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Message from the CEO



Dear Member,

We're in mid-year already. The hope was that stability would emerge from the formation of a new Government in January with a five year period in which to effect change without having to constantly worry about how particular policies might impact its re-election prospects, an understandable political consideration.

However, that the Government should find itself tied up in knots with internal conflict on the issue of the appointment of a housing 'tsar' is worrying to put it mildly.

In mid-June new Rent Pressure Zone rule changes do offer some hope, while we await a new updated housing plan promised in July.

As practitioners you know how deeply the scarcity of properties to buy or rent is impacting individuals, families and workers across the local and national economy.

The issue, having been declared an emergency by then Taoiseach Leo Varadkar in March 2018, is acknowledged by the current Government to be its number one priority.

How the decision making system responds to that is critical. Our laws clearly give Ministers and Government strong powers. The question is, are they exercising it sufficiently for the public good? Do they have the realisation, will or gut to exercise the power our constitution grants them?

With the current controversy one wonders if Sir Humphrey Appleby's characterisation as the master of bureaucratic manipulation and defender of the status quo in the historical TV series 'Yes Minister', is not alive and well in the corridors of the Irish public sector. More about that later in this edition.

One compelling parallel that struck me on the housing tsar issue is, as you will read later in this edition, what it shares with our international partners in the Conveyancing Review Coalition, which seeks to modernise and bring greater efficiency to the conveyancing process, a lack of legislative underpinning.

We must continue to try and bring market intelligence to the decision-making system. It seems that in the aftermath of the last housing crisis a rot set in amongst decision makers, where fear of doing anything that could be perceived as helping builders and developers could not be contemplated. These are the very people who need help if we are to get out of this current quagmire and build the homes that are so badly needed.

If the current dire housing situation is to be turned around this situation will have to change.

Pat Davitt,
FIPAV REV



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HOT TOPIC: Housing Tsar

Pat Davitt on why the government must rise above wounded egos

The majority of public comment in the aftermath of the housing tsar fiasco centred on the salary attached to the role. But, from a housing policy perspective, the far more devastating and consequential decision was that made by the previous Minister for Housing to utterly dismiss one of the key recommendations of the Housing Commission before it had any real chance at life, that of a Housing Delivery Oversight Executive (HDOE).

The Commission specified this structure should be established "in legislation as a decision making body responsible for coordinating the delivery of housing." It should be time-limited and "should identify and address blockages to housing delivery and oversee and

drive investment in public utilities on land zoned for housing."

Identified as core issues were: "ineffective decision making and reactive policy making where risk aversion dominates."

The Housing Commission, let us remind ourselves, was no ordinary body – it was not representative of any particular set of interests. Set up by the Government with specific terms of reference, the 12 members were drawn from a diverse pool of talent and included property academics (2 professors and 1 assistant professor); architectural experts and social housing and State housing body interests. In fact, there was only one active private housing practitioner, Michael O'Flynn, Chairman and CEO of the O'Flynn Group.

The Commission deliberated for well over two years. Then Minister for Housing, Darragh O'Brien TD, published the report

on 22nd May 2024, saying "the radical shift which the Commission recommends is well underway." With it he also published a document entitled Report of the Housing Commission – Status of Recommendations.

This latter document claimed that 65 of the 83 recommendations "are already advanced or at varying stages of implementation". A key giveaway that points to a level of emotion behind this, what looks like a very defensive document, is there for all to see. The figure of 65 stands out in red on the gov.ie website.

Straight away in interviews the Minister dismissed the HDOE saying: "what I don't want to do is add additional layers on housing delivery." On hearing those interviews we all knew this critical recommendation was, effectively, a dead duck.

Why then should the Government proceed to appoint a tsar? The Programme for Government 2025 committed to a new form of HDOE now called a new 'Strategic Housing & Infrastructure Delivery Office'. The key difference is it would operate "under the Minister for Housing". So, it would have neither the force of legislation nor independence.

Was this a solo run by the previous Minister or were the Machiavellian forces of the so called 'permanent government' at play?

The idea that a tsar or such a delivery office could surmount the well documented and severe impediments to housing delivery and remain answerable to the Secretary General of the department and Minister for housing is perverse.

I would call on the current Minister and the Government, at this late stage, to review the issue, do as the Commission recommended, and ensure that we do not sacrifice our children's futures to protect the reputations of an already privileged elite.



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Diary Dates & Registration

Below dates and venues subject to change.

11th July

Application Deadline

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Course Details & Application Form

5pm 21st August

YPN AGM

*IPAV, Head Office,
129 Lower Baggot Street,
Dublin 2
(IPAV Members Only)*



Register Your Attendance

Or email Jakub@ipav.ie

6pm 21st August

YPN Summer BBQ

*IPAV, Head Office,
129 Lower Baggot Street,
Dublin 2*



Register Your Attendance

Or email Jakub@ipav.ie

4th September

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Application Deadline - Friday 11th July 2025

For further course information click [Course Details](#), to make a direct application, click [Application Form](#), or contact the team at IPAV on 01 6785685 or info@ipav.ie

Government New Housing Plan by end of July, Minister tells IPAV conference

Our sincere thanks to our members, speakers and conference sponsor Myhome, for their participation and contribution to this year's annual business conference on Friday 13th June at Farnham Estate Spa & Golf Estate in Cavan. Peter Burke, TD and Minister for Enterprise, Tourism & Employment, in his address, told the conference that the Government would be publishing its new housing plan by the end of July. Coming on the back of the new Rent Pressure Zone reforms this will be eagerly awaited by everyone in the industry. New IPAV President Fintan McGill, in his address, called for emergency planning laws for a period of time to stimulate housing



Fintan McGill, IPAV President, Peter Burke, TD and Minister for Enterprise, Tourism & Employment & Pat Davitt, CEO, IPAV

supply until the measures in the recent Planning and Development Act take effect. He added, scarcity of supply and unprecedented, pent-up demand is pushing up the price of homes to rent and buy. "The Government has a big task but it must be strong in its response and explain to citizens why tough decisions are now necessary for supply to improve," he said. Also addressing the conference were Pat Davitt, discussing key industry developments; Sinead Ryan, Conference MC; Joanne Geary; Conal Mac Coille; Cllr. Seamus Butler; Kevin Sears; Catherina McKiernan and Ciaran Mullooly MEP.





EDI Masterclass

Do You Struggle To Stay Focused?



Lisa Kearney on her six steps to help you keep a more focused mind in the workplace

In the fast-paced world of real estate, agents and business owners are constantly navigating shifting markets, demanding clients, and endless notifications. It's an industry built on momentum — but often at the cost of mental health. True progress doesn't just come from working harder, but from working with focus, purpose, and presence.

Here's a six-step guide to help real estate professionals stay mentally clear and achieve consistent, focused results — without pushing themselves to exhaustion and burnout.

1. Start with Purpose, Not Pressure

It's easy to begin the day in firefighting mode — scrolling messages, reacting to urgency. Instead, take two minutes each morning to reconnect with why you do this work. Whether it's helping families find their first home or making a meaningful impact, staying connected to your purpose can turn stress into strategy.

2. Set Clear, Measurable Priorities

Ask yourself: What are the three most important things I can do today? Focus on tasks that generate real momentum, like reaching out to leads, preparing valuations, or following up after viewings, rather than getting lost in admin or distractions.

3. Control Your Environment

Your environment influences your mindset. A clear workspace, structured schedule, and focused time free from distractions are all simple but powerful ways to restore clarity and boost productivity.

4. Practice Brief Daily Reflection

Before you finish your day, take five quiet minutes to reflect. What went well? What felt challenging? What can I improve tomorrow? This simple habit builds self-awareness and helps prevent small issues from becoming larger setbacks.

