



A Publication of the Malaysian Institute of Estate Agents

UNITED RELEVANT PROGRESSIVE

D'REAM

- Dialogue with BOVAEA
- Anti C.A.M.P - NO to Illegal Agents
- Knight Frank: Malaysia Commercial Real Estate Investment Survey 2016



PREPARATION FOR DIPLOMA IN ESTATE AGENCY

The MIEA Programme Key Features & Benefits

- Taught by professionals from the academic world and practitioners from the Real Estate industry
- Past year exam questions trend analysis
- Classes on weekends or evenings
- Revision classes will be provided
- Assignments and exams for each module to prepare participants for the Estate Agents Exams

Who should enrol for this course?

- School leavers who are considering a career in Real Estate
- Real Estate Negotiators
- Financial Planners & Wealth Managers
- Bankers and Mortgage Officers
- Property investors / developers' sales personnel
- Lawyers/ Insurance Agents/Auctioneers
- Retirees and those considering a career in Real Estate



Entry Qualification

- Minimum of MCE/SPM with 3 credits and 2 passes.
- One of the credits must be in either Mathematics, Science, Accounts or Commerce.
- Pass in Bahasa Malaysia at SPM level or equivalent.
- Minimum age of 17 years old to sit for the Estate Agents examination conducted by the BOVAEA.



Assessment

Students will be assessed through assignments and a final examination for each module. Assignments will be given at the first class and examinations will be held after completion of each module. These examinations will be in the same format as the **BOVAEA's Estate Agents Examination**.

Venue

Malaysian Institute of Estate Agents (MIEA)
(PPM-001-10-14041977)
Unit C-27-05, Three 2 Square,
No. 2, Jalan 19/1,
46300 Petaling Jaya, Selangor Darul Ehsan
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The Malaysian Institute of Estate Agents

The Malaysian Institute of Estate Agents (MIEA) is a recognised body representing all Registered Estate Agents in the country.

The Institute Theme

“UNITED RELEVANT PROGRESSIVE”

The Estate Agents' biggest and single most challenge is to be united. Unity is the binding factor that will allow us to have one voice, one common goal and one vision. Estate Agents must take pride and take ownership of the practice by working together for the common goal of the profession. As the old adage says, "Unity is strength, and strength is mighty". The call is for the leadership, the council, the members and the negotiators to work in unison and in unity to tackle the daily issues we face.

The Institute must be relevant to the members by meeting their expectations. The programmes, activities will all be aligned towards this goal. By the same token members must also be relevant to the institute by participating in the committees, programmes and to give ideas & feedback.

When one is united there is peace & harmony, and when there is relevance there is respect. When this is achieved there will be progress. When we progress there is growth, growth leads to betterment of our business and our lives and as a result we achieve recognition, respect and success. Only then can we bring change to the industry and be a dynamic Institute.

Guide For Contributors

Articles to be considered for publication are required to adhere to the following guidelines.

Submission of Manuscripts

Manuscripts must be submitted in English. Authors must provide original, unpublished work not under consideration for publication elsewhere. A copy of the manuscript together with original figures and tables must be submitted to the Editorial Board. Manuscripts, figures, tables and disks will not be returned to the author.

All illustrations, figures or tables in the article must be captioned, in clear black and white and ready for reproduction. Illustrations such as maps, pictures, etc must be submitted with a copy of the original photographs and clearly marked and captioned for clear reproduction.

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D'REAM is an acronym for "The Real Estate Agents, Malaysia".

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EDITOR'S NOTE

Let us admit it, 2015 was not a good year for real estate industry. As we entering New Year 2016, many experts forecast that last year events like GST, ringgit depreciation, property cooling measures, banks tightening measures, falling oil prices and political problem will continue to have a negative impact on the real estate market.

MIEA believes that there are opportunities in a slow property market. It's okay to be scared, but you have to get out there, open up, make mistakes, learn, be stronger and start all over again with a positive mind. As quoted by John F Kennedy "When written in Chinese, the word CRISIS is composed of two characters 危机. One represents DANGER and the other represents OPPORTUNITY."

To update members on how MIEA supports and protects real estate agents and negotiators against illegal brokers, we have explained in great details in the last issue. This issue bulletin continues to show the latest programs and activities - Dialogues with BOVAEA, MIEA Johor Fellowship Nite, radio advertisement and published articles in various newspapers.

In this challenging property market, MIEA believes that knowledge management is the essence of competitive edge. Apart from NCC classes and seminars, many MIEA councilors have been working relentlessly for the coming major convention, MAREC' 16 (Malaysian Annual Real Estate Convention). This year MAREC'16 will be held in Nexus Bangsar South on the 11 - 12 March 2016 (Friday & Saturday).

Last but not least, two networking and business events Cyberjaya Site Visit & Members Nite@Agile Mont Kiara were organized to create business opportunities for the members.

Hope to see you all in MAREC'16!

