

HIGHER
CERTIFICATE
IN BUSINESS
IN REAL ESTATE

(VALUATION, SALE AND MANAGEMENT)

LEVEL 6 - PSRA APPROVED

PART-TIME COURSE

BUILDING YOUR CAREER WITH IPAV

The Higher Certificate in Business in Real Estate (Valuation, Sale and Management) is a nationally recognised Level 6 qualification developed by the Institute of Professional Auctioneers & Valuers (IPAV) in collaboration with TU Dublin. Approved by the Property Services Regulatory Authority, the programme meets the educational requirements for property services licensing in Ireland.

Delivered on a part-time basis over two academic years, this programme is designed for those who want to build a professional career in property, whether they are already working in the sector, returning to education, or entering the industry for the first time. It responds directly to the demands of a fast-moving property market where knowledge, professionalism, and regulatory compliance are essential. Graduates emerge with a respected academic qualification, a clear pathway to PSRA licensing across Categories A, B, C, and D, eligibility to apply for IPAV membership, and a strong foundation for further academic or professional progression.

COURSE OVERVIEW

This programme combines academic study with real-world application, ensuring graduates are equipped with both theoretical knowledge and practical expertise. The curriculum covers valuation, sales, marketing, landlord and tenant law, planning, property management, construction and professional ethics, all delivered by experienced lecturers with industry expertise. The Higher Certificate is particularly suited to individuals seeking a formal qualification recognised by the PSRA, as well as those looking to strengthen their professional standing and career prospects within the property sector.

YOUR COMMITMENT

Since the Higher Certificate in Business in Real Estate (Valuation, Sale and Management) is an academic qualification you are expected to give time to study and reading, in addition to attending lectures. The course demands a critical and logical approach to tasks, rather than mere description and therefore, students are expected to be independent in their approach to study and to read widely around the set text. Weekly time devoted to private study has to be managed effectively so that you can meet deadlines.

COURSE DETAILS

| YEAR 1 | | YEAR 2 | |
|-----------------------------------|---------------------------|------------------------------|--|
| Semester 1 | Semester 2 | Semester 3 | Semester 4 |
| Property Valuation | Valuation for Investment | Statutory Valuation | Valuation Appraisal |
| Agency Law | Land use Planning | Property Promotion | Landlord and Tenant Law |
| Economics for the Property Market | Marketing and Sales | Building Services & Drainage | Building Pathology |
| Principles of House Construction | Land and Conveyancing Law | Property Management | Communication Agency Practice and Ethics |
| *Critical Skills Development | | | |
| **Professional Practice | **Professional Practice | **Professional Practice | **Professional Practice |

* This is front loaded module designed to prepare students for study.

** This is a work based practical module where students will be able to demonstrate learning in a practical environment.

COURSE DELIVERY

Lectures are delivered on Saturdays over two consecutive academic years, with each year divided into two semesters running from September to December and January to May. Teaching is delivered through a blend of face-to-face lectures and online learning, supported by TU Dublin's digital learning platform where students can access course materials, assignments, and resources.

In addition to classroom learning, students must complete a Professional Practice module. This mandatory, work-based element allows students to apply their learning in a practical setting. Students not currently employed in the sector are required to secure relevant work experience or work shadowing to complete this module successfully.

The programme is delivered at TU Dublin's Tallaght Campus, Dublin, D24 FKT9.

EXAMINATION & ASSESSMENT

Assessment is continuous and varied, combining formal examinations with coursework such as essays, reading and comprehension exercises, role play and presentations. Examinations are held at the end of each semester in January and May, with a repeat opportunity available. All assessment components must be successfully completed to progress through the programme.

COURSE FEE

Each student is required to pay the course fee of €3,500 per annum, which includes registration, tuition, examination entry, student notes, and access to all the learning resources available in TU Dublin for students.

ENTRY REQUIREMENT

If under 23 years old, applicants should have achieved a minimum of at least grade O6 or H7 in 5 subjects. The subjects must include Maths and either English or Irish. Alternatively, student who have completed the QQI Level 5 Auctioneering, Estate Agency and Valuation Course are also eligible to apply.

The level of English required, if English is not the applicant's first language, is IELTS 6.0 or equivalent. Alternatively, students must have a Duolingo score of a minimum of 110-120.

Applicants who do not meet the minimum standard of education, as required above, will be assessed on previous qualifications and work experience. Applicants who have achieved learning outside the formal education or training systems may also apply for the course and their application will be assessed under the accredited prior experiential learning process. This process recognises that knowledge is gained through life, work and study and not formally attested through formal certification. Their application will be assessed under the accredited prior experiential learning process. This process recognises that knowledge is gained through life, work and study and not formally attested through formal certification.

This course is currently undergoing revalidation. As a result, details including delivery format, modules, assessments, and fees may be subject to change at this time

FOR FURTHER INFORMATION,
PLEASE CONTACT :

IPAV, 129 Lower Baggot Street, Dublin 2, D02 HC84

T. + 353 1 6785685

E. info@ipav.ie W. www.ipav.ie



IMPORTANT NOTICE

The Institute of Professional Auctioneers and Valuers reserves the right to change or alter the content of this brochure.

Completion of the course does not entitle a Graduate to make representations, through publication or otherwise, that he or she is a member of IPAV or that they are approved by IPAV to act as a Real Estate Agent / Valuer or Property Professional.