5. Invest in Inner Fitness

Just as we train our bodies, our minds need care. Short walks between meetings, proper hydration, five-minute meditations, or even just a few deep breaths before a listing appointment all contribute to sharper focus and better decision-making.

6. Limit Distractions, Not Ambition

Protect your focus. Silence non-essential alerts, cut back on endless scrolling, and carve out uninterrupted time. Sustained concentration delivers stronger, faster results than fragmented attention ever can.

Quick Check-In: How Focused Are You?

1. Do you start your day with a clear plan?

A) Always ☐ B) Sometimes ☐ C) Rarely ☐

2. How often do you switch tasks mid-way?

A) Always ☐ B) Sometimes ☐ C) Rarely ☐

3. Do you take intentional breaks to reset your mind?

A) Always ☐ B) Sometimes ☐ C) Rarely ☐

4. Can you identify what worked (and what didn't) at week's end?

A) Always ☐ B) Sometimes ☐ C) Rarely ☐

Results:

Mostly Bs or Cs? Try adding just one of the six steps above to your week. Start small, and build from there.

Final Thoughts

Real estate is a career that demands sharp instincts, stamina, and adaptability. But it also rewards clarity, calm, and consistent focus. By choosing to protect your mindset, you're not stepping back — you're setting yourself up to go further, faster, and with greater purpose.

We're always happy to hear from you so please contact the EDI team  valerie@ipav.ie



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UNDERSTANDING THE NEW RPZ RULES



The new Rent Pressure Zone rules announced by the Government in June require detailed consideration by agents, since they are complex, and different rules will apply, depending upon when the existing arrangement was entered into. **Pat Davitt** explains.

You will see that several of the provisions IPAV sought have been taken on board, and in this regard we believe Minister James Browne and the Government deserve credit for hearing us out on the devastating impact of the existing rules on the market, for renters and for landlords. Too often short-term considerations have trumped longer-term impacts, leaving small landlords with unviable properties over time. This has been evidenced in a copious amount of literature, some of which I've previously documented.

To deliver for your clients you will need to study each situation. If in doubt please don't hesitate to contact IPAV and we will, of course, endeavour to clarify and guide you through the changes.

Following the public announcement IPAV sought clarification from the Department of Housing on a number of issues that were not clear at the time of the initial announcement.

It has now been established that the new RPZ measures will apply to new tenancies created (i.e. first time tenancy between parties) from 1 March 2026.

Landlords with existing tenancies will retain the right to terminate a tenancy in accordance with the provisions prevailing at the time the tenancy was established. For example, a landlord will retain the right to issue a NOT (Notice of Termination) for sale or for the use of a family member for any tenancies created before 1 March 2026.

If properties currently out of the rental market were to be re-entered prior to 1st

build apartments - will continue to be linked to inflation and capped at a maximum of 2%.

New apartments where a commencement notice is lodged from 10th June 2025 will not be subject to the 2% maximum cap but will be limited by CPI (Consumer Price Index) inflation.

The CPI will apply to rent increases rather than the Harmonised Indices of Consumer Prices (HICP) from 1st March 2026. The current HICP system means that many landlords could not increase rents, even if CPI was 2% or more, as the current HICP excludes mortgage interest payments and other items such as house insurance, Local Property Tax and building materials, all of which impact landlord costs.

New Distinction between Landlords Based on Size

With first time tenancies created from 1 March 2026 onwards there will be a new distinction between landlords based on size. For larger landlords, defined as having four or more tenancies, no fault evictions will be gone entirely, except in very limited circumstances.

Smaller landlords, defined as having three tenancies or less, can reset rents every six years. They will only be able to terminate a tenancy during the six-year tenancy where:

- o They face hardship, which will be defined in legislation (for example, separation/homelessness/emigrant returning from abroad/bankruptcy)
- o They require the dwelling for an immediate family member (parent/child/spouse)

At the end of the six-year tenancy, a smaller landlord will have a right to terminate a tenancy due to:

- o Intention to sell
- o Renovation of the property
- o Property required for a family member
- o Change of use

Universal Provisions

All landlords will continue to have the right to terminate a tenancy where there is a breach

of tenant obligations or where the dwelling is no longer suited to the needs of the tenant household.

All landlords will be able to sell a property with tenant in-situ at any time. Into the future this option should become easier and the norm as tenancies will be kept up to date by the 2% maximum yearly rent cap or the six years reset of rents applying to smaller landlords.

Landlords will be able to reduce rents if they wish for some tenants, knowing they can reset to market rent at the start of a new tenancy.

RPZs countrywide

RPZs are effective countrywide from June 20th, 2025, so the existing arrangements for properties outside of RPZs will be redundant. This means the two-year rent reviews are gone and all tenancies will be subject to yearly rent increases of 2% maximum. IPAV sought this in 2016 when the first RPZs were announced believing it would have made rental caps fairer and prevented the mass exodus of private landlords from the market. It's taken nine years to get to this point.

It is critical now that such landlords should be enabled to reset rents. There are many older tenancies with rents of 50/60% below current market rent. If the government does provide for this, it will eventually flush out all the old rental agreements and encourage these landlords to stay in the market knowing they would be able to reset rent at some future stage. It would also mark the beginning of the end of the current oppressive RPZ regime and allow the Government more scope to amend the rules as time goes on.

With the introduction of the new policy measures, new legislation will address the arrangements for the various scenarios. One might say the devil will be in the detail, but all will be revealed over the next couple of months.

On the definition of 'renovation of a property' after six years, this will also be considered in framing the Bill.

March 2026 it would not be possible to apply the 1st March 2026 provisions without legislation being enacted.

All landlords who enter a new tenancy on or after 1st March 2026 will have the right to reset rent to market rate but **not** for 'no fault' evictions. Tenants must leave of their own volition or have breached their tenant obligations, or the dwelling must no longer be suitable to accommodate the needs of the tenant household.

IPAV continues to lobby for provision that landlords with tenancies of more than 10 years should automatically have the right to reset rents. The Department of Housing has said it will consider the issue of 'no fault evictions' in consultation with the Minister.

Rent increases nationally – except for new

All landlords who enter a new tenancy on or after 1st March 2026 will have the right to reset rent to market rate but not for 'no fault' evictions.

MEET THE NEW PRESIDENT

We sat down with the IPAV president, **Fintan McGill**, to find out about his background, his passions and what he wants from the coming year.

How did you get started in property?

When I left secondary school, I went to work for an architect, and I worked with him for about three years. They were probably some of the most interesting three years of my life. He was great at telling you not just about drawing plans for houses and factories, but why you make these decisions. This ignited my interest in property. I loved seeing the transformations in properties, going back and seeing what people had done. That's what got me interested, wondering if you can make a silk purse out of a sow's ear... and you can. I've seen some fantastic transformations over the years.

What do you find most important when working with people? I'm a great believer that if you have problems, the only way to sort them out is to sit down and talk to the person. And there's usually compromise on both sides. A lot of issues happen when people get up on pedestals and they don't want to come down. However, if you keep talking to people, you'll eventually turn them around. There has to be compromise on all sides.

What does a typical morning look like for you? I have a problem in that I love my job, and if I could work seven days a week, I would. However, I do work six days a week! We have two offices now, one in Longford and one in Carrick on Shannon. I split the week between the two. I usually get into the office at about 7.30am. I find it a great time to sit down and go through emails and other bits and pieces. We bought a large rental business two years ago, and we have now grown the business considerably, so that takes up a lot of time. For the last ten to fifteen years, I have a standing appointment for an 8.30am coffee with two local men, a

retired developer and a business owner. We sit for half an hour and have a chit chat about everything that's going on.

