

COMING SOON



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PropertyGuru

2020

D'REAM

QUATERLY
E-BULLETIN



PASSING A LEGACY



President Lim Boon Ping handing a gift to IPP Eric Lim as a token of appreciation.

Thank You

FOR YOUR DISTINGUISHED SERVICE

GOOD NEWS! D'REAM BULLETIN IS GOING E!



MIEA IN THE NEWS

The new MIEA 2019/2021 board members took office in July

PETALING JAYA (May 21): The Malaysian Institute of Estate Agents (MIEA) will welcome Lim Boon Ping, Kim Realty’s director of training and development as president on July 1.

Lim, who is currently the president-elect of MIEA will replace current president Eric Lim following the end of his tenure.

The new MIEA board members were elected at the institute’s 43rd Annual General meeting (AGM) that took place on May 11, 2019. While the AGM is held every year, the institute holds an election every two years. The newly elected office bearers are as follows:

President:

Lim Boon Ping (Kim Realty)

President Elect:

Chan Ai Cheng (SK Brothers Realty (M) Sdn Bhd)

Vice President:

Kelvin Yip (Knight Frank Malaysia Sdn Bhd)

Secretary General:

Serene Sew (Portfolio Asia Properties)

Treasurer:

Calvin Saw (Resimax Malaysia)

Directors:

Ahmad Zamzuri Kamarudin

(Homefield Real Estate Sdn Bhd)

Tan Kin Aun (Hartamas Real Estate (Malaysia) Sdn Bhd)

Selvem Durasamy (Richland Properties)

Evon Heng (Propnex Realty Sdn Bhd)

State Chairman

Johore:

Vadeveloo Suppiah (Transact Properties)

Penang:

Christina Choong (CKG Capital Realty)

Sarawak :

Dato Alex Ting (Kozin Real Estate Sdn Bhd)

Sabah:

Mary Yu (Marico Realty)

Perak:

Lee Jun Liang (Deone Properties Sdn Bhd)

MALAYSIAN INSTITUTE OF ESTATE AGENTS BOARD OF DIRECTORS 2019- 2021



LIM BOON PING
President



KELVIN YIP
Vice President
Education & Training
NREA



SERENE SEW
Secretary General
Membership, Int'l Liaison



CALVIN SAW
Treasurer
Sponsorship



CHAN AI CHENG
President Elect
State Branches
EAPC



ERIC LIM
Immediate Past President
Advisor



TAN KIAN AUN
Director
Research & Development
ICT



AHMAD ZAMZURI
Director
Government Liaison
MASPEX



SELVEM DURASAMY
Director
MAREC Summit



EVON HENG
Director
National Head of Youth



CHRISTINA CHOONG
Penang Chairlady



LEE JUN LIANG
Perak Chairman



VADEVELOO
Johor Chairman



DATO ALEX TING
Sarawak Chairman



MARY YU
Sabah Chairlady



2019


MIEA MEMBERSHIP BENEFITS

FOR INTERNAL CIRCULATION ONLY



7%

FOR ALL MODELS



Basic Health Screening
Normal Rate : RM530.00
Member Rate : RM 250.00

Cardiac Screening Package
Normal Rate : RM1,640.00
Member Rate : RM 990.00



6%

FOR ALL MODELS

Mercedes-Benz

From Authorized Dealer (M) Only



10% Discount from Air Ticket

Malindo Holidays (flight + hotel up to **45%** discount)

Senior Citizen Fare (**20%** on Economy Class)

SENG HUP™
Lightings that inspire

5% for sales offer periods	can extend to clients, staff & family show
10% for 'non sales offer periods'	

TERMS AND CONDITIONS APPLY

**MIEA IN THE NEWS**

MIEA to lodge police reports against nine PropTech firms



PETALING JAYA: The Malaysian Institute of Estate Agents (MIEA) has identified nine proptech start-ups that operate real estate practices illegally.

The institute said it is ready to lodge police reports on whoever is infringing the law and meddling with the practice.

In a statement today, MIEA expressed concerns over proptech start-ups claiming to provide real estate technology solution but have circumvented the law by carrying out real estate practice illegally.

“Firstly, they come in saying that their tech platform is to bridge a sale or rental and help buyers and sellers and/or landlords and tenants respectively.

“They even directly state that this is to avoid using real estate agents to help save cost for them and they provide real estate services, prepare tenancy agreements, collect rentals and even claim their service is better,” said MIEA president Eric Lim.

“These tech start-ups are getting braver and bolder by challenging the law.

