

## IPAV Newsletter January 2022 Vol. 104

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### New Year's Letter from Pat Davitt, CEO, IPAV

As we face into yet another COVID year, it's very important to take stock of the existing property market and plan for 2022. You may have seen over the Christmas period I have been speaking to the media about an increasing number of off-market sales and agents embarking on other marketing methods to successfully sell properties besides advertising on the traditional property portals.

Indeed, long before I took out an Auctioneers licence in 1981, agents used a simple sales book, sellers in the front and purchasers in the rear, to list and sell properties. Agents always qualified their purchasers by assessing their requirements knowing 'what, where and how much'. The wheel of the future moved over the years through the introduction of technology and advertising portals. I feel advertising on such portals should be a very low cost or even free and it may well be in the future, as the agent is supplying the data, however right now we have grown accustomed to paying for the privilege. It appears now the wheel is moving again with quite a number of sales taking place through different advertising vehicles.

Qualifying purchasers has become more difficult following the recent guidance from the Data Protection Commissioner (DPC). Despite IPAV's best endeavours with the DPC we cannot successfully get our message across that the sale of second-hand properties are different than the sale of new properties and require different guidance. Vendors are not setting up show homes, they want to sell their property. Never has qualifying purchasers been so important, it helps to stabilise the property market and is not about prying agents attempting to entice purchasers to pay more for property as many would have you believe.

Over the next month IPAV's secretariat will be very busy and IPAV requires our now extensive membership's view on a range of issues.

- IPAV will be surveying members to find out what percentage of sales are being sold without advertising on designated portals but achieving the best possible price for Vendors. This topic among others will be discussed with politicians at IPAV's Cross Party Oireachtas Committee.

- IPAV were the very first to break the story of Landlords Leaving the Market in the Irish Times 2 years ago from information received through our last survey, and now we are re-surveying to find out how many landlords are leaving the marketplace on a monthly basis. This will feed into our views that some landlords are subsidising tenant rents since the introduction of the RPZ's. This practice as well as being wrong, may well be unconstitutional.

- The length of time it now takes to get contracts signed after a property goes sale agreed and how long it takes to close the sale of the same property. This survey will feed into our Seller's Legal Pack on conveyancing which we hope will get its second reading in the Dáil during 2022.

After our past President David McDonnell's work over the last 2 years, we are delighted to see Revenue are using Eircodes when stamping documents. However, we will be working with Revenue to make this currently voluntary practice, into a mandatory one, as this information is needed so badly by clients using the Property Price Register.

We will also continue to work with the SEAI on improving the availability of BER certificates.

Before Christmas IPAV meet with the acting CEO of the RTB, we discussed many items around information required in the marketplace and especially their new online portal. We will be

engaging further with the RTB as we have received many complaints regarding this new format.

While COVID may not be gone completely, I believe 2022 will be a year of change. Many more properties will be sold off-market, technology will become ever more important, however the concept of the auctioneer's sales book may seem archaic but is as important today as it ever was.

COVID or not, as always IPAV, the 'Voice of Auctioneers and Valuers in Ireland' will be working hard for members to make sure your voice is heard. Your views and participation will contribute and help to build a property market where clients can rent or sell property as they wish.

I would like to thank you for your support during 2021 and wish you a very happy, safe, successful, and fulfilled New Year.

Remember, apart from working for ourselves, there are many other people that need a little support from time to time and your help can change their lives for their good as well as your own.

## YPN's Novice Rostrum Competition - Registration Open



IPAV Member Niall Browne, partner at O'Donnellan & Joyce Auctioneers, pictured at the 2019 Novice Rostrum Competition

IPAV's Young Professionals Network (YPN) is delighted to invite qualifying licence holders to register for its 2022 Novice Rostrum Auctioneer Competition, taking place at Tattersalls, Co Meath on Friday 4th February. This is a fantastic experience and opportunity for auctioneers to step onto the Rostrum in the very impressive setting of Tattersalls' arena. We encourage any agent who meets the criteria to compete, to ensure the application form is submitted by 12th January. Huge thanks to our event sponsors, America's Auction Academy, Tattersalls and the Irish Independent.

