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REAL ESTATE
AWARDS
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AWARD RECIPIENTS 2015

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The Malaysian Institute of Estate Agents (MIEA) is proud to present the MIEA National Real Estate Awards 2015. These awards are presented annually to Real Estate Agents, Real Estate Agencies, Real Estate Negotiators and those who have contributed to the Industry and fraternity. The winners of these awards will be recognised throughout the country as leaders for their pursuit towards excellence in their respective fields. These awards bring national recognition, honour and a sense of achievement to the recipients.

The National Real Estate Awards

Past Recipients

2014

Real Estate Leadership Award
Mr Lim Ah Leck

Residential Agency Of The Year (Medium Sized)
Property Hub Sdn Bhd

Residential Agency Of The Year (Small Sized)
Realproperty.my

Commercial Real Estate Agency Of The Year
Hartamas Real Estate (Malaysia) Sdn Bhd

Real Estate Negotiator Of The Year - Residential
Wong Yau Long
Reapfield Properties Sdn Bhd

Real Estate Negotiator Of The Year - Commercial
Shawn Adriano Valerio
Carey Real Estate Sdn Bhd

Real Estate Negotiator Of The Year - Industrial
Jaclyn Yee Siew Fong
Carey Real Estate Sdn Bhd

Specialized Award
Zerin Properties

Real Estate Agent Of The Year
Eric Lim Chin Heng
Hartamas Real Estate (Malaysia) Sdn Bhd

Real Estate Agency Of The Year
CBD Properties Sdn Bhd

State Real Estate Agency Of The Year (Perak)
New Ipoh Properties

State Real Estate Agency Of The Year (Penang)
Reapfield Properties (Penang) Sdn Bhd

State Real Estate Agency Of The Year (Sarawak)
Kozin Real Estate

State Real Estate Agency Of The Year (Johor)
Tophills Realty (M) Sdn Bhd

Million Dollar Real Estate "Roof Top" Achiever
Wong Yau Long
Reapfield Properties Sdn Bhd

Million Dollar Real Estate "Roof Top" Achiever
Shawn Adriano Valerio
Carey Real Estate Sdn Bhd

2013

Residential Real Estate Agency Of The Year
Small Reapfield Properties (Klang) Sdn Bhd
Medium Property Hub Sdn Bhd
Large Reapfield Properties Sdn Bhd

Commercial Real Estate Agency Of The Year
Hartamas Real Estate (Malaysia) Sdn Bhd

Real Estate Negotiator Of The Year
Residential Sector
Bernice Chee Siew Lan
CBD Properties

Specialized Award
Knight Frank Malaysia Sdn Bhd

Real Estate Agent Of The Year
Govindasamy Balaguru, (GDS Properties)

Real Estate Agency Of The Year
Hartamas Real Estate (Malaysia) Sdn Bhd

State Real Estate Agency Of The Year
Reapfield Properties (Penang) Sdn Bhd

Million Dollar Real Estate "Roof Top" Achievers
Govindasamy (GDS Properties)
Wong Yau Long (Reapfield)

Real Estate Leadership Award
K. Soma Sundram

The National Real Estate Awards

Past Recipients

2012

Residential Real Estate Agency Of The Year
Medium Property Hub Sdn Bhd

Commercial Real Estate Agency Of The Year
Hartamas Real Estate Sdn Bhd
Cbd Properties Sdn Bhd

Real Estate Negotiator Of The Year
Residential Sector Ivan How, CBC Properties Sdn Bhd
Industrial Sector Danny Luo, CBD Properties Sdn Bhd

Specialized Award
Reapfield Properties Sdn Bhd

Real Estate Agent Of The Year
David Ong (Reapfield Properties Sdn Bhd)

Real Estate Agency Of The Year
Small Agency GDS Properties
Medium Agency Hartamas Real Estate Sdn Bhd
Large Agency Reapfield Sdn Bhd

State Real Estate Agency Of The Year
Tiram Realty (Johor)
Borneo Real Estate (Sarawak)

Real Estate Leadership Award
Dato' Leslie Lee

2010

Real Estate Agent Of The Year
David Ong (Reapfield Properties Sdn Bhd)

Specialised Award
Zerin Properties

Real Estate Leadership Award
Datuk Ravindra Dass

2011

Residential Real Estate Agency Of The Year
Large **Reapfield Properties Sdn Bhd**

Commercial Real Estate Agency Of The Year
Small Agency **GDS Properties**
Medium Agency **Hartamas Real Estate Sdn Bhd**

MIEA Real Estate Negotiator Of The Year
Residential Sector **Julie Yong Mooi Lai, CBD Properties**

Specialized Award
GDS Properties

Real Estate Agent Of The Year
Adrian Wang (CBD Properties)

Real Estate Agency Of The Year
Medium Agency **Hartamas Real Estate Sdn Bhd**
Large Agency **Reapfield Sdn Bhd**

State Real Estate Agency Of The Year
Borneo Real Estate (Sarawak)

Real Estate Leadership Award
Datuk Alan Tong Kok Mau

2009

Real Estate Agency Of the Year
Reapfield Properties Sdn Bhd

Commercial Agency of the Year
GDS Properties

Real Estate Agent Of The Year
Previndren Sathurhasinge (Zerin Properties)

Specialised Category Award
Hartanah Consultants

Real Estate Leadership Award
Dato' Haji Abdul Rahim Rahman

Leadership Awardees



2013
K. Soma Sundram



2014
Lim Ah Lek



2011
Dato Alan Tong Kok Mau



2012
Dato Leslie Lee



2009
Dato Haji Abdul Rahim Rahman



2010
Datuk Ravindra Dass

History of the Awards

The year 2009 was an important year in the history of the fraternity. It saw the advent of the first MIEA National Real Estate Awards. With 10 categories the inaugural awards saw a limited number of bidders, however, it was a runaway success when MIEA recognized five recipients of the Awards in that year for work done in 2008. In 2010, nine submissions were made and only three awards were given while 6 others were given honourable mention. The participation though having gained participation did not attract a wider participation of firms. There was the realization that we need to make new grounds and so some new categories were added while we judging maintained, as only the best can win. Today after six years we have tweaked and we have 19 categories to recognize those who are excelling in different areas. This year 2015 we received an all time high no of 35 submissions 23 winners. What seemed impossible then has now become the gold standards of the Real estate Practice. The National Real Estate Awards is now established as the highest recognition of Real Estate practitioners in Malaysia. and has been well received by the government, the industry, fraternity and the public at large.

As anticipated the MIEA National Real Estate Awards has not only become a measure of success but the pinnacle of achievement for Real Estate firms, Real Estate Agents and Real Estate Negotiators. Business opportunities have widened, recruitment has become easier, confidence from the public has deepened and internationally these Agents are respected. The winners are the cream of the fraternity.

This year 2015, we have introduced new categories and will again recognize those who have excelled in their specific areas based on the performance in 2014.

Awards Categories

REAL ESTATE AGENTS CATEGORY

- REA Category 1 : Top Realtor Of The Year
- REA Category 2 : Top Real Estate Firm Of The Year
- REA Category 3 : Top Real Estate Firm (State) Of The Year
- REA Category 4 : Top Rookie Realtor Of The Year
- REA Category 5 : Residential Real Estate Firm Of The Year
5A. Agency firms or branches
with 151 or more sales people (Large)

5B. Agency firms or branches
with 51 -150 sales people (Medium)

5C. Agency firms or branches
with 50 sales people & less (Small)
- REA Category 6 : Commercial Real Estate Firm Of The Year
- REA Category 7 : Industrial Real Estate Firm Of The Year
- REA Category 8 : Top Project Marketing Firm Of The Year
- REA Category 9 : Most Innovative Firm Of The Year
- REA Category 10 : Specialized Projects
- REA Category 11 : Real Estate Website Of The Year
- REA Category 12 : Million Dollar Roof Top
- Special Category : Lifetime Achievement Award

