

A photograph of two men standing outdoors in front of a building and greenery. The man on the left is older, with white hair, wearing a dark blue suit, white shirt, and pink tie. The man on the right is younger, with brown hair, wearing a dark blue suit, white shirt, red tie, and a ceremonial chain with a large medallion. Both are smiling at the camera.

Barney Rock Guest Speaker at President's Charity Lunch

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Dublin Football Legend Barney Rock with IPAV President David McDonnell at the President's Charity Lunch.

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MESSAGE FROM THE CEO

Dear Member

A very Happy New Year to all members and welcome to the Q1 2020 edition of the Property Professional.

The New Year has already got off to a very busy start for IPAV and we have a full programme of activities lined up which are all aimed in helping members to offer an even better professional service to clients. We have now in excess of 1300 members which is a remarkable achievement for the institute. All licensed auctioneers and estate agents are actively encouraged to apply for membership of IPAV and can be assured there will be major benefits accruing from it.

This issue is packed with relevant articles for IPAV members along with reports and photographs from recent events, notably our very successful President's Charity Lunch which was held in the Westbury Hotel on 6 December for a very worthy charity 'Cycle Against Suicide'. Many members from Cork and the South of Ireland tell me they would love to attend the President's Lunch but Dublin is too far to travel, so this year on the 11th December we will be hosting a second President's Lunch in the Imperial Hotel, South Mall, Cork. I am delighted with the support I have received from Cork members so far and am hopeful southern members will support this new initiative.

Minister of State for Housing, Damien English TD, launched IPAV's Fifth European Valuation Conference and details and photos are on pages 10 – 12.

The need for high-speed rural broadband is a constant topic among our members and in his article, our regular property columnist Donal Buckley highlights how Gigabit Hubs are now transforming many rural towns. I also address the topic in my own commentary piece on page 4 and 5 as also printed recently in The Business Post.

Our featured member on pages 8 and 9 is livestock auctioneer Timothy O'Connell, who has been a member of IPAV's National Council for many years and is a very well-known figure in farming circles in Munster.

There is also coverage of our Annual Lettings Conference which took place on Saturday, 23 November 2019 and I would like to thank Tim Ryan for all his help this year and indeed every year in securing speakers for this conference.

Our recent Agri-Seminar which I sincerely thank almost 150 members who braved storm Brendan to be there on 13 January in Portlaoise was a great success. It is great to be able to attract foreign Speakers as well as our own Minister for Justice and Equality, Charlie Flannigan and Joe Healy, President of the IFA.

I hope there is something here for everyone to enjoy and benefit from in this edition and I look forward to meeting you at our various events throughout the year in particular our AGM and Annual Conference which will take place in the Dunraven Arms Hotel, Adare, Co. Limerick on Saturday, 13 June, our TEGoVA European Valuation Conference on Wednesday, 28 October in the RDS Concert Hall and our Letting Conference on Saturday 14th November in the Louis Fitzgerald Hotel. Please make a note of these important dates.

Best wishes

Patrick Davitt
CEO

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PRESIDENT'S MESSAGE

“On the rental side, the most recent figures from the RTB show a national standardised average rent increase of 8.2 per cent in Q3 2019”.

Dear Member

On my own behalf and on behalf of IPAV, may I wish all members and friends a very Happy New Year and I hope 2020 will also be a very successful year for all members in the property industry.

The end of an old year and the beginning of a new one is a time for all of us to take stock and to plan carefully for the future. Since the British people voted narrowly to leave the EU back in June 2016, Brexit has been the dominant worry for Irish people at the start of each subsequent New Year and the start of 2020 is no different. While we now have some clarity in knowing the UK exited the EU on 31 January, the British Prime Minister's comments that trade negotiations must conclude by the end of this year have thrown up a whole new level of uncertainty.

Recent surveys indicate that the price of an average house fell nationally during 2019 for the first time since the economic recovery started in 2012. According to the most recent report from property portal Daft.ie, the drop was 1.2 per cent and was caused mainly by a drop in prices in the capital where they had escalated over the past few years. Prices in most other cities rose in 2019 but fell in many rural areas towards the end of the year. It is difficult to predict what will happen this year but we are likely to see greater stability in Dublin prices with hopefully a modest rise in rural areas.

On the rental side, the most recent figures from the RTB show a national standardised average rent increase of 8.2 per cent in Q3 2019. It is likely that continuing affordability issues in the housing market are resulting in an increasing number of people moving into the rental sector, exerting upward pressure on rents. Despite the increase in housing completions in 2019, the level of supply remains significantly below the level of demand. The economy is also operating close to full employment, which, while good news, is also contributing to the increase.

In my address to the Lettings' Day Seminar on 23 November last, I called for the introduction of a Code of Conduct for tenants to help address the scourge of irresponsible tenants. The ongoing situation whereby there is often very little possibility of getting any recompense for many property owners is causing many to leave the market altogether.

Housing was one of the dominant themes in the General Election campaign. Let's hope that whatever government is put in place will have the courage and the conviction to tackle the problem once and for all and to provide sufficient housing for all citizens which, after all, is one of the most basic requirements of any society. Throughout the year, IPAV will continue to lobby for far more radical action and initiatives from the new Government.

IPAV itself is already up and running for another busy year. Already on January 13 we had the launch of our National Farming Report in Portlaoise which was followed by a very successful and engaging Agri-Seminar. Then, on January 17, IPAV's Young Professionals Network (YPN) held the second Novice Rostrum Auctioneer Competition 2020 at Tattersalls Ireland. This event is very entertaining and a most worthwhile event for members to attend.

One date already set is our AGM and Annual Conference which will be on Saturday, June 13 in Adare, Co. Limerick and I would ask all members to mark it off now in their diaries.

Finally, I would like to thank sincerely all those members who attended our President's Charity Lunch on Friday, December 6. It was another great success and I was delighted to be able to present a cheque for the proceeds to the Cycle Against Suicide organisation which does great work in the area of mental health. For those members who were unable to attend, details about *Cycle Against Suicide* and how to contribute are contained in this issue.

In the meantime, our CEO Pat Davitt and staff at our Head Office are always available to help members with any queries they may have as are our National Council members, who are based across the country.

I again wish you all a Prosperous 2020 and I look forward to meeting you throughout the year.

Yours sincerely

David McDonnell

President

POLITICAL PARTIES OUTLINE THEIR HOUSING PROPOSALS

Housing formed one of the key issues during the recent General Election campaign. Below Tim Ryan summarises the principal proposals from the main parties (as at time of going to print).

Fianna Fáil:

Total Package – €2.1bn in additional spending above pre-committed levels.

1. Strengthening Home Ownership

- 33% SSIA Top Up scheme for First Time Buyers.
- Retain and expand the Help to Buy scheme.
- Build 50,000 Affordable Homes for purchase at below €250,000.
- Change planning laws to prevent cuckoo funds buying up whole developments.

2. Direct Build Social and affordable homes

- Direct build 50,000 new social housing units.
- Slash red tape by raising Local Authority spending thresholds from €2m to €6m.

3. Cutting construction costs

- Reduce Development Levies on condition of construction being completed.
- Streamline regulations to make it easier to convert above the shop spaces.
- Expand Apprenticeship places to 10,000.

4. Penalising hoarding and underuse of land and property

- Increase Vacant Site levy to 14%.
- Launch a 200 strong Local Authority Short Term lettings taskforce.
- Reform and consolidate planning & Compulsory Purchase Order laws.

5. Helping Generation Rent

- Introduce a €600 rent tax credit for all private renters.
- Create a National Rent Deposit Scheme with a “life time deposit” that moves with the tenant until they withdraw it. (€8m to set up)
- Overhaul the RTB by doubling its resources to undertake active investigations.

6. Ending Homelessness

- Allocate adequate funding to address rough sleeping on our streets as a matter of priority by increasing homeless funding to €250m per annum.
- Set up a new specific rolling acquisition fund in the Housing Agency to purchase repossessed units and keep those tenants in place.