Billie

Editor, D'REAM Bulletin



OBJECTIVES OF THE INSTITUTE

- To unite those engaged in the Estate Agency Practice for the purpose of extending beneficial influence on the profession and related interests.
- To provide for the training, education, examination of persons practicing or intending to practice as estate agents, or who are otherwise employed or engaged in the profession.
- To promote and maintain a high standard of conduct amongst members in accordance with the Code of Ethics of the Institute.
- To represent members in discussion and dialogues with other trade/industry bodies and Government agencies.
- To improve the technical and general knowledge of persons engaged in the profession.
- To safeguard and protect the interest of the general public against fraud by practitioners or illegal agents.
- To develop and foster and maintain relations between members of the institute and to provide a platform for the networking and exchanging of ideas and opinions amongst practitioners.
- To elevate and encourage the maintenance of a high level or professionalism amongst practitioners.
- To provide for the upholding of the honour, reputation and status of members.

Investment in equity has always been regarded as one of the best hedges against inflation.



Message from The President

The year 2015 has been an eventful and a challenging year unprecedented in the history of the country. Malaysian property market has started to cool down due to a few factors including the pre and post GST implementation, various property cooling measures including inaccessibility to end-financing as a result of the tight credit requirements imposed, the unexpected dive in crude oil prices along with the sliding of the Ringgit and the domestic political situations. However, we did survive the year and move on into another new year 2016.

Some Economic analyst predicted that this year will be another gloomy property market which will see the market bottom. If this is true, we should expect to see an opportunities to make a call to buy properties now especially the completed primary and secondary properties. Investment in equity has always been regarded as one of the best hedges against inflation. There are also signs that foreigners are beginning to see ASEAN countries as an attractive investments market attracted by the low exchange rate. Therefore, we should be on a positive note for this year. Just a reminder that hard work is still essential for one to succeed.

At MIEA, your hardworking Councilors had successfully carried out all the various planned programs for the year backed by the full time Secretariat team at the Headquarter as well as all the state

branches. The MIEA website are being revamp to catch up with the industry demand for usage of Information Communication Technology (ICT) to assist in your listings as well as management of your business.

We continue to see registration of new real estate negotiators (REN), many of whom attended the two-day Negotiator Certification Course (NCC) in KL as well as in all state branches. This is indeed a good indication that more are recognizing the importance of getting registered with the BOARD and to procure the REN tag for use on the job. We are working very closely with the Board to put pressure on the illegal estate agents and at the same time communicating with the public to use the services of legally registered practitioners only.

It is our fervent hope that you continue to support MIEA programs as we work towards helping you, the practitioners to improve your business and the real estate industry.

Thank you

Yours truly,
Erick YT Kho
MIEA 16th President

NO TO ILLEGAL AGENTS

For December 2015 & January 2016, MIEA, EAPC committee and BOVAEA carried out PR programs such as newspaper interviews, write ups in papers & press conference on the illegal brokers issue.

ANTI C.A.M.P Campaign Jan 2016

Date	Media	Title
19 Jan 2016	The iProperty.com	Cracking Down On Bogus Agents
19 Jan 2016	The Malay Mail	Slowing Property Trade Fuelling Illegal Agent Boom, Says Governing Board
20 Jan 2016	The Edge Property	New Age Media Used To Market Properties Illegally
20 Jan 2016	PropCafe.Net	Say No To C.a.m.p, Say No To Illegal Agents
20 January 2016	Oriental News Daily	Lying Illegal Property Agents Posed 4 Threats
20 January 2016	China Press	Bovaea Urge Not To Offend Law, Listed Company Selling Illegal Properties
20 Jan 2016	The Malay Mail	More Unlicensed Agents Engaged To Push Off Properties
31 Jan 2016	News Straits Times	Bogus Estate Agents Raking In Billions
31 Jan 2016	The Nanyang Siang Pau	须戴识别证才能交易合法经纪飙至1.8万人

NEW AGE MEDIA USED TO MARKET PROPERTIES ILLEGALLY

By Natalie Khoo / theedgeproperty.com | January 20, 2016 1:54 PM MYT

KUALALUMPUR (Jan 20):

Illegal property brokers and marketing companies are turning to new age media such as websites and applications to encourage landlords to use their services instead of real estate agents, said the Board of Valuers, Appraisers, and Estate Agents Malaysia (BOVAEA).

BOVAEA president, Tuan Haji Faizan Abdul Rahman (pictured) said such incidents have increased in view of the current challenging market in a press conference yesterday.

This new threat was discovered during a six-month campaign dubbed C.A.M.P (Cheating, Absconding, Misinterpretation and Profiteering), which encapsulates the four main methods used by illegal brokers. C.A.M.P was launched last year in August by BOVAEA.

“We have even discovered one highly recognised public listed company in the information technology (IT) industry that had started a property portal to promote and sell a developer's product, and received fees for the transactions,” said BOVAEA's chairman, Eric Lim who was also present at the press conference.

BOVAEA Estate Agency Practice committee member K Soma Sundram noted there is no harm in using websites or applications to promote a product for advertorial purposes, but if transactions were made and commissions were received, then it means that the law has been broken.

“Unregistered negotiators have not gone through the necessary training to understand the proper process of selling off a property and the correct way to do it,” Soma said.

Soma also addressed the illegal brokers' replication of the red lanyard and tag worn by registered estate negotiators (REN) to fool the public.