REAL ESTATE NEGOTIATORS CATEGORY

- REN Category 12A : Million Dollar Roof Top
- REN Category 14 : Top REN Of The Year
- REN Category 15 : Top State REN Of The Year
- REN Category 16 : Rookie REN Of The Year
- REN Category 17 : Top Residential REN Of The Year
- REN Category 18 : Top Commercial REN Of The Year
- REN Category 19 : Top Industrial REN Of The Year
- REN Category 20 : Top Online REN Of The Year

Awards Guidelines

- A. PARTICIPATION
The award is open to all
i) Registered Estate Agents
ii) Registered Estate Agency firms
iii) Certified Real Estate Negotiators.
Both Ordinary / Affiliate Member including Non Members of MIEA are eligible to participate. However, different bidding fees shall be payable. Refer to item J under general information.
- B. PARTICIPATING FIRMS
Participation shall be by individual Real Estate offices or branches and not collectively as an organization.
- C. QUALIFYING PERIOD
For sales concluded during the corresponding period from 1st January 2014 to 31st December 2014.
- D. JUDGING CRITERIA
Winners are not judged by sales performance only but on other criteria's as stated under the awards criteria.
- E. SERVICE TAX
To ensure accuracy in sales achievement, the judges will strictly base on payment of service tax to Royal Customs Department in the correspond-ing qualifying period i.e. 1st January 2014 to 31st December 2014. All copies of receipts for the year including payment in February 2014 to be attached and all authentications of sales must correspond with receipts of payment of service Tax
- F. CONFIDENTIALITY OF INFORMATION
The award submission received shall be strictly for MIEA internal use only. The National awards committee, the Institute and the panel of Judges will undertake to ensure that the confidentiality of all information received. The National awards committee will return and or destroy the submissions once the results are tallied and confirmed by an independent Auditor.
- G. JUDGES
The awards will be judged by an experienced independent panel of judges from outside the Real Estate Profession.
- H. ACCURACY OF INFORMATION PROVIDED
All participating firms must provide the information with accuracy and ruthfulness. If any information given is found to be false, than the Institute reserves the right to disqualify or to withdraw the award at any point of time before or after the awards ceremony.

Awards Incentives & Recognition

Winners in the respective category will receive the following awards incentives & recognition

1. National Champion Trophy
2. A Framed Certificate
3. Award Winners Lapel Pin
4. One free MAREC ticket for all individual winners
5. Press Conference and Media release
6. Full page advertisement in selected Media
7. Announcement of recipients in MIEA official "Award Recipient's handbook".
8. Introduction & Recognition of all winners at MAREC Convention.
9. Display of Recipients on photo wall at MAREC Convention.
10. Interview of Recipients in MIEA Dream magazine
11. Permanent listing of winners on MIEA website.
12. Listing of winners in proprtyguru.com & theedgeproperty.com portals
13. The right of use the approved winner's logo in all publication.



3rd October 2015 • Sime Darby Convention Centre

MESSAGE FROM THE NATIONAL REAL ESTATE AWARDS JUDGES



Panel of Judges (L-R) :
K. Soma Sundram, Sheldon Fernandez, Au Fong Yee, Erick Khoo, Kumar Tharmalingam, Sr. Huan Cheng Kee and Eric Lim



It gives us great pleasure to share our thoughts on this momentous occasion in celebration of the presentation of the National Real Estate Awards 2015.

We are indeed happy to be invited to be judges to evaluate and choose the champions in the real estate fraternity for this year. This year we saw inclusion of new award categories, an increase in the number of submissions to 38 which is an all-time high in the 6 year history of the awards. This is a reflection of members who have accepted the awards

as a real form of recognition and that it yields benefits to the winners.

The awards were treated with great confidentiality and the technical experts were there to guide us on industry standards. The submissions were good, the standards were high and quality of presentation improved. As the chief judge I am happy to state that since the inception in 2009 of which I was part of in judging, MIEA have come a long way to take the awards to the next level. The standards, the quality of submission, the projects undertaken, the growth of firms and RENs have made the Real Estate Practice a more recognized one.

Coming from outside the real estate fraternity, we are happy to see the level of professionalism, the growth of the firms, the high level of service, the innovation, excelling in what they do. The attitude that the players are committed and to be the best in what the winners do is a motivation for others to emulate.

We have no doubt that the National Real Estate Awards will go from strength to strength and that it will be a much sought after award in the years ahead. In conclusion our advice for all future bidders is to plan early, work towards attaining your goals and to see more competition. We thank MIEA and the organizing committee for inviting us and to be part of these prestigious awards.

Thank You

Kumar Tharmalingam, Chief Judge
Au Fong Yee, CEO Edge.com
Sheldon Fernandez, Country Manager Property Guru.com
Sr. Huan Cheng Kee, Member of the Board of Valuers & Director JPPH

Technical Advisers

Organizing Chairman : Mr Eric Lim
President : Mr Erick Kho
Past President : K. Soma Sundram



NIGHT OF RECOGNITION

3 OCTOBER 2015
SIME DARBY CONVENTION CENTRE

The Challenge Trophy

The MIEA National Real Estate Award is a specially designed trophy. The shape is a free form U icon that depicts the following:

The free form reflects the versatility of Estate Agents in dealing with many types of properties.

The round base reflects the world.

The U shape connotes the unity of the membership in achieving excellence.

The raised icon and the pointed edge reflects that the sky is the limit in what we do and that we need to do our best and be focused in our services to clients.

Recipients of MIEA's National Real Estate Awards 2015

REAL ESTATE AGENTS

Top Realtor Of The Year

Adrian Wang Fook Ping, CBD Properties

Top Real Estate Firm Of The Year

Hartamas Real Estate Agents

Top Real Estate Firm (State) Of The Year

Perak : New Ipoh Properties

Sarawak : Kozin Real Estate

Penang : Property Talk

Top Rookie Realtor Of The Year

Raphael Wong Wai Kit, Real Estate Finders

Residential Real Estate Firm Of The Year

Medium : Property Hub Sdn Bhd

Small : Full Homes Realty Sdn Bhd

Commercial Real Estate Firm Of The Year

Hartamas Real Estate Agents

Industrial Real Estate Firm Of The Year

Royale Rich Real Estate Agent

Top Project Marketing Firm Of The Year

Hartamas Real Estate

Most Innovative Firm Of The Year

Zerin Properties

Specialized Projects

Knight Frank

Real Estate Website Of The Year

Zerin Properties

Million Dollar Roof Top

Goh Kim Yang, Royale Rich Real Estate Agent

Teo Zi Lin, Zilin Properties



NIGHT OF RECOGNITION

3 OCTOBER 2015
SIME DARBY CONVENTION CENTRE

Recipients of MIEA's National Real Estate Awards 2015

REAL ESTATE NEGOTIATORS (REN)

Million Dollar Roof Top

Lim Kwee See, CBD Properties
Gerard Chan, Three Acres Real Estate Sdn Bhd
Wong Yau Long, Cornerstone Realty

Top REN Of The Year

Wong Yau Long, Cornerstone Realty

Top State REN Of The Year

Sarawak : Colin Wong Yek Fong

Rookie REN Of The Year

Chris Tee Hwa Khuan, Property Hub Sdn Bhd

Top Residential REN Of The Year

Nick Lu Weng Kong, CBD Properties

Top Commercial REN Of The Year

Lim Yoong Siang, Hartamas Real Estate

MIEA - Propertuguru Top Online REN

Norafiza Arifen

MIEA - theedgeproperty.com Top Online REN

Chua Hui Siang

Finalist of the 2015 National Real Estate Awards

- Property Hub Sdn Bhd
- CBD Properties Sdn Bhd
- Teo Zi Lin
Zilin Properties
- Leow Ai Ling
Property Hub Sdn Bhd
- Three Acres Real Estate Sdn Bhd
- Esprit Estate Agent Sdn Bhd
- Richland Properties
- Phoebe Tan Saw Yean
Property Hub Sdn Bhd
- Wong Yau Long
Cornerstone Realty
- K S Kunnam
Property Hub Sdn Bhd

For those who have submitted, we thank you for your participation and we hope to see you next year.



