

THE PROPERTY PROFESSIONAL

THE VOICE OF AUCTIONEERS & VALUERS IN IRELAND

QUARTER 2 2026

**CHANGES TO THE
RENT REGISTER**
WHAT IT MEANS
FOR YOU

**THE FARMING
INDUSTRY**
WHY IT'S RARELY
BEEN STRONGER

**VACANT TO
VIBRANT**
THE BUILDING
ALLIANCE PROPOSALS
TO CREATE NEW HOMES



KAY MCGUIRE
IN CONVERSATION WITH OUR NEW PRESIDENT



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The Private Security Authority

Message from the CEO



Dear Member,

It was great to see and catch up with so many of you at our annual conference and dinner at the Galway Bay Hotel on the 15th May. I hope you found the content helpful and inspiring, including that of our President, Kay McGuire.

With regard to day-to-day issues, we had a stakeholder meeting with the RTB on May 6th with a view to ironing out some of the problematic issues you are experiencing with the new register. While there is some way to go yet, you'll have noticed, no doubt, a number of improvements have taken place.

In May we also held our AGM with four new board members elected – Adrianna Hegarty, Con Nagle, Nicola Williams and Julian Cotter.

We had a successful informal Oireachtas Committee meeting titled: Bidding Behaviour and Market Understanding in the Irish Housing Market. It discussed the ESRI report – Buying and Selling Property in Ireland: Behavioural Evidence on Bidding Systems, Stressors and Market Comprehension. Indeed, on the same topic I had an opinion piece published in the Business Post highlighting the increasing role of Buyers Agents.

IPAV Board Member Ella Dunphy and I recently travelled to Riga for a TEGOVA conference where the focus was on the launch of the section edition of the European Business Valuation Standards Book, and long discussions took place around ESG and AI. The European dimension is becoming ever more important, as highlighted by MEP, Maria Walsh, at our Galway conference.

IPAV President Kay McGuire and I attended the CEPI conference in Malaga focusing on European Housing and data.

And you will be aware at this stage of our successful negotiations with one lender on valuation fee stagnation, which has endured for many years despite a substantial increase in agents' professional obligations, compliance requirements, operating costs and liability exposure.

Unviable fees reduce the attractiveness of lender valuations, and risk weakening the long term resilience of the valuation system that lenders rely upon. Valuations support prudent lending decisions, risk management, regulatory compliance and, ultimately, confidence in lending.

IPAV remains committed to high standards, independence and integrity in valuation.

Genevieve McGuirk
CEO



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In This Issue

1
Letter from the CEO

2
Hot Topic
Genevieve McGuirk on this year's Budget

5
Industry Update
Catch up on all the news

6
Education
The YPN Mentorship Programme

8
Meet the President
Welcome our new president, Kay McGuire

10
Rent Register
The legal ramifications of the new register

12
Housing Policy
Genevieve McGuirk on a paradigm shift

14
Why Farmers often Sound Negative
Mike Brady on the how and why

16
An Unpleasant Walk Down Memory Lane
Tommy Barker on the bad old days

18
Will New Survey Suit Some Agents More Than Others?
Donal Buckley on a new report

20
Talking Heads
Three members give their thoughts on the Informal Oireachtas Committee Meeting

21
Vacant to Vibrant Building Alliance
Chair Philip Lee explains the proposal

23
Supporting Valuers in Practice
IPAV Lead Valuer Tony Wallace shares his insights

24
Meet the Board
Words from our newest members

25
Do You Make Enough Time For Yourself?
How to prioritise wellness in your life

26
Events Pictures
Photos from our latest events

28
The Big Debate
Your thoughts on modular housing



HOT TOPIC: WILL BUDGET '27 DEMONSTRATE HOUSING IS A PRIORITY?

CEO **Genevieve McGuirk** on what she'd like to see from this year's Budget

The Budget process takes place energetically, generally over a short period of months, with many key decisions by government negotiated in the final hours before the public fanfare in the Dáil, due this year on October 6th.

Spending watchdog, the Irish Fiscal Advisory Council, warned in May that the government has exceeded its annual spending target by an average of over €5 billion in each of the last three budgets. It attributed the overruns to unforeseen circumstances; new measures introduced midyear; bad planning and budgeting; and poor expenditure management.

Efforts by Minister for Public Expenditure, Jack Chambers TD, to rein in overspending include new escalation procedures, and,

controversially within government, a new levy on departments to make up for overspend of a reported €640 million this year in the Department of Education.

Where does this all leave housing policy, acknowledged to be the number one policy priority, not only for this government but several previous administrations?

Investment in housing and home ownership is a long-term policy. It delivers both economically and in terms of social cohesion, but affordability and fair incentives for providers of accommodation should be central to policy measures.

It's with this mindset that we approach Budget 2027. Annual housing completions hover around 36,000, just half of the numbers needed to achieve national targets. Ireland is 250,000 units short of European averages.

Special recognition for SME builders-developers who traditionally built the majority of Irish homes is essential if targets are to be met. Large firms dominated Home Building Finance Ireland's initial loan allocations, contrary to its original intent. Its small development loans currently carry interest margins of up to 7.5% over Euribor, unsustainable for many such projects.

A state-backed equity co-investment fund

targeting SME housing projects should be introduced to share risk and attract private finance. And an 'SME Developer Accelerator' programme would help small builders navigate planning, procurement, and compliance.

Strengthening SME homebuilders will yield more homes, faster. Improved access to affordable capital and guidance can jump-start numerous small developments currently stalled. This would spread construction activity across all regions, supporting balanced development.

Among the other measures in IPAV's Pre-Budget submission is a recommendation to cut Ireland's Capital Gains Tax rate from 33% to 20% to incentivise the sale of underutilised assets, particularly development land, and stimulate domestic reinvestment. This reduction would align Ireland's rate with international norms.

And to stem the flow of small landlords from the market we recommend introducing tax relief on rental income for small-scale landlords (e.g. those with 1-3 properties) to significantly lower their effective tax rate, bringing it closer to that of corporate landlords.

Let us hope that the outcome of the October 6th budget will prove that the building of homes is genuinely our number one policy priority.



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Below dates and venues subject to change

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Application & Information

<https://www.ipav.ie/course/higher-certificate-in-business-in-real-estate-valuation-sale-management-level-6-120-ects/>

5pm 20th August

YPN AGM

IPAV, Head Office, 129 Lower Baggot Street, Dublin 2
(IPAV members only)



Registration Open

<https://www.ipav.ie/event/ypn-agm-bbq/>

6pm 20th August

YPN Summer BBQ

YPN AGM IPAV, Head Office
129 Lower Baggot Street, Dublin 2 (IPAV members only)



Registration your attendance

<https://www.ipav.ie/event/ypn-agm-bbq/>
or email Jakub@ipav.ie if you wish to attend

3rd September

YPN Annual Golf Classic

The Heritage Golf Resort, Killenard, Co Laois



Register your team

<https://ipav.ticketsolve.com/ticketbooth/shows/873682500>

18th September

IPAV PSRA CPD Webinar

(5 PSRA CPD Hours)

Save the date, registration coming soon

20th October

IPAV's Annual European Valuation Conference

(5 TEGOVA CPD Hours)



Registration Open

Register here (<https://ipav.ticketsolve.com/ticketbooth/shows/873683036>)

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Modules Now Open

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A.I. Training for Estate Agents

Due to such an incredible interest in the new AI course launched by IPAV in collaboration with the AI institute the next course will start on the 5th August 2026.

Designed specifically for Irish Estate Agents, Auctioneers & Valuers, this beginner- friendly course focuses on practical AI Skills you can start using immediately in your day-to-day work.

THIS COURSE INCLUDES:

- 4 x 2 hour live online sessions.
- Learning how to write listings, draft client emails and create market reports
- Screen tenant applications and streamline workflow
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- Certificate of completion + 90-day access to recordings.

Course Price: €600

IPAV members can use the coupon code **IPAV-MEMBERS** at the checkout to get it for €500, valid until 4 August 2026.



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<https://weareaiinstitute.com/product/ai-training-for-estate-agents-2>

Industry Update

Certificate in Real Estate Administration NFQ Level 6 (60 ECTS)

Applications are open now open for the Certificate in Real Estate Administration in conjunction with Technology University of the Shannon (TUS)

DURATION 1 ACADEMIC YEAR:

24 weeks, the programme starts in September. Thereafter lectures will take place two evenings per week (Online) plus 2 Saturdays per semester online 9.0am – 1.00pm.

