

IPAV Newsletter October 2022 Vol. 113

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IPAV European Valuation Conference & Expo - RDS - 9th November



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Auctioneers & Valuers

8th European Valuation Conference
& Expo 2022

A Must Attend Conference
For All Valuers

In Association with



Conference Media Partner **Irish Independent**

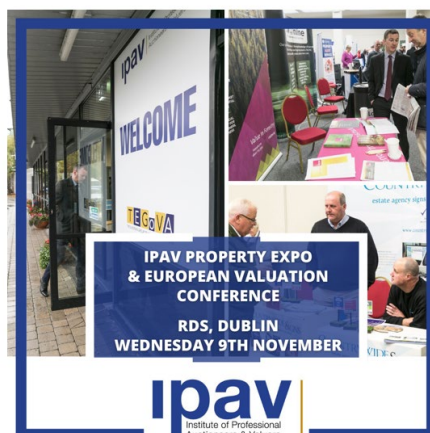
We are delighted to return to the RDS, Dublin 4, on Wednesday 9th November for our European Valuation Conference & Expo and welcome Ivan Yates as our conference moderator and Ella Dunphy as our conference convenor. Over 500 delegates are expected at the RDS and the event will be a great opportunity for businesses and property professionals to meet. The conference provides 5 TEGOVA CPD hours to REV & TRV members for full attendance, and tickets include tea/coffee & light refreshments. Entry to the expo is free of charge and open to all property professionals. Parking is available on site for a daily rate of €7.

- Link: [Conference Speakers and Topics](#)
- Link: [Conference & Expo Ticket Options](#)

B2B Property Service Expo Opportunities - RDS - 9th November

Do you currently work with a company who provides an invaluable service to your business? Are you looking to meet a company who offers a particular service that could potentially assist your business? IPAV is calling on all members to recommend a company you engage with, whose services enhance your day-to-day business activities, with the view to join our upcoming expo. The company could be providing you with media solutions, mapping services, photography, banks, financial houses, IT software, the list goes on.

Simply contact Genevieve, and she will then make direct contact with the company to advise on the exhibition opportunities. Please email: genevieve@ipav.ie or call 01 6785685 and we thank you for your support.



**Click to View Photo Video
of Exhibitors**

IPAV RTB Working Group Meetings

Further to IPAV's continued meetings with the RTB, I am delighted to report some good progress has been identified, and I am pleased to now advise the RTB have given a guarantee of a 5 day or less, turn around time to answer a query received at their new nominated email address: lettingagents@rtb.ie

YPN Golf Classic



[Click to view Photo Video
of the Day](#)

It was fantastic to have over 30 teams take part in YPN's recent annual golf classic and we sincerely thank everyone for their support and for making the event so enjoyable. It was a tight classic, with some excellent scoring, and well done to all winning teams and nearest to the pin. Congratulations to Ian Farrelly, Darren Whelan & Dessie Whelan on winning 1st place, to Tom Crosse, Paul Crosse & Jim Wallace on winning 2nd place and to Brian McCarthy, Michael Conaty & Marty Doyle on winning 3rd place. Thank you to OFFR & PINERGY for their generous sponsorship, and to Niamh Giffney and her team on hosting a great day.

Updated PSRA Letters of Engagement / Property Services Agreement (LoE/PSA)

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The PSRA are today issuing updated Letters of Engagement (LoE/PSA) together with a note to Licensees on the changes in the LoEs/PSAs. The key change in the LoE/PSA relates to the inclusion of a 'Cooling Off' period of 14 days which addressed below.

New Clause related to statutory "Cooling Off" period inserted into each LoE/PSA

The Consumer Rights Directive (CRD) has been implemented in Ireland by the European Union (Consumer Information, Cancellation and Other Rights) Regulations, S.I. 484 of 2013, (the Regulations). The CRD has introduced a number of changes to consumer protection law in Ireland.

Accordingly, all Letters of Engagement have a new statutory clause inserted which relates to a "Cooling Off" period of 14 days. This provision is to ensure compliance with the Regulation.

This Regulation applies to LoE/PSA where:

- The licensee and the client are not present in the licensee's business premises at the time the LoE/PSA is signed;
- LoE/PSA is signed electronically.

Where either condition is met the Client is entitled to cancel the LoE/PSA within 14 days of the date the agreement is signed by both parties – this is known as the "Cooling Off Period".

Exception to the Cooling off Period

The 'Cooling Off' period of 14 days does not apply to:

- LoE/PSA signed by both parties on the licensee's **business premises**
- LoE/PSA entered into with a business Client.

PSRA's Notice regarding "Late Fees" being Deducted & Refunded by RTB

Please note the PSRA's recent email to licensees regarding 'Issues surrounding "Late Fees"

being deducted and refunded by RTB to Client Account';

The Authority wishes to advise that as the late fee was required to register a tenancy on a client's behalf, that it is considered an expense that can be deducted from the client account. When the late fee is refunded by the RTB, it should be lodged to the client account. Licensees are required to maintain financial records and furnish clients with a statement of fees and outlays, and accordingly, these transactions should be reflected in those statements.

In summary, the PSRA wishes to assure licensees that there will be no implications for them in using monies in the client account for the RTB late payment fee, and accepting a refund of the registration late fee into the client account.

Seeking Work Placement for Business in Real Estate Certificate Students

Thank you to all our members who kindly responded to IPAV's call for work placement assistance for 1st & 2nd year students, it has been a huge help and is much appreciated. Currently there are a small number of students located in North and South Dublin, Cork, Galway and Wexford who continue to seek work placement, and we ask if any member can assist in these locations, to please email genevieve@ipav.ie. The student will require no more than four or five days placement which can happen over a consecutive week or a longer period of time.