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Lifetime Achievement Award

Stephen Tew



Mr. Stephen Tew is an estate agent, developer, reit manager, commercial & industrial properties investor, renewable energy producer, shopping complex operator, lighting & outdoor furniture manufacturer, regular speaker on real estate, Past President of MIEA – all rolled into one!

Stephen has been in the real estate profession for the past 31 years. A graduate of the Institute of Marketing (I.M.) UK, he started his real estate career in 1984 spending 4 years with Rahim & Co Chartered Surveyors Sdn Bhd before setting-up "The Golden Triangle Estate Agency" with 2 others. In 1992, he established Hectares & Stratas which today is in its 23rd year of existence.

Hectares & Stratas is a boutique estate agency firm with its core competency in the Industrial & Commercial Real Estate Market. Hectares & Stratas became a partnership in 1999 when Mr. Hong Soon Loong, a registered estate agent joined it, and has remained the same since then.

Stephen was the President of The Malaysian Institute Of Estate Agents (MIEA) from 2001 -2003. Prior to that he served as a counsellor, treasurer and Dep. President under 3 earlier Presidents namely, Mr. Charlie Chan, Mr. Thinahara Kumar and Mr. Raymond Tang. He was instrumental in managing MIEA out of its financial troubles in the early 1990s and setting a financial momentum going for it. During his time as the President of MIEA, he launched the Real Estate Negotiators Course which runs till today and has seen thousands of 'would be' negotiators going through it as their first step in their real estate career.

Stephen was MIEA's representative in The Board of Valuers, Appraisers and Estate Agents from 1998 to 2004. He is today still involved as a panelist examiner for the Board's Test of Professional Competency (TPC) Examination which is the final step before a negotiator is graduated to become a registered real estate agent.

A milestone in Stephen's real estate career is the listing in 2005 of Axis Reit, Malaysia's 1st Reit to be listed on Bursa Kuala Lumpur. Stephen is a co-founder and promoter of Axis Reit which today is Malaysia's biggest Industrial Properties Reit with an asset value of about RM2.0 billion and built-up industrial buildings in excess of 7.0 million sq ft. He sits today as one of its Exco Board Members and remains as one of its substantial shareholders.

Stephen spends a lot of his energy exploring and nurturing new real estate ventures. Besides his home turf of Industrial and Commercial real estate, he also owns 2 retail malls and is looking at developing a third one next year besides launching a 100 rooms 'no-frills' hotel in Kuala Lumpur next month.

Besides real estate, Stephen is also heavily involved in the Sustainable Energy Development Corporation of Malaysia's initiative on renewable energy via the development and ownership of almost 1.0 million sf of installed roof-top solar panels, making his firm significant players in Malaysia's renewable energy landscape. He also owns the well known lighting company, Seng Hup Lighting and Décor Sdn Bhd as well as Victron Manufacturing which manufactures and exports cast aluminium outdoor furniture to Japan besides servicing the Malaysian market.

Stephen is a regular speaker on real estate and gives regular public talks on topics such as "How To Become A Successful Real Estate Negotiator", "How To Invest In Commercial Real Estate Successfully" and "Reits – What All Realtors Must Know".

Stephen's wife is Ann and they have been married for 28 years. They have 3 children, Edward their eldest who is an architect, Maxine who recently graduated with a Law Degree from the University of Bristol, U.K. and lastly Adrian who is in his 2nd year doing an honours degree in Real Estate at the University of Reading, U.K.



2015



Top Realtor

Dato' Adrian Wang Fook Ping



Adrian as he is known Obtained his bachelor's degree in civil Engineering from Oklahoma State University USA. His career started as a consultant engineer with KTA (Sarawak) Engineering Sdn Bhd. After about four years he moved on to becoming a consultant engineer with Concrete Engineering Product Bhd (CEPCO) for two years. While working here he realized his interest lied in the real estate profession. Hence, he completed his diploma in real estate in 2004 and moved on to be what he is today.

During the 14 years tenure, Adrian achieved top level sales, marketed projects with reputable developers and gained hands-on experiences in agency work. His hard work paid off when his firm won the MIEA Real Estate Agent of the Year 2011. He was also awarded the JCI CYEA

Top 10 Finalist in 2013. His firm reached another milestone when we won the Real Estate Agency of the Year 2014 at the National Real Estate awards.

He says "My dedication towards the welfare of my co-workers has motivated them to always strive for their best. Passion is the key to establishing more co-operation with clients as well as developers. I always try to understand the desires and demands of the consumers, thus fulfilling both their wants and needs. This makes my customers satisfied and looking forward to deal with my company in the future. Besides, support and trust from both customers and negotiators are very important. Rapport can only be built through trust, and this is exactly the business principle I'm always holding on to their vision is to provide quality service that exceeds expectations, to be the leading real estate company known, respected locally and internationally. The mission of the company is to be committed in providing innovative and cost effective real estate solutions. To appreciate and honour the given opportunities to be of service; to serve with honesty, integrity and accountability based on the pillars for of professionalism, reliability and progressiveness. Today, CBD Properties have around 300 experienced and professional negotiators with 13 branches scattered all over Malaysia. He was awarded the title of Dato' ship in 2014.



Top Real Estate Firm

Hartamas®

Hartamas was formed with a clear objective of offering quality real estate services. Over the years, we have refined our service offerings, honed our skillsets, expanded our footprint and strengthened our presence. We differentiate ourselves by ensuring that each of our agents and negotiators embraces a mindset that is fixated on quality, undergoes regular training and equipping, and enjoys handsome rewards. We are driven by a passion for real estate and a firm belief that our clients deserve the very best. Starting off with Agency in 1996, we quickly branched out into other sectors to ensure a comprehensive service suite to our clients.

Hartamas is one of very select few which features a dedicated Corporate Services Division. This enables us to offer top quality consultation on office space requirements, whether the client be landlord, developer or tenant. A focussed attention on the office space segment has led us to occupy a leading position in the market, evidenced by our wins of Commercial Real Estate Agency of the Year for 5 consecutive years since 2011. The Project Marketing Division shines in the upper end segment of the market, with a string of easily identifiable key projects under its track record. This expertise has recently expanded into the upper middle price segment due to strong client demand. Largely exclusive appointments, each project undertaken achieves healthy sales rates through cost effective marketing tools and experienced salespersons. The International Property Department falls under the Project Marketing umbrella, launching attractive investment opportunities in London, United Kingdom and Melbourne, Australia. We work closely with established global leaders in real estate and ensure a

smooth purchase and investment experience for our buyers. Besides the three pillars of Agency, Corporate Services and Project Marketing, Hartamas also offers Asset Management, and Training and Development. We adopt a healthy work-life balance, believing that all work and no play makes RENs a grumpy bunch! Our Headquarters in Petaling Jaya is the only real estate firm that boasts a gym and karaoke facilities. Besides that, regular outings, sports events and social get-togethers cement a camaraderie that extends beyond working hours. Our people excel in a collaborative environment that ultimately delivers better service to our clients. Hartamas is firmly grounded in integrity and professional services. We give of our best in all our endeavours, yet continue seeking better, faster and more impactful approaches. We are grateful to all our clients for their faith in us and will continue pressing on towards Realising Your Dreams.



Top Real Estate Firm (State) - Perak



New Ipoh Properties has been serving the Ipoh real estate market for about 36 years and proud to be a leading real estate agency in Perak state. In creating greater value to our customers, our company office has increased to twin-lot, 5 storey having space more than 6000sq.ft. Ipoh's property market has been increasingly competitive. We believe we are the only agency that is still growing from strength to strength especially among the old-timers. Importantly, we are proud to be a trusted company committing practice with 'Great Value' and 'Integrity'. Our continuous provision of quality assurance services towards our clients and upholding professional business ethics and the creation of opportunities for our team of negotiators and together carry out our company's motto with pride that is "CARING TEAM WITH

INTEGRITY" has resulted great success for our company.