Fine Gael:

DONE

- 20,000 new homes have been built in 2019
- 16,000 people helped to buy their first home
- 10,000 additional social houses in 2019
- The biggest social housing plan in decades is underway.

NEXT

- Build 25,000 new homes in 2020
- Back even more first-time buyers by expanding Help to Buy
- Deliver 12,000 new social homes next year and every year after that.

The Labour Party:

Labour has identified how €16 billion can be invested, over five years, to deliver 80,000+ affordable homes, including traditional council housing and a new form of public housing that would be available to all at an affordable cost.

A summary of the main policies are as follows:

1. A single national State agency, called the National Housing Development Bank, is to be given the powers, the land, the expertise and the money to deliver housing now. This will replace the existing Housing Agency and the Housing Finance Agency, and will take resources, including land and expert staff, from NAMA.
2. Housing Executives will be created in a selection of local councils, on a regional basis, to concentrate expertise and resources and to restore the capacity of local government to deliver social and affordable housing.
3. A referendum will be held to recognise socio-economic rights in the Constitution, including the right to a means of affording housing, to be fulfilled on the basis of available resources.
4. Public land will be made available for social and affordable housing, including schemes of affordable home ownership, but public land will not be sold.
5. Every town, rural townland and urban area will have a masterplan developed, which will demonstrate how all the necessary services and amenities will be provided so that housing is integrated into sustainable, thriving communities.
6. Sustainable Community and Housing Quality Standards will be put into law.
7. Robust plans will be put in place to address the housing needs of specific groups, such as Travellers, students and older people.
8. A new deal for the rental sector that protects tenants and recognises the challenges faced by single-property landlords in complying with regulation.
9. A range of measures designed to push land owners towards the development of vacant sites rather than land hoarding.
10. Supports for collective approaches to home ownership for low- and middle-income households.

Sinn Féin:

Sinn Féin priorities in government would include:

- Build 100,000 new social and affordable homes.
- Ensure 20% social and affordable housing on all new developments.
- Introduce legislation to limit the rate that banks can charge - even a 1% reduction would save mortgage holders an average of €2,000 a year on a €200,000 mortgage.
- Abolish the Local Property Tax.
- Provide rent certainty.
- Introduce a tenant's rights charter.
- Alongside the introduction of rent regulation, look at the capping of rent subsidies
- Make an extra €30 million available for emergency housing in 2016.

Social Democrats:

- Maximising the use of public lands to deliver an actual build of 100,000 homes over the next 5 years
- Introduce a nationwide rent freeze until increase in housing supply drives down the cost of housing substantially
- Legislate to stop land hoarding by introducing an effective specific tax, by closing all loopholes and by eliminating all tax breaks for REITS and 'Cuckoo' Funds
- Eradicating homelessness in the lifetime of the next Dáil through a Housing First strategy
- Introducing legislation to reserve 20% of housing in private developments for affordable housing to buy or rent, in addition to the current 10% social housing



RURAL IRELAND NEEDS BROADBAND ROLLOUT AND CLIMATE ACTION NOW

BY PAT DAVITT, CEO, IPAV

The combination of improved broadband and a renewed focus on local produce could revitalised communities. Auctioneers are a microcosm typifying enterprise in rural Ireland; their issues are community issues, their success or otherwise tend to be a weather vane, generally mirroring the economic well-being of their communities.

Recently I heard Richard Bruton, Minister for Communications, Climate Action and Environment, at the signing of the national broadband contract, say: "Broadband is the key to business". That is true, but for people who live outside the Pale, broadband is the future of rural Ireland, not just business.

The rollout of broadband, though long overdue, is a cause for optimism. It has the capacity to be a game-changer for rural Ireland, perhaps surprisingly so - depending on how we adapt to a range of things, most particularly the opportunities posed by the climate agenda.

If the broadband plan works, as a first-off, people can again consider living, working and doing business in and from rural Ireland, including many towns and villages not far from the Pale which have experienced huge decline in recent years. Broadband is essential for enterprise, large and small, for education and for social interaction and communication. TV ads showing people congregating outside someone else's business or home to use their broadband is indicative of just how ridiculous it was not to place greater urgency on the utility before now.

There are auctioneers throughout the country who, when trying to email a property brochure to a potential purchaser, must drive a distance to get a connection. While the TV ads entertain, the reality for auctioneers and a myriad of others like them is not funny at all.

Not a great start

One of the first questions from potential purchasers is: "What's the broadband like?" How does the agent answer? "Well, to send you the brochure I had to drive x kilometres to get a connection." Not a great start to a sales process. The irony is such purchasers are badly needed in our villages and towns to keep them alive and arrest the decline.

One of the really frustrating aspects of broadband services currently is that if you're lucky enough to get a connection, you rarely get the headline speeds advertised prominently in many sales brochures. Some are shockingly short of the pitch. The resilience of people who persevere and attempt to do business under such conditions is to be admired. They pay the same level of rates to their local authority as those in areas with good connectivity.



While there has been much talk of revitalising rural Ireland - and in fairness there has been good job creation numbers in recent years at town and village level - much remains that could be done. There have been worthy initiatives, like support for converting former retail units for residential use, but they are fraught with planning complications and they don't have any real momentum behind them at policy level. About six in every ten jobs created take place in the Eastern region. The dominance of, and accretion of capital towards the country's capital city is not an issue unique to Ireland, it's an international one.

Earlier this year MainStreet, a start-up company founded by three former Google employees, set up offering US\$10,000 to each San Francisco Bay Area resident willing to relocate to more outer rural areas (see workonmainstreet.com for more details).

While politically tempting, we should not write off urban density challenges simply by saying they are global, because that carries the implication that it's inevitable, which is most certainly not the case. We can do things differently and more innovatively. But to do so, we need to pull together the independent republics of state policy, from housing to communications, regional policy, enterprise and agricultural policy.

The golden ticket

In this regard the climate change challenge could be the golden ticket. Farmers, particularly beef farmers, are in dire straits, whacked by global volatility, not to mention local trade issues. Also on the horizon in the next few years is Mercosur, under which it is envisaged four South American countries - Brazil, Argentina, Paraguay and Uruguay - will be allowed sell their products within the EU for the first time. If beef is in a bad place now, where will it be in that scenario?





Currently well over 80 per cent of agricultural land in Ireland is devoted to grass, with a minimal amount for cereal and other crop production. We import massive amounts of product such as potatoes, onions, cabbage and lettuce. We could do so much more locally, with a much better carbon imprint.

Alternative land use is going to become a major point of discussion in the years ahead. We need to be careful that it takes place with the buy-in of the protectors of the countryside, our farmers. Many are heading into the future with no clear forward direction. They need to be supported and encouraged in the transition back to buying local.

Could it be that the delayed broadband project aligns with a new climate movement awakening the value to the entire community of local enterprise? Unless we tackle the 'independent republic' mindset of how our public services operate, we won't capitalise on the opportunity soon enough. We should not leave it to individuals to create that new future inch by inch over time. Policymakers must see and support the opportunity so that it delivers, sooner and better.

NEW ANTI-MONEY LAUNDERING TOOL FOR IPAV MEMBERS

As Anti-Money Laundering (AML) becomes more of a European and Worldwide problem, it is fitting that the European Association of Real Estate Professions, CEPI, has taken steps to help members to fight against this crime. The first European member of CEPI to employ a computer-based tool to help and assist agents was Belgium. Now IPAV has signed a contract with the same web developers ORIS, to put in place an AML computerised tool solution to assist Irish agents. It is hoped with the input of IPAV and the Property Regulator, this tool should be ready for roll out in Quarter 2 of 2020.

Pictured signing the contract at the CEPI Autumn meeting in London with the designers, were David McDonnell, IPAV President and Franky Deleu from ORIS, witnessed by Jaroslaw Zielinski, CEPI President and Pat Davitt, CEO, IPAV.



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HOW GIGABIT HUBS ARE TRANSFORMING RURAL TOWNS THROUGHOUT THE COUNTRY

BY DONAL BUCKLEY

One of the recent initiatives which can help commercial property markets in regional towns is the creation of gigabit hubs where start-up companies, entrepreneurs and even overseas operators can secure high speed broad band access and links to their customers.

