685 Fax: (01) 6762890

E-mail: info@ipav.ie www.ipav.ie

Information can also be obtained by applying to the course centres:

Cork College of Commerce,

Morrisons Island Cork

Tel: (021) 4270777

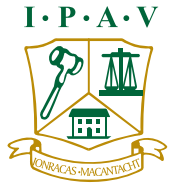
or

Senior College Dun Laoghaire,

Eblana Avenue, Dun Laoghaire, Co Dublin

Tel: (01) 2800385

Institute of Professional
Auctioneers and Valuers



Estate Agency Practice, Property Management and Valuation

A career in real estate can be most rewarding. Recent developments in the Irish economy illustrate the need for intending professionals to be educated to the highest standards if they are to succeed in their chosen career.

A reputation for honesty and integrity plus an interest in people and property are the key qualities necessary for a successful career in estate agency and property management.

Today, many newly-trained graduates are finding rewarding careers in the following areas:

- 1. Sales and lettings*
- 2. Facility Management*
- 3. Development and Finance*
- 4. Research*
- 5. State and Semi State Bodies
(Valuation Office, Utilities)*
- 6. Education – lecturers and tutors in University
and other Institutes*
- 7. Planning*
- 8. Health and Safety/Energy Rating*
- 9. Communication – mobile phone companies use
graduates to negotiate acquisition of sites for
masts etc.*

Estate Agents are involved in the sale by auction, tender or private treaty of all types of property and commodities. They also act as valuers, property managers, arbitrators in property disputes, expert witnesses in courts of law and provide other property-related services.

Why choose to study property now?



“Stock markets ...are so shot to pieces... that property is starting to look like an attractive investment again.”

Peter Cluskey, Economist

While many point to the current slump in the market, it is very short sighted to dismiss a career in property. Indeed, there a number of reasons why **you** should see property as a real career choice:

- 1. The property market is very diverse – it is not just about houses!!!*
- 2. Property is a permanent resource*
- 3. It provides opportunities to work in a very exciting and diverse environment*
- 4. It undergoes development and change through time*
- 5. People will always require property for some reason – homes, offices, retail...*
- 6. An education in property allows for specialisation*

“A sound education and affiliation to a professional body are the key ingredients for success!”

Building your career with IPAV



The Institute of Professional Auctioneers & Valuers (IPAV) is a professional representative body for auctioneers, valuers and estate agents nationwide. In recognition of its status as a representative body for professionals, IPAV has nominating rights to Seanad Éireann.

IPAV's main aim is to promote and protect the professional standards of its members and to provide the public with a guarantee of professional service.

IPAV is affiliated to the Confederation of European Estate Agents (CEI) which represents over 66,000 estate agents in 15 European countries. Through this association, it aims to promote educational and professional standards across Europe.

IPAV has developed its' own unique education programme which is designed to meet the needs of a modern property market. **The Certificate in Auctioneering and Estate Agency and the Diploma in Property Management and Valuation** are designed to produce competent, articulate and professional graduates through a rigorous examination and assessment system.

Both levels of the course are externally examined.

The Diploma is recognised by the University of the West of England (UWE) Bristol, for progression to the final year of BSc Award in Real Estate (Valuation and Management).

The Certificate in Auctioneering and Estate Agency is a challenging two year residential agency course designed to prepare students to enter the profession as junior negotiators.

The Diploma in Property Management and Valuation is an advanced course that is designed to provide the skills and knowledge necessary to be successful in the commercial and investment property sector.

