



The IAVI and the Society of Chartered Surveyors (SCS) have jointly published new Measuring Practice Guidance Notes. Pictured measuring up at the launch were: IAVI senior vice-president Robert Ganly (right) of Ganly Walters Ltd. and John Stewart of McNally, Handy & Partners, chairman of the SCS Valuation Division. Copies of the Measuring Practice Guidance Notes can be obtained at a cost of €10 per copy by contacting the IAVI office on 01 6611794 or via email: [info@iavi.ie](mailto:info@iavi.ie).

## Launch of IAVI's Member Newsletter



As part of our commitment to keeping members up to date on events, we now launch this still unnamed bi-monthly electronic

newsletter aimed at bringing members up to date news and information, which will complement The Property Valuer.

The aim is to keep contents short and snappy so that they are quickly read and understood - time is money and we know your time is valuable.

I wish the new venture well.

John Dawson  
President

## Election prevents immediate passage of auctioneering bill

The looming general election has ended any chances of an immediate enactment of the new legislation to amend how auctioneers are licensed and regulated.

This news will not be welcomed by IAVI members, who had shown a strong wish for radical changes to be effected - and soon!

However, unlike the failure of the IAVI backed 1931 Private Member's Bill to pass into law, which saw a 16-year wait until the inadequate 1947 Act was passed, there are reasons to believe that, this time round, we will not have to wait long for change. Government approval for drafting of the Bill has been given and this process is underway. While all Bills that have not been signed into law automatically fall on a

change of government, the Property Services Regulatory Authority Bill should enjoy an early resuscitation under a new administration and, hopefully, a successful passage through the Oireachtas.

With the annual licensing renewal date of July 6<sup>th</sup> looming, however, it seems a safe bet that existing licences will have to be renewed in 2007 under the old regime - hopefully for the last time!

The delay does not stop the work of the Interim Board of the proposed Regulatory Authority under Chair Tim Dalton and Director Designate Tom Lynch, both of whom will address IAVI members at the Institute's annual conference in Kilkenny at the end of March.

## Name this newsletter and win a prize

We're holding a competition on the name of this newsletter, which is now issued under the working title "E-Zine".

The member who suggests the best name for the newsletter will win a prize of €250 in book vouchers. IAVI president John Dawson, president elect Robert Ganly, Valerie Bourke and IAVI Chief Executive Alan Cooke will form the panel which will select the winner. Should more than one member suggest the same title the vouchers will be shared by the joint winners.

Please send your entries by email to [valerie@iavi.ie](mailto:valerie@iavi.ie) by March 19<sup>th</sup>. Only IAVI fellows, members and associate members are eligible to participate in the competition.

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## Valuation Practice Note

Following a survey of Member Firms conducted some 18 months ago, the IAVI from 1st February 2007 has banned members from undertaking Drive By valuations of properties which they have not internally inspected as this represents poor valuation practice.

The Institute has also banned members from valuing properties for mortgage purposes that have been sold through the member's agency as this represents a clear conflict of interest.

Where members come under undue pressure to raise valuation figures beyond a level they deem reasonable or when they are asked to omit from a valuation report facts that should be included, but that might be detrimental to the property's suitability as security for mortgage purposes, these facts should be reported to the Financial Regulator.

## Political Meetings

The Institute held a series of meetings with four of the main political parties on January 30 and 31, which produced an excellent exchange of views on a wide variety of issues, including the draft Property Services Regulatory Authority Bill and the manner in which the Oireachtas addresses certain property issues.

These meetings were attended by the Managing Directors or head researcher from CBRE, Douglas Newman Good, Jones Lang LaSalle, Hooke and MacDonald, Lisney and Savills HOK, as well as IAVI President John Dawson and CEO Alan Cooke.

## CPD

As expected, headquarters staff have been snowed under by a deluge of completed CPD cards submitted for approval. If you have not yet sent your own CPD card in please complete and send it straight away to Noel O'Reilly at IAVI, 38 Merrion Square, Dublin 2.

Details of how to gain and record CPD hours are available on the Members' area of the IAVI web site:

<http://www.iavi.ie/Default.aspx>



*Academic Director Dr. Paul Kelly; IAVI president John Dawson and Vivienne McSherry, Assistant Director of Education & Membership with graduates at the graduation reception at DIT, Aungier Street.*

## Congratulations Graduates!

Thirty-one students graduated on Thursday, 15 February, with an Honours Degree in Property Studies, following their successful completion of the IAVI/DIT BSc (Hons) degree in Property Studies. The ceremony took place in St Patrick's Cathedral, Dublin.