When did your relationship with IPAV begin? It started about 17 years ago, when I became a member. I started going to IPAV AGMs, and it was a great place to meet people. You could bounce ideas off each other and discuss problems as well – you'd realise that everyone has the same problems as yourself. It's great to be able to say to somebody: how did you deal with this? From attending events, I got to know some members of council, the CEO, Pat Davitt and IPAV staff. I just felt that this is an organisation that's going somewhere. The more I got involved, the more I understood it and saw the great drive in IPAV. There's a great group of people running the Institute, and it's very well structured. I've been on the board for the last 8 years. And the rest is history! I've always wanted to serve as president. It's something I've always looked forward to.

What are you looking forward to in your new role as president? We have a huge problem with property supply and demand in Ireland. This is an area I would like to see improve with a focus on planning legislation. The previous Government passed The Planning and Development Act 2024. This is an enormous Act and, the very welcome changes required will take some time to implement. We are in a crisis, and we need crisis management at this stage. IPAV believes the Government's new housing plan must contain nothing short of Emergency Planning rules – for a period. One solution would be for Senior Planning Officials and Council CEOs throughout the country to jointly examine planning applications for

small developments of up to 40 units and grant permission in a sensible way and timeframe. This would encourage small builders back to the building of houses, and let them get on with building homes in the short term while the overall planning system adapts to the new Act, which is clearly going to take some time to crank up. I would also advocate for farming families who should be allowed build one off houses on their own land. I see this type of planning delayed and turned down, time and time again when housing is so badly needed.

What are the main issues and challenges you think people within the industry are facing today? Auctioneering in Ireland is one of the most regulated in Europe. While regulation is positive for our profession, Property Services Providers are getting bogged down with increasing legislation and paperwork – members are overwhelmed by it. The additional administration and regulation mean it's getting more expensive all the time for agents. Many smaller agents are leaving the business, a business in many cases they have built from scratch.

What has been a career highlight for you so far? One of the biggest highlights in recent times was when we were instructed to sell a large number of houses in Longford that were all fully let. The vendor specifically requested one purchaser. We had a deal done and were ready to sign contracts, then the 'Budget' came into effect and added another 5% onto the stamp duty rate, rising it to 15% which turned out to be nearly half a million extra for the purchaser. We had to renegotiate the deal but got it across the line. That was a big achievement for me, to be able to get just one buyer and to bring the two sides together.

“The more I got involved, the more I understood it and saw the great drive in IPAV.”



INTERVIEW

A day in the life

How do IPAV members spend an average day?
We spoke to **Dawn Holton**, Holton Homes and Properties Cork, to find out...

6:30am: Family Duties

Up bright and early, straight into mom mode — getting my son fed, packed, and ready for school. Breakfast debates are a regular feature (he usually wins). Then it's out the door for the school run and the start of the workday.

9:00am: Networking Breakfast

No viewings just yet — today kicked off with a breakfast meeting hosted by the Cork Chamber of Commerce. Great coffee, even better chats, and lots of inspiring new faces. I left buzzing with ideas and business cards.

10:45am: Office Refuel

Back to the office for a quick bite — protein yogurt, a hot coffee, and a cheeky bar of chocolate while catching up on emails and client queries. Balance is everything, right?

12:00pm: Sale Agreed Moment

Popped by a recently sold property to put up the "Sale Agreed" banner — one of the best parts of the job! There's a real buzz in that moment. Happy clients, happy real estate agent!



12.00pm



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BOOK YOUR VIEWING OF THIS AMAZING PROPERTY NOW!



1:30pm: Girlie Lunch

Time for a catch-up with the girlies over lunch. We talked life, business, and everything in between. No one blinked when dessert showed up before the mains — it's all about the laughs.

3:00pm: Afternoon Viewings

Back on the road showing homes — from sleek new builds to charming doer-uppers. Every house tells a story, and helping people picture their future in a new space is always rewarding.

4:30pm: Dinner Time

Back home for family dinner duty. Tonight's favourite: halloumi burgers and homemade chips (a big hit in our house — even if the chips were on the crispy side). It's the perfect pause before the evening shift.

7:00pm: Evening Networking

Off to a Cork networking event where I had the pleasure of meeting the fabulous Oonagh O'Hagan. Great energy, inspiring chats, and more than a few laughs — who says networking can't be fun?

10.45am



7.00pm

9:30pm: Wind Down

Home, shower, and straight into bed. It's been a full day of people, property, and plenty of hustle. Exhausted? Definitely. But I wouldn't have it any other way. Can't wait to do it all again tomorrow.



Talking Heads

Changing times

We spoke to two IPAV members of over 30 years, to hear about their time in the industry, how it's changed and what advice they would pass on.



Liz Hannon

McCarthy McGrath Auctioneers, Cobh, Co. Cork

"I started working in the property business on my 19th birthday. I had completed a commercial course and had intentions to go to college, but I answered an ad William English had put out looking for admin/receptionist. I went to meet him, we had a good chat, and that day he asked me how soon I could start. I started the following week. Up to his death in 1980 I got along famously with Mr English. I always made sure I took the property section of the Saturday Examiner from him so I could read it first. He was Cobh's first auctioneer and had opened his office in 1972. I was married in October 1980 and Mr English died while we were on honeymoon. His wife also had an auctioneer's licence, so Mrs English continued the business for a while and then involved Marshs Auctioneers who were, and still are, one of the oldest auctioneering firms in Cork. I worked with Denis Prendergast and Hugh McPhillips of Marshs for the next number of years and also learned such a lot from them. Hugh McPhillips is still at the helm of Marshs in Cork city. In 1985 I decided to go it alone, and received nothing but good wishes from Denis and Hugh. Mrs English was always there for me and together we carried on for many more years. I remember the first time they said we're introducing something called the internet, and you'll sell houses online. I thought they were out of their minds! I said I sell houses from my front window and the Cork Examiner, and that's the end of that. I loved it then, and I still love it now. I'm working with McCarthy McGrath Auctioneers, who have taken over at English Auctioneers Office in Cobh. Working with Miah, Susanne, Marguerite and Rachel is proving to be most enjoyable indeed. McCarthy McGrath is a similar type of family auctioneering business to the one I was used to all my working life. I became an IPAV member in 1992, and I have to say, they've all been great. I've had a few really lovely CEO's and Pat Davitt is excellent. They've always made themselves available, but none more so than Pat. No matter where he is, or what he's doing, he'll always pick up the phone. I always say to newer agents to enjoy it. There's such reward in this industry, and I'm not talking monetary. Sometimes you'd have agents that leave it to solicitors, once the sale is agreed. We don't do that. We're there until the end."



Raymond Gaffney

Raymond Gaffney & Sons Ltd, Arklow, Co. Wicklow

"I started out in this business in 1989, when I opened up my first Auctioneers Office on Ferrybank in Arklow. I applied for my Licence through the courts, it was granted, and the rest is history, as they say. I was a member of IPAV from the very start. I still have my very first Diploma Certificate framed and proudly on display in the office, along with many other certified qualifications that have been achieved along the way. Over the years I have built up a good reputation. A lot of our business is by word of mouth, good recommendations and repeat business within families down through the years. I always say to young people you only have thirty seconds to sell yourself. You have to be true and get your message across, you have to let your clients know that if you get their business you are going to mind it better than you would mind your own, and that you will be working with them and for them every step of the way during the process. Getting two sets of people to agree, that makes the difference for both parties. It is very important that when we come to an agreement, all people coming away from the table are happy. This is the way I operate and always will. I have broken many sales records in Arklow over the years, I have sold lands for €100 million, I have sold land for €35 million, for €16.3 million and €10 million. I am known for the big deals and being a straight-talking, straight-shooting guy. I am not a technology man at all. I sit around a table and negotiate all angles of a deal out. I am looking forward to continuing on my business and the future for Arklow is looking bright. Now with the new waste water facility in operation, many countless great things will be happening for Arklow."