Our company has dedicated 1 unit ground floor office towards project marketing by spending a huge amount in renovation alone for an elegant and timeless showroom that exerts a classy yet professional ambience most suitable for high-end property project marketing. We have specifically designed career path for negotiators achieving self-fulfillment (career and financial wise). We believe in building our people as people is our asset. We have invested time and monies on our negotiators to be equipped on management and knowledge skills (external), as well as in developing Leadership Skill (inner trait/wisdom). We are the only agency here that place extreme importance in marketing and promotion of sub-sale properties through marketing breakthrough using LED/TV signboard. We have the most "FOR SALE" signboard and large bill-board on the 1st floor of a few buildings in Ipoh town. We may be the only agent conducting 'Open House/Open Shop' event as this is not a common practice in Ipoh. We are also the only agent in Ipoh carrying out sales activities at Pasar Malam. Flyers distribution are carried out intensively and consistently every week. Emphasis on internet marketing and achieving high ranking in Google search, too.

We shall continue in our efforts to become an even better real estate agency to serve the Perak market, sharing and growing together. It is just only the beginning of a wonderful relationship awaiting to flourish in creating a property knowledgeable, educated society.



Top Real Estate Firm - Penang



Property Talk was established in 2004 by Steven Cheah in Penang. From our office at Pulau Tikus, we position our company to serve the niche high end residential properties in Gurney Drive, Pulau Tikus & Tanjung Bunga. We focus on selling and renting the high end condominiums & houses in this location. In project marketing, we have also successfully worked with both Private Developers & Government agencies like TPPT Sdn Bhd & SPNB to market their township projects in the Northern region. In 2007, we started to diversify from doing Project Marketing locally in Penang and ventured overseas to Indonesia & Australia. We organized Property Exhibition for Malaysia & Australia Developers and over the years we have worked with more than a dozen Public listed Developers here and abroad.

Property Talk provides a range of Real Estate Services as below :-

- Local Residential & Commercial Sales & Leasing
- Project Marketing for Malaysia Developers
- Project Marketing for Australia Developers

The company success has been attributed to the Staff loyalty & commitment; and also our clients who have supported & trusted us continually over the past 11 years. We have built strong long term relationships with our clients based on integrity & professionalism. Moving forward, we hope winning this Prestigious Award for the Best Real Estate Agency for Penang will spur us to achieve greater heights in our endeavor to serve our Clients better.



Top Real Estate Firm (State) - Sarawak



Mr Alex Ting has been in the industry for over 40 years, and the journey has been a rough one but not one day has Mr Ting regretted stepping into one of the most interesting industries around, where dreams are built upon trust, innovation and great timing.

In 1970, Mr Ting graduated from the University of Canterbury (NZ) in Civil Engineering and passed the Royal Institution of Chartered Surveyors in 1979.

It was not until a few years ago in early 2009 that Mr Ting began building up Kozin Real Estate, and with the help of his very dedicated Team Leaders, together they have built Kozin Real Estate into the largest of the Real Estate agencies in

Sarawak.

The real estate industry is a people focused game and you need the "best" in the field to grow, nurture and train the younger generation. Pride, ethics and professionalism in work is hard to instill into people, but even harder to maintain in this very challenging world of business. Mr Ting believes and quotes, "Professionalism and High Ethics are the hallmark of my approach in business and I take pride in my work, sharing my knowledge and experiences with both young and old to keep the industry free from illegal brokers and maintaining a level of trust and respect the public has of the Real Estate Agencies".



2015



Top Rookie Realtor

Raphael Wong



"It's tangible, it's solid, it's beautiful. And i just love real estate." quoted by Donald Trump and it's always recited by Raphael Wong.

Raphael Wong is the co-founder of Real Estate Finders (MY) Sdn Bhd and also the Chairman of MIEA Youth. He started venturing into real estate at the age of 20 with the mission to help people building their Real Wealth via Real Estate. In year 2013, he received his Ejen Hartanah License (E2311) awarded by the Board of Valuers, Appraisers and Estate Agents Malaysia (BOVAEA) and launched a stellar career in the real estate industry. Serving more than 2,000 happy clients, he is renowned for his passion, leadership and steadfast commitment to consistently producing a high level of

achievement. Through determination, hard work and sweat, he has received numerous awards including iProperty.com Agent Advertising Awards - Star Agent (Residential) Winner 2015, Top Producer 2012 - 2014 and Top Achiever 2012 - 2014.

Raphael has been featured on The Edge Property, Real Estate Malaysia Magazine, The Star, The Sun Daily, Bernama and invited as guest speaker for property events to share his experience and knowledge.



Residential Real Estate Firm (Small)



Full Homes Realty Sdn Bhd, Kota Kemuning was incorporated in January 2013, it is the 4th office of Full Homes Realty Sdn Bhd group founded by Mr. Sean Eng, a Principal since 2005. The management team of Kota Kemuning office consists of Ms. Jacqueline Fong, Director who has been in the real estate business and also an active member of MIEA for the last 20 years. The firm is actively managed by 2 highly experienced personnel in the real estate industry, Mr. Harry Low, General Manager and Ms. Fan Nye Ho, Branch Manager with more than 15 years' experience. They have a team of dynamic and dedicated Real Estate Negotiators covering a wide range of prime locations. Full Homes Realty Sdn Bhd (Kota Kemuning) started with the right mind set. The key factors that attributed to our success are our commitment, determination and teamwork. Our firm focuses on constantly building a better platform for our team to meet clients' need. It is important for us to uphold the pillar of respect,

passion, professional and people. We operate like one big family as we believe happy and positive people produce extraordinary results.

We would like to take this special moment to congratulate our Team from Full Homes Kota Kemuning for this success. We would not have made this happen without each other. We truly appreciate their contributions in bringing our firm to where we are today just 2 years in operation. First, we have been awarded the "The Top Performance Agency" amongst our 4 agencies of Full Homes Realty Sdn Bhd Group consecutively 2 years for the year 2013 and 2014. Then, "The Star Real Estate Agency Award of the Year 2015" in iProperty.com Agents Advertising Awards 2015

And Now, "Residential Real Estate Firm (Small)" Award for MIEA National Real Estate Awards 2015.

YES!! We have reached the base camp and we are ready to rock !! We hope to have Full Homers winning more awards for next year's MIEA National Real Estate Awards.

In conjunction with our 10th Anniversary, it is the time we renew our commitments and responsibilities to our clients, society and industry. On behalf of the management, we would like to thank the members of MIEA for the recognition and looking forward to a great partnership for many years to come.



Residential Real Estate Firm (Medium)



What Makes Us A Winning Brand

It's our approach to real estate that defines our success. It's in our corporate culture and DNA to always create and deliver value to our clients for a premier real estate experience.

Property Hub Sdn Bhd is a full service real estate agency specialising in the sale and rental of upmarket properties and among the most progressive and fastest growing agencies based in Mont Kiara.

A Corporate Real Estate Agency Punching Well Above Its Weight

A place where passion, professionalism and property converge, Property Hub provides incisive market insights and outstanding service quality to deliver diverse and profitable property portfolios and a premier real estate experience.

Winning the MIEA Residential Agency of the Year award in 2012, 2013, 2014 and now 2015, are a great testament that we are on the right track and an affirmation of the tireless and quality service we provide our clients and negotiators. We are proudly Malaysian and heavily invested in the betterment of the Malaysian Real Estate industry.

The Property Hub Difference

At Property Hub, we are committed to building a network of the best-trained and best-equipped real estate professionals in the industry. Our negotiators benefit from the strong branding, industry-leading products and services, training and marketing support available, helping them set the benchmark for the highest level of service and professionalism in the Malaysian real estate industry.

Property Hub carefully considered corporate structure

blends the very best of managerial leadership and support systems with the agility and market focus of a real estate agency.

This is the Property Hub difference - A Premier Real Estate Experience.

Business Expansion

Our mandate is to provide winning systems, impactful training, a progressive environment and market-centric know-how to arm real estate negotiators with the competitive edge to grow our brand and business.

We are committed to building an agency network of the best-trained and best-equipped real estate professionals in the industry, which is why our recruitment and retention programmes are crucial to our continued success.

At Property Hub, we always invest in our most valuable resource - our people - and in the value of our brand to drive business and providing our people the tools they need to succeed and to build credibility and confidence via our brand reputation and to be a beacon for the industry.