Such connectivity allows businesses to be based in these towns and also encourage those working from home in unconnected surrounding areas to visit local town centres for their broadband connectivity. In this way the hubs not only generate spin-off demand for local retail, hospitality and other businesses, but they can also help address the threat of dereliction that can arise from the loss of retail and other town centre businesses.

The thrust of such new enterprises is partly being driven by the Vodafone and SIRO national Gigabit Hub Initiative which was launched in 2017 and initially targeted 15 towns.

Aoife Ní Lochlainn, policy manager with the initiative says that at the end of 2019 it had connected 15 hubs in 11 towns across the country and that two more towns will be connected in early 2020. The 11 towns are: Skibbereen, Tralee, Drogheda, Dundalk, Cavan, Mullingar, Carlow, Kilkenny, Wexford, Sligo and Portlaoise.

Qualifying companies receive one Gigabit broadband connection free of charge for two years and the initiative is still open to applications from all towns that are connected to the SIRO network. Currently this network is live in 45 towns with more under construction. The hubs are located in a mixture of town centre and edge of town locations.

Ludgate Centre

One of the first hubs was the Ludgate Centre which opened in a revamped old bakery in the heart of Skibbereen town in West Cork in 2016. For members who bring their own devices Ludgate offers hot desks starting at €12 per day for students and €19 per day for others.

Another option is a co-working desk for €240 per month including VAT. This price includes: dedicated desk; up to 1,000Mbps fixed line connectivity via two ports, Wifi access; access to the kitchen area with tea and coffee supplied and locker storage. Its users are engaged in businesses in the tech, bio-economy, aviation services, e-commerce and media production. It also runs digital education courses for children and adults.

Vodafone undertook some research on the businesses based at Ludgate which numbered 21 employing 54 people directly. Its research found that 62% of business people believed that faster broadband and mobile phone coverage would enable them to



The Ludgate Hub in Skibbereen.

expand their business, with the majority saying that they intend to employ more people on a full or part-time basis in the next 12 months as a result of super-fast broadband. Consequently, Ludgate plans to open a second building.

Among the organisations which availed of the gigabit initiative were existing hubs or enterprise centres such as HQ Tralee, The Mill in Drogheda and Enterprise House in Carlow. But it also sparked the formation of brand new hubs such as one in Sligo, two in Cavan, New Work Junction in Carlow and Wexford.

Some breathed life into existing buildings which needed to be revamped to cater for their new occupiers.

Ms Ní Lochlainn says the hubs range in size and are very well subscribed, with a number already at capacity and some taking on additional space such as HQ Tralee.

Ownerships also varies. "We welcome hubs from the public, private and voluntary/community sectors," she says. "We currently have a number of privately owned hubs, such as HQ Tralee and New Work Junction in Kilkenny, Carlow and Wexford."

It also serves hubs such as The Mill in Drogheda and Irish Manufacturing Research in Mullingar which are supported by a range of public and private organisations.

Overseas firms

County councils manage hubs such as Enterprise House in Carlow and Cavan Digital Hub. Together IDA and the county council manage the Sligo hub which provides space and gigabit connectivity for overseas firms who wish to establish a base in the north-east of Ireland. In Cavan a community established and runs a digital hub which provides training and space to older people.



Further research on six of the digital hubs says that the towns where they are located have seen the creation of high-quality, high-paid and high-value added jobs and activities. It says that demand for workspace in hubs is very strong and growing. Together the six had accommodated 176 businesses in which 424 people had full time employment and there were 38 part-time employees.

Among them is The Mill Enterprise Hub in Drogheda, which opened in 2014 as a registered charity and reached full capacity within a year. In 2016 it doubled its size to 15,000 sq ft with support from local agencies, businesses and government bodies. It supports 33 businesses which employ 78 people who earn €3.12m.

Breandán Casey, innovation manager at The Mill said: "It has been instrumental in bringing jobs to Drogheda... they don't have to go to Dublin. They can scale and grow a business from the Drogheda region."

To qualify for the free gigabit connection there are a number of criteria which the prospective hubs need to meet. The proposed premises must have accessible proximity to the natural fibre footprint of the SIRO network in the town. The area of the premises must be at least 464 square metres. The proposed premises must comply and be certified with Statutory Building Regulations – fire escapes, health and safety. The premises must be in a minimum lease period of five years.

The building suggested for connection requires minimum Cat 5e cabling (preferably Cat 6) to support gigabit speeds. Preference is given to projects which are actively engaged with the following: supporting local employment, attracting and supporting new start-up businesses; having prior referenceable engagement with local county councils, local enterprise office or IDA bodies.

SIRO is a joint venture of ESB and Vodafone which is investing €450 million in building Ireland's first 100% fibre-to-the-building broadband network, offering a one Gigabit (1000 Mbps) internet connection to 500,000 premises in 50 regional towns.

In the context of congestion in urban areas, environmental considerations and the desire for improved quality of life, the potential for future increased economic contribution from hubs that provide high quality broadband connection is significantly greater than that being achieved in the current configuration of hubs around the country.

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SELLING LIVESTOCK AT A BUSY MART IN KANTURK

BY TIM RYAN

It's 9.30am on a wet November morning in the small North Cork town of Kanturk, some 50 kilometres from Cork City. There are no traffic jams in the town which boasts a population of just 2,300 and was the birthplace of Irish nationalist and suffragette Hanna Sheehy-Skeffington and the "Bould" Thady Quill, a harmless local labourer who was immortalised in song by his farmer-employer Johnny Tom Gleeson.

However, just off the Main Street there is already huge activity at the local Co-op Mart where the Annual Fat Stock Show and Sale is about to take place. Judges Edmond Fox, Jerdy McSweeney and Paul Mullaney are already at work carefully looking at each entry in the highly competitive show. Local farmer and IPAV auctioneer Timothy O'Connell is present, too. He will be selling the prize-winning cattle later and is busy helping with organising the day's events.

The year 2019 was a special one for Kanturk Co-operative Mart Ltd celebrated its 60th anniversary. Founded in 1959, the mart is very well strategically located in the heart of the strong dairying area of Duhallow. It is one of a small number of independent marts still operating in the country.

First Meeting

The introduction of marts in the 1950s transformed the process of selling animals from the old street fairs where farmers could only guess the weight of their stock and were often exploited by unscrupulous dealers and tangles. The first meeting to set up Kanturk Mart took place on 19 June 1959 and among the group of 16 attendees was local farmer John O'Connell, father of Timothy O'Connell. The local "Circus Field" was purchased for £2,000 and the minutes of the meeting recorded: "You are now in business through your own efforts and without aid or grants from the state or any other source". John O'Connell was one of the first two auctioneers to sell at the mart which for many years sold pigs and sheep as well as cattle and calves.

Today, the mart no longer has pigs and sheep sales but the cattle and calf sales continue to thrive every Tuesday where Timothy O'Connell continues on his father's tradition as principal auctioneer and as a shareholder in the co-op.

Timothy took out his licence in 1983 following the sudden death of his father. In the same year he joined IPAV. "I still recall walking down Leeson Street and calling into the basement office to the then chief executive Liam O'Donnell," he recalls. "I was given membership and became a regular attender."

When he attended the 1984 AGM in the Gresham Hotel he was elected onto IPAV's National Council but as the representative



Timothy O'Connell in action at Kanturk Mart.

for Ulster, rather than Munster as Ulster had no representative at the time. Today he pays tribute to the great work done by Liam O'Donnell and Pat Davitt, without whom he says IPAV would not have survived. "IPAV continues to go from strength to strength largely due to the valiant efforts put in by these two men. It now has a very bright future as the representative body for auctioneers and estate agents nationwide."