The part-time Honours degree is a partnership between the Irish Auctioneers and Valuers Institute, Ireland's largest property body and the Dublin Institute of Technology. The degree programme began in 1999 with this year's class being the fourth to graduate.

Of the thirty-one students who graduated, seventeen are men and fourteen women.

*Richelle Hogan with husband John and daughters Ellen and Gillian*

Ms Richelle Hogan, of Ashbourne Co Meath, has been awarded the Anthony O'Neill memorial prize for the most outstanding student.

A degree was awarded posthumously to Sinéad Dolan, a final year student on the course, who died in September 2006.

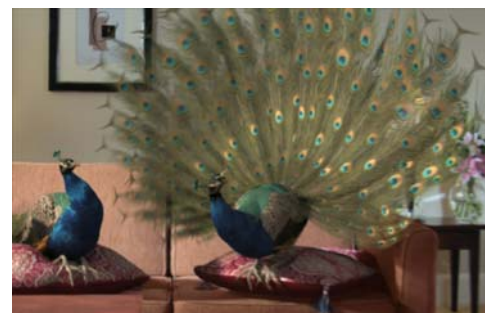


## Funda.ie TV ad campaign starts March 1st

Funda will be cranking up their marketing this week with the launch of a mass-marketing ad campaign created by award-winning agency Chemistry.

The TV ads will show on RTE, TV3, TG4, Sky, Paramount, MTV, E4, Ch 6, and Living TV; and will be followed by national radio advertising starting in April.

For an IAVI exclusive preview go to: <http://www.funda.ie/commercials>



*The new Funda ad campaign features stars from all over the animal world including ducks, mice, rabbits and these impressive peacocks.*

## IAVI Annual Conference Kilkenny 2007

This year's conference is in a wonderful venue on the edge of one of Ireland's most beautiful and exciting cities, and offers serious Continuing Professional Development content with up to 16 hours of CPD available.

The 5 Star Lyrath Estate in Kilkenny March 30-April 1 hosts the event, with a pre-conference golf outing in Mount Juliet on March 29.

A dozen top line speakers have attracted a stellar international attendance. The president of the American National Association of Realtors, Pat Vredevoogd Combs, that organisation's CEO Dale Stinton, the CEO of the UK's National Association of Estate Agents, Louis Armstrong, CEO of RICS, Peter

Bolton King and the President of the Chicago Association of Realtors, Alex Chaparro will be among those jetting in to this exciting event. A special incentive to attract first time attendees aimed specifically, but not exclusively, at young members and associate members, is a whopping 50% discount on either the residential sharing or non residential delegate rates for such individuals.

For those who've complained about three successive IAVI conferences being held abroad - this is your opportunity to participate in the best annual conference of a property body in Ireland. Learn and Network and benefit from both.

The booking form was sent to all members in early February and we have had a

tremendous response. The hotel is fully booked on Friday night and there is now a waiting list for cancellations.

We are endeavouring to obtain rooms in another hotel in Kilkenny so if you are interested in attending as a residential delegate please contact Valerie Bourke immediately on 01 6611794 or [valerie@iavi.ie](mailto:valerie@iavi.ie).

There are still plenty of places available for non-residential delegates and for both Friday and Saturday's Seminars and the banquet on Friday night.



### www.iavi.ie back online

After several weeks spent on design, the new IAVI web site, which retains its original URL <http://www.iavi.ie>, is back online.

Modernised, streamlined and, we hope, relevant to your practice, this excellent site is already proving popular with members, students and the public.

Visit it and use the Member Section of the site - you should have received an email on how to access this section in February and if you did not receive one, please email [valerie@iavi.ie](mailto:valerie@iavi.ie) as we may not have your current email address.



The IAVI website is back online, more modern and streamlined than before.



Users can search for IAVI members and firms throughout the 32 counties.



John Dawson with Daire Argue and Niamh MacDonough, both 2nd year students on the BSc in property studies at DIT.

### New IAVI student brochure launched

The IAVI recently launched a new information brochure aimed at students on property education programmes and the Institute's accredited third level education courses across the country.

The new brochure highlights the Institute's dedication to the highest of standards, the benefits of IAVI membership to emerging property professionals and how the Institute can be a powerful force for good in their property careers. It includes information on membership criteria, IAVI publications, life long learning and the Institutes student prizes and mentoring system, due to be implemented in 2007.

