IPAV Newsletter October 2026 Vol. 161

Budget 2027 Analysis Webinar



Join IPAV and PFK Brenson Lawlor for a timely review of the key measures announced in Budget 2027 and their relevance to the profession.

Guest speakers **Kevin Hendricken and Ciara Dillon, Directors at PFK Brenson Lawlor**, will provide

an overview of changes affecting personal taxation, businesses and SMEs, housing, and property.

We look forward to welcoming IPAV members online for this informative session. **Click here to Register**

Please note: This is an information-only webinar and does not qualify for CPD hours.

IPAV European Valuation Conference & Trade Expo

European Valuation Conference & Trade Expo – 20th October, Croke Park

With just weeks to go, don't miss IPAV's European Valuation Conference & Trade Expo, bringing together leading speakers and industry experts to explore the key issues shaping valuation and property markets in Ireland and Europe.

Speakers include **David W. Higgins, Bill Kelleher MEP and Ivan Yates**, alongside expert panel discussions on the property market, housing delivery and lessons from real-life valuation cases.

Places are limited – Click here to secure your ticket today.



Tech Tips



Under rules set by the Advertising Standards Authority (ASA), AI in ads is permitted so long as this is clearly stated, and the real images are available "in proximity".

Where agents are using AI to improve the presentation and visual quality of the photographs posted in a listing, they need to ensure that they comply with these rules and amend any current adverts that deviate from them.

Work Placement Hours for Students

Support the Next Generation of Property Professionals

IPAV members and graduates are invited to support students undertaking the Higher Certificate in Real Estate at TU Dublin as part of their Professional Practice module.

We are seeking members who can offer in-person placement hours, giving students valuable hands-on experience in a professional environment. Even a small number of hours can make a real difference.

We are also looking for volunteers to deliver a one-hour online webinar on one of the core competencies students develop during their two-year placement.

Share your experience and help support the next generation of property professionals – and future IPAV members!

To offer placement hours or deliver a webinar, please contact Glenn.Mehta@TUDublin.ie.



Work Placement

Opening Doors Through

WORK PLACEMENT

When our members open their doors to students on work placement, everyone benefits. Students of our Higher Certificate in Business in Real Estate, Valuation, Sale & Management gain experience, build confidence, and learn to put theory into practice. Employers enjoy fresh perspectives, new energy, and the satisfaction of guiding the future faces of the industry. We caught up with both sides to hear how these placements are building skills, relationships, and adding real value to our profession. By opening your workplace to a student, your time and guidance can help shape the next generation of our profession.

The Graduate

Suzanne Wafer, Graduate of the Higher Certificate in Business in Real Estate, Valuation, Sale & Management

Biggest skill or insight gained?
The biggest insight I gained was how valuable it is to learn directly from professionals in the field. By observing and engaging with the team, I developed a clearer understanding of how course concepts are put into practice in real situations.

Any surprises or inspiration?
I was pleasantly surprised by how open and supportive everyone was when I asked questions. It showed me that curiosity is welcomed in the workplace, and it inspired me to be more proactive in seeking out knowledge.

How did it help you apply your course learning?
I was able to connect what I've learned in class to real-life situations by asking questions directly related to my course. This helped me understand how the theory I'm studying actually applies in practice.

Top tip for making the most of placement?
Ask as many questions as you can and don't be afraid to show interest. The more curious and engaged you are, the more you'll learn and the more confident you'll become in your field.

Members' Views

Brian Lynch MIPAV, IU Byrne Estate Agents

Biggest benefit of having a student on placement? The most obvious one is an extra pair of hands and eyes, supporting the other members of staff and freeing up the full-time staff to do other stuff knowing there is someone else to help.

What's been the biggest surprise? A great surprise has been seeing the change in people as they spend more time with the company, and seeing them increase their understanding of how to be a good property professional. Also, how grateful they are with the support and experience they get while on placement with us.

Why should others offer placements? Guiding and helping people in the early stages of the development as a property professional is a great reward in itself, knowing you are helping to shape what you hope will be a great estate agent in the future.

Eoin Power MIPAV, Ray Cooke

Biggest benefit of having a student on placement? Getting to know a person and their personality firsthand, but also understanding what their capabilities and drivers are.

What's been the biggest surprise? We have been very lucky in that around 75% of the students have ended up working for us and the work placement was like a long winded interview. I would have never envisaged this at the beginning.