Timothy started out his auctioneering selling pigs at Kanturk Mart and gradually moved on to calves and larger cattle. "At that time we sold animals in pounds and pence and it was a bit of a tongue-twister to repeat at speed 60-60 or 80-80!" he says. Timothy argues that the correct way to train a young auctioneer should be as an apprentice to an experienced member first before undertaking any course. "It's a special skill and not for everybody and many would-be auctioneers would not last a day in the ring in Kanturk Mart."

A Number of Skills

There are a number of skills required to sell an animal and all have to be done in a matter of seconds. "You have to note the number of movements of the animal, the weight, age, quality and value before you say a word," he says. "All that must be done in seconds while the animal is entering the ring. You also have to be aware of the buyers and dealers trying to start off a sale at far too low a price which would unduly delay you. On average, each lot should take about one minute to sell. As I said, many people would not last a day at it."



Traceability is now a key requirement for all animal sales and the movement of every animal is recorded from both the seller and buyer at the Mart. Kanturk Mart employs three full-time staff headed by Manager Seamus O'Keeffe. The operation is overseen by a committee of 16 headed by Chairman John Cott and a smaller Finance Committee of five. Having run into some financial difficulty, a new Committee was set up in 2000 and the Mart has thrived ever since. Today, it has a throughput of around 32,000 animals per year with an impressive balance sheet that ensures its future. In recent years, the Mart has invested in some land outside the town and some property.

The Annual Fat Stock Show and Sale is a special day for the Mart when exhibitors compete for various titles such as 'Best Duhallow Butcher Heifer' and 'Best Baby Beef Heifer'. Each award category is sponsored and a huge amount of time and effort goes into the organisation of the day. The overall award goes to the 'Supreme Champion' and in 2019 was won by well-known Bandon beef breeder Mervyn Busted for a very impressive Belgian Blue heifer.

In July 2017 a neighbour of Timothy O'Connell's, Ricky Healy was paralysed when he had an accident while holidaying abroad. Tim and his daughter Caroline came up with the idea of getting animals sponsored to sell at Kanturk Mart and a sum of €85,000 was raised at a special night auction on 23



March last year when over 60 cattle were sold. Subsequently both Timothy and Caroline appeared on the RTE Late Late Show on Friday, 20 September 2019 as participants in the AXA Farm Heroes competition where they were runners-up.

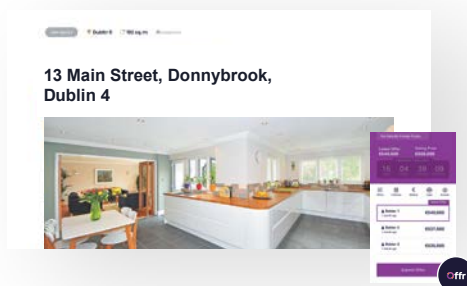
The fundraising continues for Ricky and prior to the 2019 Annual Fat Stock Show and Sale on 26 November, a purebred Limousin heifer, courtesy of AXA and the Ricky Healy Appeal Fund, was presented to the Healy family for breeding purposes.

While Timothy O'Connell is primarily a livestock auctioneer, he also handles a number of land sales and valuations in the North Cork area. And, when not involved in auctioneering and related work, he is very happy to spend time on his extensive farm, now in its fifth generation, and which he hopes to pass on to the next generation who are now learning a set of skills from a very experienced father.

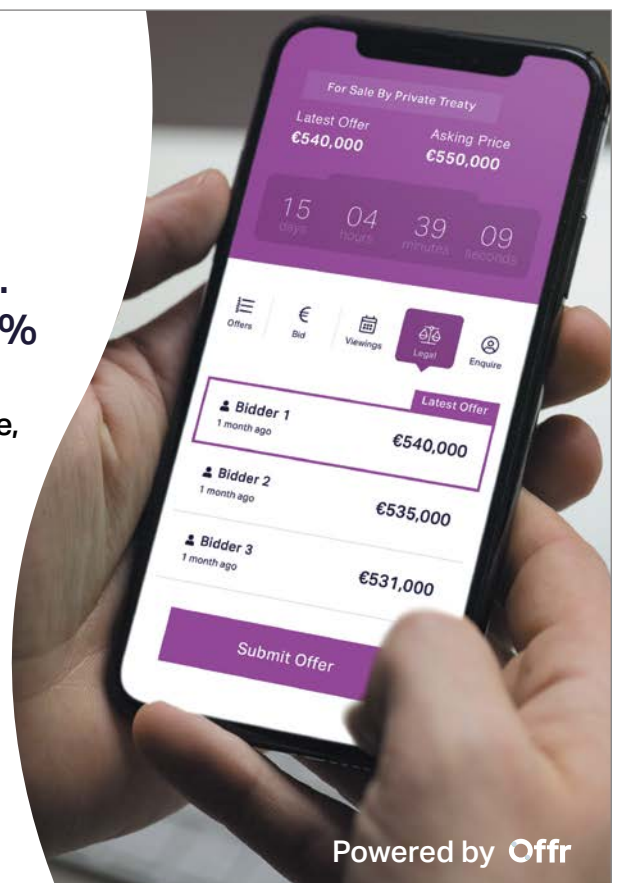


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FIFTH IPAV EUROPEAN VALUATION CONFERENCE & TRADE EXHIBITION

IPAV's Fifth European Valuation Conference & Trade Exhibition took place on Thursday, 7 November when over 300 members gathered in the Concert Hall of the Royal Dublin Society in Ballsbridge. The theme of the Conference run in association with TEGoVA was *'European Valuation Standards in a Post-Brexit Europe – What Will Valuers Need?'* and was officially opened by IPAV President David McDonnell.

Opening the Conference, Minister of State at the Department of Housing, Planning & Local Government Damien English TD said the new Land Development Agency has an immediate focus on managing the State's own lands to develop new homes, and regenerate under-utilised sites and has access to an initial tranche of eight sites across the country that have near term delivery potential for 3,000 new homes.

"The development of LDA managed lands will make a substantial contribution to the achievement of wider Government targets for housing delivery in general and social housing specifically, as set out in Rebuilding Ireland," he said.

He said the Rebuilding Ireland Home Loan is a targeted support to help first time buyers to attain homeownership – homes that members of IPAV will sell. Total funding available for the loan is over €563m for 2018 and 2019 combined. "Another important measure is the Help-to-Buy scheme. This allows first time buyers of new homes, up to a maximum value of €500,000, to get a tax refund of up to a maximum of €20,000."

Other speakers included Dr Eric Clinton, Director of DCU National Centre for Family Business; David McWilliams, Economist and Broadcaster; Dara Deering, CEO, Home Builders Finance Ireland (HBFI); Roger Messenger, Vice-Chair, TEGoVA; Michael MacBrien, Advisor to TEGoVA, Marie Hunt, Executive Director, Research CBRE Ireland and Pat Davitt, CEO, IPAV.

The Conference was facilitated by Newstalk's Breakfast presenter Shane Coleman.



IPAV President David McDonnell opening the Valuation Conference.



John Fahey from Transact with Minister of State Damien English.



Professor Eric Clinton addressing the Valuation Conference.

Photos: Paul Sherwood



Marie Hunt, Executive Director CBRE Ireland addressing the Conference.



Economist David McWilliams addressing the Conference.



Newstalk Breakfast presenter Shane Coleman, who facilitated the Conference.



Addressing the Conference, Michael MacBrien, Advisor to TEGoVA.



Professor Eric Clinton, Economist David McWilliams, Dara Deering CEO Home Builders Finance, IPAV President David McDonnell.



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Roger Messenger, Vice Chairman of TEGoVA addressing the Conference.



Celine Geraghty, Sherry FitzGerald Geraghty, Ashbourne, Co. Meath and Giles Belton, Sherry FitzGerald Lannon, Drogheda, Co. Louth at the Conference.



Minister of State Damien English with Pat Davitt, CEO, IPAV and Valerie Mogerley, IPAV National Office.

IPAV LUNCH RAISES FUNDS FOR MENTAL WELLNESS CHARITY CYCLE AGAINST SUICIDE

IPAV President David McDonnell hosted the President's Charity Lunch at the Westbury Hotel, Dublin on Friday, 6 December, to raise funds for his chosen charity, *Cycle Against Suicide*.

