

April 2018



A Publication of the Malaysian Institute of Estate Agents

D'REAM

FOR INTERNAL CIRCULATION TO MEMBERS ONLY



Stay Connected with **MIEA**



Like Us, Follow Us, Add Us & Subscribe

Stay Up to date with us !

We want to keep you up-to-date on what's happening at the Institute and social media is a great way for us to share that experience with you.

Whether it's talks or industry news, upcoming events, helpful resources, programs and services, you can always stay in the loop by connecting to one of our social networks.





- 2 Board of Directors Chart
- 3 Objectives Of The Institute
- 4 42nd Annual General Meeting
- 5 Editor's Message
- 6 NREA
- 7 President's Message
- 8 MASPEX – KL 2018
- 9 MIEA Property Market Sentiment Report 2017/2018
- 10 MAREC'18
- 14 MASPEX Penang 2018
- 15 Intern Experience In MIEA
- 16 Study Tour To Melbourne

CONTENTS

- 21 An Inside Story Of A Real Estate Agent
- 22 NCC Schedule
- 23 MIEA Corporate Social Responsibility (CSR) at work
- 24 International Updates
- 27 Membership Benefits
- 29 Meeting with Sunway Property
- 31 TPC Workshop
- 32 Make Your Calendar Events



The Board of Directors 2017 - 2019



Eric Lim
President



Kelvin Yip
*Vice President
Education & Training
Special Task Force*



Chan Ai Cheng
*Secretary General
Membership
International Liaison*



Tan Guat Eng
*Treasurer
Sponsorship*



Lim Boon Ping
*President Elect
MIEA-EAPC, State Branches,
NREA, Board Member*



Erick Kho
Immediate Past President



Kayte Teh
*Director
Business Development
PR & CSR*



Christopher Chan
*Director
Membership Benefits
Bulletin*



Tan Kian Aun
*Director
Research & Development
ICT/MLS, MAREC'18*



Ahmad Zamzuri Bin Kamarudin
*Director
MASPEX*



Alex Joseph Gomez
*Advisory
Board Member*



Firdaus Bin Musa
*Government Liaison
Board Member*



Billy Low
National Head of Youth



Roshindar Kaur
REN Network Chair



Mark Saw
Penang Chairman



Noorzamani Bin Nooradin
Perak Chairman



Liew Toh Sen
Johor Chairman



Dato Alex Ting
Sarawak Chairman



Victor Wong
Sabah Chairman



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

The Institute Theme

“UNITED RELEVANT PROGRESSIVE”

The Estate Agents’ biggest and single most challenge is to be united. Unity is the binding factor that will allow us to have one voice, one common goal and one vision. Estate Agents must take pride and take ownership of the practice by working together for the common goal of the profession. As the old adage says, “Unity is strength, and strength is mighty”. The call is for the leadership, the council, the members and the negotiators to work in unison and in unity to tackle the daily issues we face. The Institute must be relevant to the members by meeting their expectations. The programmes, activities will all be aligned towards this goal. By the same token members must also be relevant to the institute by participating in the committees, programmes and to give ideas & feedback. When one is united there is peace & harmony, and when there is

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

Guide For Contributors

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

Submission of Manuscripts

Manuscripts must be submitted in English. Authors must provide original, unpublished work not under consideration for publication elsewhere. A copy of the manuscript together with original figures and tables must be submitted to the Editorial Board. Manuscripts, figures, tables and disks will not be returned to the author. All illustrations, figures or tables in the article must be captioned, in clear black and white and ready for reproduction. Illustrations such as maps, pictures, etc must be submitted with a copy of the original photographs and clearly marked and captioned for clear reproduction.

Copyright

Once published in the D’REAM, the copyright including electronic copyrights of the article is automatically vested with MIEA. The copyright covers the exclusive use of rights to reproduce and distribute the article, including reprints, photographic reproductions, microfilm, electronic publication or any reproduction of a similar nature and translations.

D’REAM is an acronym for “The Real Estate Agents, Malaysia”. D’REAM is published by The Malaysian Institute of Estate Agents (MIEA), Unit C-27-05, Dataran 3 Dua, No. 2, Jalan 19/1, 46300 Petaling Jaya, Selangor Darul Ehsan. Tel: +603 - 7960 2577 • Fax: +603 - 7960 3757 Advertising in D’REAM can be directed to secretariat at, Tel: +603 - 7960 2577. Rates can be obtained from our website www.miea.com.my.

All rights reserved. No part of this publication may be used or reproduced in any form or by any means, including but not limited to electronic or mechanical photocopying, recording or by any information storage or retrieval system or otherwise, without prior agreement and written permission from the publisher.