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IPAV PSRA CPD Online Bundles 2022



A reminder for any licenced agent yet to complete their mandatory 5 hours PSRA CPD for 2022, to please check out IPAV's online bundles. This route is proving very popular with busy agents, as the CPD modules are available to complete anytime that suits. There are 5 bundles to chose from (A, B, C, D or E). All bundles contain the necessary 5 CPD modules (1 hour each) and include the mandatory modules; Anti-Money Laundering, and Regulation.

[Click here for IPAV PSRA CPD Online Bundles](#)

The Property Professional Magazine & Feedback Survey

We hope you enjoyed reading IPAV's Q3 *The Property Professional*, recently posted and emailed to all members. For convenience, the digital edition is again available by clicking the front cover image. This edition includes links to publications such as Pre-Budget Submissions, Press Releases, Property Price Barometer Report and lots more.

Kindly, we ask any member who has not yet completed our magazine feedback survey, to please do so now using the below link. As outlined in our email, as the magazine is under review, the re-design process will take into account feedback received from members, so the more information

you can give us, the better we can tailor future editions.



CLICK: IPAV Quarterly Magazine Feedback Survey

RTB Public Consultation



The RTB has commenced work on the development of its Statement of Strategy for 2023-2025. As part of this process, the RTB has organised several consultations with rental sector stakeholders representing landlords, tenants, approved housing bodies (AHBs), and property professionals. They have now launched a public consultation survey to hear the views of the wider rental sector. The public consultation allows you to provide your thoughts and insights on the role of the RTB, what you think are the RTB's key challenges as well as their emerging opportunities in the years ahead.

The survey is available by clicking [here](#) and is open until Friday, 21 October 2022.

Welcome To All New IPAV TU Dublin Students

Over 100 new 1st year students began their studies at TU Dublin on 3rd September and we wish all the very best with their studies. Congratulations to all 2nd year students on passing their exams and now enter the final year of their studies. IPAV's CEO Pat Davitt, and Head of Operations Genevieve McGuirk welcomed new students on site at TU Dublin at the beginning of their first semester. Special thanks to Genevieve for all her work in managing student applications and ongoing support.



"From Partnership to Paycheck" Live Stream Discussion with YPN Colleagues

SAVE THE DATE 4pm Friday 14th October

Join members from IPAV's Young Professionals Network and YPN Mainstreet Organization Association of Realtors, live from Chicago, who will be discussing growing and leveraging your sphere of influence to increase your bottom line. Why not join in by



registering [here](#) (please note event is taking place 4pm Irish Time)

EU Energy Update

Eamonn Galvin, IPAV's Sustainability Advisor has provided the following update for members; In early October the Council of the European Union adopted the Commission's REPowerEU Plan. In addition to the original €210 Billion euro budget to 2027 an additional €20 Billion euro are proposed to finance key investments and reforms. The plan is to transform Europe's energy system, end the dependence on Russian fossil fuels and tackle the global climate crisis by accelerating the energy transition. This will be mainly achieved through energy savings, the diversification of energy supply, and the accelerated rollout of renewable energy.

2023 IPAV Diaries Pre-Orders Now Finalised

Thank you to members who pre-ordered their 2023 IPAV Annual Diary. We received over 700 orders, all of which have been acknowledged by email. The diary is now with production for printing and binding, and we expect to despatch the diary from IPAV's head-office in early December. Thank you for your co-operation.



Budget 2023



I am sure by now you are familiar with Budget 2023. For ease of reference, we have put together a short pdf document you may find helpful, available by clicking the image. Overall, IPAV welcomes the positive measures contained in Budget 2023, but the lack of action to assist small landlords is disappointing.

Link: [IPAV Budget Press Release](#)

IPAV & IPOA Appear at Housing Oireachtas Meeting

IPAV and IPOA representatives appeared before the Oireachtas Committee on Housing, Local Government & Heritage on 20th September, to present their recommendations to address the flight of small landlords from the market. Pictured arriving at Leinster House is (l-r) Pat Davitt, Brendan Allen, Paul McCartney, Mary Conway, Margaret McCormack, Gerry Coffey, John Kennedy & Fergus Lowe. IPAV would like to take this opportunity to thank all members who got behind our grassroots



camping, Rockwood Consulting and the IPOA for their invaluable input and support throughout this campaign.

IPAV: Selection of Media Commentary & Interviews

Available to listen back on interviews and online articles:

- 07.10.22 - Source - RTE Radio Claire Byrne Show

Click [Mixed messages on a winter eviction ban?](#)

- 28.09.22 - Source - Irish Independent Article by Mark Keenan

Click [Budget 2023: 'Positive step' – but doubt cast on whether new vacant homes tax will be workable](#)

- 18.09.22 - Source - Irish Times Article by Eoin Burke-Kennedy

Click [Is a house price correction on the cards in Ireland?](#) (subscription)

- 14.09.22 - Source - Irish Times Article by Eoin Burke-Kennedy

Click [House prices show fresh signs of slowing as annual rate of increase falls to 13%](#)

- 11.09.22 - Source - Sunday Irish Independent Article by Wayne O'Connor

Click [Auctioneers predict price 'correction' could soon affect property sales](#) (premium)

- 12.09.22 - Source - Irish Times Article by Eoin Burke-Kennedy

Click [Housebuilding set to hit highest level since before financial crisis](#)

- 11.09.22 - Source - Irish Examiner Article by Conor Capplis

Click: [Residential property prices up 6% this year but auctioneers forecast market to slow](#)

- 09.09.22 - Source - RTE

Click [IPAV CEO to step down at the end of the year](#)

- 09.09.22 - Source - Independent Westmeath

Click [IPAV CEO to step down](#)

- 09.09.22 - Source - Midlands 103 Radio

Click [IPAV Chief Stepping Down](#)

IPAV

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