Welcoming members and guests, he said we are all too familiar with the horrific number of people who take their own life each year, for whatever reason and there is an onus on all of us to play our part in trying to help those in need.

"Cycle Against Suicide is a voluntary organisation with two objectives, firstly to spread the message that 'it's OK not to feel OK and it is absolutely OK to ask for help' and secondly, to promote help-seeking behaviour and inform the people of Ireland on what help and support is available to them," he said.

Cycle Against Suicide's main campaign for raising awareness into communities is its Annual Cycle. The 2020 event will take place from Saturday April 25th to May 3rd. The campaign will cycle through the following locations: Galway, Tuam, Castlebar, Kiltimagh, Sligo Town, Bundoran, Donegal Town, Irvinestown, Enniskillen, Clones, Cavan Town, Granard, Longford, Roscommon Town, Athlone Town, Mullingar Town, Enfield, and Swords Castle.

This, IPAV's 7th Annual President's Lunch, has brought the organisation's charity contribution to €60,000 since its inception.

To make a donation simply log onto www.cycleagainstsucide.com.



IPAV President David McDonnell with Andrew Keegan of Cycle Against Suicide.



At the Charity lunch were (l – r): Senator Aidan Davitt, Guest Speaker Barney Rock, David McDonnell, IPAV President and Pat Davitt, CEO, IPAV.



(l - r): Kim Clarke, Regina Mangan and Niamh Giffney.



Frank O'Rourke TD and Audrey Kilgallon.



(l - r): Mark Keenan, Editor, The Property Independent; Tommy Reilly and Dr Eric Clinton, DCU Business School.



Jennifer Berry and Eugene Berry.



(l - r): Adrianna Hegarty, Diarmuid Ring and Miriam O'Leary.



Marguerite Stafford, The Property Examiner (left) with Ciaran and Ella Dunphy.



(l - r): Greville Miley, Kate Kearney, Kevin Korrane, Philip Kelly and Bernadette Denby.



(l - r): John Buggy, Stephen Gunne, Olive Kelly and PJ Roddy.



Judy Sorohan and Mark Hoey.



Paul Crosse and Tom Crosse.



IPAV CEO Pat Davitt with Head Office staff Genevieve McGuirk (left) and Val Mogerley.



Joanne and Michael Lavelle.



Darragh O'Flaherty and Mark Dunne.



(l - r): Steve Patterson, Pat McGonagle and Paddy Sheerin.



MC for the Charity Lunch was Eamon O'Flaherty.



(l - r): Anne Coyne, Mary Halligan O'Connor and Deirdre Halligan.



Gavin Howley and David Souhan.



CYCLE AGAINST SUICIDE

CYCLE AGAINST SUICIDE WAS THE CHARITY CHOSEN FOR THIS YEAR'S PRESIDENT'S CHARITY LUNCH BY IPAV PRESIDENT DAVID MCDONNELL. HERE THE CHARITY'S CEO, CAROLINE LAFFERTY, OUTLINES ITS WORK.

Cycle Against Suicide is an awareness charity (CHY 20687) that makes a valuable contribution to the public education of mental health by changing the narrative surrounding suicide. When an individual is vulnerable enough to consider taking his/her own life, silence is read as indifference. With hundreds of people dying by suicide in Ireland each year and research indicating that thousands more contemplate it, we all have a role to play to collectively address the challenges that suicide presents. In a bid to save more lives, *Cycle Against Suicide*, through its programmes, sets out to change culture and create a society that openly talks about suicide to allow people to speak up and seek help.

For the majority of adults living with mental health problems or mental illness, the first onset of their symptoms began when they were teenagers and evidence shows that early intervention is critical if treatment is to have the most positive outcomes for the future life chances of those affected.

One of the core areas of the work of Cycle Against Suicide is our school's programme. Ireland has the fourth highest suicide rate in the 15-19 age group across 31 European countries with statistics from the National Self Harm Registry (NSHR) showing some worrisome trends. In 2018, according to the NSHR, the national rate of self-harm among males in Ireland was 193 per 100,000, 7% higher than 2017. Among females, the rate was 229 per 100,000 in 2018, 5% higher than 2017. This is, of course, very concerning. *Cycle Against Suicide* is working to reverse the trend and offers hope to those who may be battling mental health issues, which are usually the root cause of suicidal behaviour.

Young people spend more time in school than any other formal institutional structure. As such, schools play a key role in their development and an integral role in sustaining our young people and setting them on a course of constant progression. There is increased recognition of the effect of mental health problems on academic attainment and the unique platform that schools offer in support of positive mental health. Young people benefit from an ethos and culture that promotes mental well-being, improving both mental health and educational attainment for young people.

200 Secondary Schools

Cycle Against Suicide currently works with 200 secondary schools across Ireland on our evidence-based schools programme which creates a caring, respectful and safe learning environment that



supports mental health in schools, building hope and resilience and fostering a sense of belonging among young people.

Our aim is to not only address the stigma of mental health and to develop awareness but, to be the first line of defence, teaching students how to effectively handle distress by 'reaching within' and utilising personal coping strategies, and 'reaching out' by seeking and accepting help outside of themselves. We strive to help young people build resilience by learning specific actions to improve mental wellness. These transferable skills will help to ensure the best possible outcome for young people.

Highlights from one of our events for young people can be viewed at: <http://www.cycleagainstsucide.com/2019/05/22/student-leaders-congress-2019/>

Cycle Against Suicide is truly indebted for the support received from IPAV and its members. The monies that were raised at your recent President's Charity Lunch and very generously doubled by IPAV will be invested into our National Schools' Programme, a programme that will endeavour to help any child in need of mental health support.

Furthermore we would like to extend an invite to all IPAV members and their families to join with us on our key community event, the 2020 main cycle: <http://www.cycleagainstsucide.com/>

Communities, whether made of neighbourhoods, workplaces or schools, create a sense of belonging where people feel safe because there are other people they can relate to and who relate to them. Statistics show that people rely on community and everyday interactions for a sense of self-worth and belonging. This means that communities are in a powerful position to take action that prevents suicide. With community cohesion, efforts to prevent suicide can result in impactful support, meaningful discussions and strategies that reduce the rate of suicide and bring an end to the stigma associated with mental health issues, which are the underlying causes of suicide.

During our annual Main Cycle, *Cycle Against Suicide* relies on communities to help foster a sense of togetherness and promote the message that there is strength in vulnerability, that it is okay not to feel OK and that it is perfectly OK to ask for help.

IPAV FARMING REPORT FINDS AVERAGE PRICE PER ACRE NATIONALLY IS NOW CLOSE TO €9,000

The 2019 IPAV Farming Report from IPAV was launched in the Midlands Hotel, Portlaoise on Monday, 13 January by the Minister for Justice and Equality, Charlie Flanagan TD, the IFA President, Joe Healy and IPAV President David McDonnell. The report, which was compiled by Philip Farrell, found that land sales during 2019 averaged between €8,800 and €9,000 per acre, a little weaker than the previous year.

Members of IPAV who specialise in the sale and letting of agricultural land found values for the year remained flat in some areas including Mid-Leinster (Kildare, Meath, Carlow) and Mid Munster (Kilkenny, Tipperary and Limerick). The remainder of the country experienced small decreases of up to 3pc. Within these areas particular pockets performed better than others, depending on quality, location and levels of local interest.

The report also found that long term leasing is having a real impact on the volume of farmland coming for sale. It is attractive to both young and retiring farmers.