“One way to recognize if they are RENs is to look for a QR (Quick Response) code on their tags. You can scan the code with your handphone, which will then lead you to our board's website to identify if they are registered under the board,” explained Soma.

Haji Faizan noted that only registered real estate agents as specified in section 22C of the Valuers, Appraisers and Estate Agents Act can act as agents in selling, purchasing, letting or renting of any properties.

He added that some of the punishments include removing the agents' names from the registry, suspension of practice, admonishment and/or fine.

“The board is currently actively working with the police and the Attorney General chambers to take action,” he said.

Those found guilty under Section 30 of the act is liable to a fine not exceeding RM300,000 or imprisonment for a term not exceeding three years or both.

“For some developers that are making millions or billions in deals, they may feel that the

RM300,000 fine is a small amount compared with the profit. But, they need to remember there is a possibility of jail time, and nobody wants that,” Lim told TheEdgeProperty.com.

Haji Faizan emphasised that the board's objective is to protect the public against illegal brokers.

“If you [the public] engage a registered real estate agent or negotiator, then BOVAEA can take action if there is a dispute. However, illegal brokers and firms that are not registered with the board do not have a record with us, and it is very difficult for us to help them when disputes happen,” he noted.

Haji Faizan added that the board will meet with the Real Estate and Housing Developers Association sometime this month to ensure that those appointed by the developers are registered agents.

“Since the launch of our campaign, we have noticed a drop in con cases. We will keep working towards curbing this illegal activity,” said Lim.



Bowling Tournament & Christmas Party

10 December 2015



The recently held bowling event on the 10 December 2015 at Bukit Kiara was a success.

All participants were anxiously waiting to compete in this annual event to fight for the trophy. 10 agencies participated in this bowling tournament.

The new champion this year is Knight Frank and the top bowler was Kelvin Yip from Knight Frank. 2nd place was Property Hub Sdn Bhd and 3rd place was Three Acres Real Estate. Shortly after everyone adjourned to a lovely christmas buffet dinner coupled with fun games and prizes. Congratulations to all the winners and participating teams for making this a successful event."





VISIT TO CYBERJAYA

9 December 2015



On the 9 December 2015, MIEA invited all members and organized a visit to Cyberjaya. This visit was initiated due to the invitation by the Master Developer of Cyberjaya, Setia Haruman Sdn Bhd.

As the Master Developer of Cyberjaya, Setia Haruman was entrusted with the role to plan, design and prepare the primary infrastructure for the Cyberjaya Flagship Zone (CFZ). The area covers 7,000 acres of freehold land consisting of four main zones known as enterprise, commercial, institutional and residential. Each zone is fully equipped with a host of intelligent network services and interactive broadband services.



The visit was a half day event which was held at The Cyberview Resort & Spa, Cyberjaya. It started at 10am with light breakfast and coffee provided.



The staff of Setia Haruman gave us a warm welcome and each department Head presented their developments as well as business opportunities to the estate agents & RENs. We were subsequently given a tour of Cyberjaya by bus and visited a couple of project sites. Everybody adjourned to the Cyberlodge for a sumptuous buffet lunch after that.

A total of 39 REAs & RENs participated in this event.



Dialogue with BOVAEA in Sarawak

9 January 2016



MIEA (Sarawak Branch) & RISM (Sarawak Branch) jointly organized a gathering for this event which was attended by 42 RISM and MIEA members in Kuching on the 9 January 2016.

BOVAEA delegates consist of President (Datuk Sr. Faizan Bin Abdul Rahman) & 3 Board members (Sr. Foo Gee Jen, Sr. Ishak Ismail & Mr. Alex Joseph Gomex). The BOVAEA Sarawak Board member, Sr. Donald Lam, gave the welcoming address. Datuk Sr. Faizan spoke on BOVAEA's organization and role. Sr. Foo, the Managing Director of CH Williams Talhar & Wong Sdn Bhd, spoke on "Recent Amendment on the Malaysian Valuation Standards (MVS) 2015". The Managing Director of IM Global Property Consultations Sdn Bhd (Sr. Ishak Ismail) & President of Malaysian Institute of Professional Property Manager (MIPPM) spoke on "Overview of Property Management Practices in Malaysia and the recent development of the current legislation affecting Property Management Practitioners".

The final paper on Estate Agency was delivered by Mr. Alex Gomex who is MIEA National Councilor & one of MIEA's representative in BOVAEA. Mr. Alex Gomex is the Managing Director of Kellerhoff International Sdn Bhd. His excellent deliberation kept the audience alert. He highlighted the important areas that BOVAEA have been and will be implemented to upgrade the real estate industry. There are:

	REA	PEA	RENs
Malaysia	1919	566	15,478 (active)
Sarawak	50	7	698 (active)

BOVAEA plans to implement compulsory attendance for Continuous Development Program (CDP) for all RENs very soon.