APPLICATION DEADLINE:

28th August 2026



Course Details & Application Form

<https://www.ipav.ie/course/certificate-in-real-estate-administration-nfq-level-6-60-ects/>

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<https://www.ipav.ie/course/fine-decorative-arts-courses/>



Block Management Course

We are pleased to announce that we will be offering a Block Management Course on 16th September at the Midlands Park Hotel, Portlaoise.

This one-day course is designed for Category D Licence holders working in Property Management. It provides practical guidance on key aspects of block management, helping participants navigate the day-to-day challenges of their role with greater confidence. Email jennifer@ipav.ie to register your interest



IPAV Young Professionals Network

MENTORSHIP PROGRAMME TAKES FLIGHT

How our new mentorship scheme will help newly qualified members

Every successful property professional can point to a moment when someone took the time to share their wisdom, open a door, or offer guidance at just the right moment. Now, IPAV's Young Professional Network is formalising this invaluable tradition with the launch of its new mentorship programme, designed to connect established industry leaders with newly qualified members embarking on their careers.

The initiative addresses a fundamental truth about our profession: whilst qualifications provide the foundation, it's the accumulated wisdom of experience that truly shapes exceptional practitioners. The programme pairs seasoned IPAV members with those at the beginning of their journey, creating structured opportunities for knowledge transfer that might otherwise happen only by chance.

For mentees, the benefits extend far beyond technical expertise. Certainly, there's immense value in learning from someone who has navigated market cycles, handled complex negotiations, and built lasting client relationships. However, the real treasure lies in gaining a trusted advisor who understands the nuances of building a career in today's property landscape. These relationships offer newly qualified professionals a safe space to ask questions, test ideas, and develop the confidence that comes from knowing you're not navigating challenges alone. The connections forged through mentorship often prove as valuable as the knowledge shared, opening doors and creating networks that support careers for decades.



But this programme isn't simply about what emerging professionals receive. Experienced members consistently report that mentoring reinvigorates their own practice, offering fresh perspectives and the profound satisfaction of contributing to the profession's future. There's something deeply rewarding about watching someone you've guided handle their first major transaction with skill, or seeing them grow into the confident professional you always knew they could become. For many mentors, participating becomes an opportunity to reflect on their own journey whilst actively shaping the next generation of property leaders.

Perhaps most significantly, the mentorship programme addresses the generational continuity that every profession requires. The property sector evolves constantly, with new technologies, regulations, and market dynamics emerging regularly. By fostering meaningful interaction between different generations of professionals, the programme ensures

that timeless principles of excellent practice aren't lost whilst simultaneously allowing established members to learn from younger colleagues navigating a changing landscape. This two-way exchange enriches both parties and strengthens the entire profession.

The property industry thrives on relationships built over time, on trust earned through consistent excellence, and on communities that support their members throughout their careers. IPAV's mentorship programme embodies these values, creating structured pathways for the kind of professional development that transforms good practitioners into exceptional ones.

Whether you're an established member eager to give back or a newly qualified professional seeking guidance, this programme offers something genuinely valuable. For further information about participating as either a mentor or mentee, contact the IPAV office. Together, we're building not just individual careers, but the future of our profession.



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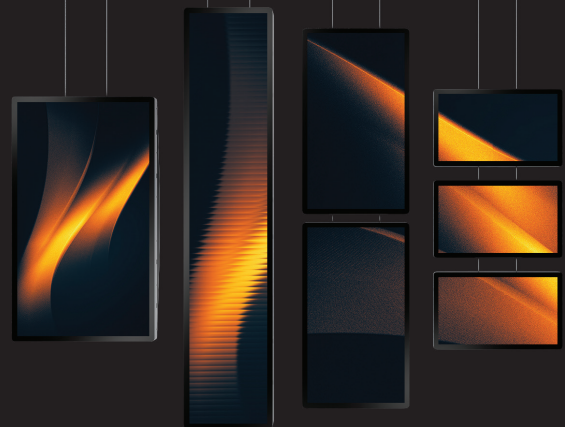
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Integrity, Honesty and Loyalty:

The Pillars of New IPAV President Kay McGuire

We talk with IPAV president, Kay McGuire, about her background, her role in Block Management and her vision for the future.



Can you tell me about your background?

I'm originally from Wexford, but I moved to the west of Ireland in my late teens for work. I've worked in various different areas – I actually worked for the Simon Community and for Threshold back in the day, so I can see the industry from all angles. I think it's important that every party sees the other view.

I later worked in the admin field, and a gentleman for whom I did some admin and bookkeeping had started a small property management company, with a few developments. Now, this was in the real genesis of management companies from the point of view of managing blocks – it was when blocks were just starting, in the mid 90s. I did a bit of work for him, and after a couple of years, he said, 'You know what, you're the person for this job, not me.' So I took over the business.

It's still a small, family-run business. Most of our work is in the Block Management and Lettings area, with a small amount of sales, but it's a successful, profitable business that is based on my core values of integrity, honesty and loyalty.

How would you describe your work ethic?

I treat everybody respectfully, that's my big thing. Everything you do comes back to you, in more business, but also as a person. Why would you not treat people with respect? If we treat each other as peers, not as competitors, treat each other respectfully, then the rising tide lifts all boats. We can collaborate.

What does your work focus on today?

I own and run the business, so my days are spent very much running the business. I genuinely love my team, my staff and my contractors, and I call them my work family, because I often spend more time engaging with them than I do with most others.

Every single day I try to contact one of our older landlords. I've been at this for 30 years, and some of them are getting on in years. One of our landlords is 90, so once a month I'll give him a call. You're talking about five minutes of my day, but it means a lot to him. We have a little chat about his property, I ask him how he's doing, and how his wife is doing and that gives him a little lift. His daughters have said to me that he loves our little chats.

I know the people who like the calls, and I know the ones who just want the two liner email of an update. But there are people who like that little bit of personal engagement, and that's what I've traded on over the years. You're not a number. I'm the exact same with tenants. If I know that a tenant has something in particular going on, like a health issue, a family member sick, or even a child making Holy Communion, I'll send a card or a message.

Can you tell me more about block management and the D Licence?

Block management is actually a wonderful system, in that it means that everybody pays their fair share. It means that there are funds in place to provide the services that are required by everybody. It's a very equitable system, and then you employ a professional to carry out the work for you, and if they do their work to a high standard, you know things can be really good.

Why do you think younger members aren't choosing to move into block management, and how can they be encouraged to do so?

I think the issue is that Block Management isn't as 'glamorous' or indeed even as 'feel good' as selling a house or matching the right tenant with the right property. In addition, as a Block Manager you are representing the Management Company as an entity which includes all of the owners, many of whom have differing viewpoints.

We need to show the next generation property managers that it's OK to not be able to please all of the people all of the time. It's important that they know how to set boundaries with the directors of Management Companies and owners, and for them to be supported in maintaining those boundaries, as the pressure can be quite overwhelming. I think it is really imperative that we equip the next generation with the skill set to deal with what can be a very challenging role.

What is your history with IPAV?

I was originally approached by Pat Davitt to join IPAV. Pat was quite intuitive about things, and he could see I guess that the way I behave in business is authentic and real. He wanted to promote that, and to encourage people who weren't afraid of the education side, even at 50 years of age.

After a few years, I was approached to join the council, and was successful in gaining a seat on council which is a huge honour and privilege. I was then approached by IPAV and Paul Campbell from TU Dublin in relation to lecturing in Property Management to the students on the IPAV course. I've been doing that ever since, and it's been so eye-opening for me. I absolutely adore it, and it feeds my soul. It's truly that feeling of being able to make a difference in the futures of the new entrants into our industry and our future licensees.

What is your vision for your next year as president? What would you like to accomplish?

I want to support all of the agents in every way I can, but in particular the D-licensed agents. I want to bring the D-licensed agents together in a central location, to see how IPAV can support them, not just in lobbying but in a practical sense. One of the things I would prioritise is providing good mental health advice about work-life balance. This is a very stressful industry, and you do need a bit of a thick skin for it. I have a thick skin in some ways, but I actually am very soft and sensitive in others, so it's about developing the skill set that allows you to protect yourself and to keep a balance.

