

3rd Edition 2012

Institute of Professional Auctioneers & Valuers



Profile Document

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Table of Contents

1. Introduction to IPAV	pg 2 – 3
2. IPAV Membership	
2.1 Categories of Membership	pg 4 – 6
2.2 Members Areas Of Proficiency & Employment	pg 7
2.3 Benefits Conferred to Members	pg 8
2.4 Government Recognition	pg 8



1. Introduction to IPAV

1.1 The Institute of Professional Auctioneers and Valuers (IPAV) was established in 1971 as a representative professional body for qualified, licensed auctioneers, valuers and estate agents throughout Ireland. IPAV currently represents over 800 members. IPAV has a national Council which consists of 22 elected members representing all four provinces.

1.2 The objectives for which IPAV was founded;

- a)** To provide an organisation for Auctioneers, Valuers and Estate Agents to protect, advance and promote the professional standards of Auctioneers, Valuers and Estate Agents and the promotion in the public interest of the professional competence and to protect the interest of Members as between themselves and as between Members, non-Members and the General Public.
- b)** To establish and operate a Deposit Protection Fund to relieve or mitigate losses sustained by their clients in consequence of dishonesty of Members of the Institute.
- c)** To promote personal and friendly relations among the Members of the Company, to hold meetings for the delivery of lectures, discussions, conferences and to encourage the best professional methods of conducting the business of its Members.
- d)** To act as a means of communication between Members or others seeking engagements as Auctioneers, Valuers and Estate Agents and employers desirous of employing them.
- e)** To form a library for the use of Members.
- f)** To apply, petition for or promote in the Republic of Ireland any Act of the Oireachtas or other legal measure or order or elsewhere any Act of Parliament, Royal Charter or other authority, legal measure or order with a view to the attainment of the above objects or any of them.
- g)** To watch over, promote and protect the mutual interests of the Members, to promote honourable practice, to suppress malpractice and to decide all questions of professional use or courtesy between or among Members.
- h)** To provide a system of professional education to achieve the aforesaid objects.
- i)** To establish a disciplinary committee consisting of five internal and two external professionals.

- 1.3** The ethos of IPAV ensures education plays a continuous and significant part of its members professional development. In addition to up skilling existing members, IPAV has available full-time and part-time education courses to educate aspiring auctioneers and valuers to the high professional standards expected of an IPAV member.

IPAV's educational programmes are delivered to ensure best practice and the highest international standards are achieved. The courses are subject to continuous review and updated to reflect changes in the industry.

- 1.4** IPAV has a Code of Conduct which forms an integral part of the conditions of membership of the Institute. All members must abide by the Code and its corresponding Disciplinary Procedure Regulations.

- 1.5** IPAV has exchanged Memoranda of Understandings with:

- National Association of Estate Agents ([NAEA](#)) in the UK
- Union Nationale de l'Immobilier ([UNIT](#)) in France
- Immobilienverband Deutschland ([IVD](#)) in Germany
- Hellenic Association of Realtors ([HAR](#)) in Greece
- Vereniging Bemiddeling Onroerend ([VBO](#)) in the Netherlands
- Gestores Intermediarios en Promociones de Edificaciones ([GIPE](#)) in Spain
- The Institute of Estate Agents of South Africa ([IEASA](#))

- 1.6** IPAV is a Member of:

- Confederation of European Estate Agents ([CEI](#)) which represents over 45,000 estate agents throughout Europe
IPAV members are automatically admitted to membership of CEI and are entitled to use the designation: MCEI
- Professional Associations Network Research (PARN)
- Irish Inter-Professional Associations



2. IPAV Membership

2.1 Categories of Membership

2.1.1 Full Member:

Designatory Letters – MIPAV Qualifying Designation - Certified Auctioneer & Valuer

No person shall be eligible for admission as a Member of the Institute unless he has passed such an examination as may from time to time by bye-laws be prescribed, recognised or authorised by the Council, or has been practising as an Auctioneer, Valuer, Estate Agent, Property Managing Agent, Letting Agent or Property Professional for a period as prescribed by the Council, or is in the employment of a Firm or Company of good standing and approved by the Council, and has satisfied the Council as to his general character, experience and suitability.

Primary criterion for Full Membership;

- a) Individuals who have successfully completed IPAV's full or part time Certificate in Auctioneering & Estate Agency (or a similar course approved by the Institute) and gained a minimum of two years full time property related experience approved by IPAV's Council.
- b) Individuals who have obtained IPAV's Diploma in Property Management and Valuation (or similar) may apply following one year's experience as above.
- c) Individuals who hold a BSc (Hons) in Property Management and Valuation (or similar) may apply for membership.
- d) Individuals who have not completed an IPAV educational course (or similar course approved by the Institute) must have a minimum of ten years experience in a practice(s) acceptable to the Institute.
- e) In all the above cases an individual must be trading for a minimum of three years in their own practice if operating on their own behalf, in partnership, or similar arrangement before applying for membership.