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How to ... Stay Motivated

Olympian and marathon winner **Catherina McKiernan** was a speaker at our Annual Business Conference. Here, she shares her top six tips for staying motivated

"I competed in two Olympic games, and my major achievements were winning the London, Berlin and the Amsterdam Marathons. I was European champion, and four time silver medallist in the World Cross Country Championships. I don't run competitively any more, but I help other people with their fitness. I have numerous running groups, and I train them and help them with their fitness. They're competing in different races but they're not elite athletes, they're people who do it for their health and wellbeing. The mental aspect of training is hugely important. It's all about your mindset, to get up every day and look forward to doing what you're doing, regardless of what it is. There are always going to be obstacles, but it's all about how you react to them. When I was competing, in the days up to the competition and on the start line I would say to myself that I'm ready, this is what I've been preparing myself for."

Here is my advice for keeping yourself motivated, in running or in life.

1 Have A Routine

When I was competing, I was very diligent in my training. It's important to have a routine and structure. So regardless of what you're doing in life, you need to have those principles. You need to have routine and structure.

2 Love What You Do

You have to be committed to what you're doing, and to love what you're doing. I have two children myself, and they're getting to the age where they're deciding what they're going to do with their lives. And that's one thing I always say – if you start a job and you're not happy, you don't have to stay in it.

3 Set Yourself A Goal

In any sport, you have to set yourself a goal. Working towards achieving that goal and doing everything possible along the journey, that is going to help you get the most out of yourself. When you're running a marathon, you have an 18-week plan in preparation to run, which helps to keep you motivated.

4 Be Social

When you're running, it's so important to meet people for different runs and maybe join the likes of the running group. That helps to make it a little bit more social, rather than doing it all by yourself.

5 Look After Your Body

In running, and in life, it's important to look after your physical wellbeing. That means eating properly, getting enough rest and getting enough recovery time, so that you can get the most out of yourself. It's also important to not put pressure on yourself either, because when you do that, that tends to work against you.

6 Enjoy Yourself

It's important to enjoy the journey. That's what I say to the running groups – enjoy the journey of what you're doing. The race is just one day, but you have an 18 week buildup, so it's important to enjoy that process as well.



THE EMOTIONS OF SELLING



Tommy Barker, Property Editor at the Irish Examiner, on how the walls of a home speak when it comes to executor sales

It's only a niche market, but executor sales of property, homes and assets are as sure as night follows day... one of the certainties that keeps the wheels of the property cycle turning and churning. The morbid – but blindingly obvious – truth of the assertion hit home in recent days and weeks, given a plethora of house sales crossing the Property desk of the Irish Examiner, where homes had reached their end-of-life stage, or at least where one or more of the inhabitants' lives had ended.

Such homes, if or when visited for editorial reasons, spoke of the lives lived within the walls of family homes, the imprint, the wear and tear and tears, or faded reminders of births, deaths, fetes, feasts and marriages.

You wouldn't have to be a seer or a psychic to discern where most had been happy and lively homes; where some had led more solidary or even sad lives; or, where some – perhaps only a handful – had been driven by vision, dynamism and energy and went into the next clichéd 'chapter' as places

teed up with a spring in their step, ready for a new rebirth. Maybe with glee added to Georgian grace, vigour allied to Victorian vim, or a garden so lovingly and knowingly planted that it will go on giving back to generations to come, like a harvest of happiness.

In many cases, the walls do indeed 'speak.' They might be scuffed from youngsters and from life hurtling by, or occasionally a cup or a plate thrown at a door.

Other walls might claim a sheen of sophistication from a Colefax & Fowler wallpaper or, more likely, will engage with interspersed pictures, from the deeply meaningful (ancestor and offspring, places visited or holiday finds), to the generic posters and cut-outs proclaiming the upbeat likes of 'Live Laugh Love'... a sort of secular equivalent of a papal 'Bless this House,' only more vapid.

Many more are lined with bookshelves, or dotted with photographs of significant life chapters: weddings, First Communions and

(in no particular order) Confirmations, 'before' and 'after' images of house refurbs, a pets' parade, graduations and grandchildren, sporting prowess, and then anniversary mass cards, infused with emotional resonance.

LIVING MEMORIES

If homes forming part of the 'executor sale' stage speak with a hollowing memory, or are now strangely disembodied despite resonances of lives well lived in them left in the ether, then the more real flesh and blood home sales that provide an emotional reaction are the ones where a person is selling while still tolerably well and reasonably able, yet bereft, or bereaved, or because of ill health, or just due to advancing years and future planning for life's next chapter, most likely to be less full-blooded than what went before.

We're talking widow(s) peak, or widowers peaking, where a home is being let go while still replete with living memories by one of the survivors, or offspring. Short of



encountering the very occasional Merry Widow, handling the emotions bubbling up in such circumstances is almost always hard, as any estate agent handing this life and home shift will attest to.

"She's likely to cry still when she mentions him," the estate agent warned at the door of a family home which this reporter went to view very recently for editorial purposes, not too

long after the woman's husband of well over half a century together had died.

The woman's adult daughter accompanied her mum for the visit: their family home was in a top setting, and private, and what was stand-out was the half acre suburban garden 'he' had created during his long retirement. It was truly a legacy; we walked and talked, and particular trees had a resonance with the

time they had been planted, or spots where the couple had sat out with grandchildren, reading books, struck a warm, but clearly nostalgic chord.

It would be an easy story to write, validating this "always a happy home"... and there were no tears on the day at least.

TALKING WALLS


Later that afternoon, another house visit for an editorial write-up was also with a woman 25 years younger than the example above, also widowed. She had a copy of a newspaper property supplement – from 1995 – where she, her husband and their toddler daughter had been on the front page, sitting by a fireplace in a period home which they were then selling for a lifestyle move to where we met.

To meet this woman again, exactly 30 years later and all of us who'd survived now 30 years older and hopefully wiser, was discombobulating.

The couple's daughter, who'd been pictured with them back then as a child, is now a music and surfing teacher, with her surfboards and keyboards up in the home's attic bedrooms. It was a pure sign of vibrancy into the next generation; meanwhile, sepia-style photographs of 'his' ancestors right back in the late 1800s, and his own creative art works, hung in a ground floor living room with much pride, the walls indeed talking.

However, 'he' was gone – at exactly same age as this writer – a connection not surprisingly causing a brief moment of reflection on mortality, the lottery of life, the certainty of executor and 'right-size' home sales, and the dread of what the walls of my own gaff will speak of when I shuffle off, or get carted away.


When it happens, and whatever these walls suggest, it's all lies, fake media and off the record... just sell away.



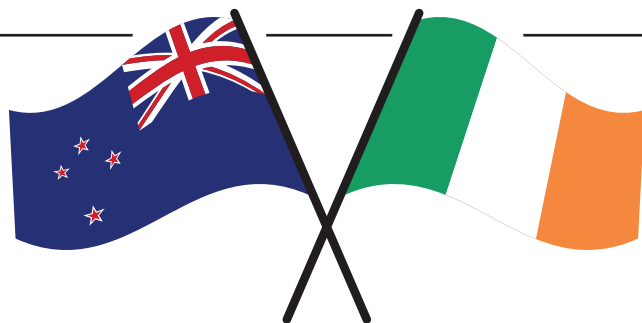
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COMPARING AGRICULTURE IN NEW ZEALAND AND IRELAND

Michael Brady on the similarities between the two countries

I recently visited New Zealand, and it had been over 20 years since my last visit. It was interesting to observe the changes in a country whose main industry is agriculture or more precisely dairying.

