

## IPAV Newsletter Vol. 92 January 2021

If pictures have not automatically appeared in this email, please ensure you right-click the red x showing above and select "download pictures"

### A Challenging Start to 2021



I would like to begin by wishing all IPAV members and readers, a healthy, safe and prosperous New Year. I look forward to the vaccine being rolled out throughout the community, and hope by the end of Q1, there will be a much clearer picture of where we're going in terms of restrictions and vaccinations. We're in a challenging time, but we have overcome this before, and I believe we will overcome it again.

At this juncture, I believe now is a good time for members to connect and support each other, so I am delighted to advise IPAV will be restarting its Virtual Coffee Morning for members. I look forward to another year of working for members and sincerely hope we have the opportunity to meet in person throughout the year. There are a number of provisional dates detailed in this newsletter that you should note in your diary, bear in mind, they are subject to Government guidelines, and therefore may be amended.

**The Sellers Legal Pack (SLP)** has been discussed in the Seanad and we are working together with Lobbyist, Barrister & MD of Rockwood, Lorraine Higgins, on a bill that we hope to introduce to the Oireachtas later this year. Every member will receive a hard copy of the SLP brochure in the next couple of weeks. I ask that you study the brochure and to also email your company logo to [lorraine@rockwood.ie](mailto:lorraine@rockwood.ie) by Tuesday 12th January, so it can be included on the brochure. This will display your company as a supporter of the project. It is exceptionally important to show the Oireachtas the support this initiative has within the auctioneering profession.

**IPAV Residential Property Price Barometer** is due for release at the end of this month. This will be IPAV's 8th report, eagerly awaited to tell the actual story of the property market's performance over the past 6 months. This report is compiled from data submitted by 108 IPAV members, who report the actual sale prices achieved, not the asking price or valuation of the property. We look forward to the analysis and providing you with your own soft copy of IPAV's Q3 & Q4 2020 Barometer. Again, many members will be asked for commentary from local papers on the Barometer's findings, giving you an opportunity to be the local expert and tell the story.

**IPAV's Digital Library Project is now complete** and provides access to all IPAV reports, submissions, newspaper clippings, newsletters and property professional magazines. This is another great initiative by IPAV's team. All members have to do is visit [www.ipav.ie](http://www.ipav.ie), sign in to the members area and click digital library, where at least 8 years of information is available at your finger tips.

### IPAV Guidance to Members under Level 5 Restrictions

Further to IPAV's email earlier today, there are no changes to the current guidelines and members should adhere to level 5 of the **Property Services Providers Guidance to Implementing a Plan for Living with Covid-19**. In accordance with SI No. 4 of



2021 which comes into effect at 6pm today, it addresses temporary measures introduced as a result of the Covid-19 pandemic, Property Services are still recognised as an essential service. IPAV ask all members to again familiarise themselves with this document. We all need to play our part in defeating this virus and it is vital that all IPAV members strictly adhere to guidance.

### Emergency Period - RTA 2020 Reactivated

Members are reminded, under the current Level 5 restrictions, once movement is restricted to 5K radius, the Residential Tenancies Act 2020 is automatically reactivated. As it currently stands, this will remain in place to the 10<sup>th</sup> February and maybe longer. During this period, Notices of Termination can be issued, however, tenants cannot be asked to vacate their homes except in very limited circumstances. The RTA 2020 does not affect the normal rules in relation to rent setting. As published on the [RTB's website](#) and linked below, for more information please see [Guidance on Residential Tenancies Act 2020](#) and the [FAQs](#) on RTA 2020.

### Deadline to Complete 2020 PSRA CPD Extended

The PSRA have extended the date to complete 2020 CPD requirements to the 30th January 2021. Agents who have not yet completed their mandatory CPD, please see IPAV's online modules available [here](#).



### AIB Drive-By Valuations



IPAV are delighted to report following AIB's review of the 2020 'Blue Book', they are agreeable to reinstating IPAV Blue Book valuers to complete Drive-By valuations. This agreement requires formal approval by AIB, and we are hoping the matter will be completed in Q1 of 2021.

### Promoting Your Professionalism - If You Have It, Why Not Show It ?

Its great to see the number of IPAV members using LinkedIn and other social media, advertising their professional standing as an IPAV member. With a new year starting, this is a great the time to review and freshen up your professional online presence. IPAV recommends that you promote your designatory IPAV letters accredited to you as a member of IPAV. This will not only enhance your profile, but it will also improve IPAV's standing and demonstrates to readers, the large organisation that we are as the '**Voice of Auctioneers and Valuers in Ireland**'.

## Banks Negative Interest Charge



Following up on a number of queries received from IPAV members regarding the Banks Negative Interest Charge, which we expect will feature much more in 2021, there are some solutions in place. For members who have account balance(s) above the bank's threshold, they can apply to the PSRA for permission to open a second clients bank account in a different bank. This can immediately half your balance(s) and for the moment solve the problem.

## Brexit - Good Deal or Bad ?

The Brexit deal is the new year present to Ireland, good or bad. For Irish agents, this deal will have a bigger effect than many realise. From 1st January 2021, UK agents will no longer be able to use the EU rules to provide property agency services temporarily in Ireland. It is currently unclear if Northern Ireland agents have a derogation. IPAV have already communicated with the PSRA about this matter and asked that our licensing rules be strictly adhered to from January 1st onwards. However, we can all help, and IPAV asks all members who know of an agent, Northern Irish or UK, who are trading in the Republic without a licence, to please report the agent to the PSRA, alternatively, advise IPAV, and IPAV will report the matter to the PSRA. It is hoped there will be an advertising campaign about this, but we all need to be vigilant, members are only protecting their own businesses. The link below from europa.eu provides a pdf copy of the Brexit agreement, if you would like to read through it.



