

PRESIDENT'S LUNCH

Friday 24th October is a very important date for your diary. The 6th President's Lunch will be held in the Royal Marine Hotel, Dun Laoghaire, Co. Dublin and will feature a very exciting speaker in the form of James Caan. For those who are aficionados of the BBC 2 programme "Dragons Den" the name will be instantly recognisable. James joined the panel of the popular programme for the fifth series in October 2007 and is currently completing series six due for transmission this autumn.

However, he has many more strings to his bow. He set up a private equity firm in London in 2004 specialising in buyouts, venture capital, turnarounds and real estate investments and development opportunities in both the UK and Europe. Investment in each individual transaction is in the order of €10million. This was by no means his first venture; he has been building and selling businesses since 1985.

IAVI members and their guests will be especially interested in what James has to say about surviving a slowdown in business and the need to be innovative, broaden horizons and income streams and gear up for the time the market turns, as it inevitably will.

The booking form for the lunch will be sent to all members shortly. Don't delay in securing your place for what promises to be a very popular event.



James Caan

YEARBOOK & DIARY 2009

The 2009 Yearbook and Diary is currently in production. An order form for extra diaries has been emailed to members. If you wish to order extra diaries, in addition to the complimentary copy sent to all members and associate members, please complete and return the form before 30th September as we cannot guarantee that orders received after this date will be fulfilled.

Membership Directory 2009 and Member Firms

It is important that all contact details in the Membership Directory are up to date. Therefore members should check their details either in the 2008 Directory or by logging on to the members' area of the IAVI website. Any changes should be forwarded to coa@iavi.ie.

To ensure inclusion in the Membership Directory for 2009, Member Firms should return the Member Firm renewal documentation sent via email recently, by Wednesday 15th October.



CPD UPDATE

Over recent months the IAVI have been working on new ways to make CPD more accessible to members. As part of this effort we are now putting together a range of CPD topics to view from the member section of the IAVI website. At present we have put the first CPD on Changes to VAT free to download for members on the site. This video incorporates the changes to the VAT system due to the Finance Act 2008. All members who watch this downloadable video and return the completed verification form will receive the relevant CPD accreditation.

Other videos to be added to the site over the coming weeks are a Retail Update given by Larry Brennan of Savills HOK and a questions and answers session on Mortgage Valuations with Senior Vice President, Aine Myler of Cumisky Myler Real Estate Alliance.

As always the IAVI endeavours to make the CPD programme member led and we would be grateful if any suggestions for topics for seminars and courses in either the regions or headquarters would be emailed to cpd@iavi.ie

There are a number of forthcoming courses and seminars (outlined on page 4) which are going to be held over the coming months. All seminar details and booking forms will be emailed to members directly, so it is important that we have your correct details and any change of email address should be sent to Valerie Bourke at Valerie@iavi.ie

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SEPTEMBER 2008

The IAVI made the following submission to the Taoiseach, the Ministers for Finance and Environment and the Minister of State for Housing on 29th August 2008.

Dear Taoiseach and Ministers,

The IAVI has read with great interest newspaper reports of consideration being given by the government to moves to spur activity in the housing market, as part of a packet of measures to stimulate the economy and I write to outline the views of the IAVI, which represents around 2,000 qualified real estate professionals. There is no doubt that some radical measures are called for, but the need to ensure both that such measures encourage activity without fuelling unwarranted price growth and that the Exchequer's fiscal situation is not worsened, must remain paramount in these difficult times.

It is reported that it is the intention of government to concentrate efforts on first-time buyers, including a possible expansion and restructuring of the affordable housing scheme. The IAVI is of the view that the level of transaction activity involving first time buyers in particular, and in the moderate end of the market generally, are crucial as sales in these sectors invigorate the entire market by providing the incoming buyers needed to enable others to trade up successfully.

The IAVI strongly endorses the call by the Construction Industry Federation that the Housing Finance Agency's role should be expanded in terms of ensuring liquidity for potential borrowers who are fettered by what have quickly become conservative loan criteria, with current loan-to-value ratios in the order of 80-90% in major urban areas and 70-80% in other areas now being imposed by some lenders. Such LTV ratios make it extremely difficult for first-time-buyers to secure home ownership. The IAVI believes that the HFA can play a major role in improving liquidity and that it should be directed to do so. Mortgage loans that are underwritten by the State, whether provided directly or through other bodies, would make a major difference and, in the view of the IAVI, persuade other lenders that in moving away from what may have been overly generous lending policies in recent years, they have over-corrected and that they should relax their criteria and increase available LTV ratios for suitable borrowers.