New Zealand is often described as 'the Ireland of the southern hemisphere'. Both populations are just over 5 million people, but the land mass in NZ is over four times the size of Ireland. The climates are mild temperate, suitable for growing grass and raising cattle.

Table 1: Comparing Ireland and New Zealand

	Ireland	New Zealand
Population (million)	5.0	5.3
Land Area (million ha)	7.0	28.6
Land Area in Agriculture (million ha)	4.4	13.2
Farmers (no)	140,000	47,250
Cattle (million)	7.4	9.6
Farm Size (ha)	32 ha	250 ha

The New Zealand Dairy Industry is still the powerhouse of the economy. It accounts for over \$13.6bn (26%) of New Zealand total exports. In 2023 dairy export earnings surpassed those from meat, wool, forestry and seafood combined.

Just like Ireland, over 95% of dairy products are exported to over 130 countries and consumed by 90 million people globally. NZ certainly are formidable competitors for our dairy industry on the global stage.

Table 2: Ireland and New Zealand Dairy Industry Exports

Year	Ire € bn	NZ € bn
2020	5.1	10.6
2021	5.0	10.0
2022	6.8	11.6
2023	6.4	13.7
2024	6.3	12.3
2025 proj.	6.5	13.4

For 20 years 147 new farms per year converted to dairy farming in New Zealand, however this expansion has now ground to a halt, as in Ireland. NZ has 10,601 dairy herds with an average herd size of 441 cows, we have 17,000 dairy herds with a herd average of just under a 100 cows per herd.

There is currently a mini economic recession in New Zealand, the youth are emigrating to Australia where they see more opportunity. This is a worry both for the dairy industry and the wider economy.

However, progress has not stopped for established dairy farmers. Milk production per cow has increased by 50% over the last 30 years, over 25,000 km of waterways have been fenced off from livestock to reverse the Dirty Dairy campaign waged for years against New Zealand dairy.

Over 85% of dairy farmers are working to an environmental plan to clean up waterways and improve biodiversity. There is ongoing research collaboration with Ireland and other countries in respect of Green House Gas emission mitigation strategies.

Animal welfare, now called 'Animal Wellbeing' has a focus to reduce calf slaughter (bobby calves). This part of the New Zealand dairy industry appears to have a long way to go before they reach our standard in this touchy area.

20 years ago in Ireland we envied the New Zealand dairy industry, today we have well and truly caught up and in many areas have surpassed it. As the only two grass-based exporting dairying nations on the planet it is time to increasingly pool knowledge and resources to ensure grass based dairy stays on the global consumers shopping list as a highly nutritious, environmentally sustainable and affordable food.



Mike Brady

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Need to know about ...



Selling Off-Market

Roseanne De Vere Hunt talks to us about the process of selling a property without going to market.

Can you explain a little about what your role entails?

My role as Director and Head of Country Homes, Farms and Estates within Sherry FitzGerald is a varied and interesting position, listing, marketing and negotiating some of the finest country properties in Ireland. We are the Christie's International Real Estate affiliates in Ireland, which brings many international buyers our way. I look after the sales and acquisitions of country houses. I enjoy both sides of sales and acquisitions, but there's something very special about working on an acquisition and finding a buyer the home of their dreams.

What entices a vendor to sell 'off-market'?

There are a number of reasons why a vendor may decide to sell off-market. Many vendors prefer a quiet approach, without the world knowing their house is for sale. Others may not have found a property to buy and would prefer a buyer work with them on a potentially longer closing, which can be facilitated off market. The time of the year can be another factor. If a vendor comes to us later in the year, they may prefer to have their property on quietly over the winter and then they may move to the open market, if the property doesn't sell off-market. We often look at a phased sale – Phase 1 is 'off-market given x amount of time' and if the property doesn't sell, we move on to Phase 2 – the open market. We have a database of approved buyers that are waiting on our database for the right country home to come on. Buyers can be delighted to have the opportunity to purchase off market, without



the competitive nature of an open market campaign, and many buyers are willing to pay a bit extra for this opportunity.

Have you seen an increase in off-market property sales?

Yes. Vendors like the option of an off-market campaign, as it's less stressful and the interested parties are pre-approved. The number of off-market sales have increased over the last few years. There are a limited number of country homes that come to the market every year and it's not always easy for vendors to downsize and find the right house. The certainty of a buyer who will wait for them until they find something that suits them is attractive.

What type of sellers and buyers are interested in off-market properties?

Sellers that are looking to take their time, or haven't found a property to move to, or prefer the quiet approach with specific approved

buyers from our database. The type of buyers that prefer an off-market purchase also like a more discreet approach. By being on our database, they know we will let them know if anything suitable off market comes our way.

Is there sale preparation for off-market properties?

Yes, we prepare photos, video, floorplans and a brochure. This information is then circulated to our database of suitable buyers for the property and any new buyers that come to us looking for a country property, if this fits their requirements.

Do you reach out to buyer's agents?

Yes, we would circulate any new off market instructions to all the buying agents. They are also in contact with us, if they have buyers coming through and looking for a property off market.

IS THE *government* MAKING A BAGS *of* CUL DE SACS?

**Donal Buckley weighs
up the pros and cons**

In the last few years, my local authority has created as many as seven cul de sacs in the Goatstown and Kilmacud area of south Dublin within a radius of about one kilometre of where I live. One of these was formerly part of a main road. While these might be intended as traffic calming measures, the effect on me is far from calming.

You see I'm fuming with jealousy, and I expect so are many others around the country who live on main roads streets which have to suffer the resulting increased traffic.

While the French wording might appear to imbue these residential areas with a sense of grandeur for the benefit of estate agents' brochures, I personally prefer the English translation "bottom of the bag" which is derived from the rounded shape which was an aspect of some of the housing estates which were actually designed to accommodate drivers wishing to turn around in those dead-ends.

Some international commentators claim that the value of houses built on these baggy bottoms are sold at a premium to their less fortunate neighbours. One source suggested that the difference could be as

much as 20pc, while others say it's only between 5pc and 10pc.

Of course valuations are not as simple as that and, as you readers know, so many other factors can influence house valuations.

That reminds me of the time when the Government was introducing the local property tax and Revenue sent me a demand for an LPT that was based on a valuation which was almost three times the value of my apartment.

Thankfully I attended an IPAV annual conference soon after, where a Revenue representative explained how loadings were added for proximity to schools, Dart stations and sea fronts. I could see how my apartment at that time with its views over to Killiney Hill ticked all those Revenue boxes. But the market reality was a lot different because potential buyers also factored in something that I didn't, which was that my apartment was also near a waste water treatment plant and surrounded by social housing. So I submitted a realistic valuation and heard no more from the Revenue about it.

But it's not so much the price differential for cul de sacs that bugs me as much as the

fact that I live on a main road. I can see the extra traffic and it's especially aggravating when I see frequent road works that exacerbate the problem with longer tailbacks that further delay people getting to and from work, deliveries collections etc. Then, when road works are underway on these main and access roads, the tailbacks get even worse because side roads which used to allow one to divert and avoid the bottle necks have been blocked off.

Isn't that yet another sign of how Government aggravates inefficiencies in the country? It makes you feel like asking Elon Musk for a loan of his Doge chainsaw.

Furthermore, at a time when there's a shortage of labour in the housing construction industry, I am thinking that so many of those people who are devoting their time and resources to creating cul de sacs could be better employed in providing the infrastructure and housing. But the other worrying concern is that these baggy bottoms are likely to balloon. You see the current trend in planning is to elevate the value of placemaking.

