

## IPAV Newsletter Vol. 83 April 2020

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### A Personal Message From Pat Davitt, CEO, IPAV

Dear Member

*'We will all get by with a little help from our friends'*

I would like to use this month's newsletter as an opportunity to give members an overview of recent decisions and actions taken by IPAV to help members during these present weeks and months of stress and trouble.

In this terrible time of sickness and business interruption, the health of all members is so important and also the actions that you take to keep yourself in good health. I have offered our Government any help IPAV members can give to the Special COVID-19 Stakeholders Committee, for contact tracing or other and recently to seek accommodation for health workers on the front lines who are doing such a fantastic job looking after us all.



I very much acknowledge the challenges we are facing together; physically, mentally, professionally and economically, we are all trying to adapt to a rapidly changing, concerning and unprecedented environment.

As you are aware the Government issued a list of essential services last Friday and while Property Service Providers, Auctioneers and Valuers are not mentioned on the list, our services are intertwined in it. If you carry out an activity that is necessary for the continued provision of an essential service by another body that is on the list, or you are part of an essential supply chain, you should continue to carry out that activity if you feel it is safe to do so. To the maximum extent possible, that service should be done remotely.

The last few weeks have changed the prospects for the Irish housing market for the rest of this year, and indeed probably into the future, with the Covid-19 pandemic reaching Ireland and completely disrupting everyday life for weeks and possibly months to come.

I want to encourage members to continue to keep in contact with IPAV. IPAV have set up a special COVID-19 page with a link from the home page of our website updated daily and we are working to answer your queries and concerns and to support you throughout this

time. I also want to encourage members to reach out to one another. You are a valued member of a very strong national network. We are all in this together, and if ever there was a time to draw on our network of friends and colleagues, I believe now it that time.

As you are aware from our recent emails, IPAV has taken a series of measures to assist our members, I am stressing a number of these decisions in this forum, together with some new information detailed below.

IPAV's staff who are working remotely, IPAV's Executive, Council and myself are here to help and I hope next month's newsletter will bring us back to our usual format, with more encouraging news and updates.

We are all able to dream of the day when we can resume our day to day schedules, however, in the meantime, we'll be in touch and please keep yourself and your family safe, and keep well.

Pat Davitt FIPAV REV MMCEPI  
CEO, IPAV

### **Reduced 2020/21 IPAV Membership Subscription**

To assist members in this unprecedented time, IPAV's Executive Committee and Council agreed to refund all members 50% of their 2020/21 membership subscription. For any member who paid in advance, a 50% refund is being arranged and for members who paid by direct debit, on Wednesday 1<sup>st</sup> April, 50% of the due subscription was debited. Amended invoices have now been issued to all members. I would like to thank IPAV's Executive and Council and all members who have supported this measure. Full details were emailed to members on 25th March.

### **DAFT.ie - Fee Agreement**

Following a number of meetings, and taking into consideration the results of our recent DAFT.ie survey, in which over 300 Members responded to, IPAV negotiated a pricing agreement with DAFT.ie for IPAV members and agents. As detailed in our email to members on 24th March, the agreement is as follows: Daft will not charge any monthly fee for one month, your next invoice will be at .00, they will give a further 50% reduction to September 2020 on whatever agreed package you are currently paying and thereafter they will review again. IPAV sincerely thanks DAFT.ie, Adam Ferguson and Eamon Fallon for their understanding and we fully support this deal for our members.

### **IPAV Annual Conference Weekend - 12 & 13 June 2020**

It is with regret, IPAV's Executive this week, had to make the difficult decision to cancel IPAV's Annual Conference weekend, but has done so in the knowledge that it is the best course of action to ensure the safety and well being of our members, colleagues, speakers, staff, exhibitors and everyone involved in what is always a very busy weekend. Please note, this applies to all events scheduled for both Friday 12th and Saturday 13th June including; the Blue Book Valuation CPD morning, Incoming President's Golf Tournament, AGM, afternoon conference and gala dinner. IPAV will advise all members with an update on its 2020 AGM as soon as it becomes available.