In terms of possible adjustments to affordable housing projects, the IAVI believes that a revitalised shared ownership scheme may provide the best solution. Existing schemes are expensive, requiring that the borrower also finance the non purchased equity via rental payments. A simpler solution would perhaps be a direct equity holding by government in such properties, without a time limit.

Such a scheme would have the potential to provide substantial windfalls for the Exchequer in future years as properties are sold on and the government's equity realised. From a buyer's perspective, the fact that they would only have to finance the majority of the purchase price, rather than 100% of it, would bridge perhaps the major gap in terms of affordability. This could provide a win-win scenario all around.

In relation to government thinking on this issue, the IAVI would strongly encourage you to ensure that whatever measures are introduced are applied to both new and second hand homes, as both market sectors are suffering enormously at present and both contribute to the upward channelling of finance, confidence and mobility. By way of exception, and in order to bring demand closer to existing supply, we suggest that there may be merit in considering the provision of full Section 23 style relief for the many existing but unsold new housing units in many cities and smaller urban areas around the country. Only when the current overhang of completed properties is cleared will builders have the confidence to build the number of new homes that are generally viewed as being required. Without that impetus, there is a danger that several years of inactivity on the house construction front could once again lead to reversing the supply / demand ratio, with far less homes being built in the medium term than will be required. The effect on property prices of such a situation would be self evident.

The IAVI lauded the changes to the Stamp Duty regime introduced in Budget 2008. We still believe that Ireland's stamp duty rates are very high by international comparison and that they are a barrier to mobility and, therefore, an impediment to competitiveness. While not pressing for immediate further reform of stamp duty on residential sales at this difficult time, we strongly encourage government to keep this matter under review with a view to a future capping of the top rate of residential stamp duty at a more equitable 6%, rather than the current penal rate of 9%. We will be making a separate Budget Submission to Mr Lenihan as Minister for Finance in regard to stamp duty on commercial transactions and on other issues. That said, we acknowledge that the changes to the banding mechanism, introduced last year and for which the IAVI had pressed for over 20 years, have brought greater equity and common sense to our stamp duty regime.

The IAVI would support, as a short term measure, the annual contribution into the National Pension Reserve Fund being diverted to fund essential projects under the National Development Plan. While we are supportive of the NPRF, it makes economic sense to ensure that vital infrastructural projects that can better Ireland Inc.'s competitive position for the future are not forestalled.

By safeguarding our economic future as best it can, the government would do more to protect benefits for future pensioners than channelling money into the NPRF at this time. However, such diversion can only be temporary and should be ideally reversed at a near future date, including back payments, when economic conditions will we expect permit.

Alan Cooke
IAVI Chief Executive

Tennis Tournament

The Gods shone on the 20th annual IAVI tennis tournament on Wednesday 27th August and managed not to chuck rain down (well, there was one slight sprinkling) for the duration of play. Twelve teams took to the courts and produced some fine tennis along the way. There was the usual friendly rivalry among the teams, with old hands and newcomers battling it out for a place in the finals. In section A Sherry FitzGerald 1 emerged as winners with Hooke & MacDonald 2 in the runner-up position. Bennetts (who entered a team for the first time) narrowly beat Daphne Kaye's team in Section B. Both teams finished the section on level points but when games won were counted back Bennetts finished ahead by 1 game.

In the semi-finals Sherry FitzGerald 1 were the winners against Daphne Kaye & Associates and Hooke & MacDonald 2 defeated Bennetts.

This set up a very familiar line up for the final with Sherry FitzGerald and Hooke & MacDonald facing each other. Old rivals Simon Ensor and Ken MacDonald were back in action. In a tough match, David Cantwell and Ken MacDonald beat Simon Ensor and Colin Smyth 6-3. However, the Sherry Fitz ladies evened the score by beating Hooke & MacDonald's ladies 6-0. Once again, games won were brought into play and Sherry FitzGerald, with 9 games to Hooke & MacDonald's 6, were the overall winners for the first time since 2003.

A delighted Simon Ensor accepted the trophy from Jim Mooney of The Irish Times who once again kindly sponsored the tournament.



The victorious Sherry FitzGerald Team -
Left to right: Simon Ensor; Colin Smyth; Jim Mooney of The Irish Times; Roly Burke and Kate Carton



Flying through the air with the greatest of ease!
Ken MacDonald in action



Players in action during the tournament



Nigel Bennett (left) with three members of the Bennetts team who made it through to the semi final: Veronica Lyons (centre); Astrid Lyons and Nick Fahey

Golf Outing

A Golf Outing has been arranged for Monday September 29th at the Foxrock Golf Club. The tee times are from 11.30am to 3.30pm.

