



We would like to thank all members for their continued support throughout the year & with Christmas just around the corner we wish all members and friends a healthy and happy Christmas and a prosperous New Year.



2014 Highlights:

It's been an exceptionally busy year, mixed with highs & lows and many external factors influencing the mood of the property industry. IPAV with thanks to its Members, dedicated Council Members, CEO and staff, has continued to strengthen its position, voice and influence within the profession. IPAV is firmly placing itself as the real "Voice of Auctioneers in Ireland" with a greater and more notable media presence. We would

like to take this opportunity to give you a quick recap on what your Institute has achieved in the last 12 months:

IPAV Membership Growth & Recruitment Campaign

- Thank you to all members who have encouraged and engaged with prospective members.
- As a result IPAV has recruited up to 150 new members this year. This is a record recruitment drive for IPAV and thank you again for your support.
- Additionally, IPAV has over 200 membership applications in circulation and at different stages of the application process.

Education

- IPAV congratulated its first Level 6 Higher Certificate in Real Estate students who have now graduated and qualify to apply for a PSP licence in categories A, B, C & D.
- IPAV welcomed a record number of first year Level 6 Real Estate students in 2014.
- IPAV introduced 2 new & now fully subscribed Fine & Decorative Art Lecture series.

New Partnerships Raise Professional Development & Opportunities

- IPAV & NAR (National Association of Realtors) officially partnered.
- IPAV & EU Myanmar Centre signed Memorandum of Understanding.

Blue Book European Valuations Standards (EVS-2012)

- European Central Bank recommends real estate be valued in line with the Blue Book & other international standards, and where a conflict is seen, the EVS 2012 will apply. This is hugely significant to IPAV and its members.
- An impressive 127 IPAV Members successfully graduated as Recognised European Valuers (REV) and are fully qualified to carry out valuations to the Blue Book Standard.
- AIB endorses the Blue Book and invited REV members to apply to their Commercial Valuation Panel.
- Successful negotiations with Banks on endorsing the Blue Book.
- First year of compulsory 20 CPD hours completed by REV Members.

IPAV

- Online CPD platform was launched & will come into play for all members in 2015.
- IPAV was delighted to invite Independent members to participate in AIB & Kara Academy's Training Programme. Well done to all who took part, we have received excellent feedback and a special thank you to AIB & Kara for this exceptional opportunity.

- IPAV continues its relationship with Department of Defence and a number of IPAV members have secured the provision of their services for the Department.
- Young IPAV is being developed, with special thanks to a number of dedicated IPAV members. This programme is being built on three platforms, Network, Social & Education.
- Property Professional Magazine is now available in digital format.
- IPAV was instrumental in amending the Conacre Letting Agreement and also created its own Mowing & Grazing licence to assist members.

The Gloves Come Off - PSRA secures its first conviction:

On Monday, 1st December 2014 the Property Services Regulatory Authority brought its first prosecution against a person for providing property services without a licence. An agent was brought before Dublin District Court in relation to charges that he had been providing property services without a PSRA licence, contrary to the Property Services (Regulation) Act 2011. The agent pleaded guilty and was convicted of 5 separate charges. He was fined a total of €5,000 and also ordered to pay the legal costs of the PSRA. Commenting on the outcome Mr. Tom Lynch, CEO of the Authority, said he welcomed the Courts decision. He said that this was just the start of the process and that more prosecutions were in train. He said that the Authority intended pursuing vigorously all Property Services Providers (i.e. Auctioneers, Estate Agents, Letting Agents and Management Agents) who fail to comply with their statutory obligations.

President's Charity Lunch Taking Place Today:

Thank you to all members who have supported and contributed so generously to this year's President's Charity Lunch in aid of the Peter McVerry Trust.

CEI Conference & News:

The Merger of two leading professional umbrella organizations in Europe; the European Council of Real Estate Professions (CEPI) and the Confédération Européenne de l'Immobilier (CEI) took place at the recent Dublin conference, co-hosted by IPAV. 34 National organizations representing over 250,000 real estate professionals in Europe. *This merger is very good news for real estate professionals as it makes it possible to have one common and strong representation*", said Manuel Negrão (Portugal), CEI President.

Networking & Social Evening 11th December 5.30pm:

Reminder to all members, Young IPAV invites you to its first networking & social evening at IPAV, 129 Lower Baggot Street, Dublin 2 on Thursday 11 December from 5.30 pm for an opportunity to mix & mingle. Please email Val at valerie@ipav.ie if you would like to attend.

Agri Seminar:

Over 90 members attended IPAV's recent seminar in Limerick. It was a very successful evening and thank you to all involved. We are delighted to be able to bring this seminar to the Leinster area on 27 January 2015. Details will be circulated to members as soon as possible.