### **Essential service providers under new public health guidelines**

In line with our email to members on 30th March, IPAV advocates the Government's message "Stay At Home" as the best way to minimise the risk of COVID-19 to our friends, families and communities. We appreciate some members have uncertainties as to whether their work falls under some of the categories listed, therefore, it is essential that all IPAV members satisfy themselves, on a case by case basis, if their work falls into the Government's mandate. [Click here for the Essential Service Providers list.](#)

## Barbara Nugent Shares Tips on Resilience & Focus

Many IPAV members will recall hearing Barbara Nugent speak to our Annual Conference in Mullingar last June, when she presented on Building a Resilient Mind Set. Now, in the current crisis we are facing together, Barbara has kindly shared with us some of her fantastic insightful articles and video that she has recently published. We recommend, if you can take a few moments to look through the below links and we very much thank Barbara for her support at this time.

[Leaders, put your own oxygen mask on first.](#)

[Struggling with focus right now? Here's some ideas on how to improve it. \(Video\)](#)

[The Core of Resilient Leadership](#)

## COVID-19 Emergency Legislation for Rental Sector

On Friday, 27 March 2020, the Government passed the Emergency Measures in the Public Interest (COVID-19) Act 2020, which introduces additional supports and protections for renters during the COVID-19 emergency period. The COVID-19 Act 2020 has introduced moratoriums on both notices of terminations and rent increases during the emergency period; thus, effectively pausing all tenancy terminations and rent increases. Please see the below relevant documents, also available on IPAV's COVID-19 Webpage.

[Guidance Document on COVID-19 Supports for Landlords and Tenants](#)

[RTB Emergency Legislation – FAQs for Landlords and Tenants](#)

## IPAV's Dedicated COVID-19 Webpage

Referred to in David McDonnell IPAV President's email to members on 20th March, IPAV has set up a dedicated COVID-19 page on our website which is updated daily. This is a comprehensive one stop shop of Information and links including up to date information including payment schemes available for companies and staff, supplementary welfare payments for tenants and much more. Simply click the [link](#) for full details.

## Property Portals: Myhome & PropertyPal

As detailed on IPAV's Covid-19 webpage; [Myhome](#) will cut their monthly subscription fees for property agents by 50% for 4 months from March, April, May and June. We sincerely thank Angela Keegan for all her help and work to make this happen. We also thank Errol Maxwell [PropertyPal](#) who are listing all properties free for agents for the foreseeable future.

## 2020 Seanad Election Results

Congratulations to IPAV Nominee Senator Aidan Davitt on his successful re-election to Seanad Eireann, to Senator Robbie Gallagher also successfully re-elected to Seanad Eireann and our commiserations to Patrick Connor-Scarteen who on this occasion was not elected.

## Take A Moment To Catch Up

IPAV's CEO Pat Davitt recently joined Carol Tallon, together with John McCartney, Head of Research at Savills to discuss the likely impacts of the Covid-19 pandemic on Ireland's real estate market. Click [here](#) to bring you directly to the discussion.

Also, Shane Coleman on Newstalk FM discussed with Pat; Coronavirus has brought most facets of Irish life to a grinding halt but is that halt being felt in the housing market. Click [here](#) to bring you directly to the discussion.

## IPAV's 2020 Net Promoter® Score (NPS) - Survey Results

We are very pleased to advise IPAV received an NPS score of 62 from our recent 2020 Net Promoter® Score survey. This has increased from 58 last year, and we are very grateful to our 214 members who took the time to complete the survey. 62 is an excellent result and we received great feedback back that we can work from.



## IPAV CEO Visits Co Galway



In early Spring, I visited some members in Co Galway including IPAV Member Brian Sweeney of [Frank Sweeney & Co](#), Athenry and Council Member Gerry Coffey of [Gerry Coffey Auctioneer, Valuer & Estate Agent](#), Williamstown. Pictured here, it was a treat to chat to both Members who run family businesses, about family history, business and the local property market.

## IPAV PSRA CPD Events - Spring Schedule Postponed

As notified by email on 12th March, following our consultation with the PSRA, IPAV postponed its Spring IPAV PSRA CPD events. IPAV will email all members and agents when there is a further update on this matter.

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

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