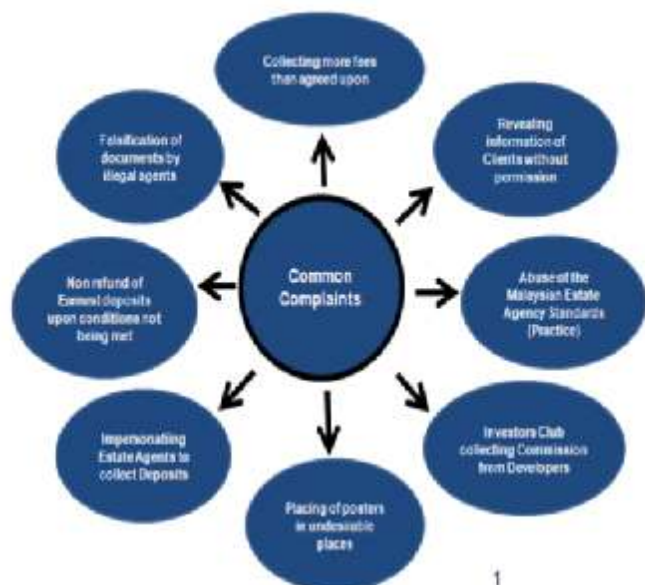
Secondly, it has held dialogues with the Media and Multimedia companies to ensure that they only accept

advertisements with REN/PEA/PV/REA numbers. Failure to comply may result in disciplinary action against registrants.

Thirdly, BOVAEA has employed a team of Investigation Officers, who will conduct random spot checks. The Standard Operating Procedure (SOP) & Key Performance Indicators (KPI) for investigation are being laid down.

Fourthly, it has carried out an Intensive Public Awareness Campaign to keep the public informed and to be aware of illegal brokers. The Campaign aims to encourage the public to deal with REA/PEAs/REN only. The tag line is "No Tag No Talk". Anti-C.A.M.P Campaign (C.A.M.P stands for Cheating, Absconding, Misrepresentation & Profiteering) has been successfully conducted.

Last but not least, BOVAEA has met with AG Chambers, Police & MOF (Legal Department) to finalize action on arresting/charging illegal brokers.



** A chart showing the major complaints received by BOVAEA was displayed during the dialogue.



**MIEA JOHOR
FELLOWSHIP NITE
22 January 2016**

MIEA Johor Branch organized a fellowship night on the 22 January 2016 at Johor Cultural and Sports Club in Iskandar Malaysia, Johor Bahru. The event was well received and participated by 80 people. This fellowship night involved real estate negotiators & principal in Johor, Maspex Johor's Sponsors, event advertisers, media reporters, real estate associates, NCC speakers and government authorities such as RISM and IRDA.

The objectives of this fellowship night were :

- (A) To provide a platform for fellowship and networking amongst all to share the latest real estate knowledge and experiences.
- (B) To promote and recruit new MIEA members.
- (C) To identify the exact number of negotiators.
- (D) To encourage the principal to send their newly recruited or potential negotiators to attend MIEA's NCC class.
- (E) To brief on CDP seminar for REN TAG renewals.
- (F) To update the MIEA defaulters by sharing with them the benefits of being a MIEA member.
- (G) To make an early announcement and invitation to the real estate agencies for the coming Maspex Johor 2016.
- (H) To show our appreciation to the sponsors and supporters for the past two Maspex Johor events and explore further sponsorship for Maspex Johor 2016.
- (I) To motivate all involved professionals and experts to work together with positive mental attitude to generate more real estate business.

- J) To enable MIEA to update the members, associates and supporters on MIEA's past and future events and activities. One of the important updates was briefed by the BOVAEA's President, Datuk Sr Faizan, regarding the enforcement by Board of Valuers, Appraisers and Estate Agents Malaysia and Police against illegal real estate players.

A very special thank you with high appreciation and deep gratitude to our MIEA President, Mr Erick Kho and our councilor, International Liason Chairperson, Ms Ong Poh See, who were present to support the fellowship event.





MIEA Members Appreciation Nite

15 January 2016

We had the first Members-Get-Together Night for 2016 on the evening of 15 January 2016. The event was hosted by the developer of Agile Mont Kiara, and it was held at the sales gallery of Agile Mont Kiara in Mont Kiara, Kuala Lumpur. Agile Mont Kiara is a luxury condominium to be developed by Agile Real Estate Development (M) Sdn Bhd, which is a fully own subsidiary of Agile Property Holdings Ltd - one of the leading property developers in China. The project was officially launched by the Datuk Bandar of Kuala Lumpur exactly one week earlier, on the 9 January 2016.

The program for the event as follows:

- 6:30 pm Registration Networking session & light dinner
- 7:30 pm Project briefing by Agile's sales and marketing team
- 8:00 pm Briefing by David Kok, MIEA Legal Advisor, on "Conditions & Restrictions of Ownership of Property By Foreigner in Malaysia"
- 8:30 pm Appreciation of Thanks to Agile Mont Kiara
- 8:40 pm Continue with networking session & viewing of show units
- 9:45 pm End of event



The admission was free of charge for all members and RM50 admission fee for non-member. A total of 61 members and non-members from 42 firms registered for the event. With the concerted efforts of the dedicated secretariat staff, Ms. Nanee and Mr. Mano, and the fellow organizing committee members Ms. Ong Poh See, Mr. Ethan Leong & Mr. Billy Low, the event went smoothly without any hitch.