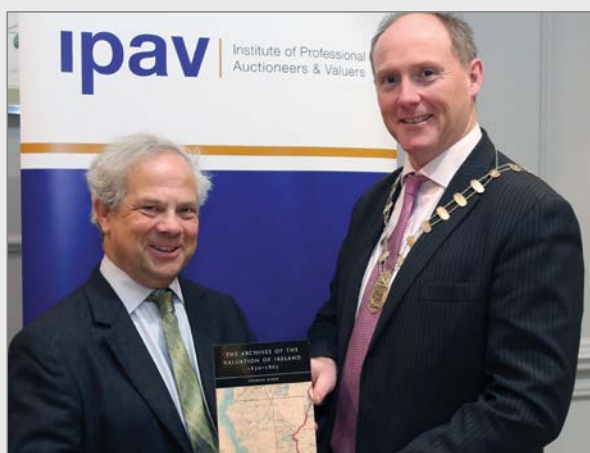
Tom Crosse, Group Director of GMV Auctioneers, Limerick and Chair of IPAV's Agricultural Committee said spring and early summer were positive with good levels of sales. However, this was subsequently tempered by a softening for the second half of 2019.

"A common thread across the country is the move towards long-term leasing. Prices of up to €300 per acre were achieved," he said. "The big incentive for young farmers is not having to finance the purchase of land. Overall volumes of land sales were up 10pc in the year."

Pat Davitt, IPAV CEO said the increase in Stamp Duty in October's Budget by 1.5pc bringing it to 7.5pc will encourage more farmers to lease rather than buy land.

"This is not the way to a sustainable farming sector," he said. "Regardless of how long the lease lasts, it will run out in the end, giving the landowner an opportunity to take back the land. This could leave the young farmer struggling to find an alternative," he warned.

The Speakers at the Agri-Seminar, which followed the launch, were the IPAV President, David McDonnell; Minister Charlie Flanagan; the IFA President, Joe Healy; Tom Crosse, Chair of IPAV's Agri-Committee; Jeremy Moody, Secretary and Advisor to the Central Association of Agricultural Valuers (CAAV) UK and Gary Digney, Director at PFK-FPM Accountants and Tax Advisors.



IPAV President David McDonnell making a presentation to speaker Jeremy Moody, Secretary of CAAV, UK.



(l-r): Fintan Gilligan, DNG Gilligan, Claremorris, Co Mayo; John Joyce, DNG John Joyce, Tuam, Co Galway; David McDonnell IPAV President and Michael Boland DNG Michael Boland, Ballina, Co Mayo.



Pat Davitt, CEO, IPAV with Elma Hughes and Declan O'Leary of Sherry FitzGerald O'Leary Kinsella, Enniscorthy, Co Wexford.



IPAV President David McDonnell making a book presentation to Gary Digney, Director, PKF-FPM Accountants.



Launching the Land 2019 Report (l – r): Tom Crosse, Chair, IPAV Agri-Committee; Charlie Flanagan TD, Minister for Justice & Equality; David McDonnell, IPAV President, Joe Healy, IFA President and Philip Farrell, author of the report.



(l – r): Michael J Ryan, Cashel, Co Tipperary; David McDonnell, IPAV President; John FitzGerald, Dougan FitzGerald Estate Agents, Clonmel, Co Tipperary and Declan O'Carroll, Countryside Properties & Auctioneering, Carrick On Shannon, Co Leitrim.



Mary Halligan, O'Connor Property Consultants, Balbriggan, Co Dublin and Andrew Kiersey, Kiersey Walker & Associates, Tinahely, Co Wicklow.



The audience at the Agri Seminar in the Midlands Park Hotel, Portlaoise.

ANNUAL LETTINGS' DAY SEMINAR

Saturday, 23 November 2019 saw another large turnout of IPAV members for the Annual Lettings Day Seminar which was held in the Louis Fitzgerald Hotel on Dublin's Naas Road.

IPAV President David McDonnell welcomed the members to the event which heard talks by Rosalind Carroll, Director and Claire Diggin, Head of Dispute Resolution at the Residential Tenancies Board (RTB), Fionnuala Murphy, Orpen Franks Solicitors; Shay O'Brien, Shay O'Brien Tax Advisors; Marguerite Ryan, Principal Officer, HAP & Social Housing Co-ordination Unit, Dept of

Housing, Planning & Local Government and Colm Smyth, Principal Environmental Officer, Dublin City Council Housing & Residential Services.

All sessions included a Questions & Answers session.

In his remarks, the IPAV President called for tax incentives for landlords and a Code of Conduct to address the problem of irresponsible tenants which is critical to arresting the haemorrhage of private landlords from the rental market.



Peri and Matthew Griffin of Streets Ahead Properties, Ennistymon, Co Clare.



Brendan Byrne, Thomas Byrne Auctioneer & Valuer, Drogheda, Co Louth and Keith Duffy, DNG Duffy, Dundalk, Co Louth.



(l - r): Tim Ryan, Co-ordinator; Rosalind Carroll, Director, RTB; Claire Diggin, RTB Head of Dispute Resolution Services and David McDonnell, IPAV President.



Niamh Giffney, DNG Royal County, Navan, Co Meath and Brian Dempsey, DNG, Stillorgan, Co Dublin.



Deirdre O'Byrne from the Property Registration Authority addressing the Conference.



John Giltinane, John Giltinan & Associates, Adare, Co Limerick and John Gill, John Gill Auctioneers, Ballinlough, Co Roscommon.



(l – r): Pat Davitt, CEO, IPAV; Lorraine Mulligan and Lesley Kennedy, RE/MAX Results, Celbridge, Co Kildare; Colm Smyth, Principal Environmental Officer, Dublin City Council Housing & Residential Services and Shay O'Brien, Shay O'Brien Taxation Services.



(l – r): Fionnuala Murphy, Orpen Franks Solicitors; Tim Ryan, Lettings' Day Coordinator; Daniel Fleming, Daniel Fleming Auctioneers Ltd., Blarney, Co Cork and Niamh Giffney, DNG Royal County, Navan, co Meath.



Tom Grace of Halley Grace, Arundel Square, Waterford.



Tax consultant Shay O'Brien talking to Eugene Dooley of Dooley Poynton, Wicklow Town.



(L – r): Colm Smyth, Dublin City Council and Lorraine Mulligan, RE/MAX Results, Celbridge, Co Kildare.

LIBERTY BLUE ESTATE AGENTS ARE REGIONAL EXCELLENCE AWARD WINNERS

Liberty Blue Estate Agents in Waterford were the winners in the Regional Excellence Award at the Property Industry Excellence Awards 2019 which took place at the National Conference on Friday, 29 November.

Liberty Blue Estate Agents was founded as Book-a-Room in 1997, a property rental and management company which later expanded and rebranded to encompass sales in 2014. Liberty Blue Estate Agents is now one of the largest independent property management companies in the South East. The company has evolved from the traditional estate agency business model by implementing self-service platform technologies. This empowers clients to upload issues, monitor progress, request information and provide their data where and when it suits them 24/7. It is the innovative culture of the company in championing new technologies which made Liberty Blue a winner over other very strong entrants from across Ireland.

Now in its 5th year, all professional institutes, representative bodies and government agencies endorse the KPMG/Irish Independent Property Excellence Awards. The Awards highlight, reward and celebrate excellence in the Irish property industry. Core to the success of the Awards is the integrity of the judging process and its commercial structure, which has ensured that the awards receive both the support and endorsement of the entire Irish property sector. No award recipient is permitted to sponsor any of the awards categories. Any profit raised by the awards programme is reinvested into the property industry through a Doctorate in Property Research.



Liberty Blue ESTATE AGENTS

IPAV MEMBER PAUL TOBIN WINNER OF ALL-STAR BUSINESS AWARD



Congratulations to IPAV member Paul Tobin who won an All-Star Business award at an awards ceremony in Croke Park on Friday, 25 October 2019. The All-Ireland Business Foundation is the national body responsible for identifying and accrediting Best-in-Class Irish businesses as Business All-Stars. Business All-Star accredited companies are progressive indigenous Irish businesses that meet the highest standards of verified performance, trust and customer centricity.

Pictured at the event were Frances Fitzgerald MEP who presented the awards, Paul Tobin MIPAV and Tim Ryan, editor of the Property Professional magazine.

Paul went on to win the Best Transformation (Vacant Property) award at the UK and Ireland Home Staging awards in London on 16 November.

