

IPAV Newsletter Vol. 91 December 2020

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Message From Pat Davitt, CEO IPAV



It will be a Christmas like no other, much different than we envisaged, but one we are grateful to celebrate. It's been a roller coaster since last December, and never has it been truer to say another year will make all the difference. Even though we have been through two lockdowns, 2020 has been a good year for the property market. I know from talking to many members, especially in recent weeks, that members are weary, ready for a rest and are looking forward to the good things that 2021 will bring. On behalf of IPAV's President, Council, Staff at head office, and myself, we sincerely thank you all for your on-going support throughout this challenging year and we wish you, your family and friends a very Happy and Holy Christmas. In the meantime, I think its worth highlighting just a few of the many positives we achieved together over the year;

Getting Agents Back To Work:

- In May, through the Joint Sector Protocol for Property Services Providers and the Valuation Sector, developed jointly by IPAV, the SCSi and the PSRA, Property Services Providers and Valuers could prepare for the safe re-opening of their business and operate in line with Government Guidelines.

Delivering Online Services:

- Throughout our free information webinar series, over 1,700 delegates tuned in, with some tuning into to each event ! We're delighted our speakers and choice of topics were so well received and you can look back on a choice of webinars [here](#)
- IPAV PSRA CPD moved online, with modules and webinars available to all agents. To date almost 1,400 agents have taken part in our last three webinars alone, and hundreds more availing of our online modules available [here](#)
- Combined, over 1,000 delegates participated in our Virtual European Valuation Conference & Exhibition, and Virtual Lettings & Residential Conference. Both events were exceptionally well received, with excellent speakers and great Q&A from our attendees.

COVID-19 Webpage:

- IPAV's dedicated COVID-19 webpage has proved a very convenient one-stop-shop for members. Many products and services, available at a discounted rate, documentation, guidelines and regular updates are all available [here](#)

Discounts:

- IPAV's Council were very pleased to offer all IPAV members a 50% reduction on their 20/21 membership subscription. Additionally, following meetings with DAFT.ie, PropertyPal and Myhome.ie, a reduction in fees were made available to our members.

Members Pull Together:

- Through IPAV campaigns such as our Virtual Coffee Mornings, Let It Grow and webinar series, we have seen how much IPAV members have joined together and helped one another over the year. We have always been very proud to have a great network of great people, and this year you really shone through.

Merry Christmas

IPAV 2021 Events At A Glance

Full details will be circulated early in the new year, however in the meantime, please make a note of the following dates;

- 26th January - IPAV Farming Report launch via Zoom
- 5th February - IPAV's YPN Rostrum Auctioneer Competition
- 1st March - IPAV EGM (*date may be subject to change*)
- 3rd December - IPAV Presidents Lunch at the Westbury Hotel, Dublin (*may be subject to change*)
- 10th December - IPAV Presidents Lunch at the Imperial Hotel, Cork (*may be subject to change*)

Final 2020 IPAV PSRA CPD Webinar - 10th December

IPAV's final PSRA CPD Webinar (providing 3 hours CPD) will be held via Zoom, at 10am Thursday 10th December. We have a very special guest speaker, Peter Kelly, former President of the High Court, to speak on the topic "Expert Witness". Tickets are selling fast and we strongly recommend you book directly at [IPAV's Webinar Registration page](#) without delay. Agents who have completed an IPAV PSRA CPD webinar, and have yet to complete the remaining 2 hours on Regulation and AML, both modules are available to complete online. For guidance on getting started with our online modules, please click [how to access IPAV online CPD modules](#) or to go directly to the online modules simply click [here](#)



Deadline To Submit IPAV TEGOVA 2020 Informal CPD Hours Form

REV and TRV members who attended IPAV's Virtual European Valuation Conference on 28th October and who are availing of the Pilot Informal CPD scheme, must ensure their reading form is complete, signed and



returned to anthony@ipav.ie by close of business Friday 11th December. Forms received after Friday 11th December will not qualify for the Pilot Informal 5 hour CPD scheme. If you need to download the reading form, please click [IPAV TEGOVA 2020 Informal CPD Hours Form](#)

TEGOVA CPD - 3 Hours Online CPD Available

For any REV or TRV member who has not yet obtained the required 20 CPD hours for this year, there are 3 modules available to complete online. Each completed module qualifies as 1 CPD hour. Modules include Real Estate Valuation Part 1, Real Estate Valuation Part 2 and Terms of Engagement. To complete a module, you must download the CPD certificate when you have finished the quiz. To go directly to the online modules simply click [here](#)



IPAV's Seller's Legal Pack (SLP)



IPAV is delighted to report the first SLP Briefing Meeting with members of our stakeholders group and Oireachtas members, was held in November. The SLP has already been brought to the attention of the Seanad and now, following the recent briefing, we intend to produce our own Bill to move the process along. Pictured at the meeting is Tom Crosse, IPAV's 50th President, Pat Davitt, IPAV CEO and Lorraine Higgins, CEO Rockwood Consulting. Please click [Seller's Legal Pack](#) for details.

Public Consultation on the introduction of a Statutory Sick Pay Scheme

The Department of Enterprise, Trade and Employment recently launched a public consultation on statutory sick pay, which will run until 18th December. For further information, please see the below Briefing Note that includes a link to the Government's webpage detailing how to participate in the consultation. For members who are interested in this matter, you now have the opportunity to have your voice heard. Please click [Briefing Note on Statutory Sick Pay](#) for details.