The participants started arriving at 6:30pm, and treated with a good spread of light buffet dinner provided by the gracious host. Agile Real Estate Development CEO Wilson Ren, chief operating officer Eric Yeo and their team of sales and marketing personnel were present at the event to receive and engage with the participating members. The event was executed according to the program flawlessly by our emcee Mr. Billy Low, assisted by Mr. Ethan Leong and Ms. Ong Poh See.

The official part of the event ended at 8:45 pm with the presentation of a token of appreciation by MIEA President Mr. Erick Kho to the host Agile Mont Kiara represented by Mr. Eric Yeo, and our invited guest speaker Mr. David Kok. The participating members continued to network among themselves and visited the various types of show units thereafter.

Report prepared by,
Wan Choy Heng
Membership Chairman





NEGOTIATORS CERTIFICATION COURSE

We are taking Estate Agency to a new level of Professionalism



2-day Syllabus
Fee : RM636.00
(Inclusive of GST 6% @ RM 36)
Breakfast, Lunch & Tea Provided

SELANGOR • PENANG • PERAK • JOHOR • SARAWAK • SABAH

Upcoming Classes

DATE	VENUE	PAYMENT DETAILS	CONTACT
19 & 20 March 2016 (Sat-Sun) (9am-6pm)	MIEA Training Center - Petaling Jaya Unit C-26-07, 7th Floor, Block C, Dataran 3 Dua, Jalan 19/1, 46300 Petaling Jaya, Selangor.	Payable To : Malaysian Institute Of Estate Agents Bank : Public Bank Account No : 3184-1974-10	Contact Person 03 - 7960 2577 Ms. Faezah
30 - 31 March 2016 (Wed - Thu) (9am-6pm)	MIEA Training Center - Johor No 33-02 , Jalan Putra 1, Taman Sri Putra , 81200 Johor Bahru , Johor.	Payable To : Malaysian Institute Of Estate Agents (Johor Branch) Bank : Maybank Account No : 551128615277	Contact Person 07 - 562 8370 Ms. Serina
2 & 3 April 2016 (Sat-Sun) (9am-6pm)	Tower Regency Hotel - Perak 6-8, Jalan Dato' Seri Ahmad Said, 60450 Ipoh, Perak.	Payable To : Malaysian Institute Of Estate Agents Bank : Public Bank Account No : 3184-1974-10	Contact Person 03 - 7960 2577 Ms. Faezah
6 & 7 April 2016 (Wed-Thu) (9am-6pm)	Gaya Central Hotel, Kota Kinabalu, Sabah Jalan Tun Fuad Stephen, 88000 Kota Kinabalu, Sabah	Payable To : Malaysian Institute of Estate Agents (Sabah Branch) Bank : Alliance Bank Account No : 1009 300 100 13442	Contact Person:- 019 - 880 6798 (Mr. Victor Wong) 016 - 832 9798 (Ms. Mary Yu)
9 & 10 April 2016 (Sat-Sun) (9am-6pm)	Malaysia. MIEA Training Centre - Penang Lot 9 & 10, 5th Floor, Axis Complex 35, Jalan Cantonment, 10350 Penang	Payable To : Malaysian Institute of Estate Agents (Penang Branch) Bank : Hong Leong Bank Berhad Account No : 263 0000 4793	Contact Person 04-2288333 Ms. Lily
9 & 10 April 2016 (Sat-Sun) (9am-6pm)	MIEA Training Center - Petaling Jaya Unit C-26-07, 7th Floor, Block C, Dataran 3 Dua, Jalan 19/1, 46300 Petaling Jaya, Selangor.	Payable To : Malaysian Institute Of Estate Agents Bank : Public Bank Account No : 3184-1974-10	Contact Person 03 - 7960 2577 Ms. Faezah
16 & 17 April 2016 (Sat-Sun) (9am-6pm)	Lot 10 Boutique Hotel, Sarawak Lot 10, Jalan Ban Hock, Jalan Timur Central 93100 Kuching, Sarawak.	Payable To : Malaysian Institute of Estate Agents (Sarawak Branch) Bank : Public Bank Account No : 3189-2954-18	Contact Person 082 - 234 811 Ms. Noreen
21 & 22 April 2016 (Thu-Fri) (9am-6pm)	MIEA Training Center - PJ Unit C-26-07, 7th Floor, Block C, Dataran 3 Dua, Jalan 19/1, 46300 Petaling Jaya, Selangor.	Payable To : Malaysian Institute Of Estate Agents Bank : Public Bank Account No : 3184-1974-10	Contact Person 03 - 7960 2577 Ms. Faeza
28 & 29 April 2016 (Thu-Fri) (9am-6pm)	MIEA Training Center - Johor No 33-02 , Jalan Putra 1 , Taman Sri Putra 81200 Johor Bahru, Johor.	Payable To : Malaysian Institute Of Estate Agents (Johor Branch) Bank : Maybank Account No : 551128615277	Contact Person 07 - 5628 370 Ms. Serina

Login to www.miea.com.my
and register online
for upcoming classes.