My other massive goal is to continue to encourage all agents right across the country to conduct themselves with the height of integrity, and to work collaboratively with each other, so that it's not a race to the bottom. That way, we can improve the way that our industry is perceived by outsiders.

If we treat each other as peers, not as competitors, treat each other respectfully, then the rising tide lifts all boats. We can collaborate.



Legal

The New Rent Register for Residential Tenancies in Ireland: Results May Vary!



Gerard Nicholas Murphy BL is a practising barrister and specialises in Residential Tenancy Law. Here, he writes about the new Rent Register and what it means for the industry...

The new Rent Register went live on 1 March 2026. For the first time, the Residential Tenancies Board (RTB) is permitted to publish information on registered rents for individual tenancies. While rent information had previously been submitted to the RTB as part of the tenancy registration process, the RTB was not allowed to publish this information for individual tenancies until now.

Section 128 of the Residential Tenancies Act 2004 (as amended) now requires the RTB to publish the following information for all registered tenancies:

- (a) the unique RT number for the tenancy (not the address)
- (b) the local electoral area in which the tenancy is located (which is more specific than the local authority area)
- (c) the floor area in square metres
- (d) the number of bedrooms
- (e) the Building Energy Rating (BER)
- (f) the tenancy commencement date
- (g) the rent amount

It is important to note that the RTB cannot publish details of any taxes or other charges payable by the tenant. Consequently, it is not possible to determine whether the recorded rent includes additional charges such as parking, or whether these are charged separately.

Section 128(3) of the Act requires the RTB to publish the register in a manner that is "useful to the public."

At present, users of the Rent Register are presented with a list of 30 comparable properties (tenancies), typically located within the same local electoral area. These comparators appear to be selected based on the criteria specified in the Act, including (a) floor area, (b) number of bedrooms, and (c) BER rating. Although the Register is intended to indicate the tenancy commencement date, this information is currently published indirectly through the RT number. The first four digits of the RT number indicate the registration date (for example, RT0426 indicates a tenancy registered in April 2026).

Landlords are required to register tenancies within one month, and in practice registrations are often delayed. As a result, the RT number does not reliably reflect the actual commencement date of the tenancy, as required under the Act. Instead, it indicates only when the tenancy was registered.

Some users have reported difficulty identifying the most recently commenced tenancies within a local electoral area, as results are not necessarily displayed in date order. Furthermore, it is not currently possible to identify tenancies where the rent has been reset to market levels under the new rules introduced on 1 March 2026.

Section 129 of the Act provides that the

public may inspect the Rent Register, subject to a fee. It may be possible to request access to all or part of the Register, either in person or electronically. Additional information may also be requested, such as a list of tenancies registered in a particular local electoral area since March 2026.

Landlords are required to consult the Rent Register (a) when setting the rent for a new tenancy and (b) when reviewing rent during an existing tenancy. They must identify three suitable comparators from the Register – properties that are similar and located in a "comparable area." A comparable area does not have to be the same local electoral area.

The selected comparators should correspond as closely as possible with the subject property. However, the Act only requires that they be "similar"; they do not need to be identical.





Under **Section 24** of the Act, the definition of “market rent” requires landlords to have regard to the “rent information contained in the published register” more generally. There is no limit on the number of comparators a landlord may consider when determining market rent. This is particularly relevant for new tenancies agreed after 1 March 2026, where landlords are permitted to set rent at current market levels.

In some cases, landlords may need to make more extensive use of the Rent Register by adjusting search criteria to identify comparable properties, particularly in respect of tenancies commenced after March 2026.

There are some concerns regarding the accuracy of information published in the Rent Register. For example, floor area may have been estimated at the time of registration. The Act now requires that the

registered floor area correspond with the information contained in the BER certificate, where available. It may be possible for the RTB to provide more guidance to landlords when registering tenancies, so data inputted is consistent across the board. For example, a landlord may register what was a three-bedroom house as a four-bedroom house if the internal layout of the property has been altered without extending the floor area of the property.

For this reason, users may find it helpful to broaden their search criteria to include properties with similar floor areas but varying bedroom numbers or BER. Varying the search criteria may provide additional information concerning tenancies registered after March 2026.

In certain circumstances, properties with the same or similar floor area but differing bedroom counts may still be considered appropriate comparators. For example, a

four-bedroom house with a similar floor area may be comparable to a three-bedroom house. The Register also records “bed spaces”, and it may be possible to identify different properties with similar number of bed spaces.

In time, it may be possible for the RTB to enhance the Rent Register by publishing a more comprehensive dataset of tenancies within each local electoral area and improving search functionality, including the ability to sort results by commencement date of tenancy. It would also be beneficial for the Register to highlight tenancies where rents have been reset to current market levels under the new rules since 1 March 2026. It is essential for landlords to get informed valuation advice, particularly when seeking to reset rent for new tenancies to current market levels.

A Paradigm Shift in Housing Policy Delivery?



IPAV CEO Genevieve McGuirk tackles the topic of housing delivery

The success or otherwise of housing policy ambition may be perceived, largely, to be in the hands of the Government, arising from the power we citizens have invested in them through legislation.

And so it is. At least, that's what our ancestors intended. In our so-called Westminster-style of parliamentary democracy, inherited from Britain, and set out in the Ministers and Secretaries Act of 1924, government ministers are responsible to the Oireachtas for each and every aspect of the performance of their departments, defined as 'corporation sole'. There have been various initiatives since then to instil more accountability and give greater responsibility to senior civil servants, including some legislative changes, particularly in 1997. In reality, little has changed.

Indeed, consider this fine aspiration from the 2011 programme by the then new government: "We will pin down accountability for results at every level – from Ministers down – with clear consequences for success or failure. Ministers should be responsible for policy and public service managers for delivery."

Of course there are challenges on both fronts – political representatives fear many decisions that are in the wider

public good may reverberate negatively electorally. The civil service has a culture of risk aversion, embedded ever more deeply following the financial crash of 2008.

Management consultant, Dr Eddie Molloy, has diagnosed the condition, as 'Implementation Deficit Disorder'. In an address to the MacGill summer school in July 2014 entitled 'Towards an Effective System of Public Accountability' he describes how in 2002, a group of senior civil servants and two external members, including himself, under the chairmanship of Paddy Mullarkey, former secretary-general of the Department of Finance, produced a set of recommendations on the 'accountability of accounting officers and secretaries-general'.

He said that while the exercise led to a number of improvements, for example the strengthening of departmental risk management and audit disciplines, the core issue of the respective responsibilities and accountabilities of ministers and secretaries-general (the most senior civil service grade) was fudged. "An unspoken conclusion was that 'you couldn't really hold secretaries accountable because if their performance was poor it would reflect badly on the minister,'" he stated.

And in the same address, Dr Molloy quoted former government minister Pat Rabbitte on the topic when in May 2010 at the Burren Law School he remarked that the current system is "grounded in a lie",

adding that it enables civil servants to "hide behind the skirts of ministers" and for ministers to "avoid responsibility". He observed: "If questions are asked as to who actually decided what, when and why, the corporate veil descends upon the entire department".

With the stasis on housing, 'delivery', has become the buzzword of late. There has been much talk of the need to address risk aversion in the public sector.

The Housing Commission set up by the government in December 2021 and reporting in mid-2024 identified as core issues, "ineffective decision making and reactive policy making where risk aversion dominates."

However, there are optimistic signals emerging. The government's Accelerating Infrastructure Taskforce, does seem to be making progress. It was established in May 2025 as a non-statutory entity chaired by Minister for Public Expenditure, Infrastructure, Public Service Reform, and Digitalisation, Jack Chambers, TD. and involving 'external members', most notably Sean O'Driscoll, former Chairman and Chief Executive of the Glen Dimplex Group and Chairman of the ESRI (Economic and Social Research Institute).

Its task is to oversee 'reform' to unblock barriers and accelerate infrastructure delivery. Minister Chambers himself has



talked of the need to “foster a culture of delivery.” Could it be that we’re now beginning to see the tentacles of the long-promised reform the department’s name has carried since its inception fifteen years ago?

The taskforce published an action plan in December 2025. One of the key recommendations, the Critical Infrastructure Bill, was published in early April. It’s intended to designate certain projects as “critical infrastructure” and once designated as such, all State agencies involved in approvals will be legally required to prioritise and coordinate decision-making on them.