'Frequently Asked Questions' Document for HAP Landlords

A "Frequently Asked Questions" (FAQ) document for HAP landlords is available from local authorities to assist landlords when submitting documentation in support of tenants applying for HAP. This document provides information for landlords on providing proof of ownership, receivership, probate and proof of bank details. Contact details for all local authorities is available at www.hap.ie/localauthorities



Austin Board of REALTORS® Confirmed as Ambassador Association to Ireland



Pictured signing a new Reaffirmation Agreement with NAR is Tom Crosse IPAV's 50th President and Pat Davitt IPAV CEO. The Agreement was also co-signed by Jim Kinney NAR's Global Ambassador to Ireland and Joe Schneider NAR Director, Engagement and Global Strategy.

IPAV is proud to announce the Austin Board of REALTORS® (ABoR) is the new Ambassador Association to Ireland. Commenting on the bilateral agreement, made possible through a partnership with IPAV, Tom Crosse, IPAV's 50th President said *"this program will give IPAV members a feel for how business is transacted in Austin and it will also help to educate members in some of the most productive sales techniques they use"*. Please see the official [Press Release here](#) or visit www.abor.com for more details.

Congratulations to the Class of 2020

Congratulations to IPAV TU Dublin students who successfully completed the 2 year Level 6 Higher Certificate in Business in Real Estate, Valuation, Sale & Management. Graduates took part in a virtual graduation ceremony last Friday, and we wholeheartedly congratulate them on their achievement. Part-time study often involves juggling many different responsibilities & commitments, and the hard work involved in completing this course is very much recognised. 2020 graduates are now invited to apply for membership of IPAV and avail of a year's free subscription. Contact tarran@ipav.ie for further details or click [IPAV's Online Application Form](#)



IPAV TU Dublin Students Form New Company to Serve Estate Agent Market



Pictured (l-r) Terry Gallagher, Carol Glynn & Jarlath Gantly

Congratulations to Jarlath Gantly, Carol Glynn & Terry Gallagher, all second-year students on

IPAV's Higher Certificate in Business in Real Estate course, who together have created "Viewfinders", a digital media company specialising in 3D Virtual Tours. Viewfinders offer a simple, cost effective service and with offices in Dublin, Sligo and Galway they are perfectly positioned to offer a nationwide service. Virtual Tours allow potential buyers to filter through properties in-depth before arranging physical viewings. We wish Jarlath, Carol & Terry every success. Visit www.viewfinders.ie for details.

Nealon's Guide - Discount Available to IPAV Members

The Irish Times Nealon's Guide, edited and published by Tim Ryan, who also edits the Property Professional, is Ireland's best known political reference work and an indispensable handbook to each general election since first published by Ted Nealon in 1973. The new Guide to the February 2020 election - which also includes the 2020 Seanad election results and the 2019 Local and European election results - has just been published. It contains profiles and contact details for all 160 Dail deputies, 60 senators and 13 MEPs. For a limited period IPAV members can avail of a 12.5% discount (*Coupon Code: 26June2020*) when they purchase online at www.nealonsguide.com. The price €35 includes free delivery nationwide.



An Taoiseach Micheál Martin pictured with Tim Ryan Editor & Publisher and Associate Editors Mark Tottenham BL (back right) and Stephen Collins (back left)

IPAV Virtual Lettings & Residential Conference



Thank you to our Lettings & Residential Conference organiser Tim Ryan and to all our speakers for taking part in this event. IPAV was delighted to host this conference on 14th November and we thank everyone for their participation. We are pleased to advise members can email info@ipav.ie to avail of the presentations delivered on the day.

IPAV's YPN 2021 Novice Rostrum Auctioneer Competition

Taking place on Friday 5th February at Tattersalls Ireland, Co Meath, we are pleased to announce **entries are now open** for this exciting and much anticipated competition. To enter - You must hold a valid PSP licence - Rostrum experience not required - If you do have rostrum experience, you must not have been on the rostrum for more than 5 auctions in total - You do not need to be a member of IPAV to participate - Age is not a factor, entry is open to anyone who meets the above criteria. Further details on times, prizes, online bidding, sponsors and government guidelines to follow shortly. In the meantime, at why not take a look at some of the action at the video link below.

Niamh Giffney, YPN's Chairperson is available to answer any queries at ypn@ipav.ie or 0874144568



Supermac's - High Court judgement in relation to CCTV Evidence

Commenting on this recent development, IPAV's CEO Pat Davitt said *"Well done Supermac's and the High Court for clarity on this very important issue. It is fair to all and a decision all business owners should display in their business premises"*. For further details please click [Supermac's statement on the High Court judgement in relation to CCTV evidence](#). Further information is available from our Data Protection expert Hilary Treacy regarding the information required if you are requested to hand over CCTV footage from your own system to An Garda Síochána. Please [click here for details](#).

European Valuation Conference & Exhibition Video

IPAV is delighted to share with you a video recording of our first Virtual European Valuation Conference & Exhibition held on 28th October. A special thank you to iQuest who facilitated both the live event and this recording. To watch the video, simply click the image on the right to access our conference webpage and then scroll to the end of the page and click the arrow to play.



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"The Voice of Auctioneers & Valuers in Ireland"

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