Commercial Real Estate Firm

Hartamas®

Since inception almost 20 years ago, Hartamas has had a dedicated Corporate Services Division that handles only office space requirements. This rare focus by a Malaysian real estate agency, translates into top quality services, knowledge, experience and speed.

Our Corporate Services Division agents diligently track office buildings in the Klang Valley, commanding a leading coverage of office space offerings, identifying key characteristics and benefits to ensure a good fit between landlord, space, and eventual occupant. We listen and understand our clients' needs, detailing impartial, efficient and cost effective solutions to both tenant and landlord. Besides securing a tenant, our scope of services encompass market research, relocation management, space planning, interior design, lease negotiation and financing models.

Our clients range from large Multinational Corporations, Regional

companies, Local corporations, Government Linked Corporations, and Government Ministries and Departments. We always act with our clients' best interests in mind, using updated information and technology. This gives us an edge in the market and equips us well to exceed expectations. Further, our clients know that engaging with us will result in professional, honest, transparent and reliable services. The longstanding relationships we have nurtured with them, some spanning over a decade, are testament to our expertise and capabilities.

Clinching the Commercial Real Estate Agency of the Year Award for 2015 marks the 5th consecutive year we have held this title, commencing in 2011. We offer a full spectrum of services and continue to lead in superior client services on a local, national, regional and international basis to tenant, owners and investors.

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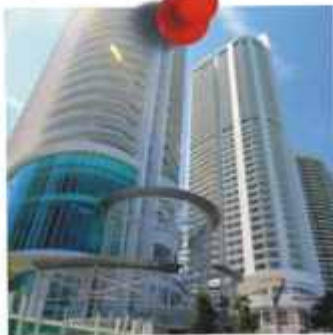
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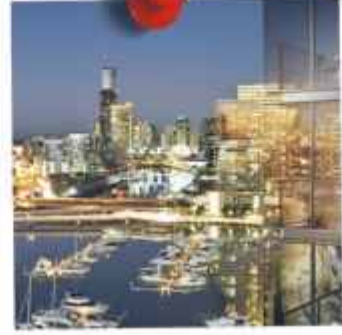
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- Top Real Estate Firm Of The Year (2015)
- Real Estate Agency Of The Year - Large Category (2013)
- Real Estate Agency Of The Year - Medium Category (2011-2012)
- Commercial Real Estate Firm Of The Year (2011-2015)
- Top Project Marketing Firm Of The Year (2015)
- Real Estate Agent Of The Year (2014)
- Top Commercial REN Of The Year (2015)



Hartamas®

Hartamas Group is an award winning agency that was founded in 1996 and offers a comprehensive range of real estate services.

- Agency
- Project Marketing
- Corporate Real Estate
- International Properties
- Academy & Training
- Valuation and Asset Management

Hartamas has expanded over the years and now houses in excess of 200 personnel led by experienced directors and management. We are well equipped to cover all facets of the real estate industry, emerging as a leading industry player. Our services are highly regarded in the marketplace and have won us several MIEA Real Estate Awards.

Our people are highly passionate in ensuring top quality services to our clients grounded in professionalism, integrity and reliability. As part of a larger vision and growth plan, Hartamas has formed strategic alliances with major development companies and real estate practitioners on local, national and international levels.

Contact us for all your property needs:
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2015



Industrial Real Estate Firm



Since 2007, Royale Rich Real Estate Agent has been confidently making its mark as a recognized and respected professional in the marketing of properties and development of projects that are both prominent and distinctively unique from the crowd. Since the inception of the firm, Royale Rich operates in two departments namely Real Estate Department (RED) and Project Marketing Department (PMD). Royale Rich offers a wide range of services from managing

developer's new projects and unsold units, organizing marketing events, creating cost effective marketing strategies and development of projects

Our talented Project Marketing Department had magnificently completed selling several prestigious Exclusive Marketing Project for residential, commercial and industrial properties. We successfully sold Kemuning 8 Industrial Park, Rawang Corporate Industrial Park, Lekas Industrial Park, Semenyih Prime Industrial Park, One Semenyih Industrial Park, Signature Industrial Park and Semenyih Hi-Tech Industrial Park.

We have two teams, comprising full time, highly dedicated, qualified and well-trained managers, Real Estate Negotiators with many years of experience in the industry. Due to overwhelming demand from our Clients, we established in 2015 a mobile Sales Department (MSD) as one of Royale

Rich expansion business plan. Among the factors that attributed towards the success of Royale Rich especially in Industrial area is the courage to be different. For doing the same as what others are doing means to be in line with the other company. Royale Rich focus to be one step ahead, so that we can be either in line or ahead of our competitor. Instead of being too comfortable with selling Residential, we aim to be expert in Industrial area too. We focus and train our staff and give morale support to our staff. We ensure that they stay focused in performing their work & gain up-to-date knowledge on current real estate issues. We belief that each of our employee is unique and have their own area of strength, we help to highlight to them enhance their skills in becoming successful RENS.



Top Project Marketing Firm

Hartamas®

The Project Marketing Division was formed in Hartamas to offer quality sales and marketing services to property developers. The option of outsourcing the sales and marketing function was slowly gaining traction in the market but there were limited service providers to choose from. From the outset, we determined to be defined as offering quality services, adding value at every step of the way to every participant.

In recent years, we have achieved sales exceeding RM4.5 billion, primarily in the upper end price segment of the market. Working closely with a wide range of major local

and regional developers, we deliver strong value propositions with enviable growth prospects that have engendered a following amongst buyers. Our scope of work varies according to the needs of each project but we generally assist developers from design development to sales and marketing while buyers benefit from our perceptive market and needs analyses.

We are deeply committed to each project we participate in and do not compromise on our services. A sales team is identified for each project, dedicated to that project alone. No cross selling of other projects on our plate is allowed. This unique approach ensures an undistracted focus on the project at hand with its success as the only objective. The sales team members hold an average of 5 years' sales experience and undergo regular training to sharpen their skillsets with particular attention to their respective project. Our capabilities are best reflected by repeat appointments by our developer clients, for successive projects. In today's fast-paced world with diluting brand loyalty, we are proud to have our clients' continued confidence and buyers' strong

following across different projects we participate in. The International Properties department falls under the Project Marketing Division as well. Here, we launch select developments from London and Australia in Malaysia, identifying attractive options for our buyers to diversify their investment portfolio or to fulfil a need for residences overseas. Our sales team offers first-hand information and knowledge, having lived in the cities and visited most of the project sites, acting as a single point of contact throughout the buying process. This ensures a hassle free and rewarding experience. The Project Marketing Division extends Hartamas' brand promise of quality and integrity to the primary market. We deliver strong results for all our clients with a constant drive to achieve more, in a professional and reliable manner. While we continue to grow, we never overstretch our resources and regularly decline projects to ensure we meet our existing commitments. Once we are engaged, Hartamas will always see a project through to completion.



2015



Most Innovative Firm

ZERIN PROPERTIES

E(3)0739

Zerin Properties always has the clients' best interests at heart. We strive to provide the best services to our existing clients, prospective clients and also our previous clients in this competitive real estate market. We have engaged vigorously in various forms of strategies to market our services to clients and also to stand out in the market. We do this by keeping abreast with the latest technologies trends through the introduction of location specific websites, mobile / tablet applications, online flyers and other innovative strategies.

Zerin Properties is also a pioneer in introducing gender-specific services with creation of "Exclusively Ladies": a unique product that caters for the needs of women who are increasingly taking the lead in property purchases and investment decisions. We take pride in our services and efforts in community building activities in Malaysia. Sponsorship and mentorship is paramount to us at Zerin Properties. For instance, we actively support and sponsor the KL Saracens Junior Rugby Team and The Royal Selangor Club Cricket Team. We also constantly open our doors to interns from various backgrounds and fields of study providing an opportunity for these young people to explore various fields within the real estate industry.