As one agent put it, developers, landlords



and occupiers all seek experiences that elevate a location's appeal, driving both economic growth and favourable real estate outcomes.

Some people also argue that cul de sacs are the answer to traffic problems, and children and pets living in high traffic areas can be put in danger from cars, both in terms of accidents and pollution.

Others point out that children can freely play and interact with their surroundings and will require less supervision and worry because no cars should be entering the narrow and short street unless they live in the cul-de-sac. Neighbours and visitors will take caution when driving because they will be aware that children may be playing outside. The only people that will enter a cul-de-sac are those that live in it, or are visitors of somebody living on the street.

Some even believe that anyone attempting to commit crimes in a cul de sac "will be drowned in suspecting stares and will soon be approached if not intimidated by it."

Others say they provide greater privacy for residents with fewer passersby. Furthermore there's a stronger sense of community as their enclosed nature often fosters closer relationships between neighbours. Now that latter argument shows the contradiction: Do you want greater privacy or being closer to neighbours?

Furthermore the danger of pollution is declining because of increased numbers of electric cars.

Finally I would argue that the increased congestion caused by greater traffic on main roads, especially narrow main roads, also slows down public transport and this in turn discourages people from using buses.



Donal Buckley
Property Columnist,
Irish Independent



Bring me up to speed

Residential Zoned Land Tax



Donald MacDonald, Director at Hooke & MacDonald, explains what you need to know.

Land has historically been a contentious issue in Ireland, irrespective of whether it relates to ownership, planning permission or taxation. It's not surprising therefore that the passing into legislation in 2024 by the Government of the Residential Zoned Land Tax (RZLT) has already generated significant controversy by those affected by it, and many have been seeking professional advice over recent months.

The purpose of the legislation is to encourage the development of land zoned for residential use. However, as with any new measure there can be unintended consequences which can dilute or inhibit its chances of success.

RZLT is charged at a rate of 3% on 1st February each year, commencing in 2025, and payable by the following 23rd May. Land is subject to the tax if it is included on the relevant local authority RZLT maps for their administrative area. An exception to this is any residential property on the map which is subject to Local Property Tax (LPT). To be included on the annually revised map, the land must be both zoned for residential development or mixture of uses that includes residential development and, importantly, it must be serviced.

Relevant sites identified on the local authority's annually revised map are considered by the local authority to have met the criteria for inclusion at some point on or since 1st January 2022. Criteria for inclusion means that the land is zoned for residential development and is serviced. For land that first meets the criteria for inclusion on an annually revised map after 1st January 2022, RZLT is charged in the third year following the year in which it first met those criteria. Registration obligations arise once the relevant site is on the annually revised map.

An exemption from the tax may be available in certain circumstances including where:

- Development cannot commence as the planning permission granted in respect of the relevant site is the subject of judicial review proceedings by a third party.
- The landowner is subject to pre-existing contractual obligations that preclude them from developing the site and certain other conditions are met.

In such cases, the liable person must register for RZLT and file a return to claim the relevant exemption.

The value of a relevant site generally applies for three years. The market value of the relevant site should be reassessed every

three years following the first valuation date. This is subject to certain deferrals that may apply or the sale of the site.

For a liable party that RZLT is due in respect of the relevant site on 23rd May 2025, the first valuation date will be 1st February 2025. The RZLT charge will generally be the same for 2025, 2026 and 2027. Subject to certain exceptions, in particular where development commences on the site or the site is sold, the next valuation date for such land will be 1st February 2028.

RZLT is a self-assessed tax based on the market value of the relevant site. The liable party should obtain advice and input from their valuer/estate agent on the value of the lands and on any other key aspects of the legislation.





Knowledge bank

Changes in Planning Legislation



Dr Seán O'Leary MIPI leads us through the changes we can expect to see this year.

The Irish Planning Institute (IPI) marks its 50th anniversary this year, and over that time many of its members have worked under three major Acts – 1963, 2000 and 2024. The 1963 Act had 74 pages. The 2000 Act started with 271 pages and 277 sections but over time it turned into a 750 page and 515 Section behemoth because of amendments, some of them EU led, some of them of our own making. The Planning and Development Act 2024 (PDA 2024) continues this trend, comprising over 900 pages covering 26 Parts, 637 Sections and 7 Schedules.

Similar to the transition to the 2000 legislation, the PDA 2024 will come in on a phased basis and existing arrangements will remain in place until the relevant provisions in PDA 2024 are commenced. While this is clear and logical on paper there's likely to be queries about the status of certain plans or applications as the commencement rolls out. The significant task of revising and updating the regulations to accompany the PDA 2024 is underway in parallel.

Information

To assist in the transition, the Department have made a number of resources available through a dedicated webpage: www.gov.ie/planning. This includes an implementation plan, a correlation table showing how the parts of the 2000 Act map onto the new legislation and a guide to the Act. Training and communications will be key.

The National Planning Framework continues at the top of the planning policy hierarchy, with new mechanisms to further align policy. Ministerial guidelines will be replaced by National Planning Statements



which will set mandatory national policies or discretionary guidance.

The shape of Development Plans will change and they will be of a longer duration, moving to a more strategic ten years with five year reviews. New Urban Area Plans, Priority Area Plans and Coordinated Area Plans will replace the current Local Area Plans alongside the new concept of Urban Development Zones. The Office of the Planning Regulator gains an advisory board as part of the reforms.

Other changes include the shift from An Bord Pleanála to An Coimisiún Pleanála (ACP) (which is one of the first provisions to commence) and later the introduction of statutory time periods for ACP decisions. These will range from 18 weeks for appeals of decisions of planning authorities on smaller-scale proposals,

to 48 weeks for larger-scale Strategic Infrastructure Developments. Enforcement has long been considered the Cinderella of the planning system and the PDA 2024 allows for new regional structures for the enforcement of certain activities such as quarries and peat extraction.

Ultimately, while many planners and other professionals will be familiar with the process of navigating new planning legislation and much of the 2000 legislation carries across, the complexity of the system today is greater than ever and a period of policy stability is required to let the new arrangements take effect. An additional challenge is the acknowledged resource shortages facing the planning sector which risk being further stretched.

Dr Seán O'Leary MIPI, Senior Planner, Irish Planning Institute



What do you need to know?

Health and Safety Inspections



The Health and Safety Authority (HSA) are carrying out targeted inspections in a variety of workplaces including 'Real Estate' and associated activities, as part of their programme of work, in 2025.

Why are inspections being undertaken in this sector?

IPAV currently has over 1,600 members and represents over 900 member firms. The statistical analysis shows a total of 276 non-fatal incidents were reported in the sector for the period 2014-2023 to the HSA. This highlights the need to focus on ensuring good health and safety management practices in our businesses, to protect members and their employees and reduce workplace accidents.

What is the role of the Health and Safety Authority (HSA)?

The Health and Safety Authority (HSA) has overall responsibility for the administration and enforcement of health and safety at work in Ireland.

The role of the HSA is:

- To regulate the safety, health and welfare of people at work and those affected by work activities.
- To promote improvement in the safety, health and welfare of people at work and those affected by work activities.

What to expect when the Inspector calls to your workplace:

Before starting an inspection, the HSA inspector will identify themselves and show a formal identification card. The inspector will explain to you the reason for their visit and assess the level of preparedness your business on safety and health management. The inspector will:

- Look for written evidence on the preparation and implementation of the safety statement under Section 20 of the 2005 Act.
- Look for workplace specific risk assessments which are required to be carried out under Section 19 of the 2005 Act.

The inspector may give you verbal advice or written advice by means of a report of inspection about how you can make improvements on health and safety in your workplace. Where an inspector forms an opinion of non-compliance with provisions of the relevant legislation, they may serve an improvement, contravention or a prohibition notice, or serve a combination of these.