Mr O’Driscoll has been quoted recently as saying government is developing “risk appetite statements” that will define official government policy on acceptable levels of risk and provide guidance to civil servants and state agencies. Speaking on the topic on RTE radio on June 8th the Minister talked about the need for speedier delivery “over a cautious, conservative public service where process supersedes progress.”

The key question is, can this deliver where much else has failed? We’ve seen public sector projects one after

another delayed, often by decades, or unimplemented, and at astronomical cost to the taxpayer.

Recent developments have catapulted two civil servants into the forefront of delivering on housing policy. One is David Moloney, the Secretary General of the Department of Public Expenditure, Infrastructure, Public Service Reform, and Digitalisation, in which the infrastructure taskforce resides. The second is Garret Doocey, Head of the Housing Activation Office, within the Department of Housing, Local Government and Heritage at Deputy Secretary General level.

Barring unforeseen circumstance, the next general election is not due until December 2029, a reasonable period to afford political decision-makers an opportunity to be brave, to act in accordance with their mandate and lessen the influence of vested interests in favour of the wider public interest.

That must encompass giving clear, coordinated and consistent direction – an ongoing problematic issue for governments – to these pivotal civil servants now charged with critical responsibilities. Our system of government will, of course, hold the government rather than the civil service to account.

Let us hope that what is emerging is more than further aspiration, and well-intended corporate and political energy expiration, and that the strategy succeeds in knitting together the disparate parts of housing and going the full 360 degrees to implementation on a level we’ve desired but not seen since before the financial crash.



WHY IRISH FARMERS OFTEN SOUND NEGATIVE

– when farming has rarely been stronger

Mike Brady writes about why things are looking good in the farming industry



Spend time in any mart, co-op or farm discussion in Ireland and it is easy to believe that agriculture is in constant difficulty. Conversations regularly focus on rising costs, volatile prices, regulation, weather pressures and uncertainty about the future. Yet when the wider picture is examined, Irish farming today is arguably in one of its strongest positions in decades.

One of the clearest indicators of this strength is the steady rise in farm incomes. Analysis of the Teagasc National Farm Survey shows that net profit per hectare increased by around 30% when comparing the period 2020–2024 with the previous decade. Dairy, sheep and tillage farms have all seen notable improvements, with dairy incomes rising particularly strongly. While not every sector has performed equally, the overall trend points to a more profitable and sustainable industry than in the past.

Another major change is the transformation of rural life through remote working. Just under half of Irish farmers are part-time, and the growth of remote employment since Covid-19 has been a game changer. Family members can now earn strong off-farm incomes while staying on or near the farm. This reduces financial pressure, supports farm viability and allows younger generations to remain in rural communities without sacrificing career opportunities.

Technology has also reshaped how farms operate. Modern agriculture has moved far beyond the labour-intensive systems of the

past. Automated milking, precision grassland management, GPS-guided machinery and data-driven decision-making are now common. These innovations have improved efficiency and productivity while reducing physical workload. With further advances likely, farming is increasingly becoming a technology-driven business rather than purely manual labour.

Government and EU supports have created additional income streams, particularly through environmental and organic schemes. Payments linked to biodiversity, emissions reduction and sustainable land use now form an important component of farm income. While regulation is often criticised, when combined with meaningful financial support it can strengthen farm businesses and improve long-term sustainability.

There are also new opportunities in forestry, with grants and premiums offering alternative land-use options. However, the requirement to replant after harvesting remains a barrier for many farmers, as it can reduce flexibility in land use decisions. Addressing this issue could further enhance the attractiveness of forestry.

Structural changes in recent decades have also boosted performance. The removal of EU milk quotas and set-aside rules has allowed dairy and tillage farms to expand, leading to greater scale and efficiency. Larger farms are often more profitable and better able to support future generations, making farming a more viable long-term career.

Despite these positives, a culture of negativity persists. Much of this reflects caution built up over decades of volatility rather than current reality. While challenges remain, the evidence shows a sector that is evolving, diversifying and strengthening. Irish farming may indeed be thriving, but many farmers are still focused on what could go wrong next, rather than the real progress that has been made.



Mike Brady

Mike Brady is an Agricultural Consultant and Managing Director at Brady Group

Brady Group: Agricultural Consultants & Land Agents. The Lodge, Lee Road, Cork. Tel: 021- 45 45 120 email: mike@bradygroup.ie



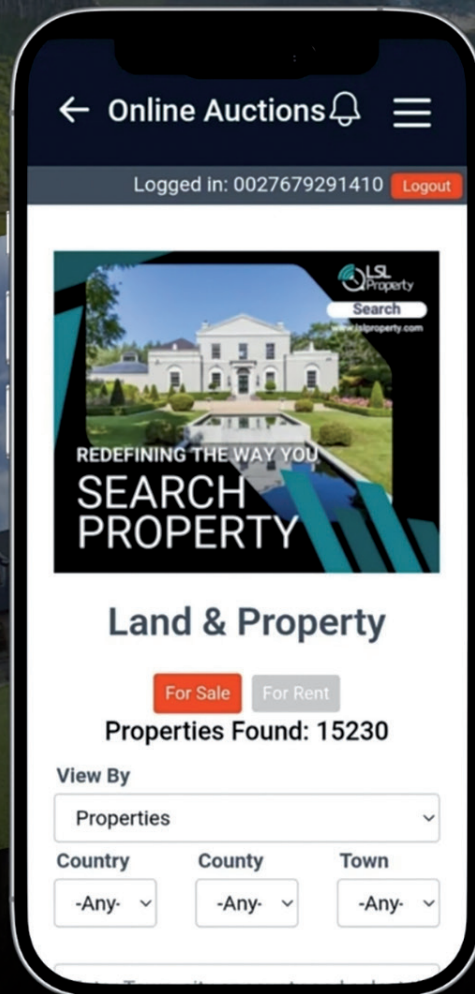
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AN *(Unpleasant)* WALK DOWN MEMORY LANE



Tommy Barker, property reporter at the Irish Examiner, looks back at the realities of selling in 2007.

Memory Lane has many twists and turns, and going back around the bends, dips and rises can be charged with emotions, both good and bad.

Some recollections might be best left soundly in the past – such as the years 2006 to 2008 when the Irish property market came to its peak, then tanked. The subsequent rollercoaster ride left many broken or bankrupt, sick and sorry or, for those who got off more lightly, merely in a spin.

It was a case of some disconcerting spins for this writer, as our former family home literally on a leafy country lane appeared back up for sale this month, some 20 years after we departed, and it was looking good, thankfully.

Flashbacks came fast and furious back to the market's turning point in 2007, as part of a property chain that saw at least three parties all happily (or, naively?) going for the ride, for various 'life-chapter' house move reasons.

OPPOSITES ATTRACT

We were moving from a one-off upgraded country farmhouse to city suburbs for convenience for the expensive education years, so pretty much a relocation choice at the time.

Curiously, going in the opposite direction were 'our' buyers, who had wanted the rustic experience for their two younger children, and who were selling a three-bed semi-d in

the settled suburbs near where we were buying.

Next in the chain link were an older couple buying from 'our' buyers, who sought to trade down from a substantial terraced period city house and who'd agreed to buy the middle couple's semi-d.

We must all have been blinkered, as this was mid-2007, but no-one blinked, and bidding went bananas on the bunch.

Market sentiment had already started to shift from 2006, when 90,000 new homes were built, interest rates had started to inch up, and only a small handful of economists and commentators had started sounding alarm bells of overheating and oversupply.