2.1.2 Student Member:

Designatory Letters – IPAV Student Qualifying Designation – Student Member

Students or student apprentices bona fide engaged in or pursuing the necessary courses, apprenticeship, requisite to and with the intention of becoming full time Members of the profession.

Primary criterion for Student Membership;

- a) Graduates of IPAV's full-time Certificate in Auctioneering & Estate Agency may apply to continue their Student Membership for a further two years while working in a practice acceptable to the Institute.
- b) Graduates of IPAV's Diploma in Property Management & Valuation may apply to continue their Student Membership for a further one year while working in a practice acceptable to the Institute.

2.1.3 Affiliate Member:

Designatory Letters – MIPAV Affiliate Qualifying Designation – Affiliate

Affiliate Members shall be individuals of good standing in an analogous profession and not practice as an Auctioneer, Estate Agent, Property Managing Agent, Letting Agent or Property Professional.

2.1.4 Northern Ireland Member:

Designatory Letters – MIPAV (NI)

Northern Ireland members shall be members resident within the 6 counties of Northern Ireland and must practice solely in Northern Ireland or the UK.

2.1.5 Overseas Member:

Designatory Letters – MIPAV (OS) Qualifying Designation – Overseas

Overseas Members shall be Members resident outside the Republic of Ireland and Northern Ireland.



**2.1.6 Fellow Member:
Designatory Letters – FIPAV**

The Founding Members, from inception of the Institute and those members who have been admitted to Fellowship by the Council are Fellows of the Institute. No person shall be eligible as a Fellow of the Institute unless at the date of admission he has been a member of the Institute for ten years or at the discretion of the Council.

**2.1.7 Honorary Member:
Designatory Letters – MIPAV (HON)
Qualifying Designation – Honorary**

Honorary Members may be individuals who have given exceptional service to the Institute and/or public or business figures whose association with the Institute would be seen, in the opinion of Council, to be of benefit and or assistance to the Institute over a period of time.

2.1.8 Retired Member:

Retired Members shall be individuals of good standing who formerly practised and are now retired, as an Auctioneer, Estate Agent, Property Managing Agent, Letting Agent or Property Professional.

2.2 Members Areas of Proficiency & Employment

- Sale / purchase by auction, tender or private treaty of all property and land types such as residential, commercial, industrial, investment, development & agricultural land
- Negotiations in relation to property acquisitions
- Leasing and Lettings of all property and land types
- Property Management
- Facility Management
- Planning Consultants
- Valuations:
 - Property Sale/Purchase
 - Estate duty
 - Compulsory Acquisition
 - Mortgages
 - Rating
 - Insurance
 - Business
 - Plant & Equipment
 - Fine Art
 - Financial Assets
 - Surveys
- Arbitration
- Expert witness in Court of Law
- Development and Finance
- Research
- Marketing
- Education
- Energy Rating
- Site Acquisition

2.3 Benefits Conferred to Members

- Entitled to use IPAV's Practice Guidelines Handbook
- Participation in IPAV's Group Bond scheme in respect of the professions statutory bond obligations.
- Member Firms contribute to IPAV's Deposit Protection Fund, which protects monies paid by a prospective purchaser by way of deposit to members, within specified limits and conditions.
- A group Professional Indemnity insurance scheme specifically designed to meet the requirements of the profession.
- Quarterly publication of IPAV's "Property Professional"
- IPAV Yearbook and Diary
- Complimentary use of IPAV's meeting and auction rooms at IPAV's Head office
- IPAV's Head Office and National Council Members provide a continuous consultancy service, offering advice, support and expert guidance to all members.
- Free unlimited property advertising on IPAV's property portal www.OnView.ie
- Designated Members Area on www.ipav.ie which provides current and archived property related data and other useful information.
- Participation in IPAV's CPD Programme including;
 - Valuation Refresher Courses
 - Property Letting Courses
 - Seminars & Workshops
 - Rural Affairs Seminars
- IPAV offers a comprehensive Education Programme, with courses available both part-time and full-time.

2.4 Government Recognition

- 2.4.1** IPAV is regularly consulted by Government on matters affecting the industry.
- 2.4.2** IPAV had two representatives (appointed by the then Minister for Justice) on the Property Services Review Group, which drafted the proposals that underpin the new Property Services Regulation Act 2011.
- 2.4.3** IPAV has nominating rights to Seanad Éireann.