

## IPAV Newsletter Vol. 66 November 2018

### Introducing YPN's Novice Auctioneer of the Year Competition



Attention all Auctioneers and Valuers, the Novice Auctioneer of the Year Competition is open for Entries! The competition involves novice property, fine art, chattels and livestock auctioneers conducting a sale in front of a panel of judges and an audience of experienced auctioneers. The entrant's skills, knowledge and presence on the rostrum will be tested. This will be a highly anticipated and exciting event being held in **Tattersalls Ireland** Ratoath Co. Meath on 25th January 2019. Application forms can be downloaded [here](#) and for more information contact [info@ipav.ie](mailto:info@ipav.ie) or call 01 678 5685. T&C's apply.

### A Must Attend Conference for All Letting Agents



**IPAV's Annual Letting Conference** taking place on Saturday 17th November at the Louis Fitzgerald Hotel, Dublin 22 is open for registration. Representatives from the RTB, the HAP & Social Housing Co-Ordination Unit, Dublin City Council Housing & Residential Services, PKF Tax Advisors & PF O'Reilly Solicitors will cover a range of important topics, including Q&A after each session. To view our full agenda for the day please click [here](#). There are 6 TEGoVA CPD hours available to REV & TRV members for full attendance. Registration is from 9am and the conference runs from 9.30 – 4pm. Tea/coffee and lunch is included. Tickets costs €75.00 for IPAV members and €95.00 for non IPAV members and are available to book [here](#).

### Over 300 Attend IPAV's European Valuation Conference



(l-r) Eila Dunphy IPAV President, Michael MacBrien, TEGoVA Advisor & Pat Davitt, IPAV CEO

Thank you to all delegates, speakers, guests and exhibitors who attended IPAV's 4th European Valuation Conference at the Castleknock Hotel and to our conference media sponsor, the Irish Independent. Ian Noctor once again did a fantastic job as our conference moderator and we thank him for his support. Our panel of expert speakers Karen Irace, Michael MacBrien, Lorna Colley, John LeTourneau, Ivan Yates & Roger Messenger gave excellent presentations, some of which are now available [here](#). The couch discussion featuring a video of the first property sold by an Artificial Intelligence Property Auction generated quite a bit of discussion and is a matter we may well investigate further. Thank you to IPAV's President Eila Dunphy, IPAV's CEO Pat Davitt and all IPAV staff who helped make this event such a success.



(l-r) Conference speaker Ivan Yates with Brian Dempsey FIPAV & Paul Muldoon of the Irish Independent, IPAV's Conference Media Sponsor

### RTÉ 'Prime Time: The Crash' features Lorraine Mulligan MIPAV



Well done to Lorraine Mulligan of **Team Lorraine Mulligan REMAX Results** who was one of the people telling their story for a special RTÉ 'Prime Time: The Crash' programme. Lorraine spoke about the impact of the recession on her business and on her personally, how she and her team got through it and where she is now, 10 years on.

### Blue Book CPD Event – 8th December 2018



Registration details for IPAV's Blue Book 6-hour CPD event, taking place on Saturday 8th December at the Maldron Hotel, Tallaght, Dublin 24 will be emailed to TRV & REV members shortly. In the meantime, please note the date & venue in your diary.

### Final IPAV PSRA CPD Event – Friday 23rd November



IPAV has a limited number of tickets available for its final 2018 PSRA CPD event taking place at the Louis Fitzgerald Hotel, Dublin 22 on Friday 23rd November. For any Licensee who has not yet obtained their 5 CPD hours required by the PSRA we recommend booking without delay. Tickets can be purchased through **IPAV's Ticketsolve**

### IPAV President's Lunch – Friday 7th December 2018



We are delighted to announce IPAV's 2018 President's Lunch will be held in aid of **A Lust For Life**. Every year, IPAV members show enormous support for this event and we know many of you have already saved the date! Returning to the Westbury Hotel, Dublin 2 on Friday 7th December, tickets will be available to purchase through ticketsolve Friday 9th November

### EVS Once Again Confirmed As The Default Standard



The Blue Book keeps its status over all other standards in the 2018 Asset Quality Review (AQR) Manuel just completed by the European Central bank (ECB) and launched in Oct 18. IPAV and TEGoVA and the ECB has recognised the standards of the Blue Book as truly European ones and gives it default status again in its 2018 banking review.

### IPAV's Updated EVS 2016 "Blue Book" Professionalism in Valuation Standards, Today, Tomorrow & into the Future



This information paper recently updated to include the ECB's AQR as mentioned above, provides very relevant extracts and documentation for your information, and acts as a road-map to where we are today in terms of Valuation Standards. This is a valuable document and we encourage TRV & REV members to circulate it to banks and other lending institutions advising of the EVS adopted & practiced by IPAV Valuers. You can access this updated edition in the sign in area of [www.ipav.ie](http://www.ipav.ie) under the Blue Book tab.

### Valuer's Fees



We are aware PTSB fees were due to be increased to €150 in Oct 18. Unfortunately, they have a problem implementing this and are addressing their software.

IPAV's CEO has written to PTSB in the past few days, and if valuers would like to write to IPAV about the valuer's fees, it makes for a stronger case when our CEO revisits the matter and meets the banks.

### Congratulations to IPAV/ITT Graduates



Congratulations to all graduates of the IPAV/ITT Level 6 Higher Certificate in Real Estate (pictured left). This is an excellent achievement to be proud of, and we wish them every success in their careers. A further congratulations to awarding winning students recognised at ITT's Special Award Ceremony (pictured l-r) Helen Lawlor

(Property Promotion), David Speicher (Best Student & President's Award for Leadership), David McDonnell IPAV Snr. Vice President, Eiginta Backyte (Valuation), Jennifer Roe (Best Student), Deirdre Darcy (Best Student).



### TEGoVA Autumn Assembly Meet in Athens



Pictured at the Autumn meeting of TEGoVA hosted by the Association of Greek Valuers in Athens are (l-r), Krzysztof Grzesik (Poland), Danijela Llic (Serbia), Pat Davitt & Eila Dunphy. For an update on the meeting please see [here](#).