They claim to help the public sell and rent their properties and that means they are illegally operating real estate practice when they collect a fee in any shape or form,” he added.

The real estate agency practice in Malaysia is governed by Act 242 whereby real estate agents are registered and RENs are certified by the Board of Valuers, Appraisers, Estate Agents & Property Managers (BOVEAP).

Real estate transactions in the country can only be handled by real estate agents, RENs and property owners thus the real estate practices undertaken by such proptech start-ups are illegal, according to Section 22c of the Act.

“We call upon BOVEAP the regulators of our profession and the Finance Ministry to take the necessary action against these ‘proptech brokers’ to protect the public and the laws of the country,” said Lim.

He said real estate agents and negotiators are

legally bound to follow the rules, standards and ethics in rendering service to clients and MIEA members are trained to protect the interest of clients.

“Monies collected are required by law to be placed in a client’s account and covered with professional indemnity insurance. All RENs and probationary estate agents are trained to represent the clients professionally and we play a big role in the country helping clients to get their ideal property.

“Any insinuation of any tech companies in what we do and who does not understand the complexity and role we play is an infringement on our practice and we will not condone nor be silent about it anymore,” Lim added in the statement.



NEGOTIATORS CERTIFICATION COURSE



The Negotiators Course(NCC) is a foundation course for those who wish to embark on a career in the Real Estate profession. the course enables the participants to have and indepth knowledge and understanding on the workings of the Real Estate Profession.

The course module will cover :

The property market | Act 242 & the rules | The standard of practise
The duty and responsibility of a REN | Code of Conduct | IT in Real estate
Banking process | how to be a certified Real Estate Negotiator.

MIEA played a major role in the development of the course module and has thus far trained over 33,000 RENs supported by over 600 Real Estate firms.



**Click
to
register**

OUR EDGE IN TRAINING

4-5 Speakers every class

Brings you their passion, experience and knowledge

Established Platform

MIEA - Largest Real Estate Association supporting the profession for 43 years

4 Classes a month

Choice to attend any of the weekend or weekday classes

Trained over 33,000 REN's

Largest number of REN's attended , appreciating the high level of training

Good Training facilities

Our training room is equipped with table sittings, 2 screens & Sound system

Easy Online Payment & Registration

Payment through online banking, debit/credit card & onsite payment



Upcoming Events

NCC Classes

📅 NCC - 5 & 6 OCT, 2019 - (PETALING JAYA), SAT & SUN

📍 MIEA Training Center (PJ)
Unit C-26-07, Block C,
Dataran 3 Dua, Jalan 19/1,
46300 Petaling Jaya,
Selangor, Malaysia

☎ Ms. Faezah (03-79602577)

📅 NCC - 9 & 10 OCT, 2019 - (PETALING JAYA), WED & THU

📍 MIEA Training Center (PJ)
Unit C-26-07, Block C,
Dataran 3 Dua, Jalan 19/1,
46300 Petaling Jaya,
Selangor, Malaysia

☎ Ms. Faezah (03-79602577)

📅 NCC - 12 & 13 OCT, 2019 - (PENANG), SAT & SUN

📍 MIEA Training Center - Penang
Unit 9, 3rd Floor,
Axis Complex,
35, Jalan Cantonment,
10350 Penang.

☎ Josephine 04-2288333 / 03-79602577

📅 NCC - 19 & 20 OCT, 2019 - (SARAWAK), SAT & SUN

📍 Lot 10 Boutique Hotel, Kuching
Lot 10, Jalan Ban Hock/
Jalan Timur Central,
93100 Kuching, Sarawak.

☎ Ms. Noreen (08-2234 811)

📅 NCC - 19 & 20 OCT, 2019 - (PETALING JAYA), SAT & SUN

📍 MIEA Training Center (PJ)
Unit C-26-07, Block C,
Dataran 3 Dua, Jalan 19/1,
46300 Petaling Jaya,
Selangor, Malaysia

☎ Ms. Faezah (03-79602577)

📅 NCC - 24 & 25 OCT, 2019 - (JOHOR), THU & FRI [MANDARIN]

📍 MIEA Training Centre (Johor Branch)
No. 33-02, Jalan Putra 1,
Taman Sri Putra,
81200 Johor Bahru,
Johor, Malaysia

☎ Ms. Faezah (03-79602577)

📅 NCC - 30 & 31 OCT, 2019 - (PETALING JAYA), WED & THU

📍 MIEA Training Center (PJ)
Unit C-26-07, Block C,
Dataran 3 Dua, Jalan 19/1,
46300 Petaling Jaya,
Selangor, Malaysia

☎ Ms. Faezah (03-79602577)

TPC Workshop

📅 TPC WORKSHOP [MIEA-PENANG]
5th OCTOBER 2019

📍 MIEA Training Center - Penang
Unit 9, 3rd Floor,
Axis Complex,
35, Jalan Cantonment,
10350 Penang.