What made you get involved? I actually completed the IPAV course myself a good number of years ago, and saw the benefit of the work placements, albeit from the other side.

Please contact IPAV to find out how you can get involved in offering a placement.

Registration Now Open for IPAV's 2026 Online Lettings & Residential Conference



Registration is open for IPAV's 2026 Online Lettings & Residential Conference taking place Wednesday 18th November. This online event offers key updates for Residential and Letting agents throughout the sector.

The cost is €75.00 per person for IPAV members and €100.00 for non members. This event will provide 4 TEGOVA CPD hour for REV and REV-RESI (formerly TRV) Members. Further details and a link for Registration will be shared with IPAV members in due course.

Florida Realtors Networking & BBQ



IPAV is delighted to welcome **Florida Realtors to Ireland on Monday, 12th October**, and we would like to invite members to join us for an evening of networking and a BBQ at IPAV Head Office.

This event will provide an excellent opportunity to meet Realtors from across Florida, establish new professional contacts and strengthen the links between IPAV members and our colleagues in the United States.

Florida Realtors Networking & BBQ

🗓️ Monday, 12th October 2026

🕔 5.00pm – 8.00pm

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

If you would like to attend, please email jakub@ipav.ie to confirm your attendance.

IPAV Residential Property Price Barometer

IPAV Residential Property Price Barometer Results January to June 2026 was sent out to all members on 8th September.

The Barometer should assist Valuers by providing them with recent, market-driven comparable sales data that can form a baseline or check when valuing properties or advising sellers.

IPAV Barometer on Website



IPAV 2027 Diary: Pre-Orders Now Closed

Thank you to all Members who pre-ordered their IPAV 2027 Diary. All orders will be dispatched early December.

Property Industry Excellence Awards

The **KPMG Irish Independent Property Industry Excellence Awards** are a benchmark for excellence in Ireland's property sector, recognising and celebrating outstanding achievements across the industry.

Entries are now open across **ten award categories** and will close on **Friday, 9 October**. Winners will be announced at the **Gala Dinner** at the Clayton Hotel, Burlington Road, Dublin, on **Thursday, 5 November**.

For award entries and gala application **click here:**

PTSB Valuer Portal updated to reflect new BER Categories

A simpler Building Energy Rating (BER) scale came into effect on 24 May 2026, aligning Ireland's ratings with EU standards, making them easier to understand and compare and align with EU Energy Performance of Buildings Directive (EPBD).

The BER scale is now simplified to the following categories: A0, A, B, C, D, E, F, G. All sub-categories (such as B1, B2, B3) were removed, reducing the number of rating levels from 15 to a more user-friendly 8 and a new A0 category was introduced for the most energy-efficient homes that do not use fossil fuels.

To reflect the increasing prevalence with which new BER certificates are being received by the PTSB, their Valuer Portal has been updated to reflect the simplified BER categories, with effect from 25th September 2026.

Speed-Deed: Get Your Sellers Contract-Ready Before Sale Agreed

Delays caused by missing title deeds, planning documents or unresolved property taxes can create uncertainty and put agreed sales at risk.

Speed-Deed helps sellers prepare for contract before a buyer is found. A simple property questionnaire creates a personalised digital workflow covering title, planning, BER and property taxes, bringing the required documentation together in a structured pack for their solicitor to review.

Speed-Deed notes that their first seller went from sale agreed to

sale completed in just 55 days. Less than eight weeks.

Agents can refer a seller in under a minute through the agent dashboard and track their progress, while Speed-Deed supports the seller directly. There is no cost to the agency, with sellers paying a current pilot rate of €99.

To arrange a 15-minute demonstration or get your branch started, contact James Meagher at **james@speed-deed.com** or visit **Speed-Deed.com**

Your New CPD Dashboard is Going Live!



Important Reminder – Retention of PSRA CPD Certificates

IPAV would like to remind all PSPs that it is their own responsibility to save and retain a copy of their CPD Certificates for the Property Regulator.

These certificates may be required for PSRA Licence renewal purposes and must also be retained for a period of 5 years in the event of a PSRA audit.

All PSRA CPD certificates issued by IPAV are sent by email from **jakub@ipav.ie** with the subject line "PSRA CPD Certificate". We recommend searching your inbox for this subject line and saving your certificates securely for future reference.