"The booklet is an important step in introducing students on property courses to the Institute and the role it plays in



raising the educational standards within the property profession in Ireland," according to IAVI member Kersten Mehl, who headed up the IAVI task force on student liaison and new member integration.

"We are increasingly going out to meet the students on the various courses around the country. On these visits we give them the new brochure and the new IAVI pocket diary. What we want to get across to the students is that membership of the IAVI increases their standing amongst clients who find

comfort in the fact that the agent dealing with their affairs is a qualified professional bound by the IAVI's Rules of Conduct. We also want to highlight that membership of the Institute and participating in its work is of great value and benefit to anyone setting out on a property career."



## REGIONAL & MEMBER UPDATES

### Northern Ireland Gala Dinner

240 members and guests attended the 4th annual IAVI Gala Dinner held at the Dunadry Hotel and Country Club in Templepatrick on Saturday 20th January 2007.

IAVI President John Dawson and IAVI Chief Executive Alan Cooke along with IAVI Vice Presidents Robert Ganly and Ed Carey made the long trip from Dublin to attend the dinner. Other special guests included RICS Chairperson Diana

Fitzsimmons and Commissioner of Valuation David Rainey. The President presented Fellowship Certificates to Siobhan Convery and Dairmid Laird. Also present were John Weir from the Bank of Ireland and Iain Halliday of Haliday Ramsay.

The IAVI would like to take this opportunity to thank their sponsors for the evening Bank of Ireland and Halliday Ramsay Architects.



*John Weir, representative of sponsors Bank of Ireland, and guests.*

*L to R: David Bell, NI Regional Director, Diana Fitzsimmons RICS Chairperson, Siobhan Convery NI Regional Chairperson and IAVI President John Dawson.*



### Dates for your diary: Regional AGMs

Region	Time & Date	Venue
Connacht/Donegal	5.00 pm, Tuesday, 20 March 2007	Sligo Park Hotel, Sligo
Northern Ireland	7.30 pm, Wednesday, 21 March 2007	Dunadry Hotel, Templepatrick
North Leinster	7.00 pm, Thursday, 22 March 2007	D-Hotel, Scotch Hall, Drogheda
Munster	7.30 pm, Tuesday, 03 April 2007	Meadowlands Hotel, Tralee
South Leinster	12.00 pm, Wednesday, 11 April 2007	Seven Oaks Hotel, Carlow

### Welcome New Members

Twenty-seven new members were elected at Council on 25 January 2007.

#### Full Membership:

- ◆ Paul Gerald Aherne, Lisney, Dublin
- ◆ Anna Marie Buckley, Lisney, Cork
- ◆ David Byrne, Lisney, Dublin
- ◆ Patrick Caplice, Patrick Caplice Auctioneers, Tipperary
- ◆ John Conway, Conway Keane Auctioneers, Kildare
- ◆ Sharon Cody Crowe, Jordan Auctioneers, Kildare
- ◆ Catherine Ennis, DTZ Sherry Fitzgerald, Dublin
- ◆ Barry Fitzgibbon, DNG WH Giles, Kerry
- ◆ Bridin Fogarty, Jordan Auctioneers Kildare
- ◆ Lynda Gordon, Lisney, Dublin
- ◆ Patrick Michael Lynch, Bank of Scotland (Ireland) Ltd, Dublin
- ◆ Ciara Mooney, Jones Lang LaSalle, Dublin
- ◆ Aileen O'Reilly, Philip O'Reilly Property Plus
- ◆ Paul O'Shea, Irish Nationwide Building Society, Dublin
- ◆ Barbara Shortle, Dolores Power Ltd, Wexford
- ◆ William Niall Slattery, Warren Estates, Wexford

#### Associate Membership:

- ◆ John Carron, Carrons of Togher, Louth
- ◆ Thomas FitzHarris, DNG McCormack, Carlow
- ◆ Eustelle Fleming, Sherry Fitzgerald, Dublin
- ◆ Aileen Kennedy, Gunne Residential, Dublin
- ◆ Christabel Looby, Remax Associates, Kerry
- ◆ Ciara Maher, Sherry Fitzgerald New Homes, Dublin
- ◆ Ingrid O'Boyle, Lisney, Dublin
- ◆ Denis O'Brien, CPW Consultants, Carlow

#### Reinstatement to Full Membership:

- ◆ Kevin Fox, Nolan & Fahy, Dublin
- ◆ Deirdre McGennis, Valuation Office, Dublin
- ◆ Conor Joseph Smith, Frank V. Murphy & Co., Cork