☎ Josephine 04-2288333 / 03-79602577



CLICK/TAP
HERE
TO
REGISTER

TPC

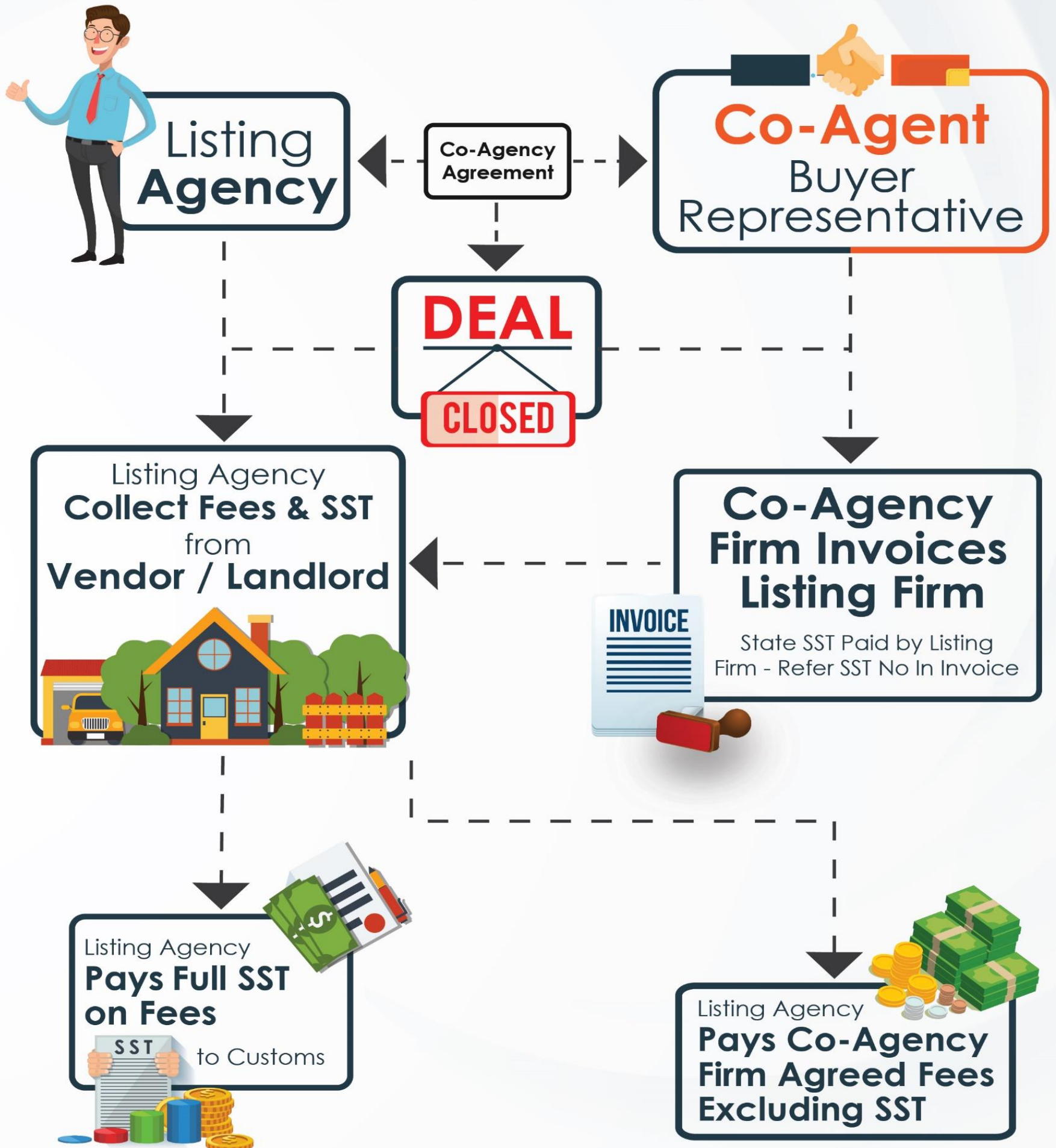


CLICK/TAP
HERE
TO REGISTER

NCC

SST PAYMENT ON CO-AGENCY TRANSACTION

< Listing Agency Is An SST Registrant >





MIEA ADVISORY

8 Aug 2019

Reference No: 04:08:2019

TO : ALL MEMBERS
FROM : MIEA SECRETARIAT

REFERENCE : RULES 96 (1)A & RULES 98

Many members have brought up to our attention that soliciting of RENs of another estate agency is on the rise. The MIEA Board of Directors has discussed and are concerned that real estate firms may be unaware or directly infringing certain Rules that has been drawn up for creating and maintaining a high standard of practice and at the same time to better manage the profession.

For purpose of doubt we clarify some of the following rules;

RULE 96 (1) A states

"A registered Estate Agent shall not seek unfair advantage over other registered agents and shall conduct his business so as to avoid controversies with other registered estate agents" and

RULE 98 : Solicit services of employee of another registered Estate Agent states

A registered Estate Agent shall not directly or indirectly solicit the services or affiliations of an employee in the organization of another registered Estate Agent without prior notice to the said registered Estate Agent.


The explanatory note above is that:

Soliciting refers to pinching or directly asking the other RENs to join them by introducing incentives, offering high commissions far and above that is allowable and by other unprofessional methods.

In line with the above, we seek your cooperation to adhere to the following Rule and seek that we practice fair play, respect each other and help grow & built a reputable profession.

We hope that this will help to provide clarity to the issue.

Thank you for your corporation.


K. Soma Sundram
Chief Executive Officer



MIEA ADVISORY

22 Aug 2019

Reference No: 05:08:2019

TO : ALL MEMBERS
FROM : MIEA SECRETARIAT

REFERENCE : STAMP DUTY (REMISSION) ORDER 2019 BY MINISTRY OF FINANCE

With reference to the above kindly be informed that the Order came into operation on 1 July 2019.

Remission

