

IPAV Newsletter Vol. 71 April 2019

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YPN's Annual Golf Classic - Team Registration Now Open

Friday 10th May will see YPN's much loved annual golf classic return to the wonderful **Heritage Golf Resort** at the hugely discounted rate of €150.00 per team. This includes green fees, breakfast bap, burger on the 9th hole and evening meal with prizes, you can now [book your team of 3 here](#). This is an excellent opportunity for golf enthusiasts and members to support IPAV's Young Professional Network and to entertain employees, clients and colleagues or simply have a relaxing day with friends. For full details click [here](#) or email YPN's Chairperson Niamh Giffney at ypn@ipav.ie

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New Certificate in Real Estate Administration NQF Level 6 (60 ECTS)



This is an exciting new opportunity for individuals currently working or considering working as an administrator within a real estate office. This is a blended learning programme and is delivered online Tuesday & Thursday evenings, with five Saturday tutorials in AIT, over the academic year. For further details or to register your interest please email genevieve@ipav.ie or call IPAV offices. Course information is also available [here](#)

Blue Book Valuation CPD - Friday 14th June

REV and TRV members can avail of 4 TEGoVA CPD hours for full attendance at our upcoming event, at the Bloomfield House Hotel, Mullingar, Co Westmeath on Friday 14th June from 9am - 1pm. Tickets for this event are available to purchase [here](#). There is a special B&B rate arranged for IPAV members in the Bloomfield House Hotel on 13th June.



01 April 2019 - IPAV Membership Subscriptions



We sincerely thank all members who facilitated swift payment of their 2019/20 membership subscription, with 79% of payments received to date. For members who have yet to arrange payment of their due subscription, please do so as soon as possible. Any queries regarding payment, please contact Serena on **01 6785685** or email accounts@ipav.ie

Higher Certificate in Business in Real Estate (120 ECTS)

We are delighted to announce registration is now open for the Higher Certificate in Business in Real Estate (Valuation, Sales and Management). This is a NFQ level 6 award (120 ECTS) developed in collaboration with TU Dublin - Tallaght Campus and is approved by the PSRA for licensing purposes. For further information see [IPAV's Course Brochure and Registration Form](#)



Irish Farmers Journal - Agricultural Land Price Report 2018



Pictured at the recent launch of the Irish Farmers Journal Agricultural Land Price Report 2018 is (l-r) Tom Crosse, IPAV Junior Vice President & Convener of IPAV's Agri Committee; Anthony Jordon, Editor of the Report at The Irish Farmers Journal and Gerry Coffey, IPAV Council & Agri Committee Member. The Agricultural Land Price Report found the average price of land in Ireland was €9,072 per acre in 2018, a reduction of 0.18% from 2017.

IPAV's CEO Joins Discussions At The PSRA Conference

Congratulations to the PSRA, their CEO Maeve Hogan and staff on organising and delivering an excellent inaugural conference. IPAV's CEO Pat Davitt (pictured right) was delighted to be part of the PSRA's panel and to participate and engage in discussions. To view sessions & presentation slides from the PSRA's conference [please click here](#)



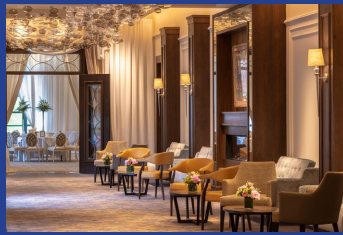
IPAV Delegates Attend CEPI Meetings



Pictured at CEPI's recent meetings in Malaga, Spain, is Ella Dunphy, IPAV President; Ian Tong, CEPI Board Member and Pat Davitt, IPAV CEO. A productive round of meetings were held over 2 days. Regulation was discussed in great detail at the meeting with many countries looking for some form of European regulation while others are self-regulating. AML is a big issue around Europe and discussions took place on a European wide tool to complete the CDD for all agents. IPAV and SCSi intend to complete a joint project on such a tool.

GDPR was also discussed at length with a presentation from Paul McCartney. Airbnb was a hot topic for discussion and it was interesting to see how the different European countries deal with this growing issue.

IPAV's 2019 AGM & Annual Conference - Saturday 15th June



IPAV's 48th AGM & Annual Conference will be taking place on Saturday 15th June at [Mullingar Park Hotel](#), Co Westmeath. This year, Shane Coleman, presenter of Newstalk Breakfast will be our conference moderator, with our panel of speakers; Minister of State, Kevin 'Boxer' Moran; key note speaker Michael O'Flynn, Chairman & CEO of the O'Flynn Group; Oisín O'Hallahan, co-founder & CEO of Handy; Barbara Nugent, Executive and Business Performance Coach and John Gormley, CEO of Mainstreet, USA.

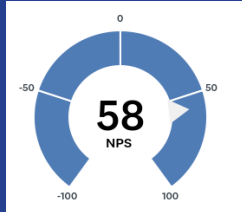
We would like to take this opportunity to encourage Members to join fellow colleagues and delegates at this event where you will have the opportunity to gain from expert speakers, network and relax.

Further details on this event will be circulated to members in the coming weeks. In the meantime, please note accommodation must be booked directly with [Mullingar Park Hotel](#) who are currently offering a discounted B&B rate for Friday 14th June & Saturday 15th June. This offer is for a limited time only and subject to availability. Please quote **IPAV Conference** when making your booking.

Results of Net Promoter® Score (NPS) 2019

We are very happy to report IPAV received an NPS score of 58 in our 2019 NPS survey.

This is a highly respectable score and one that reflects a very high level of satisfaction and loyalty amongst our members. We are delighted this NPS survey gives members an opportunity to feedback directly to IPAV and we thank all who took the time to complete it.



Dublin & Sligo IPAV PSRA CPD Events - May 2019



IPAV will be hosting its final spring PSRA CPD events at the Louis Fitzgerald Hotel, Dublin on 13th May and at Radisson Blu, Sligo on 28th May. Limited tickets remain for each of these events and are available to purchase [here](#)

Galway & Mayo Members Discuss Their Local Market

On a recent visit to Galway and Mayo, Pat Davitt, IPAV's CEO met with IPAV Members to discuss current market values and local market conditions. While January started off well, the market has quietened in the past months, properties in good areas are selling well and rental prices are high. Traditionally the market seems like a good first six months with a quiet back end.

Pictured (l-r, top to bottom) is IPAV's CEO Pat Davitt with IPAV members; Kyle O'Brien of DNG Maxwell Heaslip & Leonard; Martin Healy of ReMax Property Experts; Olivia Lynch and Shane Cox of Lynch Auctioneers; Fintan Gilligan of DNG Gilligan and Gerard Hanley of Sherry FitzGerald Hanley.



IPAV

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