We are proud and humbled to have won the following awards:

- Asia Pacific Property Awards - Highly Commended Real Estate Agency Marketing Malaysia(2015-2016)
- Asia Pacific Property Awards - Highly Commended

Property Consultancy Malaysia(2015-2016)

- iProperty.com Agents Advertising Awards - Highly Acclaimed State-Of-The-Art Agency Mobile App (2015)
- Digi WWOW Awards by Digi- Certificate of Participation & Achievement for App of The Year (2012)
- International Property Awards/Bloomberg - Highly Commended for www.officespace.com.my : Best Commercial Property Consultancy Website (2011)
- RFP Asia Pacific - Best Real Estate Strategy(2010)
- Asia Pacific by CNBC Asia Property Awards - Best Real Estate Agency Website for www.klec-living.com website(2009)



2015



Specialized Projects



With over 110 years' experience, together with our US alliance partners Newmark Grubb Knight Frank, Knight Frank provides our clients with global coverage via 370 offices in 55 countries and more than 12,000 staff throughout Europe, Asia Pacific, Africa, the Middle East and the Americas, focusing on all the prime residential and commercial property markets of the world.

We are an independent consultancy with a partnership culture that puts our clients first. We provide market-leading advice and transaction support to investors, corporates and homeowners for their personal and business property needs. We back this up with industry-leading technology and market research.

Knight Frank has a strong presence in Malaysia with its headquarters in Kuala Lumpur as well as branches in Penang, Johor and Kota Kinabalu. Utilizing Knight Frank's vast global network and Knight Frank Malaysia's expertise in the local market, The Company offers high-quality professional

advice and solutions across a comprehensive portfolio of property services and is registered with the Board of Valuers, Appraisers and Estate Agents and is licensed to undertake property, valuations / consultancy, estate agency and property management. The Company is also on the panel of all leading banks and financial institutions.

We stand for the highest standards of quality and integrity in global property transactional, management and advisory services. Our reputation for uncompromising professionalism in everything we do is earned day in and day out serving our clients and earning their trust.

We remain wedded to our core objectives of progressing global growth and capitalising on market share opportunities in both the residential and commercial property sectors. We continue to preserve and attract excellent talent in order to provide exceptional service to our clients. A common factor to the success in real estate agency is the ability to call on the experience and skills of our specialists from other departments, maximizing the benefits of a broadly based firm.

What attributed towards the success including past achievements

Real estate agency is one of the major contributors to Knight Frank's turnover and has a strong reputation in the Malaysian real estate scene. Headed by top professionals in the industry and backed by a dedicated team, the agency team has been able to cater to clients' needs with the highest aspects of

professionalism and customer service.

Up-to-date market knowledge and experience are the key ingredients for accurate and reliable transactions. Backed by 3 branches in Johor Bahru, Penang and Sabah, the Commercial Agency Team is ideally placed to keep abreast of new property trends through close consultation with experts in our various departments, supported by a strong database and up-to-date market information.

With our vast experience in the market and established network with landlords, we strive to value add to every transaction and assist our prospects in making an informed decision whilst negotiating a cost effective solution. In line with Knight Frank's commitment to deliver, our clients can be assured that we provide comprehensive real estate agency services based on the highest international standards and ethics.

Our focus is on independent, objective and trustworthy advice that allows tenants to understand the full implications of every decision they make in. Many of our clients have been with us since we opened our doors in Kuala Lumpur, a sign of the loyalty and trust we have built and sustained over the years. Our clients range from local trading companies to iconic financial institutions and globally recognized brands such as Shell, Ericsson, Huntsman, Ecolab, Weatherford, Roche, Regus, Cameron, Phillips 66, Boeing, PGI, Service Source, IDC, Randstad, and Linde amongst others.



2015



Real Estate Website

ZERIN PROPERTIES

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The officespace.com.my website was launched in September 2008. The website is a division of Zerin Properties specializing in serving the needs of our valued corporate clients. Our areas of coverage encompass the Klang Valley, predominantly in the prime locations of Kuala Lumpur City Center, Damansara Heights, Bangsar, Petaling Jaya and Subang Jaya. As office concierge & estate agents, we strive to identify the perfect solution for our client's business.

In maintaining ourselves as a customer-intimate company, we have kept ourselves big in our thinking. In the year 2010, the website was revamped to reflect the new decade in this new millennium, to give a sense of 'leaping into the future with Zerin Properties'. As of today, the website has garnered more than 1.2 million hits which is tripled the amount of hits in year 2014.

officespace.com.my is aimed at promoting the awareness of Commercial Office Real Estate and our website shares common goals, with the sharing of accurate and timely information that enhances the likelihood of making the right decision at the right time. Frequent updating of vacancies is practiced and the information provided is reflective of current scenarios.

The focus of officespace.com.my was to enable any and all persons or corporations, looking for office space in the Klang Valley, a One-Stop-Website in which they were able to search for available spaces within their criteria of location, size and rental rate.

We have won the following awards for officespace.com.my:

- iProperty.com Agents Advertising Awards - Highly Acclaimed State-Of-The-Art Agency Mobile App (2015)
- Digi WWOW Awards by Digi- Certificate of Participation & Achievement for App of The Year (2012)
- International Property Awards/Bloomberg - Highly Commended for www.officespace.com.my : Best Commercial Property Consultancy Website (2011)



Million Dollar Roof Top (MDRT)

Goh Kim Yang



Royale Rich Real Estate Agent was incorporated in 2007 and offers a wide range of services from managing developer's property new projects and unsold units, organizing marketing events, creating cost effective marketing strategies as well as supplying the best legal and banking contacts. As we recognize that every property is unique, an individually targeted marketing programme is designed so that optimum results can be achieved. Royale Rich is proven to be outshine in Industrial area compared to Residential and Commercial.

I've involve in Real Estate industry for about 22 years. In my first few months as a Negotiator in this industry itself, I managed to close very substantial deals. I managed to rent out factory in Kepong, a four-storey shop lot in Jalan Ipoh and

factory in Beranang and by the fourth month in this industry, I had successfully leased a factory in Bangi and my spirit was soaring. There are only top 3 advice that I learnt and carry until today, which are Observing, Surveying and Analysing. From there, I learned the importance of doing groundwork, talk confidently and prepare more properly by doing paperwork. After five years being in this niche, I was transferred to the development land division and this was also another challenge for me. I had to overcome self-doubt and this belief in myself was the toughest thing I had to work on. Thankfully, in just few months, I was already selling land in Bandar Sg Long and I also had good transaction in Ipoh, Perak and Negeri Sembilan. This gave me the confidence I needed regardless of any area that you are in, it will work out well as long as you maintain your focus. Since then, I am a Land Specialist. After more than a decade in the industry, I decides to form my own team and hence Royale Rich Real Estate Agent was incorporated in 2007.

Nowadays is the time where everyone are able to run a business. However, what makes an individual outshine from others is their skills in implementing their knowledge. Therefore, I belief, it is crucial for an individual to have proper

academic knowledge and related working experience for them to manage their business. It can't be denied that Royale Rich success is also from the high talented manpower recruited from variety of academic background and experienced individual.

Furthermore, I belief that Royale Rich success is also come from the trust and support we gained from our Clients (Developer). It do pays a lot! It is because, satisfying Clients tend to repeat the deal for the next projects they have. Sometimes, there's no need to incur cost for advertising as the result speaks for itself, thus highlight the good image and excellence reputation of Royale Rich.

In addition, I have the courage to be different. For doing the same as what others are doing means to be in line with the other company. I set my focus (Royale Rich) to be one step ahead, so that we can be either in line or ahead of our competitor.

If there's one person I would like to thank, it would be none other than Mr Stephen Tew, who right from day one told me to do my groundwork well and work hard to earn people's heart and their trust.



2018

Million Dollar Roof Top (MDRT)

Teo Zi Lin



Being a real estate agent is a challenging work especially in this era where we face a lot of competition within real estate agent/negotiators or even illegal brokers. As the tides change in many Malaysia markets, the new generation of property buyers and sellers will expect the higher level of expertise from real estate agent. In order to succeed in this industry, Zilin Properties has a very well-established business model where we have understood a concept which is "The person with the most information usually does better". As such, we choose to be specialized only on certain type of properties and areas. Zilin Properties is an agency which is

currently focus only on SetiaAlam residential properties and Port Klang/Shah Alam industrial properties. As a specialized agent, we use to advise our clients, from private investors to individual owners. Besides that, we put our teamwork and our passion in everything we do, trying to make an extra effort to exceed the expectations of clients.