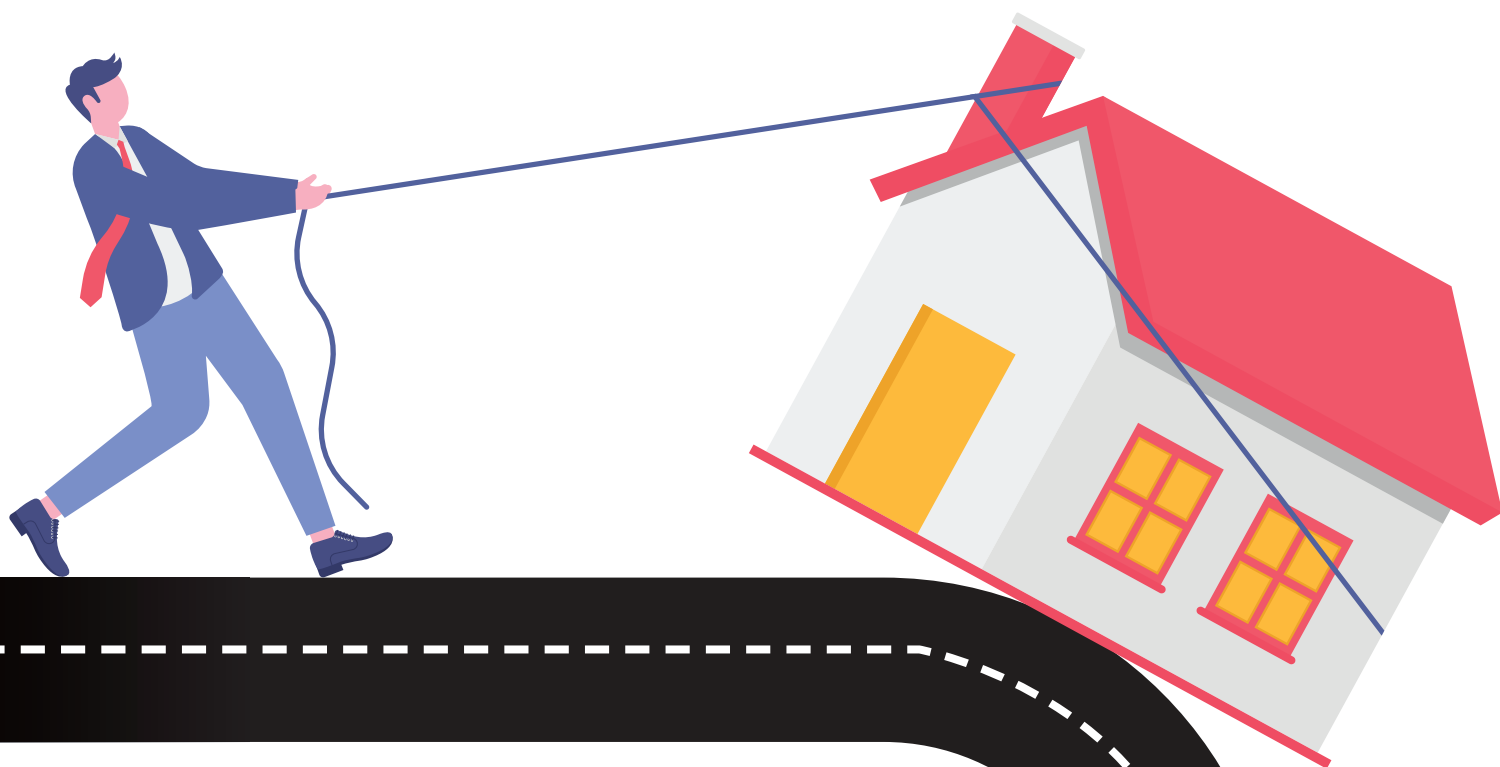
Thicko here was still in the 'soft landing' school of thought. We got 'out the gap', selling well for what for the next decade, post-turn, seemed like stupid money, as did the other two in the chain.

But, naturally we all then bought straight away, at peak values still, each prepared to spend big again on what we'd all paid handsomely (stupidly) for.

The further rub was the rate of stamp duty, incredibly at the time as much as 7 – 9% for homes worth over €381,000. Between the three of us in the chain, with a trio of deals worth a hefty €1.8m combined, the State coffers had benefited to the tune of €130,000.

OUCH

For sure, that €130,000 we three movers stumped up hurt at the time, and added salt



to later wounds, especially since in 2006 then-Tánaiste Michael McDowell's asserted that "the Government doesn't need this massive flow of stamp duty from house purchases." At that stage, in a rampaging 'boomier' market, stamp duty revenues were running at €2.6bn to €3bn annually.

That 'unnecessary' €3 billion per year (funny, none of us got a refund after house values slumped 50% over the next few years) today pales by comparison with, say, the €30bn a year flowing into the Exchequer from corporation taxes... and which, in a surreal twist, the Irish Government famously tried hard not to take €13 billion of it from Apple, fighting the EU over several years before eventually, eh, finding a home for it, and for lots more to come.

One of the few upshots of the property crash was the Government reducing residential stamp duties to 1%, and to 2% over €1m from the top punitive rates of 7 - 9%.

Thus, the next buyers of our old family home will have less of a tax take on their move than we all had 20 years ago, while the now-downsizing vendors will gain also if they need to buy.

However, the market here often only swaps one dysfunction for another, with too-high prices in both sale and rentals underpinned by the supply/demand imbalance, and all this at a time of gradually reducing confidence due to

international economic uncertainties, among other challenges.

The traditional housing ladder now has a few missing rungs, or fewer step over a lifetime: not only is the first rung up a bit too high for comfort for first-time buyers (€500k for a three-bed semi-d?), but first time buyers are now typically in their mid to late 30s, compared to the say 28 to 30 year old as was more typical some 20 years ago.

HISTORICAL LESSONS?

Our own experiences from 2007 and the fallout probably added years to us, more than our chronological years, as happened to most of the nation over a certain age (and the majority of IPAV members too) can attest. It's a scar maybe not as deep as the Famine, but it sure did result in a number of hungry years for Irish families.

The arrival for sale this month of our former family property (and, the return of bridging finance, which we'd needed back in '07) prompted a raft of Memory Lane meanders, among them the prosaic nosiness about the asking price today, as well as philosophical doubt of the quote from the 1950s book *The Go-Between* by writer LP Hartley, "is the past really a foreign country? Do they do things differently there?"

Do we learn anything from history, even recent history? Despite the fact the Irish house market is now back about 110% or

120% above market peak in 2007, the house has an AMV some 10% lower than what it sold for two decades back. And, that's irrespective of their further spending/ extension.

Here's hoping the vendors clean up pricewise, at least in line with the market's overall 'recovery'... and may there be soft landings for everyone else in the audience.

WILL NEW SURVEY SUIT AGENTS IN SOME TOWNS MORE THAN OTHERS?

Donal Buckley breaks down the statistics relating to the different type of urban areas.

Estate agents may have to rejig their thinking when it comes to their definition of Location, Location, Location, or in other words, buyers' most sought after areas.

A new report from the Central Statistics Office provides a valuable statistical insight into property activity and lifestyles in six different types of Irish areas. Of urban categories in addition to cities, there are also two types of towns: Independent Urban Towns and Satellite Towns. Three types of rural areas range from rural areas with high urban influence to those with medium urban influence and to remote rural areas.

Some of the findings from the report entitled 'Urban and Rural Life in Ireland 2025' could be interpreted as indicating that it is better for people to live in commuter towns rather than in Independent Urban Towns (IUT's) with the latter defined as towns where less than 20% of the population commute. They include towns such as Dundalk, Sligo, Tralee and Wexford.

Of course, such generalisations are completely unfair and, as any agent will explain, most towns are different and variations affect the lifestyle and ambience, not only of the town, but of areas within the

towns. Nevertheless, the findings present food for thought for both house hunters and agents.

Despite the perception that cities are showing fastest growth, in fact the largest population increases were recorded in commuter towns or as the report categorises them Satellite Urban Towns (SUTs). Between 2016 and 2022 those towns saw their populations grow by 12.2%. They were closely followed by IUT's at 11.5% which is much faster than the State average growth of 8.4%.

A key factor behind the population growth of satellite towns appears to be house supply, as builders respond to demand in these towns which accounted for 38,524, or the largest proportion 29%, of all the dwellings built in a housing scheme over the years 2011 to 2025.

However Independent Urban Towns (IUTs), in other words towns where less than 20% of the population commute, appear to be catching up and indeed becoming the main location for new housing supply. This is reflected in the figure for 2025 alone when IUT's accounted for 75.9% of all new builds. In 2025, there were 4,602 houses completed as part of a scheme in IUTs, compared to



3,481 in SUTs.

But those contrasts should not be taken as absolutes. In fact what may be happening is that a number of IUTs may be moving to becoming SUTs.

Take for instance Drogheda, which is categorised by CSO as an IUT, partly because as Ireland's largest town, it has a population of more than 44,000 but less than 20% of them commute to Dublin. Irish Rail plans to extend its Dart service to Drogheda and with increased frequency grow its capacity for thousands more passengers. Already housing developers are working on meeting the expected increased demand and construction is underway on about 6,000 new homes in its catchment which would also include rural areas with a high urban influence.

