

IPAV Newsletter March 2026 Vol. 154

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Rostrum Auctioneer Competition Day Has Arrived !

ipav | Institute of Professional Auctioneers & Valuers
Young Professionals Network

**Introducing 2026's
Novice Rostrum Auctioneer Contestants**

 Catherine Cooney	 Daragh Walsh	 Jonathan Reilly	 Elliott Potterton
 Joseph Gibbons	 Padraig Beglin	 Sean Murphy	 Ciara Lally

Wishing All Contestants The Very Best Of Luck
Competition: 3pm Finale & Dinner: 5:30pm
Friday 6th March 2026 at Tattersalls Ireland, Co Meath

Proudly Sponsored By



On behalf of IPAV, we extend our very best wishes to all contestants in today's Rostrum Auctioneer Competition and sincerely thank everyone for taking part.

A special thank you to our event sponsors, America's Auction Academy, Irish Independent, Tattersalls Ireland and ICOS.

Tech Tips



Why Estate Agents Should Publish Property Listings on Their Own Website First

In today's digital property market, most estate agents automatically upload new listings directly to property portals. While portals remain an important part of any marketing strategy, agents in Ireland should strongly consider **publishing every property on their own website first** before syndicating it elsewhere.

If your website publishes first, AI systems are more likely to direct buyers and sellers **back to your brand**.

By adopting a "website-first, portal-second" publishing process, estate agents retain digital authority, strengthen brand visibility, and build long-term online independence.

In an era where data ownership equals market influence, ensuring your website is the original publisher is one of the simplest and most effective marketing decisions an estate agent can make!

Final days to book - IPAV's 2025 Farming Report Launch and Agri Webinar, Wednesday 11th March



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IPAV
FARMING REPORT LAUNCH
& AGRI WEBINAR

2 TEGOVA CPD HOURS

 **Wednesday 11th March**  **2pm - 4pm**

Final Days to register for IPAV's 2025 Farming Report Launch and Agri Webinar which will take place next Wednesday, 11th March from 2pm to 4pm.

We look forward to welcoming an excellent line-up of expert speakers who will share their insights on a wide range of topics. The webinar will also cover key findings and analysis from our 2025 Farming Report, including land sales and letting values across each province, followed by a panel discussion.

Full attendance qualifies for 2 TEGOVA CPD hours.

To register: [Click Here](#)

Registration Open – Higher Certificate in Business in Real Estate (Valuation, Sales and Management), Level 6

Registrations are now open on our website for the 2026/2027 Higher Certificate in Business in Real Estate (Valuation, Sales and Management), Level 6, delivered in conjunction with TU Dublin, Tallaght Campus.

This two-year, part-time programme combines online learning with onsite classes held on Saturdays, providing a flexible pathway for those pursuing a career in real estate. The course satisfies the PSRA's educational requirements for Licences A, B, C and D.

To register, please complete the [application form](#) or contact jennifer@ipav.ie for further information.

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TEGOVA Commercial Valuer Course - Spring 2026



The deadline for submission of applications for the upcoming **Registered European Valuer (REV) course** is COB Wednesday 1st April.

REV status allows members to perform **Commercial and Residential Valuations to Blue Book standard.**

Eligibility: REV-RESI status (formerly TRV), 10 years' commercial valuation experience, and a completed application with CV. All places must be approved by **TEGOVA**.

Start: April 2026

Duration: 5 days

Cost: €1,100

If eligible and interested, please click here for **Application form**

IPAV Annual Conference & Gala Dinner - Galway Bay Hotel Friday 15th May.

Event: IPAV Annual Conference & Gala Dinner

Date: Friday 15th May

Venue: Galway Bay Hotel

Conference: 2pm

Gala Dinner: 7pm

Conference CPD: 3 TEGOVA CPD Hours

Cost: Conference - €45.00; Gala Dinner: €110.00



This year's Conference MC will be Ronan Lardner of Galway FM. Members are encouraged to book tickets early and secure accommodation at the Galway Bay Hotel.

Tickets: IPAV Conference & Gala Dinner

Galway Bay Hotel: To avail of the special discounted IPAV rate of €183 B&B (single) or €194 B&B (twin/double) on 15th May, contact reservations@galwaybayhotel.com quoting IPAV at the time of booking.

HSA invites small businesses to register for March Seminars focus on Preventing common injuries in Small Businesses



An tÚdarás Sláinte agus Sábháilteachta
Health and Safety Authority

Protect Your Business: Learn How To Manage Common Hazards Every Small Business Faces

Running a small business comes with big responsibilities—especially when it comes to safety. Join our upcoming seminar to learn about the most common risks that impact small workplaces, including manual-handling, slips and trips, work at height, vehicle operations, work equipment, fire, LPG and gas, and chemical injuries, and other everyday operational dangers.