Zilin Properties is a rookie in real estate agent industry, we have started our firm in Setia Alam with only 1 person and the number has increased after several months. Till now, we are having a number of well-trained and dedicated negotiators which has contributed to this industry.

I believe that when it comes to real estate agent industry, discipline and real property knowledge go a long way to providing the best possible service. Every award was only the first milestone to prove that our work is valued and appreciated. The most important criteria for a successful real estate agent are good discipline in organizing, planning and prioritizing. Every real estate agent is like a battlefield commanders who must devise the organization's sales strategy to defeat the competition. It requires plotting the best course of action to maximize revenue using the most effective business model.



Million Dollar Roof Top (MDRT)

Shermine
Lim Kwee See

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Real estate is my greatest passion. I build my career with great enthusiasm, knowledge and utmost integrity, as well as uncompromising professionalism. A crucial fundamental in my work is the ability to build and sustain trust in long term relationships with the clients and my fellow co-agency negotiators. As this is an important aspect, I proudly make this my personal branding. I am committed to delivering consistent performance and being self-motivated. I see hard work as an avenue to push myself to greater potentials. Staying positive and acting calmly and wisely has enabled me to battle through challenging situations. One key attitude I adopt is being proactive. This quality has secured many transactions during my course of work". Says Shermine who works in CBD Properties Sdn Bhd.

when asked she says that "she always try her very best to understand clients' needs for service excellence and professionalism in order to meet their expectations. Hence, she commit herself to giving the best service that adheres to the professional conduct of a real estate negotiator. Generally, real estate is a medium to long term investment. Therefore it is crucial to establish long-lasting relationship with other similar businesses, clients, fellow co-agency negotiators and realtors.

Last but not least, I feel honoured to be given this award. This is certainly another milestone in my career. Here's a big sincere THANK YOU to all my faithful clients and fellow practitioners who have supported me thus far.



Million Dollar Roof Top (MDRT)

Gerard Chan



A civil engineer by training, Gerard ventured into real estate in 2009. He has since become an old hand in the industry concentrating in land transactions, corporate deals and also successfully handled projects in Kuala Lumpur and the Philippines.

Being a visionary, he personally draws up the company's road map towards long-term success and expansion. A leader by example, he leads the company's strategic thinking and steers the overall direction for the company's future.

Having a background in construction, he is frequently asked to be involved in developer's preliminary design and marketing strategies.

Working from the ground with the philosophy of providing impeccable service to both vendors and purchasers, he has built a reputation in KL Sentral and Brickfields. Satisfied customers have continued to invest into strong projects marketed by him.

His motto of creating a win-win situation for all has gain him not only the respect but most importantly the trust of his clients has contributed to his achievement up till today. He works with a simple guideline:- "Clients for Life".



Million Dollar Roof Top (MDRT)

Wong Yau Long



Mr Wong has had a very successful 2014, in a market which has seen the introduction of cooling measures and the impending implementation of GST. Despite the fact that the market was perceived as slow, Mr Wong believed that there would still be plenty of opportunities in real estate. One simply had to know where to look. "When times are lean, it is always important to get back to basics". He strongly believes in the three- pronged fundamentals of reach, engage, and convert. Which means, reaching out to the target audience, engaging and building relationships with them, and ultimately converting these leads to sales. Even though he already has

numerous accomplishments, he ensures that his success is sustained by never neglecting the basic, fundamental steps. He constantly engages with his clients by keeping them abreast of the latest market updates. By visiting them during festive seasons and sometimes just calling them up to say hello. These activities are vital to maintain the relationship with his clients because 40-50% of his sales come from existing clients and/or their referrals.

Mr Wong understands, however, that this is not easy. He says, "Discipline, hard work and action are a must. After all, it is up to you to take responsibility for your real estate career. If you are disciplined, hard-working and prepared to take action, the rewards will follow."

He believes that "a career in real estate is like a meandering river. It doesn't flow in a straight line from the mountain to the sea, it must bend and wind around obstacles to make its way to its destination. So, too, must a real estate negotiator. The world of real estate is never a career with a straight path, the market often throws obstacles in our way. Therefore, it is up to us to bend and wind to get around those obstacles, so we can reach

our destination".

Mr Wong goes on to say, "If I were to offer one piece of advice to young negotiators, it would be to understand that the real estate business is a cyclical business. Ups and downs are part and parcel of the business. Therefore, ride with the highs and prepare for the lows. Always keep a positive mindset and when faced with challenges, remember that,"

"Success in life comes not from holding a good hand, but in playing a poor hand well." - Denis Waitley

2015 marks a milestone in Mr Wong's career as he joins Cornerstone Realty. He hopes to expand his business and to continue to grow his team. He believes, the right platform and team are key ingredients to any successful business.

Mr Wong would also like to acknowledge and thank his clients, team and more importantly, family for their support which is pivotal to a successful business. A special thanks to his wife Carol and their family for their unwavering support.



2015



Top REN

Wong Yau Long



Challenges are an important part of growth in any area of your life, and to grow, one must instigate change to overcome those challenges Mr. Wong says. "In 2014, I was facing challenges within the secondary market. The market was slowing down and I knew that I had to make changes within my real estate business. I identified new opportunities within the primary market. Opportunities in which I could see great growth potential. I seized this opportunity and shift part of my focus from the secondary into primary market". he also believes in making good use of our time and strive in all areas of our life for excellence. Wong believes that "Life is short, days are expensive. So when you spend a day you have one less day to spend. One less day in which to achieve all that you want to achieve, so in order to make this work we have to live wisely and choose wisely." He believes that the choices we make are important, "whether it is time with the family or time spent on your career we must give the very best that we can give, to be

excellent in our pursuits. I try to live my life like this," Life is a journey and in order to develop and grow within this journey we must spark change. But we must also not forget to enjoy our journey, to make it worthwhile.

Growth and excellence don't come without the help and support from those around him he says and acknowledge the wonderful support of his wife, Carol, his family, and that of his clients. I would like to take this opportunity to thank them for the years that I have strived to do my very best to accommodate them. Mr. Wong embraced a new challenge as he is now associated with Cornerstone Realty as Head of Sales. He wants to strive to create a business that enriches the lives of everyone involved; employees, their families and the clients and partners who work with Cornerstone Realty.



2015



Top State REN - Sarawak

Colin Wong Yek Fong



I have been a real estate negotiator for the past 12 years. Before I began my journey as a real estate negotiator, I started my real estate journey working as a sales executive at a Developer's office.

That was how I got my first foot in the property industry. After a while, I decided that I need to involve myself in a career where "sky is the limit", that is when I decided to become a real estate negotiator.

When I first started as a real estate negotiator, the first year was gruelling and I believe I had a very bad start compared to

many others. On my first deal, the buyer paid a small amount of booking fee, and later found out that the house was without Occupation Permit (known as Certificate of Fitness in West Malaysia), and therefore the house cannot be transferred. The house owner was not willing to refund the booking fee and therefore I need to pay it out from my pocket to the buyer. My second deal was that after RM 3,000 booking fee was paid for an apartment to the owner, the owner got stuck in China and never return. I later found out that the owner was in jail in China because of engaging credit card fraud at that time. So, there goes my RM 3,000 again from my pocket to compensate back the buyer.

I was asked to write about what attributed to my success but I think I am not qualified yet to be called successful and as a matter of fact, still far from it. But what I can share is what has worked out for me so far. I remember that in my first year as a real estate negotiator, I myself spent 2 hours cleaning a very dirty apartment before I show it for viewing for my prospective buyers. And yes, that apartment got sold that very

day! And I also remember at another time, a traffic police stopped me for running red lights. After writing me a 'saman', I stopped him and told him to let me give him my name card and if he knew anyone who has a house for sale, please look for me. So, as I search for my name cards in my wallet and by the time I got my name card out, the police officer has already started his motorbike and ran away.