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Endorsed by
**THE BOARD OF VALUERS, APPRAISERS
AND ESTATE AGENTS MALAYSIA**

Malaysia Commercial Real Estate Investment Sentiment Survey 2016

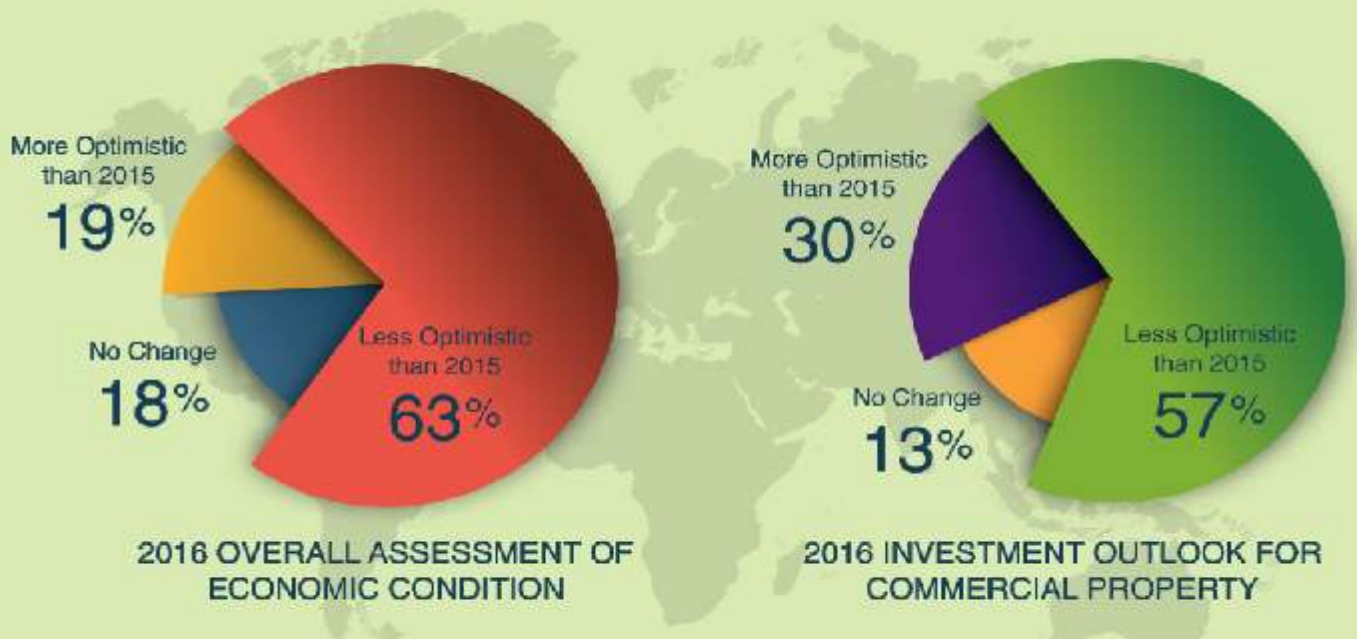


Knight Frank Malaysia, the global property consultancy, recently has done a survey on the investment sentiment of Malaysia commercial real estate market. The survey targeted some 700 respondents in the senior management levels across the property industry. About half of the respondents (55%) were developers with the balance comprising a fair mix of commercial lenders (24%) and fund/REIT managers (21%), reflecting players in the commercial real estate market.

2016 – The Outlook

More than half of the respondents (63%) are less optimistic on the overall economic scenario for 2016 compared to 2015 with only 19% of them being more optimistic.

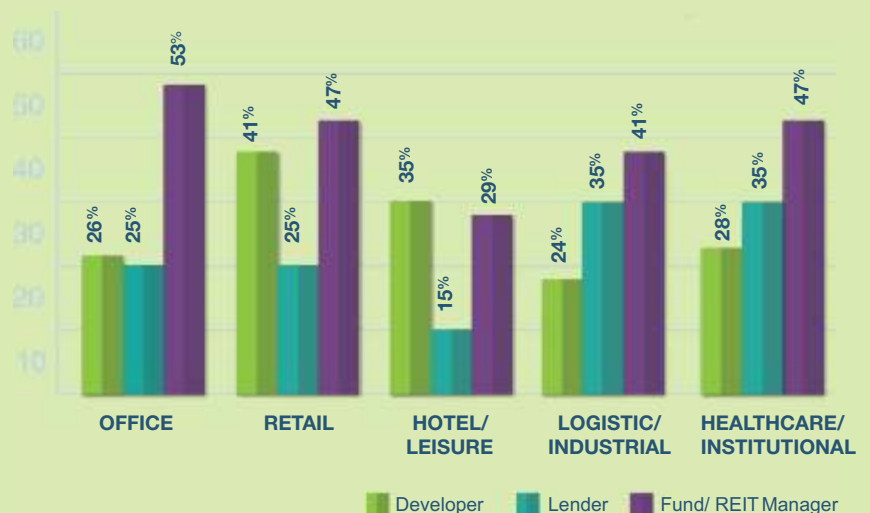
In terms of investment outlook, 57% of the respondents are less optimistic, followed by 30% who remained neutral, whilst the remaining 13% of the respondents are confident that the market will improve in 2016.