Protecting your business and your employees from injury at work starts with the right knowledge. This brief, practical morning seminar will cover essential safety practices every small business should have in place—related to common workplace hazards and help you prevent common workplace

injuries in your business.

This practical session will give you clear steps to reduce risks, protect your staff from injury, and keep your business compliant and resilient.

See links to booking site below

- **Cork 18th March Fota Resort**
- **Dublin 19th March Carlton Hotel Tyrrellstown**

Spam Email Alert

IPAV are aware of a spam email currently circulating asking members if they are interested in obtaining the list of latest registrants/attendees list from the upcoming IPAV Annual Business Conference in Galway.

Please note IPAV will never issue marketing lists for any events as it breaches our GDPR requirements.

We ask members to be vigilant before opening an email, and to note, IPAV emails are only ever sent from our domain [@ipav.ie](mailto:ipav.ie)



Online Certificate in Real Estate Administration



Registrations are now open for the Certificate in Real Estate Administration (Level 6) delivered by Technological University of the Shannon (TUS).

This online course is designed for administrators working in real estate offices who wish to expand their knowledge, strengthen their administrative expertise, and develop supervisory and management skills within a property sector environment. Students gain practical insights into areas such as business planning, marketing and sales, customer service, and professional communications, while also developing an understanding of economics and project management.

The programme also introduces participants to digital marketing and social media tools, alongside providing a solid grounding in the legal and regulatory framework governing real estate practice in Ireland.

Registrations are open until 28th August, with the programme scheduled to commence on 14th September 2026 (subject to sufficient enrolment). You can enrol through the TUS website however for further information, please contact jennifer@ipav.ie.

Please note: This course does not satisfy the PSRA educational requirements for licences A, B, C or D.

New SEAI Energy Academy Module: Energy Upgrades for Your Business



SEAI has launched a new 20-minute online module designed to help SME owners understand energy upgrades, why they matter, how to identify the right measures, and what supports are available.

A practical, accessible resource for anyone supporting businesses on their decarbonisation journey.

👉 Access via the **SEAI Energy Academy** (free to use, quick sign-up)

Wexford Networking and Outreach Session for People Involved with MUDs, Apartments, and OMCs

In Wexford on Wednesday 22 April 2026 the Housing Agency will hold an evening open networking and information sharing session for stakeholders in multi-unit developments (MUDs).

The event will be held in Whites Hotel, Wexford.

Apartment owners, directors of owners' management companies (OMCs), property professionals, residents, and other interested parties are invited to attend. The evening meeting (starting at 6:30pm) will cover:

- Self-directed networking and knowledge sharing amongst participants
- Presentation:
 - Challenges faced by OMCs & managed estates
 - Roles and responsibilities
 - Resources available



Networking & Outreach Session for Stakeholders in Multi-Unit Developments

Event is free to attend, and registration is required.

Networking starts 6.30pm, followed by presentation and Q&A.

**REGISTER
NOW**

 WEDNESDAY 22ND APRIL 2026

 WHITES OF WEXFORD HOTEL

Further regional meetings will take place in Autumn 2026.
Details to appear on www.housingagency.ie

Registration, free of charge, is required to attend. To register [click here](#)

Further regional outreach meetings for MUDs and OMCs will take place in Autumn 2026. Details will appear on www.housingagency.ie.

Advertising Standards Authority

As a result of recent adjudications the Independent Complaints Council have asked IPAV to make members aware of the requirements under Section 4 (Misleading Advertising) of their regulation Code when advertising properties.



[Click here for ASA Standards](#)

TEGOVA Online CPD Modules 2026



TEGOVA modules are now available online and offer a flexible route to completing your TEGOVA CPD hours for 2026. Each module is 1 CPD hour and costs €15.

- Terms Of Engagement
- Comparative Method of Valuation
- European valuation Standards
- Agricultural Valuations
- ESG and the Commercial Real Estate Market

[Link to online modules](#)

IPAV Events - Important Calendar Dates for 2026

IPAV recently shared an overview of IPAV's upcoming events, highlighting key dates for both in-person and online events.



We hope this is helpful as you plan your diary, particularly with some key dates approaching. Please find below a link to IPAV's event page, detailing all listed events to date: [available here](#)

IPAV In the Media & Press Releases

IPAV in the Media:

Monday 9th February 2026, Charles Weston, Irish Independent, [Auction process often results in buyers overbidding for properties, ESRI study finds](#)

Monday 9th February 2026, BusinessPlus, [Conveyancing delays costing buyers 'dearly'](#)

Tuesday 10th February 2026, The Connaught Tribune, [House building figures rise but more still to do](#)

Friday 27th February 2026, The Connaught Tribune, [Property Prices on the rise but rates slow down.](#)

IPAV Press Release:

Monday 9th February 2026, [IPAV Shares Many of Concerns Raised by ESRI in New Homebuying Research](#)

Monday 23rd February 2026, [House Price Increases Tame in Latter Half of 2025](#)

IPAV

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