Of course it could be said that this Dart intervention is an exception but in fact for



decades, especially since the coming of motorways, towns like Carlow, Portlaoise, Mullingar have been described by some local estate agents and property writers as part of Dublin's 'wider commuter belt' even though the CSO still considers them to be IUT's.

But then again, perhaps those writers have been exaggerating the influence of commuting on demand for housing in those large county towns.

Why should it matter whether a town is classified as an IUT or as an SUT? Well the reason is reflected in some of the lifestyle aspects of the survey.

Those living in SUTs had the highest median annual equivalised disposable income in 2024 at €36,981 compared to the state median of €29,996.

In contrast, the highest unemployment rate in Quarter 1 2025 was 5.9% in IUTs while the lowest was 2.2% in rural areas with high

urban influence. The unemployment rate for the State for this period was 4.3%.

In 2022 just over half (53.2%) of people described their health as very good and people living in rural areas with high urban influence were more likely to say their health was very good, at 58.4%. However those living in IUTs had the lowest proportion at 48.5%.

While the highest proportion of people with a third-level degree or higher in 2022 were in cities at 40%, they were closely followed by the SUTs at 38.1%.

So as those house hunters, who wish to commute to work in cities, shop around for which town they should live in, will they consult this survey? Indeed, will estate agents who sell dwellings in SUT's dip into the survey to find marketing nuggets with which to boast the advantages of living in their towns?



Donal Buckley

Property Columnist,
Irish Independent



Talking Heads

Meeting Review

Three of our members recently attended the Informal Oireachtas Committee Meeting on Property Market Reform hosted by IPAV, titled *“Examining the ESRI Report – Buying and Selling Property in Ireland: Behavioural Evidence on Bidding Systems, Stressors and Market Comprehension.”*

We asked them to provide a short reflection on their biggest takeaway from the meeting.



Janet Carroll

Janet Carroll Estate Agents

“I find these meetings worthwhile and value shaping strategy and policy. The buyers’ agents concept is a valuable service, and I believe it will become the next big thing. Buyers deserve professional support for such a significant purchase, and a buyer’s agent can save time and money with expert guidance. The Irish buying system is more complex than most countries, is more stressful and there is a lot more negotiation. In France for example, the asking price must be accepted if offered. Andrew Rhatigan was an intern with Janet Carroll Estate Agents for five years, and he’s blazing a trail in his field. His presentation was excellent. I also worked with Robert Hoban at Savills – another outstanding professional. Regarding Online Bidding, I question its impact on trust and service quality. It risks diluting our role, invites fraudulent offers, and reduces staffing. Ireland’s lower fees worsen undercutting and standards, a concern alongside AI-driven automation.”



Ken MacDonald

Hooke & MacDonald

“This is a very good forum for highlighting important issues that Oireachtas members might not otherwise be aware of. It was well attended by a cross section of deputies and senators. I was very impressed and enthused by the quality of the presentations, particularly the innovative and practical solutions for ensuring transparency and trust in the bidding process, as well as providing excellent advice on how consumers can navigate a successful and safe path to a property acquisition and avoid the pitfalls. It was made clear that, in an evolving market, with increasing use of social media and AI in the profession, it is imperative that the integrity and transparency of the bidding process is achieved so that prospective purchasers can have full confidence that they and competing parties will get equal opportunities to acquire a property.”



Jennifer Buckley

Buckley Estate Agents

“My biggest takeaway from the meeting was the clear need for greater consistency within the property bidding process. The discussion highlighted how improved communication, clearer procedures, and better consumer education could reduce stress and uncertainty for buyers and sellers. A more streamlined process would benefit all parties involved, helping transactions progress more efficiently. In particular, the ability for purchasers to view bids online provides valuable visibility and reassurance. Traditionally, estate agents have acted primarily on behalf of sellers. However, the growing role of Buyers’ Agents is helping to reshape the property market by providing representation and guidance for purchasers. Buyers’ Agents support clients through every stage of the buying process. Helping buyers make informed decisions and avoid mistakes. At our company, we see Estate Agents support both buyers and sellers, we’re helping to make the property process smoother, less stressful and more successful for everyone involved.”

INCREASING THE SUPPLY OF HOUSES IN TOWNS AND CITIES

“Genevieve McGuirk, the CEO of IPAV, describes the housing shortage as one of the most severe challenges Ireland has faced in decades.”



Philip Lee, Chair of the Vacant to Vibrant Building Alliance, explains the proposal that would create more homes.

Genevieve is right. The backlog of 250,000 homes identified by the Housing Commission is growing by the day. We struggle to meet the ESRI estimated annual demand of 44,000 new homes each year.

However, there is light at the end of the tunnel.

Last November, the VVBA (Vacant to Vibrant Building Alliance) published detailed proposals, which if adopted will ensure the supply of new homes in towns and cities. The proposals will incentivize the refurbishment of derelict commercial and residential buildings and the conversion of above the shop premises to homes. We estimate 120,000 to 200,000 homes can be created.

The recent IPAV/HAI survey members shows that 75% of members see an increased demand for living in the centre of towns and cities and 70% see a shift in attitudes towards living above the shop.

In light of the enormous advantages to living in the centre of towns – easy access to shops and a short walk or cycle to work – this survey result is not surprising.

While there is still a need for a strong political push to ensure the adoption of these proposals, considerable progress is being made. We believe the Department of Housing is supportive of the proposals.

There are four key proposals. The first is to fund the establishment of multi-disciplinary teams in the housing sections of all local authorities so they can lead by example, and support owners in the

process. Local authorities must have specific adaptive reuse targets and be tasked with using existing legislative mechanisms to bring these units back into use. With the right resources, projects can be bundled, supporting the rejuvenation of towns and cities across the country.

Secondly, remove inappropriate restrictions which limit access to the current “vacant homes” scheme to individuals, and allow small businesses to avail of it. These properties are often owned by small companies, perhaps your local convenience shop or hairdresser. The grants must be adjusted so that it is proportionate to the number of units being provided. These we have partially achieved – as of April 2026 the new grants for above shop are increased to €90k for the first unit and an extra €20 to €40k for the next one or two units. Of course there should be no upper limit. We need all these units.

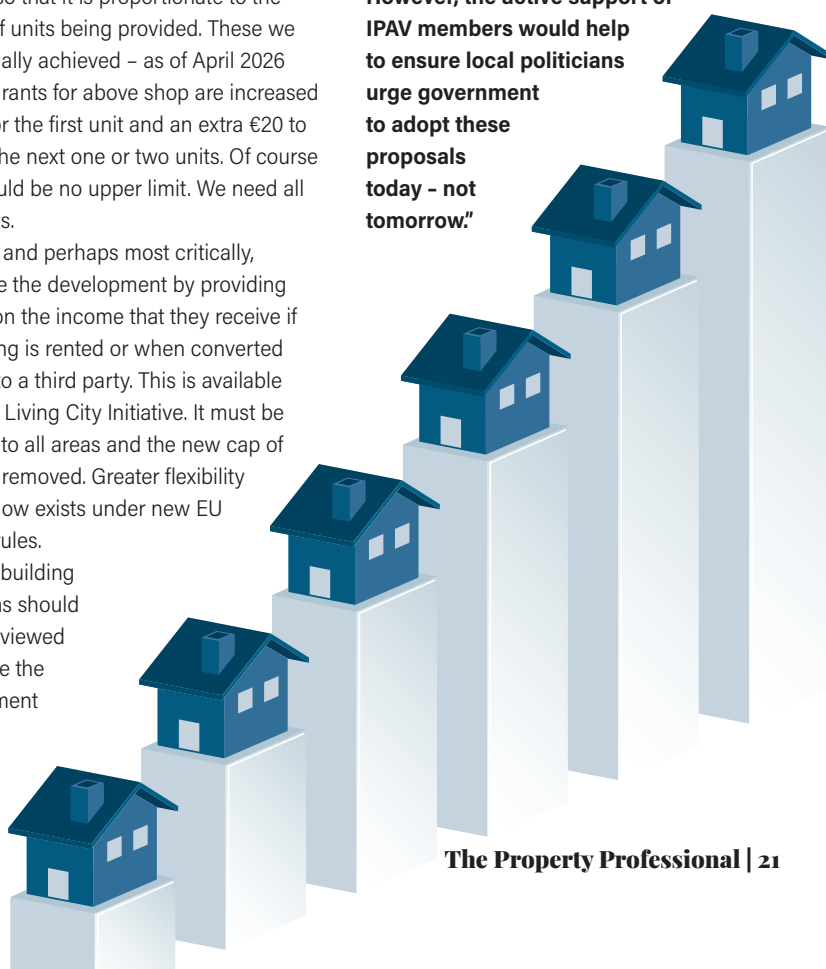
Thirdly, and perhaps most critically, incentivize the development by providing tax relief on the income that they receive if the building is rented or when converted and sold to a third party. This is available under the Living City Initiative. It must be extended to all areas and the new cap of €300,000 removed. Greater flexibility to do so now exists under new EU state aid rules.