INVESTMENT BY INDUSTRY PLAYERS

Fund/ REIT managers are expected to be actively investing in 2016; seeking opportunities in a slow property market. 53% indicated their intention to invest in the office segment and 47% in the retail and healthcare/ institutional sub-sectors. This is provided yield expectations are met.

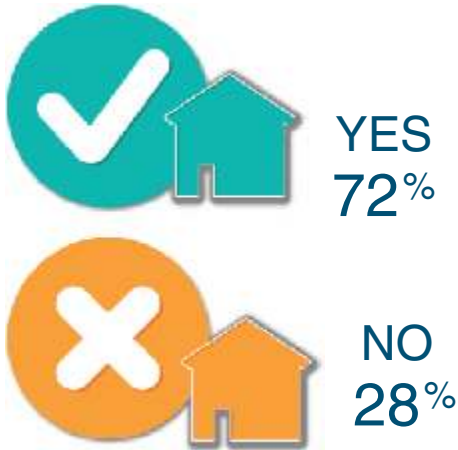
Meanwhile, although 41% of developers surveyed indicated that they will continue developing retail components, priority sector for lending is only 25% for the retail segment. This mismatch reflects challenges in funding the retail projects.



Commercial Sub-Sectors Investment in 2016

INVESTMENT IN COMMERCIAL SECTOR

The survey revealed that 72% of the respondents intend to invest in one or more commercial sub-sectors in 2016.

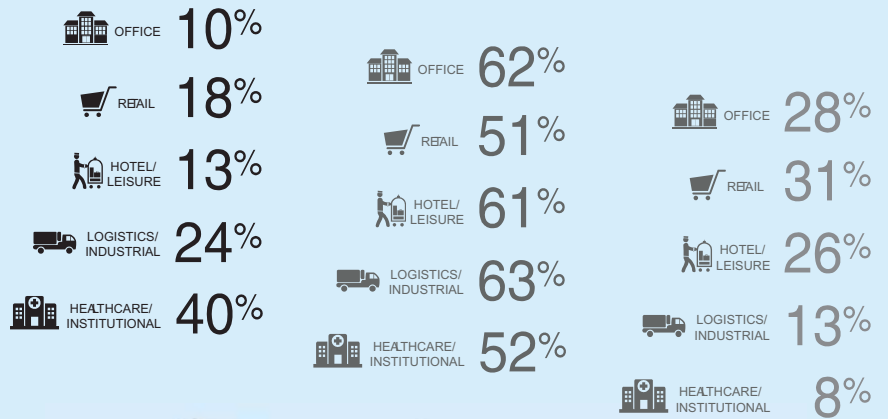


The retail segment was top choice with 39% interest whilst interests in other sub-sectors range from 29% to 34%. It is noted that developers continuing to complete the on-going retail projects could have skewed the interest for retail in 2016.



PERFORMANCE OF CAPITAL VALUES BY SUB-SECTOR

More than half of the respondents (51% to 63%) expect the capital values for all sub-sectors to remain unchanged although 40% of them foresee an increase in the values of properties related to the healthcare/ institutional sector. 31% and 28% of the respondents expect the capital values to decline in the retail and office sub-sectors respectively.