This year will see workplace inspections taking place.

Geraldine Clarke, HSA Inspector (National Cross Sectoral Team) has the information you need.

What types of hazards and risks are associated with working in the Real Estate sector?

There are some common hazards and risks which are evident in the most work environments. For example:

- Slips, trips and falls
- Manual handling and working at height
- Fire safety management
- First Aid
- Electrical safety
- Use of Display Screen Equipment as a computer user

However, as a substantial part of Real Estate work activity is undertaken outside of the office environment, there are other hazards which must also be taken account of, such as:

- Lone Working
- Driving for Work
- Working at height
- Working near 'live' traffic
- Violence and Aggression
- Animal attack

Where can IPAV members get guidance on health and safety management?

The HSA have developed a free online risk assessment tool, BeSMART, which specifically includes Estate Agents as a business sector. This will help you to complete risk assessment and develop the Safety Statement for your business.

Take action today.

HSA Contact Centre: 0818 289 389, or

email: contactus@hsa.ie, **web:** www.besmart.ie

HSA

An Údarás Sláinte agus Sábháilteachta
Health and Safety Authority



LEGAL FOCUS



The Celtic Tiger Consequence

Gerard Nicholas Murphy, Barrister-at-Law, on the legalities of vacant properties

A recent Supreme Court decision has touched on the problem of vacant properties arising out of insolvency or liquidation of individuals and businesses in the aftermath of the collapse of the Celtic Tiger. The Supreme Court delivered its judgment in *Tweedewood Limited v. Kavanagh* [2025] IESC 18 on 13 May 2025. A receiver had been appointed over commercial property in Wexford belonging to a company which was now in liquidation. The receiver was appointed in 2009, and obtained a court order for possession of the property on the basis the receiver intended to sell the property. However, in the intervening years nothing had happened, and the sale had not proceeded. As the Chief Justice noted in his judgment as a point of reference, 2009 was when the band Oasis split up!

In his judgement, Mr Justice Hogan set the scene for the case in the following terms...

"The town centre of Wexford offers striking views out to the harbour and marina. It is an area bustling with commercial and retail activity. A casual observer might well wonder why a property situated right in the heart of this town centre has remained vacant and unused since 2009. Indeed, at one stage the property was entered on the register of derelict sites maintained by Wexford County Council under the Derelict Sites Act 1990."

As the property had not been sold by the receiver since he obtained an injunction, the Supreme Court lifted the injunction.

The Supreme Court was highly critical of the delays in this case. The Chief Justice said that: "speed and simplicity in enforcement of security" is a necessary part



of the provision of "credit for productive commercial activity". In his judgement, Mr Justice Hogan was also critical of "the indifference, casualness, and inefficiency on the part of banks and receivers..."

This is not an unusual case, and many valuers and estate agents will be all too familiar with the problem of vacant properties which appear to have remained vacant for a considerable period of time. The Supreme Court decision may provide a solution in some cases for insolvent debtors to regain possession of property that had passed into receivership a number of years ago.

The Statute of Limitations 1957 usually provides that a mortgage over land should be enforced by a creditor within 12 years. At the end of this limitation period, the mortgage and the debt are normally extinguished. However, in reality the operation of the limitation period is often complicated if the debtor has acknowledged the debt over the years, or had been making part-payment

of interest or principal for a time.

Nevertheless, there may be an opportunity to review older cases where a receiver was appointed over property that has not in fact been sold. Mr Justice Hogan in his judgment said there was a public interest in avoiding property remaining vacant and becoming derelict: "Dereliction has terrible consequences not only for the property itself but also for the surrounding area."

In fairness to receivers, delays in selling commercial property are often complicated by litigation, or complex issues relating to legal title to the property. Another cause of delay may involve obtaining instructions from investment funds (often situated in other jurisdictions) who have acquired loans from the main banks and credit institutions. If the Supreme Court decision is any indication, the courts may seek to find appropriate solutions in cases where property remains unsold for a long period of time. In some cases, this may result in possession of property being returned to the debtor.



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CONNECT

Highlights of the IPAV calendar



LEFT: Fintan McGill, IPAV President. ABOVE: Catherina McKiernan, Olympian and Motivational Speaker. BELOW RIGHT: Conall Mac Coille, Chief Economist, Bank of Ireland. BELOW LEFT: Declan Woods and Keith Duffy



IPAV Annual Business Conference & Gala Dinner

Farnham Estate Spa & Golf Resort, Friday 13th June 2025

We were delighted to welcome members and guests to this year's Business Conference and Gala Dinner and our sincere thanks to everyone who joined us, our conference sponsor MyHome and to Farnham Estate for their hospitality throughout the event. The conference featured a strong programme of expert speakers, delivering insightful presentations across a range of relevant topics. We are grateful to each of them for sharing their time and expertise. The Gala Dinner was a huge success, providing an ideal opportunity to mark the occasion in a relaxed setting. Our sincere thanks to Fintan McGill, and guest speaker Dermot Bannon, for their impactful and compelling addresses.

RIGHT: Sinead Ryan, Conference MC. FAR RIGHT: Peter Burke, TD and Minister for Enterprise, Tourism and Employment. BELOW: Niamh Giffney, Sonia Harvey, Ciaran Mullooly, Fergal Troy and Eoghan Murray



ABOVE: Lisa Kearney, IPAV Immediate Past President.



LEFT: Joanne Geary, MD MyHome. RIGHT: IPAV Conference Attendees. BELOW: Commemorative Plaque awarded to Pat Davitt from the National Association of Realtors.



ABOVE: Ciaran Mullooly, MEP. LEFT: Celine Geraghty, Eileen O'Driscoll, Bernadette Denby and Clare Connolly.



ABOVE: Cllr Seamus Butler, MD Butler Manufacturing Services. BELOW: Kevin Sears, President, National Association of Realtors.



ABOVE: Darragh O'Se, Catherina McKiernan, Mike Smith and Robbie Gallagher. RIGHT: Emer Cahill, Orlaith Cahill, Fintan McGill, Brid Cahill and Cormac Cahill





ABOVE: Liam Quain, Fintan McGill, Dermot Bannon, Pat Davitt and Colm Farrell. BELOW: Fintan McGill and Michelle Burke.



BELOW: The team from DNG



ABOVE: Margaret Healy, Dermot Bannon, Grainne McKenna, Fintan McGill. BELOW: Lisa Kearney, Dermot Bannon and Katherine Martin.



ABOVE: Kay McGuire, Dermot Bannon and Cyril Murtagh



BELOW: John Colum, Theresa Colum and Dermot Bannon



ABOVE: The team from Smith Property. BELOW: Fintan McGill, Dorothea Fahy, Dermot Bannon, Regina Mangan and John Darcy



ABOVE: Fintan McGill, Colin Mullane, Dermot Bannon and Kevin Sears.



ABOVE: Jennifer Kiersey, Dermot Bannon, Andrew Kiersey. BELOW: Frank and Joanie McManus, Dermot Bannon, Fintan McGill.



ABOVE: Christine Desmond, Maria Lehane, Dermot Bannon and Marguerite Stafford.



ABOVE: Padraig Burke, Fintan McGill, Sean Naughton, Dermot Bannon, Ivan Connaughton and Liam Quain. LEFT: Ella Dunphy, Tom Crosse, Fidelma and Mervyn Lloyd

THE BIG DEBATE:

How Important Is Outdoor Space When It Comes To Sales?

Each quarter, we ask our members a question and get the inside scoop on your thoughts and opinions on a hot topic. For our summer issue, as we dust off the garden furniture, we focused on outdoor spaces and how they impact a sale. Here are the results...