Finally, building regulations should also be reviewed to facilitate the refurbishment of these units.

Enormous work is being done on these Technical Guidance documents, and we are confident many of the hurdles can be removed. However, there are already several solutions – though they are difficult to find in the 900 pages of technical guidance. Not every local authority interprets the guidance in the same manner. This is why coordination and assistance by local authorities is critical.

The good news is we can deliver homes where existing infrastructure already exists. As the recent survey shows – this is where demand lies.

However, the active support of IPAV members would help to ensure local politicians urge government to adopt these proposals today – not tomorrow.”





Insights from the IPAV Lead Valuer

Supporting Valuers in Practice



By **Tony Wallace BSc. (Hons), MSc., FHEA, MIPAV, REV,**
Lead Valuer, IPAV

One of the most rewarding aspects of my role as Lead Valuer for IPAV is the regular engagement I have with members who are navigating real world valuation challenges and have questions to ask. Valuation theory is one thing; applying it in practice is another entirely.



The Type of Questions Valuers Ask

Life interests and rights of residence

By far the most frequent queries relate to probate, family transfers, and Fair Deal valuations where a life interest or right of residence exists. Common questions:

- Which interest should be valued?
- Which age multiplier applies?
- Should the market value be reduced by a percentage or calculated actuarially?

Historic and retrospective valuations

Many valuers are asked to provide market values going back decades for Capital Gains Tax, probate, or Department of Social Protection reviews.

- How to source evidence from the 1970s, 80s or 90s
- Whether inflation indices can be relied upon
- How to evidence "best efforts" where data is scarce

Development and land valuations

These often involve complications such as:

- Zoned land with little prospect of planning permission
- "Reserve" or Tier II lands under a County Development Plan
- Development land where residual values are negative
- Brownfield sites, access issues, or planning constraints

Leasehold and investment properties

- Valuing leasehold interests with short or long unexpired terms
- Term and reversion calculations
- Ground rents, lease extensions, and virtual freeholds

Specialist or non standard assets

These include quarries, creches, forestry land, businesses as going concerns, public buildings, and agricultural holdings with unusual structures or entitlements.

Professional practice and risk

Increasingly, members contact me about:

- Whether they are sufficiently qualified to accept an instruction
- Professional indemnity exposure
- When to decline or step away from a valuation
- The correct use of assumptions, special assumptions, and disclaimers

How I Approach These Queries

My starting point is always the same → **CLARITY**

Before discussing methodology, it is critical to establish:

What exactly is being valued

- The purpose of the valuation
- The legal interest involved
- The valuation date
- Whether the valuer has the competence, resources and PI cover to proceed



From there, the guidance generally focuses on three core areas:

1

Evidence and Methodology

Market evidence is always prioritised. Where evidence is limited or imperfect, the valuer must be able to demonstrate that:

- Reasonable steps were taken to obtain it
- Any assumptions made are clearly stated and justified
- The chosen valuation method is appropriate to the asset and instruction



2

Standards and Compliance

Whether a valuation is being completed to European Valuation Standards (EVS) or not, the principles of transparency, consistency and accountability apply. In many cases, guidance involves:

- Selecting the correct approach (comparative, income, residual, contractors, etc.)
- Explaining adjustments clearly rather than relying on "rule of thumb" percentages
- Ensuring reporting stands up to scrutiny from solicitors, Revenue, lenders or auditors



3

Knowing When to Say No

Some of the most important conversations I have with members are about not proceeding. There are times when the correct professional decision is to decline an instruction particularly where:

- The valuer lacks sector specific expertise
- The risks outweigh the fee
- The client's expectations are unreasonable or unrealistic



Why This Matters

These conversations are not about catching people out or second guessing judgment. They are about supporting members to:

- Protect themselves professionally
- Produce defensible, evidence based valuations
- Maintain confidence when challenged
- Uphold the reputation of IPAV valuers collectively



AN OPEN DOOR TO IPAV MEMBERS

I would strongly encourage any IPAV member who is unsure about a valuation no matter how big or small the issue may seem to get in touch. Very often, a short conversation or email can save hours of uncertainty and significantly reduce professional risk.



MEET THE IPAV BOARD

A few words from our newest Board Members

The IPAV Board has seen some changes recently – four new members have been elected to the board, while four board members departed. We extend our sincere thanks to retiring Board Members Paddy Carroll, Eamonn O’Flaherty, Lisa Kearney, and to Immediate Past President Fintan McGill for their dedicated service. Congratulations to Nicola Williams, Julian Cotter, Con Nagle, and Adrianna Hegarty on their election to the IPAV Board. We asked them: “What’s one thing you want members to know about how you can support them?” Here’s what they had to say...

Adrianna Hegarty *Hegarty Properties*

“Property is ultimately a people business, and throughout my career I have been fortunate to work across a range of markets, from Dublin and Cork to Cyprus and California, before establishing my own independent agency 20 years ago. Having experience in residential, commercial and agricultural property, I understand the diverse challenges and opportunities facing our members. One thing I want members to know is that I am approachable and accessible. I am committed to listening to members, sharing knowledge gained from both corporate and independent practice, and helping ensure that the voice of property professionals is represented at every level.



Nicola Williams *Bergin Property Consultants*

“As one of relatively few female managing directors in Irish residential agency, I am a strong advocate for professionalism and independent practice. Joining the IPAV Council at a pivotal moment for the profession, I am keen to ensure that the voice of the boutique, owner-led firm is well represented as the industry navigates significant shifts in regulation, legislation, and technology – and that smaller practices are neither left behind nor overlooked in those conversations.”



Con Nagle *Global Properties*

“Operating in a competitive, 24/7 industry, it’s easy for estate agents and valuers to view one another strictly as competition as we compete for instructions on a daily basis. However, as a new IPAV Board member, I believe we can achieve more by working together to elevate our profession. Estate agents need to be seen as the first profession people call with a property related query. We need to work collectively to actively demonstrate our value to clients ensuring that our specialized property knowledge and expertise is both recognized and properly rewarded.”



Julian Cotter *Sherry Fitzgerald*

“With 25 years of experience in the Irish property industry, I am committed to supporting my fellow IPAV colleagues through knowledge sharing and collaboration. Having worked across various market cycles and industry challenges, I can offer practical guidance, professional insight, and a balanced perspective to help others navigate their careers. I believe in a culture of continuous learning, always encouraging best practice, and promoting high professional standards throughout the property sector. By being approachable and supportive, I aim to help colleagues build confidence, develop their skills, and achieve their goals. The IPAV is a great team and together, we can strengthen our profession, enhance client service, and contribute positively to the future of the property industry.”

IPAV Board Members:

- Kay McGuire
Galway Property Services, Co. Galway
- Liam Quain
Sherry Fitzgerald Quain, Co. Westmeath
- John Kennedy
Casey Kennedy Estate Agents, Co. Dublin
- Keith Duffy
DNG Duffy, Co. Louth
- Niamh Giffney
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- Colm Farrell
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- David J Mc Donnell
Property Partners McDonnell, Co. Westmeath
- Frank Moore
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- Tom Crosse
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- Sonia Harvey
Sherry Fitzgerald Conor McManus, Co. Monaghan

EDI:

Do You Make Enough Time For Yourself?



Lisa Kearney creates small, practical resets for a profession that never really switches off

As long days and demanding workloads continue to shape the property industry, mindfulness is becoming more than just a buzzword for estate agents. Simple habits like mindful walking, short breathing exercises, phone-free breaks and active listening can help reduce stress and improve focus throughout the working day (and beyond).

Even small changes – from taking five minutes to reset between appointments to stepping away from constant notifications – can make a noticeable difference in wellbeing and client communication.