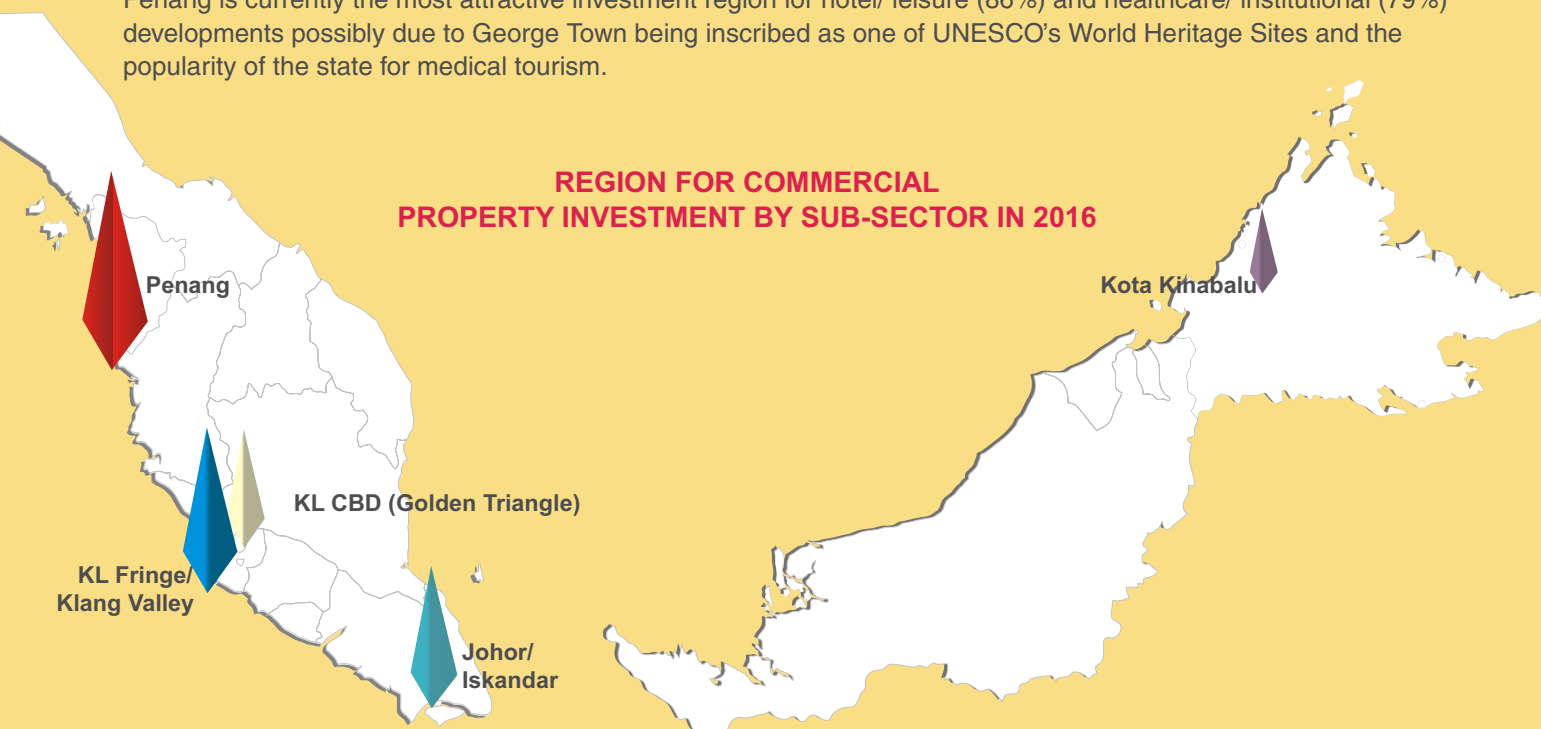


Region for Commercial Property Investment in 2016

Penang has overtaken Kuala Lumpur / Klang Valley as the most attractive region for investment, garnering 67% of the overall responses. KL CBD (Golden Triangle) which was the top investment choice in 2015 has retreated in the ranking to fourth position with 49% of responses after KL Fringe/ Klang Valley (56%) and Johor/ Iskandar (55%).

The healthcare/ institutional segment is the most attractive sub-sector for investment, garnering 69% of responses, followed by the hotel/ leisure segment (65%), logistics/ industrial (52%) and retail (50%). The least attractive segment for investment is the office sub-sector with a poor 36% response.

Penang is currently the most attractive investment region for hotel/ leisure (86%) and healthcare/ institutional (79%) developments possibly due to George Town being inscribed as one of UNESCO's World Heritage Sites and the popularity of the state for medical tourism.



ATTRACTIVENESS OF COMMERCIAL SUB-SECTORS IN DIFFERENT REGIONS

REGION	OFFICE	RETAIL	HOTEL/ LEISURE	LOGISTICS/ INDUSTRIAL	HEALTHCARE/ INSTITUTIONAL	TOTAL AVERAGE
KL CBD (Golden triangle)	39%	50%	57%	35%	61%	49%
KL FRINGE / KLANG VALLEY	40%	53%	54%	62%	72%	56%
JOHOR / ISKANDAR	40%	49%	59%	61%	69%	55%
KOTA KINABALU	19%	38%	67%	37%	62%	45%
PENANG	44%	61%	86%	66%	79%	67%
TOTAL AVERAGE	36%	50%	65%	52%	69%	





Apply Now. Be part of the United, Relevant & Progressive MIEA!

MEMBERSHIP



UNITED RELEVANT PROGRESSIVE

Member Benefits

BENEFITS and ADVANTAGES

- Recognition as Member of a Professional Body
- International Affiliations
- Quarterly Bulletin D'REAM
- MIEA website updates, properties listings, business opportunities
- Maybank Property Watch Privileges
- Free Legal Advice
- Arbitration
- Education & Training
- Marketing & Networking
- Discounts on Seminars (REPS)
- Source of Information
- Library & Resources
- Government Legislation Updates
- Social Avenue
- Professional Awards
- Annual Conventions

Immediate Reward

1. Exclusive Welcome Gift to all applications submitted & approved in March 2016
2. **Cash Vouchers*** for all Entrance Fee and Annual Subscriptions paid
3. Type of Membership:
 - Ordinary Membership (OM)**
Real Estate Agents registered with BOVAEA
 - Affiliate Membership (AF)**
Negotiators and employees of real estate related industries



* To redeem for REPS/Courses and conventions organized by MIEA only
Terms and Conditions apply. CPD hours applied for, where applicable

Category	Items	Payment	Voucher
OM	Entrance Fee	RM210	RM50
	Annual Subscription	RM200	RM50
AF	Entrance Fee	RM210	RM50
	Annual Subscription	RM80	RM30

To Apply:

- Call MIEA Secretariat at 03-7960 2577
- Whatsapp your contacts to 016-286 9718
- Email your contacts to membership@miea.com.my