In your experience, how important are gardens and outdoor spaces to the saleability of properties?

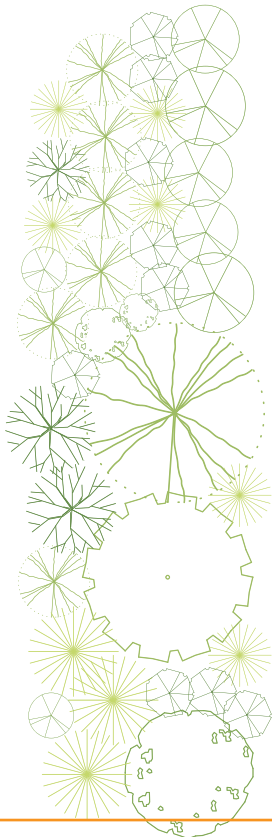
Very important:

84%

Somewhat important: 16%

When selling a property, do you recommend staging the garden or outdoor space?

74% YES
26% NO



Have you seen a change in what buyers are looking for? i.e. patio rather than a big lawn, outdoor cooking facilities, low maintenance garden, creating an outdoor living space, etc

71% YES **29% NO**

"I've recently agreed the sale of a property owned by garden designer Alan Rudden and the general reception we received specifically due to the garden was extremely high. The design focused on usable garden space, dinning, relaxing, entertaining etc. The buyers saw an enjoyable future at home here."

Andrew Rafter, Flynn Estate Agent

"Buyers are placing a premium on properties with well-maintained outdoor areas, whether it's for entertaining, relaxing, or simply enjoying more green space."

Carol Kelly, CK Auctioneers

"Yes, [buyers are looking for] a place to put a nice shed for storage or garden room for home office. Having a space for outdoor entertaining also very important. Depending on the space available there may be a possibility for a small extension."

Ellen O'Sullivan, OM2 Auctioneers

"It really depends on the individual purchasing but generally yes, side and rear extension potential, garden offices, a space to socialise or for a young family to use regularly, outdoor living space all on the agenda depending on the potential purchaser."

Theo Florent, Prestige Property Consultants Limited

What you said...

What is the biggest market trend in outdoor spaces that you're seeing over the last year?

"The ability to cook and perhaps dine outdoors is trending highly and growing. When weather permits, folks are taking to open spaces available to them and this includes sitting outside, eating outside, gardening to grow their own foods and generally enjoying the outdoors."

Eileen O'Driscoll, CENTURY 21 Concept 100

"A preference for patio rather than grass due to maintenance."

D.P. O'Mahony

"The most significant market trend in outdoor spaces for 2025 is the seamless integration of indoor and outdoor living environments."

Sonia Harvey, Sherry FitzGerald



What is the biggest selling point for gardens and outdoor spaces?

"Good quality sheds, outdoor patio or covered over space for alfresco dining... a covered over area is almost like another living space."

Catherine Keegan, Sherry FitzGerald

"Ever since COVID, purchasers are looking for outside space when purchasing a property because of open spaces, fresh air and, if lucky enough, some gardening."

Conor McManus, James Murphy Auctioneers

"Aspect. Evening sun in rear garden very much sought after."

Tom Crosse, GVM

Gardens are regarded as another room, people want to be able to spend time relaxing outdoors in a well laid out space with good furniture, hot tubs, cooking facilities. Many are also constructing single bedroom units to rent out or for family members.

Anonymous



Thanks so much to all our members who took part and submitted their thoughts - we wish we could have included them all. If you want to take part in The Big Debate in the future, keep an eye out for our email.



If you are buying a security service your provider must be licensed by the PSA even if their primary business is not security.

Electricians, Property & Facilities Management Companies, and others providing security services must be licensed.

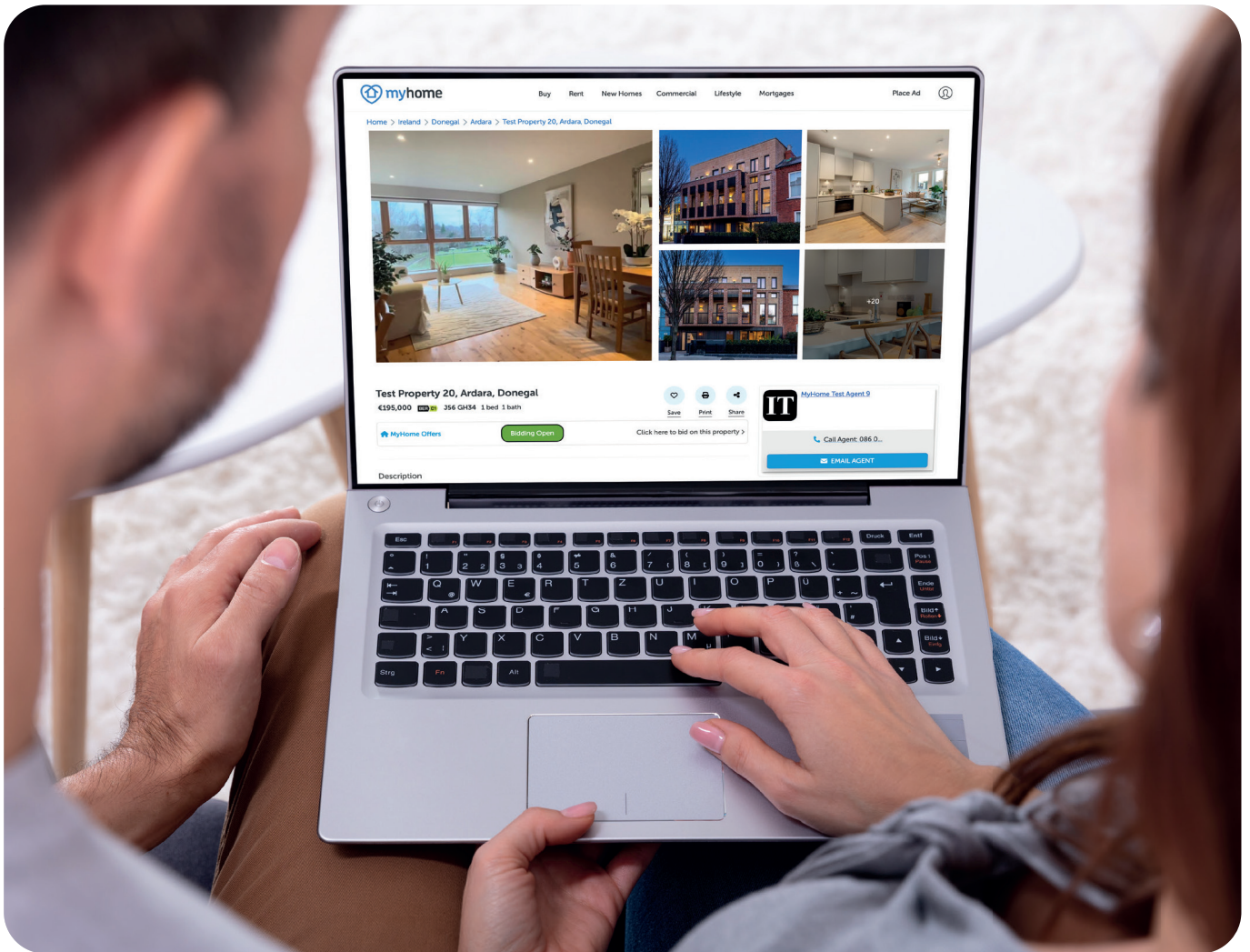
Using unlicensed providers puts your business at risk as you could:

- Face Prosecution
- Invalidate your insurance cover
- Compromise the safety of your staff and customers

To ensure that your security provider is licensed with the PSA visit www.psa.gov.ie



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