2. (1) Subject to subparagraph (2), the amount of duty stamp chargeable on any instrument of transfer is remitted for a sum of five thousand ringgit (RM5,000.00) for the purchase of one unit of residential property only, the value of which is more than three hundred thousand ringgit (RM300,000.00) but not more than five hundred thousand ringgit (RM500,000.00), by an individual.

(2) The remission of the stamp duty under subparagraph (1) shall only apply if –

- (a) the sale and purchase agreement for the purchase of the residential property is executed on or after 1 July 2019 but not later than 31 December 2020; and
- (b) the individual has never owned any residential property including a residential property which is obtained by way of inheritance or gift, which is held either individually or jointly.

(3) For the purpose of subparagraph (1), the value of the residential property shall be based on market value.

(4) The application for the remission of the stamp duty shall be accompanied by a statutory declaration under the Statutory Declarations Act 1960 [Act 783] by the individual referred to in subparagraph (1) confirming that the individual has never owned any residential property including a residential property which is obtained by way of inheritance or gift, which is held either individually or jointly.

(5) In this paragraph :
"residential property" means a house, condominium unit, flat or an apartment purchased or obtained solely to be used as a dwelling house; and

"individual" means a purchaser, or co-purchaser, who is a Malaysian citizen.

Thank you.

K. Soma Sundram
Chief Executive Officer

C-27-05, Level 5, Block C, 3 Two Square, No. 2, Jalan 19/1, 46300 Petaling Jaya, Selangor
T: 60 3 7960 2577 E: secretariat@miea.com.my URL: www.miea.com.my



MIEA T-SHIRT

Size Measurement

SIZE	SHOULDER	CHEST	SLEEVE LENGTH	LENGTH
XS	16"	36"	7.5"	26"
S	17"	38"	8"	27"
M	18"	40"	8.5"	28"
L	19"	42"	9"	29"
XL	20"	44"	9.5"	30"
XXL	21"	46"	10"	31"
XXXL	22"	48"	10.5"	32"




As part of our merchandising programme, we have printed MIEA T-shirts.

The colour in Black and laced in Red around the collar and arm band. It gives a neat and clean professional look. Every member should own one to use for Saturday/Sunday during viewing appointments.


The T-Shirt are sold at RM35.00.
Please call **Membership Department**
at **03-7960 2577** to get yours today!

MERCHANDISING


Also available...