<https://ec.europa.eu/transparency/regdoc/rep/1/2020/EN/COM-2020-857-F1-EN-ANNEX-1-PART-1.PDF>

## Novice Rostrum Auctioneer Competition - Update



To ensure the safety, comfort and wellbeing of all involved, YPN wishes to advise 2021's **Novice Rostrum Auctioneer Competition** is temporarily postponed until such time restrictions have eased. However in the meantime, the good news is we are now in a position to extend the application date until 31st January. This is a fantastic competition and we encourage all members and agents who meet the below criteria to consider submitting an application. If it's not for you, it may well be for an employee or colleague who may need a little encouragement.

### Entry Criteria:

- You must hold a valid PSP licence (category A licence is not required)
  - Rostrum experience is not required
- If you do have rostrum experience, you must not have been on the rostrum for more than 5 auctions in total up to 4th February 2021
  - You do not need to be a member of IPAV to participate
- Age is not a factor, entry is open to any person who meets the criteria

Niamh Giffney, YPN's Chairperson is available to answer any queries at [ypn@ipav.ie](mailto:ypn@ipav.ie)

For a taste of what's to come at this great event, why not take a look at IPAV's short video to see highlights of 2020's event

## Paul Reynolds (RIP) Former IPAV President



December 14th was a sad and sorrowful day for IPAV as news filtered through of the death of our Past President, Paul Reynolds (RIP). Paul was President in 2010/11 and will be sadly missed by his many friends in IPAV. We offer our sincere sympathy to his dear wife Mari, sons Austin and David, daughters Karen and Lauren, sisters Ann Kavanagh and Breda McWeeney and brothers Sean, Pascal and Joe. His interment took place in Conwal Cemetery after 11 a.m. Mass in the Church of the Irish Martyrs, Letterkenny on 17th December. Ar dheis Dé go raibh a anam. IPAV will feature a full page editorial on Paul Reynolds(RIP) in its forthcoming Property Professional Magazine.

## Congratulations to the Certificate in Real Estate Administration's First Graduates

AIT held its Virtual Graduation for the 2019/2020 academic year on Friday 4th December, and we congratulate all the students from the first Certificate in Real Estate Administration who graduated on the day. This is a great professional achievement for graduates and the wider profession and we wish all graduates the very best in their careers. Registration for 2021 will open shortly. Please contact [genevieve@ipav.ie](mailto:genevieve@ipav.ie) if you would like further information on this course.



## IPAV Diary 2021 & IPAV Members Directory 2021



IPAV is happy to advise that we have a number of IPAV 50th Anniversary 2021 Diaries available. If you would like to purchase an additional diary to present to a business acquaintance or for your office, please email [genevieve@ipav.ie](mailto:genevieve@ipav.ie). Thank you to all members who responded to IPAV's email advising of changes to their contact details. A hard copy of IPAV's 2021 Member's Directory will be posted to all members later in the month.

## Provisional IPAV Diary Dates for 2021

IPAV PSRA CPD 2021 Programme - Details will be circulated over the coming weeks.

---

Tuesday 26th January - Virtual Launch of 2021 IPAV Farming Report  
4pm - 6pm  
2 TEGOVA CPD hours available for full attendance.  
Click [here](#) to book

---

Thursday 4th November - IPAV European Valuation Conference  
9am - 2pm  
5 TEGOVA CPD hours available for full attendance  
RDS, Dublin 4

---

Friday 3rd December - IPAV Presidents Lunch  
Westbury Hotel, Dublin 2

---

Friday 10th December - IPAV Presidents Lunch

**IPAV**

***"The Voice of Auctioneers & Valuers in Ireland"***

**129 Lower Baggot Street Dublin 2 D02 HC84**

**info@ipav.ie +353 1 6785685**

**www.ipav.ie www.tegova.org www.cepi.eu**

"This message is for its intended addressee only. It may contain information of a confidential or legally privileged nature which should not be disclosed. Only the intended addressee may rely on the contents of this email. The email address used in this email may not correspond to the intended addressee. If you have received this message in error, please notify the sender and permanently delete the message and all copies immediately. Any review, re-transmission, dissemination or other use of, or taking action in reliance upon, this message by persons or entities other than the intended recipient is prohibited. All attachments have been scanned for viruses. However, the Institute of Professional Auctioneers and Valuers Limited cannot accept liability for any loss or damage you may incur as a result of virus infection and the Institute of Professional Auctioneers and Valuers Limited is not responsible for any loss or damage suffered by any person who accesses this email. The views expressed are those of the author only and do not necessarily reflect the views of the Institute of Professional Auctioneers and Valuers Limited or any other person and the Institute of Professional Auctioneers and Valuers Limited does not accept liability for any statement opinion expressed.

The Institute of Professional Auctioneers and Valuers is incorporated as a company limited by guarantee under the laws of Ireland with company registration number 34768 and having its registered office at 129 Lower Baggot Street, Dublin 2."