### Entry Criteria

- You must hold a valid PSP licence issued by the PSRA (you do not need to hold a category A licence for this competition)
- You do not need to be a member of IPAV to participate
  - 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 up to 1st February 2022.

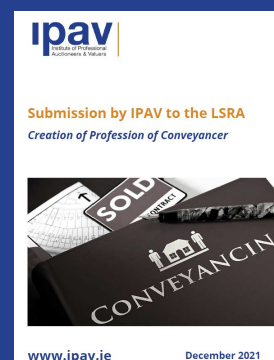
For further details, application form and criteria

Click: [2022 Novice Rostrum Auctioneer Competition](#)

## IPAV Submission on the Creation of a New Profession of Conveyancer

IPAV is pleased to share its submission to the Legal Services Regulatory Authority's (LSRA) public consultation, under s.34 of the Legal Services Regulation Act 2015, on the Creation of a New Profession of Conveyancer.

Simply click the image to access our submission.



## IPAV Member Dubai Trade Mission Opportunity

Frank McManus, IPAV overseas member, has kindly brought the following opportunity to our attention; The Dubai Trade Mission and EXPO is scheduled for 22-21 March 2022 and provides a great opportunity to expose projects and developers/builders they are currently promoting (resales, new construction, commercial / residential). If you would like further information on this event, please email Frank [FrankMcManus59@gmail.com](mailto:FrankMcManus59@gmail.com)

### Cross-party Oireachtas Committee on Property Market Reform

For details including meeting reports, parliamentary questions raised and list of committee members, please see IPAV's webpage [Cross-party Oireachtas Committee on Property Market Reform](#)

### IPAV: Interviews and Media Coverage

Available to listen back on interviews and read online articles:

- 09.12.21 - Source: Irishtimes.com

Click: [What property experts say: Price growth likely to moderate in 2022](#)

- 29.12.21 - Midlands Radio 103

Click: [Many Auctioneers Using Tik Tok To Sell Properties](#)

- 29.12.21 - Newstalk, The Hard Shoulder with Adrian Kennedy (4pm - 7pm)

Click: [Pat Davitt discussing latest DAFT.ie survey & property market with Adrian Kennedy](#)  
(Discussion starts at 4pm)

- 29.12.21 - Source: Independent.ie Article by Jon Ihle

Click: [House price inflation is 'stubbornly high' amid supply shortage](#)

- 29.12.21 - Source: Irishtimes.com Article by Laura Slattery

Click: [Housing prices rose almost 8% in 2021, Daft finds](#)

- 29.12.21 - Source: Irishexaminer.com Article by Pádraig Hoare

Click: [Crisis of supply in housing laid bare by stark new figures](#)  
(RTE's 'What it Says in the Papers' quoted IPAV from this story)

- 29.12.21 - Source: westmeathindependent.ie Article by Eilís Ryan

Click: [House supply may be better than figures suggest says IPAV chief Pat Davitt](#)

- 29.10.21 - Source: tipperarylive.ie Article by Justin Kelly

Click: [Auctioneers say drop in houses for sale 'not as dramatic' as Daft report suggests](#)

- 29.12.21 - Source: extra.ie Article by Helen Bruce

Click: [Number of homes for sale at all-time low as prices soar](#)

### Provisional 2022 Dates for Your Diary

**31 January:** Agri Land Report 2022 Launch - Online Webinar (2 TEGOVA CPD hours)

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**04 February:** YPN Novice Rostrum Auctioneer Competition, Tattersalls, Co Meath

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**06 February:** IPAV Property Price Barometer Launch in the Sunday Independent

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**11 March:** President's Charity Lunch, Westbury Hotel, Dublin

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**25 March:** President's Charity Lunch, Imperial Hotel, Cork

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**09 July:** IPAV AGM & Conference Hodson Bay Hotel, Athlone (3 TEGOVA CPD hours)

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09 November: European Valuation Conference, RDS, Dublin (5 TEGOVA CPD hours)

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25 November: Residential Lettings Conference - Online Webinar (5 TEGOVA CPD hours)

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02 December: President's Christmas Lunch, Westbury Hotel, Dublin

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09 December: President's Christmas Lunch, Imperial Hotel, Cork

**\*\*\*IPAV's PSRA CPD 2022 Schedule will be emailed to all members in February**

**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**

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