MIEA EPOXY PINS
RM10.00



MIEA LANYARD WITH POUCH
RM10.00



MIEA KEY HOLDER
RM50.00
*Limited time only



MIEA SABAH



MIEA Sabah Chairlady Mary Yu was invited to attend the IPEX & HOMEDEC official opening ceremony which was officiated by Yang Berhormat Datuk Seri Panglima Wilfred Madius Tangau, the Minister of Trade and Industry & Deputy Chief Minister, Sabah.

NCC SABAH

The total number of NCC classes organized by MIEA Johor Branch from May until August was 4 class.



MIEA JOHOR



NCC JOHOR

The total number of NCC classes organized by MIEA Johor Branch from May until August was 8 class. Total number of 4 Mandarin class attracted 183 participants across the state of Johor



Treasure Hunt Organised By RISM

Our committee members Mr Jason Lim, Ms Jacqueline Lee, Mr Louis Chen & Ms Penny Lee had been representing MIEA Johor Branch to take part in the car treasure hunt organized by RISM Johor Branch on Aug 17, 2019. This is indeed a fun-filled adventure that will be remembered. Thank you RISM Johor Branch for making it such a memorable day.



Coffee With President On 14th August 2019

"Coffee with the President" & Talk on "Wills, Trusts & Estate Planning".

Attended by 50 members of MIEA Johor Branch. We also take the opportunity to deliver the certificate of appreciation to our ex-committee members for their significant contributions and dedicated service to MIEA Johor Branch.



43rd Annual General Meeting



The Malaysian Institute of Estate Agents held its 43rd Annual General Meeting on 12 May 2019 at Armada Hotel, Petaling Jaya. A total number of 88 attendees were record present includes Ordinary Members, PEA Members, REN Members and Legal Advisors. Amongst the items on the agenda were Amendment Of Constitutions, Report By The Committee On Setting Up The “Board Of Estate Agents”, Adoption Of The Income And Expenditure Budget For The Year 2019 and Election Of MIEA Board Of Directors (2019-2021).

Election Of Internal Auditor, External Auditor And Legal Advisors

MIEA IPP Eric Lim (OM0604) informed that Ms Wendy Tan (SOM0005) and Ms Judith Ng (OM0818) are the current Internal Auditors. On behalf of the Board of Directors, he proposed to reappoint them to be the Internal Auditor for the next term (2019 - 2021).

Both Ms Judith Ng (OM0818) and Ms Wendy Tan (SOM0005) accepted the appointment MIEA IPP Eric Lim (OM0604) informed that GEP Associates is the current Auditor and proposed to reappoint Mr Felix Gong of GEP Associates to be the External Auditor. No objection from the membership on the reappointment of GEP Associates to be the External Auditor. MIEA IPP Eric Lim (OM0604) on behalf of the Board of Directors proposed to appoint David Kok & Partners, Mah Weng Kwai & Associates and Bhag, Sulaiman & Co to be MIEA Legal Advisors. No objection from the floor,

members approved the appointment of the legal advisers.

Adoption of Motions

The MIEA Board of Directors hereby propose to set aside a fund of up to RM200,000/= from the 2018 surplus to carry out campaigns on illegal brokers, educate public to use the services of MIEA’s members and to promote estate agency practice.

programmes. The MIEA Board of Directors hereby propose to set aside up to RM250,000/= as seed capital to set up the ‘MIEA School’ and to carry out its operations

Rationale :

MIEA has registered a Sdn Bhd company pursuant to an earlier resolution to run a real estate school to conduct real estate courses to educate, train our members, & practitioners to advance the cause of real estate. The money shall

be used as seed capital to establish the school, to employ staff and to cover the cost of operations. The money invested shall have returns to the Institute.

Further to the resolution 4/2018/42nd AGM adopted by the members the Board of Directors further requests an additional sum of RM50,000/= to be approved for the purpose it so intended in the said resolution.

Rationale :

Reference is made to page 25 of the 43rd

Annual Report. With reference to the resolution we have shortlisted service providers who can develop the App. The technology will help develop a mobile App for the implementation of Membership Relationship Management System, registration for events, payments and ease of communication. We envisage that by the next AGM we will have an App running. This is an additional amount to the earlier approved budget which has not been utilized. This is in view of expected additional cost for inclusion of additional requirements.

All three motions were adopted.



Rationale :

MIEA members always ask what value do I get? Therefore we want to add value to their membership.

We also want them to promote themselves as members of MIEA. The best way to do this is to promote our members by saying 'use the services of MIEA members' to differentiate them with non-members. This public awareness will add value to the members and to the association. Secondly some money will be used to educate public against illegal brokers. Secretariat will do write ups and public relation



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