From my early experiences, you will probably find out by now what works for me is simply a sense of desperation to make it, to do my best and never, never, never give up no matter how bad things look in the beginning. Persevere and see through every deals to the end. Never be afraid of walking the extra mile when requested by the clients.

I would like to thank my mentor Mr. Simon Hii, the principal of H. Simon Real Estate for guiding and giving me invaluable advices throughout the years with the abundance of experiences he has acquired over the years of owning many businesses. Perhaps the way to success is best said by him, "Accountability and Integrity."



Rookie REN

Chris Tee Hwa Khuan



The real estate industry can be a tricky minefield to navigate safely but it is also fair and rewarding if approached with the right preparation and mindset. More than most, this industry fills me with hope and provides for unparalleled financial freedom if one treats it with the respect it demands. Having almost given up when my confidence was at its lowest, I attribute my success to sheer persistence and the motivation and guidance afforded me by my agency, Property Hub Sdn Bhd.

I am now sure and confident in my convictions about the real estate industry and ready to impart the knowledge I have gained to others, and inspiring and benefiting people through my activities will be my legacy. Creating awareness and

educating the future crop of real estate negotiators drives me to tell my future peers to be patient, to be ever willing to listen and learn and to not be afraid to fail, but to anticipate failure and learn from their mistakes.

"Client satisfaction is my utmost priority, always. I believe that serving clients means more than just securing their business or making a sale. I believe in serving people and perhaps one day, they will be happy to become my clients and in turn, refer me to more of their friends to handle their property needs."

Employing this principle, I managed to expand my customer base in Mont Kiara to the point where my repeat business and referrals are more significant than business from purely new clientele. Such client satisfaction is thus my ultimate satisfaction.

Seeing the client happy is vindication in itself but it also just makes all the hard work so much easier. Try to meet the right people, successful people; learn from them and appreciate them. I hope these dreams are realized one day but I will continue to forge ahead and do my part to make them come true for these are dreams all of us in real estate share and we all

have a part to play.

I am extremely honored to be receiving such an important award REN ROOKIE 2015. I am earnestly grateful for the recognition I have received for my work, because I am very sure that every other nominee for this award was as capable if not more, of winning this award.

I have faced several challenges on my way here, but each one of them has only strengthened me to make me the person I am today; a thorough professional who knows exactly what he wants. Winning this award would not have been possible without the inspiration I have received from my family, my clients, my seniors and my colleagues, for whom I have the deepest respect.

I sincerely thank each one of you for helping me reach this stage where I can humbly accept this award as testament for all the hard work invested in my journey as a Real Estate Negotiator. With this award, I purposed in my heart to continue to equip and educate myself to be able to serve effectively and professionally in the real estate industry. Thank you!



2015



Top Residential REN

Nick Lu Weng Kong



I have been in the corporate world for over 10 years and after losing the last job due to economic reasons, I decided to make a switch to the real estate industry. This switch has proven to be successful for me.

My focus is in the high end residential sector. I have always believed that this business is a combination of service & product. I embarked into the industry with the attitude of making sure that I deal honestly & always go the extra mile for each client. Through time & patience, I am able to build and sustain a strong enough data base of quality clients where numerous sale and rental transactions were repeated. This business strategy saved me a lot of time and advertising expenses.

I take this opportunity to thank all my valued clients for the continued trust and opportunity given to me, my co-agency colleagues for our excellent networking, my company (CBD Properties) for the reputable platform and my principal, Ms Judith Ng, for the constant encouragement and support."



Top Commercial REN

Lim Yoong Siang

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Lim Yoong Siang began his real estate career with Hartamas in the

year 2003 and had since focusing and specializing in the corporate real estate segment. As the Head of the Corporate Real Estate Services Division, he is accountable to acquire marketing appointments of strategically located corporate buildings to focus in marketing the space availability and identifying suitable tenants mix to fully occupy the building in the shortest time possible.

Client networking and establishing strong rapport are the key ingredient to his achievements apart from all the effective marketing strategies. He strongly believes in nurturing close relationship with the landlords and tenants. Fostering such rapport has indefinitely leveraged his position in obtaining first-hand information and thus positioning himself in the front line ahead of his competitors.



MIEA - Propertyguru Top Online REN

Norafiza Arifen



Nora as she is popularly known is born in Manjung, Perak. She graduated in 2007 with a Degree in Electrical Engineering (Telecommunication) UTM, Skudai, Johor. She started working in a multinational company as Electrical Engineer and decided to pursue a Real estate career in July 2013 as a full time REN in Chester Taman Danau Desa Branch. She has been active in marketing various projects in Cyberjaya, Nilai, Shah Alam, Petaling Jaya, Cheras and Jasin, Malacca etc. She is also active in secondary market sales.

Nora is very determinate and passionate in real estate career. Although she have no experience in sales and marketing background, but with the determination to excel and with the support from the management of Chester Taman Danau Desa branch, She fulfilled her goal within a short period. Nevertheless, Nora is well known among other colleagues in Chester Taman Danau Desa branch that she is a hardworking, self discipline, consistent and persistent REN.

Nora was awarded the following recognition at the branch level ;

2014: Awarded as Top Producer (Project) Chester Taman Danau Desa Branch

2014: Yearly Accumulated Top Sales Chester Taman Danau Desa Branch (Jan to Dec 2014)

2014: Awarded as one of the achiever of Chester Taman Danau Desa Branch Incentive trip program

2015: Awarded Accumulated Top Sales Chester Taman Danau Desa Branch (Jan to Jun 2015)

2015: Awarded as one of the achiever of Chester Taman Danau Desa Branch Incentive trip program

Motto : As an REN, every successful deal is a valuable deal. The real success is when I am able to satisfy my clients accordingly to their need.



2015



MIEA - theedgeproperty.com Top Online REN

Chua Hui Siang



Chua Hui Siang, Irene, 31 joined Leaders Real Estate on 5th April 2013. I was only a general clerk in an insurance agency before I joined them.

I am hard working, enthusiastic, aggressive and willing to learn lady. I have no knowledge of real estate when I started my real estate career. But through my hard work and my agency's leaders and colleagues guidance, I managed to pick up some basic knowledge and in just a short period I managed to close my first deal which was selling a double storey link house in Cheras. This really boosted up my confidence and I decided to put in more effort in my work.

I believed there is no result without scarifying or putting effort to my job. I started reading more books and magazines related to real estate in order to improve all the areas. I also started to do more networking

as I believed my business shall expand if my network expanded.

Leaders Real Estate has been established in 2008 and our Principal is Mr. Alex Ho Teck Lim. Beside, we have a Residence Manager, Mr. Ling Wang Ming who introduced me to this industry. This agency has a very systematic training system and it guides me a lot especially for the beginner like me. The environment of this agency is like a family and all the colleagues are willing to help each other to compliment each success. This is due to our 2 Principals laid the good cultures.

I came from small and poor family. I did not go through higher education. This endeavor me to work extra hard to achieve my goal in my life. I would like to be a financial independent lady which I can have more meaningful lifestyle.

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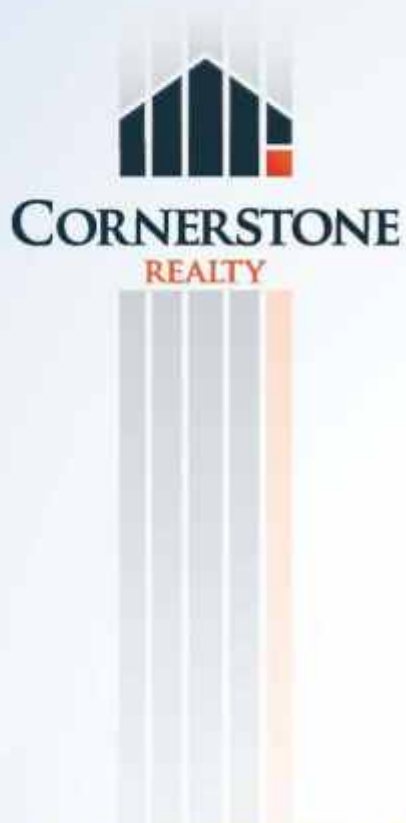
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