FORMER IPAV PRESIDENT HELPS RAISE FUNDS FOR HOMELESSNESS



Pictured (l-r): Mark Bentley Immediate Past President NAEA Propertymark, Lauren Scott, President of NAEA Propertymark and Brian Dempsey former IPAV President.

On the 21st November last, a team of over 100 individuals organised by UK's Propertymark, were joined by former IPAV President Brian Dempsey, to sleep out at Queen Elizabeth Olympic Park, London, as part of Centrepoin's Annual Sleep-Out event which has raised almost £4,000,000 in the past five years.

In 2017/18 more than 103,000 young people of all nationalities, including Irish, asked their local council for help because they were homeless or at risk of homelessness. Centrepoin offers practical on-the-ground support to homeless people aged 16-25, focusing on providing a safe place to stay and the building blocks for an independent life. As the UK's leading youth homelessness charity, they operate 60 services across the UK helping vulnerable young people with accommodation, health support and life skills to get them back into education, training and employment. The charity is calling on people to change the story, take urgent action and end youth homelessness for good. Centrepoin's annual Sleep-Out events have been bringing people together to support this cause and raise vital money to fund their work.

Brian Dempsey who took part in the sleep out, said: "It's absolutely incredible to have almost 100 people from our industry come together on a freezing cold night in November to raise money for such a fantastic cause! The money raised will provide vital safety and security to vulnerable young people, so it's been fantastic to have such a large turnout".



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A 2020 VISION FOR THE PROPERTY SECTOR

BY TOMMY BARKER, PROPERTY EDITOR, THE IRISH EXAMINER

There is one real certainty when it comes to 2020 Vision for the property sector's decade of change ahead: every second forecast being made will be wrong, and every other forecast will come through, and true, quicker too, than you would ever expect.

That is the very nature of crystal ball gazing: some calls you win, more you lose; some forecasts leave you reeling, and some outcomes leave you rocked.

Since 2010, we have gone from being a country with an overhang of empty and half-built housing stock and ghost estates to one with 10,000 persons, including children, officially homeless. Against a backdrop of a massive shortfall in housing supply, a dysfunctional market, and a rental sector where the only new stock being built has rents costing 150% the price of a mortgage. Compounding this, we have a skills and trades shortage, and if we import labour to meet the needs, we exacerbate the housing shortage, and, in fact, repeat the spiral of the Tiger Times era which came to such a sticky end.

Lots of people who left these shores a decade ago just do not want to, or cannot afford to come back, having been burned once here before....although Australia's devastating fires might prompt a few to come back at least to a damper isle, until Climate Change also makes tinder of Coillte woods and Bord na Mona's bogs?

The new Bog Standard

The quality of what is being built now in Ireland far surpasses anything of any earlier time, or clime. The level of air-tightness in Irish homes, and low-low energy bills would almost take your breath away, if you are lucky enough to be smugly A-rated. Irish homes are being built without chimneys, our midland bogs are being left as carbon sinks, and the insatiable Dublin region is looking to do what de Valera and generations of Irish politicians promised, but could not do: drain the Shannon, just to slake the Capital's leaky thirst.

The paradox that environmentally-driven construction regulations have driven up house and apartment build and purchase prices uncomfortably, but consequent energy input costs give unheard of comforts and unheard-of low prices and bills.



But, ye gods, can we really get our heads around Irish homes without chimneys, without fireplaces? Níl aon tinteán mar do thinteán féin? Can you imagine Peig Sayers puffing her pipe by the air to water heat exchanger?

Ever since the cavity block and 4" block put the run on stone and rubble construction, the staple Irish home build for three-quarters of a century, the not-so-humble three-bed semi-d, is increasingly being decried as outdated for current national accommodation needs.

Despite the dramatic change in our demography and 'household formation' demands, the semi's days are not, however, entirely numbered.

It might not be a 'one size fits all' panacea, but tell that to a parent living in a hotel room, accommodation centre or a family hub, with a crying baby, and no bloody sign of room service. And, the constant in all of this? The pace of change is snow-balling, a bit like the effects of the aforementioned climate change, it would appear, from a cursory look at our increasingly topsy-turvy world, yet other fronts appear impervious, or at least highly resistant to change. The trick is to know which will be which.

Think back a decade, for a couple of even local and parochial examples of what was promised, or threatened, and what did not turn out quite as expected.



The NAMA bogeyman

On the 'heavy-heavy' front, and I know you would rather not go back to 2010, when that decade's cusp of change heralded things like the just-established Nama. This bogeyman the country thought would be on the nation's back until the end of eternity, with few believing it would, or could, redeem its €32bn in debt by 2021 as it was optimistically charged to do.

Now, it's on course to return €4bn surplus to the Exchequer by the end of this year, and its lifetime has been extended to 2025, by which time it may well have its HQ in some secret Swiss canton, investing windfalls from the Apple €13bn tax avoidance fine this country might yet be 'forced' to take.

Remember the excitement over 'Smart Home' technology back ten years ago, and what it promised to do for us? Heck get this: while phone apps now quite obviously rule our lives, we thought the clunkily-titled 'Internet of Things' would have all apps (as in domestic appliances, back then) synched in with our daily requirements. Naively, the bar-code scanning 'Smart Fridge' was heralded as the paragon of the future, letting us know when to order simple basics like milk.

Given the 'Reeling in the Decades' sort of theme here, you might be surprised to realise that the 'Internet of Things' smart fridge is actually a concept that's now 20 years old, 'dating' back to the year 2000, which you also might more clearly recall was the year the world was going to fall apart due to the Millennium Bug, which turned out to be a damp squib.

And, even more surprisingly, and welcome, we are now back to the days of having home deliveries of milk being made once more, by services such as mymilkman.ie. Whatever innovation next? Glass bottles?

Along with milk, plus cream and eggs, fruit and juices, as a media professional, I have to admit to a bit of a luddite's thrill to find that newspaper deliveries to the door are also coming back into a niche vogue, a sort of defiant, middle digit up rather than digital, gesture to online trash news sites, and their personally invasive, privacy-usurping electronic snooping.

Accepting their cookies (and milk) you know you've been making a Big Brother/Cambridge Analytics of Faustian sort of pact, so that by now, even your Smart Fridge knows how you are going to vote next time around.

Will it be full-fat or low-fat milk?

Fat free or lactose free milk?

Buffalo or soy milk?

Almond or coconut milk?

Oat or goat milk?

Or, even in a mad, sad world where the more things change, the more they stay the same, what's the betting ongood, old fashioned cow's milk?

After a rocky decade in the diet wars, even butter bounced back.

Irish Examiner Property & Interiors

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- Garden lovers can dig deep with expert advice.
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THE RECOVERY AND RETURN OF AN ARTIST'S SKETCH BOOK

BY CRIS DRUGAN, ISA-AM, MIPAV-OS, EMERALD ART SERVICES LLC, AKRON, OHIO

Working as a personal property appraiser, you never know what the next phone call will bring to your door. This call brought together several of my passions; Art, Jazz music, and Investigation, resulting in the connection of three parties for the return of a stolen sketch book.

A recent call to my office started with a request for an authentication and appraisal of an artist's sketchbook that my client had found at a thrift store in Arizona. She knew who the artist was, but could not find much information on him as an artist. As an appraiser, she reached out for my assistance. Upon hearing the name of the artist, I was pleasantly surprised. I have studied and collected his work for over 20 years and actually had the pleasure of eating Chinese food with him a number of years ago, at a small restaurant near Los Angeles. To make it even more interesting, this artist also happens to be a distinguished and world-renowned Jazz musician.

After seeing the images of the sketch book, it was clear that the book was authored by the artist in question. The Sketch book included two pages of notes indicating that it was one of his first sketch books "on the road", probably from a tour of Japan in the 1980's. There is also a page citing a short very personal prayer. In addition, there are 10 ink and watercolor drawings indicative of his work. Overall, a very nice and insightful look into his thoughts.