Contact Daphne Kaye (01-289-4386) or Stuart Walker on (01-662-3255) to arrange a tee time.





Students Diary

IAVI/DIT BSc (Hons) in Property Studies
IAVI/DIT Higher Certificate in Property Studies
Saturday 27th September – Induction Day – DIT, Bolton Street
(Fourth Year students of the BSc (Hons) in Property Studies commences at 9.30am)
(First Year students of both programmes and all other students commence at 10.00am)

BSc (Hons) in Property Studies Course Lectures

1st, 2nd, 3rd and 4th Years

- October 4th and 18th
- November 1st, 15th and 29th
- December 13th

Higher Certificate in Property Studies

1st and 2nd Years

- October 4th and 18th
- November 1st, 15th and 29th
- December 13th

Forthcoming Regional Meetings and Seminars

South East Region Meeting and Seminar

Thursday 18th September at the Seven Oaks Hotel, Carlow
2.30pm 'Update on Agricultural Policy',

Speaker: Jim O'Mahony Teagasc Oakpark Carlow

3.30pm 'Update on recent changes in Landlord & Tenant',
Speaker: Paul Good FIAVI FSCS FRICS

4.30pm approx. Address by Edward Carey, IAVI President.
Proceedings will wrap up with a short meeting for young members which will be chaired by Conor Purcell 'Young Members Rep for South East Region'

There will be Four Hours awarded for CPD plus travelling.

Connaught/Donegal Regional Seminar

Tuesday 23rd September at The McWilliam Park Hotel, Claremorris, Co. Mayo

Lunch at 12.30 - Seminar commences at 2.15

Speakers: Tom Lynch, Director Designate of the NPSRA and Roland O'Connell FIAVI

Topic: Update on the NPSRA and legislation.

CPD UPDATE continued from front page

Valuation Refresher Courses

This is a repeat of the very well received valuation course for members. The first of these courses is being held in headquarters. This course consists of a series of eight two hour lectures and commences on Wednesday 17th September. The course in Dublin is being presented again by Mr John Morley. Plans are also at a late stage to hold courses in both the Munster and Connaught/ Donegal regions and any member who wishes to receive further information or to be kept updated please contact Julie Creedon at cpd@iavi.ie. These courses attract a sixteen hour CPD rating plus an additional six hours for the submission of a satisfactory project

Introduction to Arbitration

The course is presented by the Irish Auctioneers and Valuers Institute and the Irish Branch of the Chartered Institute of Arbitrators on Monday 15th September. This is an introductory level course aimed at those who wish to learn more about the practice of arbitration. It is aimed at those new to the field of Arbitration who have not had legal training. Successful participants will be entitled to apply to become Associate Members of the Chartered Institute of Arbitrators (ACI Arb). This course has eight CPD accredited hours.

The Role of the Valuer in the Rates Revaluation Process

The IAVI and the SCS are running this joint morning seminar on Tuesday 23rd September. Speakers will include Mr Fred Devlin from the Valuation Tribunal, Mr Martin O'Donnell, Rating Consultant & a representative from the Valuation Office. This seminar will be held in Fitzwilliam Hall, Fitzwilliam Square Dublin 2. This morning seminar will attract 3 hours CPD. Further details and bookings please contact Julie Creedon at cpd@iavi.ie

BER Assessor Training

The IAVI have been advised that based on the current draft of SEI's BER Training Specification, those wishing to become Assessors for existing dwellings will have to train to assess both new and existing dwellings. This would entail completing a 5-day training course for new dwellings and a 2/3 day module covering existing dwellings.

We are planning to hold these courses from October in all of the regions. Places will be limited to 15 for each course. In order to complete this course successfully a good knowledge of building construction, a clear understanding of U values and good IT set skills are almost an underlying prerequisite to undertaking this course.

Update in Landlord & Tenant Law

An evening seminar will be given on Wednesday 15th October in headquarters on an update on the recent changes in Landlord & Tenant Law with respect to renewal rights. This seminar will be given by Ainsley Heffernan, Beauchamps Solicitors Partner and Head of Commercial Property.

A-Z of Ground Rents

An evening seminar will be given to members at headquarters on all aspects of Ground Rents on a date to be advised in November by Paul Good FIAVI FSCS FRICS.

Taxation Day

The IAVI in association with the Institute of Taxation is intending to offer a suitable one day course on taxation issues. This course will be road showed around the regions over the coming months. If members have any particular topic they wish to be addressed on these days please email them to cpd@iavi.ie

Conducting a Rent Review and Preparing for Arbitration

The Institute intends to run a two day course in November on this topic. This course will be given by a panel of experts in this area and further details will be issued to members shortly.