Please note that a €15 administration fee will now apply to requests for the re-issue of PSRA CPD certificates.

IPAV Members' Lunch



As diaries begin to fill up, now is the perfect time to secure your ticket for **IPAV's Members' Lunch** – a wonderful way to kick off the festive season.

This special charitable lunch in The Westbury Hotel on Friday 4th December is open to all members and their guests. It is a great opportunity for us to come together to celebrate the season, connect with colleagues and friends, and support a meaningful cause. **Click here to book tickets**

Selection of IPAV Media Coverage

Please see below linked IPAV media coverage

Sun 6th Sept, Wayne O'Connor, Irish Independent, **Four in 10 homes are bought with cash in some areas as affordability nears breaking point.**

Mon 7th Sept, Ken Murray, Irish Daily Mail, , **'Calmer Market' as house prices' rate of increase is down again**

Mon 7th Sept, BusinessPlus, **'Calmer Market' as house prices' rate of increase is down again**

Mon 7th Sept, Kevin Galvin, Irish Independent, **House prices in rural Cork growing over three times faster than in city**

Mon 7th Sept, Trevor Quinn, Longford Leader, **Average County Longford house jump in value during first half of 2026**

Mon 7th Sept, Midlands 103, **House Prices Continue To Rise As Buyers Grow Cautious**

Mon 7th Sept, Sligo Champion, **Sligo house prices rise by over three per cent in first half of the year**

Mon 7th Sept, Andrew Walsh, The Journal, **Are you trying to buy your first home? We want to hear from you**

Mon 7th Sept, Newstalk Breakfast, **The shortage of second-hand homes, speaking to Anton was Genevieve McGuirk, CEO of the Institute of Professional Auctioneers & Valuers.**

Tues 8th Sept, Ronan McGreevy, The Irish Times, **Stamp duty cut: Would it really help first-time buyers or drive-up house prices yet again?**

Sun 13th Sept, Eoghan Dalton, The Journal, **Experts warn that 'sugar rush' of scrapping stamp duty would simply inflate house prices**

Sun 13th Sept, **Neha Kumari**, The Tuam Herard, **County offers lower prices than homes in the city**

Tues 15th Sept, Sarah Coleman, Limerick Post, **Average price of four bed house in Limerick up almost six per cent**

Tues 22nd Sept, Fiona Reddan, The Irish Times, **If Irish property is overvalued, will house prices fall?**

Please see below recent IPAV Press Releases:

Sunday 6th September 2026, **AVERAGE 3.6% HOUSE PRICE INCREASE IN FIRST SIX MONTHS OF 2026 AMID MORE CONSUMER CAUTION – IPAV BAROMETER**

Wed 16th Sept, HOUSE PRICES, **ZONING AND PLANNING CHANGES CRITICAL TO BREAK DYSFUNCTION - IPAV**

IPAV

"The Voice of Auctioneers & Valuers in Ireland"

129 Lower Baggot Street Dublin 2 D02 HC84

info@ipav.ie +353 1 6785685

www.ipav.ie

www.tegova.org www.cepi.eu

www.nar.realtor

© Copyright 2026 IPAV / All Rights Reserved

“This message is for its intended addressee only. It may contain information of a confidential or legally privileged nature which should not be disclosed. Only the intended addressee may rely on the contents of this email. The email address used in this email may not correspond to the intended addressee. If you have received this message in error, please notify the sender and permanently delete the message and all copies immediately. Any review, re-transmission, dissemination or other use of, or taking action in reliance upon, this message by persons or entities other than the intended recipient is prohibited. All attachments have been scanned for viruses. However, the Institute of Professional Auctioneers and Valuers Limited cannot accept liability for any loss or damage you may incur as a result of virus infection and the Institute of Professional Auctioneers and Valuers Limited is not responsible for any loss or damage suffered by any person who accesses this email. The views expressed are those of the author only and do not necessarily reflect the views of the Institute of Professional Auctioneers and Valuers Limited or any other person and the Institute of Professional Auctioneers and Valuers Limited does not accept liability for any statement opinion expressed.

The Institute of Professional Auctioneers and Valuers is incorporated as a company limited by guarantee under the laws of Ireland with company registration number 34768 and having its registered office at 129 Lower Baggot Street, Dublin 2.”