We know this can be tricky – after a long day, sometimes the simplest way to unwind seems like it would be to plop on the couch with the TV on, and your phone close to hand in case a client calls (or emails).

The good news is, now is the season where this comes a little easier. With evenings getting longer and brighter, it's the perfect time for estate agents to make space for simple mindfulness activities after work. Suddenly, going for a walk in the evening seems a whole lot more appealing than it would in the winter months, when it starts to get dark at 4pm.

But how are your current activity levels? We've put together a short, lighthearted quiz, so you can see how you're faring. It might be better (or worse) than you think!

When was the last time you took an evening walk after work?

- A:** In the last few days
- B:** In the last few weeks
- C:** I honestly can't remember

How much time do you think you spend outdoors every day?

- A:** At least a couple of hours
- B:** Maybe an hour
- C:** Probably less than an hour

Do you make sure you have phone-free time each day?

- A:** Absolutely – I make it a priority
- B:** I usually do, but not on purpose
- C:** Definitely not – I need to be available at all times!

Do you prioritise a social life, without any work chat?

- A:** Absolutely – I make plans with friends regularly
- B:** Sometimes, but it's hard to fit it in
- C:** It's not a priority – I have a lot on my plate

Mostly As: You're doing great!


Mostly Bs: You're definitely on the right path

Mostly Cs: There are a lot of people in the same boat, but there are plenty of easy steps you can take to make yourself and your wellbeing a priority.



Here are a few handy ideas that might give you a bit of 'get up and go'...

- **Evening walks:** Leave the phone behind and take a slow walk to reset after a busy day.
- **Make an appointment:** Whether this is for a gym class, or meeting a friend for a walk, it's a lot harder to cancel when you're held accountable.
- **Outdoor yoga or stretching:** A simple way to release tension built up from long hours and driving.
- **Gardening or balcony planting:** Spending time outdoors can help reduce stress and improve focus.
- **Evening journaling:** Taking 10 minutes to reflect on the day, wins and goals for tomorrow.
- **Coffee catch-ups without work talk:** Meeting friends or colleagues and consciously switching off from property chat.

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

Wellness doesn't require major change. In a fast-paced, client-facing role, small, consistent resets can make a meaningful difference. Aim to carry one positive habit forward into next week, and see how good it makes you feel.

Events

RIGHT: Maria Walsh, MEP.
BELOW: Joanne Geary.
BELOW RIGHT: David Rouse
and Kay McGuire.



ABOVE: Genevieve McGuirk, Kay McGuire
and Carol Tallon. RIGHT: Ronan Lardner.
BELOW: Gill Carroll.



ABOVE: David Reynolds, Genevieve
McGuirk and Gerardine Reynolds.



— EVENTS —

CONNECT

Highlights of the IPAV calendar



**IPAV Annual Business
Conference**

Galway Bay Hotel
15th May 2026

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 the Galway Bay Hotel 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.

ABOVE: Standing Ovation for Kay McGuire.



LEFT: Finbarr Filan.
RIGHT: Maria Walsh
and Janet Carroll.



RIGHT: Liam
Quain, Kay
McGuire
and John
Kennedy.



ABOVE: Kay
McGuire and
Lisa Kearney.
LEFT: Valerie
Mogerley,
Genevieve
McGuirk,
Kay McGuire,
and Jakub
Polanski.



ABOVE: Fintan McGill, Kay McGuire and
David McDonnell. RIGHT: David Howard.





LEFT: Maria Lehane, Joanne Geary, Ciaran Hand, Niamh Briody, Sophie Halligan and April Geraghty. ABOVE RIGHT: Kay McGuire and Family.



IPAV Gala Dinner

Galway Bay Hotel
15th May 2026

Thank you to so many members and guests who attended this year's Gala Dinner, where everyone had the opportunity to relax and catch up with friends and colleagues. On the night, excellent speeches were given by Kay McGuire, IPAV President, who captivated the room and Bernard O'Shea, our evening guest speaker who filled the room with laughter.



ABOVE: Brian Cadwell, Celine Geraghty, Katherine Fogarty and Brian Fogarty. RIGHT: Gerard O'Toole, Bernadette Denby, Kay McGuire and Eileen O'Driscoll.



ABOVE: Lisa Kearney, Kay McGuire and Katherine Martin. BELOW: Ed McDonald and Maureen Cirolan.



ABOVE: Sunny Fahim, Chamee Fahim, Gerard O'Toole, Bridget Campbell and Paul Campbell. TOP RIGHT: Genevieve McGuirk, Kay McGuire and Bernard O'Shea. RIGHT: Maria Nagle and Con Nagle. BELOW RIGHT: Pearl Crosse and Tom Crosse. LEFT: Niamh Giffney, Ailish Wall and Sonia Harvey.



LEFT: Kay McGuire and Cyril Murtagh. RIGHT: Mairead Foley, Carol Tallon, Claire Connolly and David Howard.





THE BIG DEBATE: Modular Homes

Each quarter, we ask our members a question and get the inside scoop on your thoughts and opinions on a hot topic. For this edition of the magazine, we focused the hot topic issue of modular homes. Here is what you had to say...

Do you think planning permission exemptions for modular homes should be broadened to allow rental accommodation for people outside the family?



54%
Yes



46%
No

What you said...

Could you outline a negative impact of modular homes?

"They are not a long-term solution – more homes are what is needed. Masking with a plaster on a quick temporary fix is not the solution."

Tracey Reidy Resource Property Management (RPM)

"The impact it may well have on the quality of existing residential developments whereby the quality of the modular unit could have a detrimental effect. Modular homes by nature will deteriorate a lot faster than the existing residential accommodation."

Joe McPeake, McPeake auctioneers

"They can create tension with neighbours, particularly around increased density, construction disruption, and strain on local infrastructure like parking and access. In terms of property values, the impact is not always immediate or clear. It may affect valuation depending on how the development is integrated and how the area is perceived long term. If it leads to overcrowding or reduced amenity, it could put downward pressure on nearby property prices."

Sylvester McCarthy, Benchmark Property

And what about a positive impact?

"Creating more housing stock in the short term."

Paul Stack, Sherry Fitzgerald Stack, Abbeyfeale & Listowel

"The more expensive modular homes would be made to last and to my knowledge be Irish and aware of planning regulations. They will still be quick to install and help those in need of housing."

Kathleen Walet, KW Properties

"Ideal for an elderly relative and can help first time buyers to save rather than rent."

Eamon O'Flaherty, Sherry Fitzgerald Brady O'Flaherty

"Will help alleviate the shortage in the short term."

Oates Auctioneer's Ltd

Do you think the public are aware of the costs associated with purchasing and installing a modular home?



What you said...

What impact do you think a modular home will have on the value of the property?

"A modular home may add value where it provides useful additional accommodation or living space. However, its impact on value will depend on purchaser demand, planning compliance and whether the additional space is considered beneficial by future buyers."

Sue J Brant, Brant & Co Property Consultants

"Modular home will have a negative effect on value of the main property."

Michael J Farrelly, MIPV MMCEPI Sherry FitzGerld Davitt & Davitt

"A modular home can provide added value to an existing home by providing a rental income opportunity and a flexible additional living space, either to facilitate the existing family or perhaps provide a rental income."

Sonia Harvey, Sherry Fitzgerald Conor McManus

"The property will not increase in value equal to the cost associated with installing the unit. Modulars won't hold their values like the main dwelling."

Kevin Kirrane, APP Kirrane Auctioneering



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.



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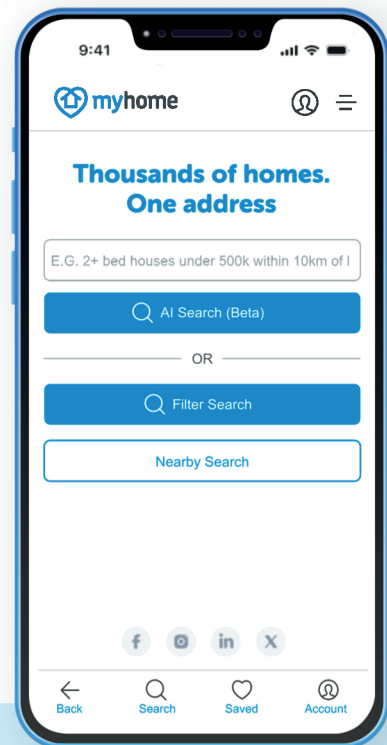




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