Thrift Store

Knowing the artist, I found it unusual that this sketch book had been purchased in a thrift store in a neighboring state, and suspected that it may have found its way there by other than honest means. Having met the artist in the past, I contacted his agent. After explaining the situation, he informed me that that the artist has dozens of these books as a record of his development, and none were ever sold or given away. Sadly, my suspicions were verified.

I contacted my client and explained the fact that I had spoken to the artist's agent and was informed that none of his sketch books were ever sold or given away. This meant that there was not clear title to the piece, and that I was ethically unable to appraise it for her. Come to find out, my client is an artist herself and understood the whole "title thing", and was eager to get the book back to its rightful owner. I connected my client with the artists' manager to finalize the books return. I heard from my client the other day, and the book is now on its way back to the artist!

I have since been in contact with the two other parties and both are excited about the find and subsequent return. The artist's health has not been well of recent and getting this sketch book back was a great boost to his morale, knowing there are honest and ethical people still out there. It feels good to have known the proper parties to make this happen.

I'm excited to see what the next call brings to my door!

- *Cris Drugan, ISA-AM, MIPAV-OS is the Principal of Emerald Art Services, LLC, Akron, Ohio and has been an accredited member of the International Society of Appraisers since 1999. In 2013, Cris was accepted as an Overseas Member of IPAV.*

PROPERTY REGISTRATION AUTHORITY LAUNCHES NEW PROPERTY ALERT SERVICE

During 2019, the Property Registration Authority was delighted to announce the provision of a new service benefiting property owners, the Property Alert Service. Property is usually the most valuable asset people own. It can be sold and mortgaged to raise money and can, therefore, be an attractive target for fraudsters. As part of its Counter Fraud Framework, the PRA monitors trends in property fraud and have found that property is most at risk from property fraud when it is rented out, empty, mortgage free or not registered with the PRA.

This new service is designed to help deter and detect potential property fraud. It is a free, online service available to the public that allows property owners to monitor registered properties for possible fraudulent activity. Users of the service will receive email and/or text alerts when an application has been lodged with the PRA to update the Land Register.

While the new alert service will not prevent fraud from happening, it provides an early warning system which allows owners to take appropriate action, should they suspect fraudulent activity has happened with their property. In order to avail of the service, the property

must be registered on the Land Register. It is of course, of utmost importance that registered owners keep their details up to date to safeguard their rights.

Registration for the service is quick and easy:

- Go to www.landdirect.ie.
- Select the "Proceed as Guest" option and follow instructions.

The Property Alert Service Support Team can be contacted to answer any questions at 0761 001610 (Monday to Friday, 9am to 5pm) or by email to: propertyalerts@prai.ie and information leaflets are available on request.

TU DUBLIN TALLAGHT HIGHER CERTIFICATE IN BUSINESS IN REAL ESTATE CONFERRINGS

The annual conferring of Higher Certificate in Business in Real Estate Valuation Sale and Management at TU Dublin, Tallaght took place on Tuesday, 5 November. The special awards for individual excellence took place on Wednesday, 6 November and were presented by IPAV President David McDonnell



Pictured receiving the Michael J. O'Leary Memorial Award 2019 for Property Promotion is David Higgins with IPAV President David McDonnell and the late Michael J. O'Leary's sons Declan and Rodi and his daughter Lisa.



Adrian Harley who received the Best Performance in Assessment Award from David McDonnell, IPAV President.



Pictured at the awards ceremony were (l - r): David McDonnell, IPAV President; Bernadette Nolan, winner of the Best Performance in Valuation Award and Christine Nangle, Head of Department of Accountancy Finance and Professional Studies, TU Dublin Tallaght Campus.

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NEW YEAR, A TIME FOR RESOLUTIONS.

BY FRANK QUINN, LECTURER IN PROPERTY VALUATION,
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The starting of a new year is always an opportunity for a few positive resolutions. Whether it be a sudden increase in the number of people jogging or a vow to improve diet, we all try to look at ways in which we can improve ourselves. For the returning student, the New Year offers similar possibilities for improvement.

Firstly, a word of congratulations to those students who have made it through the first term and survived the process. Most of the students who drop out of courses do so in the first few months and there is no doubt that the initial shock of timetables, travelling and assignment deadlines can be very difficult for some. Any students who find themselves struggling with these issues should immediately seek help from college staff.

In my own college, Blackrock Further Education Institute, we have three full-time counsellors dealing with all kinds of student concerns and they have an open-door policy where students can drop in at any time to discuss issues of concern, both personal or academic. Perhaps a resolution to discuss that issue that has been burdening us would be a good first step to the New Year.

Other areas students can examine are the usual favourites. Are we spending too much time on our phones and is this impacting negatively on our studies? Perhaps a resolution to switch off the phone at the start of each class so as to give full concentration to the topic at hand. Trust me when I tell you that lecturers can spot the student staring continuously down as a person who spends way too much time on their phone rather than someone who has very interesting shoes. Some students tell me that they need the phone for checking time or making calculations, but a watch and calculator could solve both those issues.

Exercise is another area where we all could work on in the New Year. Why not use that fifteen-minute break between classes or part of the lunch hour going for a walk and catching some fresh air? Lectures from nine in the morning till five in the afternoon can be a long day for students and lecturers, so try to build in an opportunity to get some exercise and see whether this improves concentration levels for the later classes. Try to get other people in the class to join in and turn the break into a positive networking opportunity.

Extra Sleep

For those students who find themselves continuously feeling tired during lectures, examine their routine the night before classes. Perhaps an earlier end to the night would result in a payoff of higher energy levels the next day. It is very hard to concentrate on complex calculations when the tiredness begins to kick in. See what effect an hour extra of sleep would have on the first few months of the year.

A last suggestion I would make for the New Year is not to leave assignments till the last minute. Just because a piece of work has a deadline of Friday at 4pm should not stop us having it completed by the Wednesday or Thursday. Assignments completed at the last moment are always too rushed and subject to printer breakdowns and bus or DART delays. An



earlier self-imposed target will reduce stress levels and also improve the quality and the grade of the work as the extra time can be used for proofreading and presentation purposes.

On a separate issue of improvement, the New Year may give an opportunity for the housing crisis to be re-examined. The recent ESRI housing report shows that we need 35,000 new houses built each year to deal with demand rather than the 25,000 houses target that had previously been used. Debate on housing in the Dail has recently been high on personal attacks and political point-scoring but very low on solutions. Perhaps it is time for the political parties to agree a way forward in the same way as they have produced an agreed "Slaintecare" programme for health.

2020 EVENTS & CPD DATES

Date/CPD	Event	Location
13 January (2 CPD)	Seminar	Portlaoise
17 January	Novice Rostrum Competition	Tattersalls, Meath
28 March	CEPI Eureduc Certificate Conferring	TU Tallaght, Dublin
8 May	YPN Golf Classic	Mullingar, Westmeath
12 June (4 CPD)	Valuation CPD	Adare, Limerick
12 June	President's Golf Tournament	Adare, Limerick
13 June (3 CPD)	National Conference	Adare, Limerick
18 June	YPN AGM & BBQ	IPAV Dublin
15 to 19 June	Certified International Property Specialist Course (CIPS)	IPAV Dublin
28 October (5 CPD)	6th European Valuation Conference	RDS, Dublin
14 November (6 CPD)	Lettings Day	Louis Fitzgerald Hotel, Dublin
4 December	Presidents Lunch (Dublin)	Westbury Hotel, Dublin
11 December	Presidents Lunch (Cork)	Imperial Hotel, Cork
2020 (1 CPD)	Blue Book Valuation	Online CPD
2020 (5 CPD)	Blue Book Valuation Pilot Scheme Informal Reading	Linked to Valuation conference On 28 th October



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PROPERTY

63,000

of INM Print Readers expect to
sell and purchase a house or
apartment in next 12 months



76,300

of INM Print Readers expect to
purchase their first home in
next 12 months

1.27 Million

people in Ireland own their own
home and have no mortgage

1.1 Million

people have been living in their
present home for over 20 years.

184.9k

people are currently saving
for a deposit on a mortgage

960k

people rent their home
privately

484.2k

people regularly access
property topics online

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