ARTICLE 5 : OBJECTIVES OF THE INSTITUTE

- 5.1 To represent members on all issues of practice with BOVAEA, relevant government agencies, associations and to be the voice for Practitioners in the country.
- 5.2 To unite and protect the interests of all Practitioners in the profession.
- 5.3 To promote the code of conduct, ethics and maintain high ethical standards of practice.
- 5.4 To safeguard and protect the interest of the general public against fraud by practitioners or persons not authorized to act as practitioners.
- 5.5 To provide training, education, examination, technical and general knowledge for all Practitioners.
- 5.6 To mediate disputes / conflicts.
- 5.7 To provide a platform for networking and business development.
- 5.8 To encourage, elevate and maintain a high level of professionalism amongst practitioners.
- 5.9 To work towards the establishment of the Board of Estate Agents Malaysia.
- 5.10 To eradicate illegal brokers and malpractices.

ESTABLISHED SINCE 1977



UNITED RELEVANT PROGRESSIVE

AGM

MIEA 42nd ANNUAL GENERAL MEETING

Date : 12 May 2018 (Saturday)
Time : 10am

The Latitude, Level 1,
Armada Hotel
Lot 6, Lorong Utara C, Sec 52
46200 Petaling Jaya
Selangor

Notice for the Annual General Meeting sent on 12 April 2018

MIEA Secretariat
Malaysian Institute of Estate Agents
Unit C-27-05, Dataran 3 Dua,
No. 2, Jalan 19/1,
46300 Petaling Jaya,
Selangor Darul Ehsan

Tel: +603-7960 2577
Fax: +603-7960 3757
Email: secretariat@miea.com.my



It seems like only yesterday when I first penned words as Editor of D'REAM for the very first issue June/July 2007. Back then, being the Editor was quite different to today. It only shows the progress that MIEA has made over the last 11 years from a 16-page D'REAM Bulletin to now more than double the number of pages, with increased number of content, news, activities and events of the Institute.

MIEA main activities for each year includes the Malaysian Annual Real Estate Convention (MAREC) the latest being the 32nd Edition in March 2018, the Malaysian Secondary and Primary Property Exhibition (MASPEX) series coming up in Penang and Petaling Jaya and the prestigious National Real Estate Awards (NREA) which will take place in October. On a more regular basis, do take note of the dates of Trainings, REPS talk and TPC workshops. Take advantage of these events organised by the Institute.

FROM THE EDITOR

Also in this Edition is the highlights of MIEA REIV Study Tour to Melbourne where a group of 19 MIEA members participated in this 5-day event. MIEA is now well positioned in the International Arena amongst our bi-lateral associations across ASEAN, Asia Pacific and USA. This is part of the efforts to continually give value to members of the Institute. Membership does have its privileges and benefits.

An inside story of a Real Estate Agent is a heart-warming piece written to inspire us to persevere in the Real Estate Business and that hard work amongst other things is key.

As part of MIEA's CSR programme, we open our doors to interns all year round to provide them with working experience needed before they enter the workforce. Alisha, an intern with MIEA for 4 months in 2017 shares with us her experience being at the Secretariat.

I end with sharing a quote I find worth remembering, taken from the Words of Epictetus "The Key to Success Is Keeping Company with the People who UPLIFT YOU, whose presence calls forth YOUR BEST".

Ai Cheng

Ai Cheng
Secretary General

P.S: Should there be any topics you would like to read about in the bulletin do let us know by emailing us at secretariat@miea.com.my



NATIONAL
REAL ESTATE
AWARDS

**We Are Dedicated
To Find, Recognise & Honour
Excellence In The
Real Estate Fraternity**

**2018
AWARDS PACK**

Launching in JUNE 2018

For more information or
to request for an award entry pack'
Please contact



MIEA Secretariat
03 - 7960 2577

Email: projects@miea.com.my

www.miea.com.my



Message From The President

Dear Members,

We understand the current property market is getting more challenging where buyers are waiting at the side-line in anticipation of the upcoming general election. We hope the dust will settle down soon after the election and the property market to pick-up thereafter.

For the 1st quarter of the year, the Institute was busy with meetings and preparations for our Annual Convention. MAREC 2018 was successfully conducted on 2nd and 3rd March 2018 attended by more than 300 participants. This year, we are happy to receive many foreign delegates including delegates from USA, Australia, Hong Kong and leaders of ARENA. Members and practitioners enjoyed a great time connecting with old friends and networking with one another besides getting the best from the various speakers.

We also launched the MIEA Members Market Survey Report 2018 which was participated by more than 370 real estate practitioners. The goal of the survey was to obtain feedback from members and practitioners to generate a report on the Property Outlook for 2018. The launch was well received by the media and copies made available to all members.

The Institute also conducted the first Consultative Panel Meeting on 28th February which was attended by the Principals and Directors of 19 Real Estate Agencies of various sizes. The main objective was to identify key issues faced by members and practitioners and how we can assist to mitigate and overcome them collectively.

We also conducted a Study Tour to Melbourne on 15th March 2018 attended by some of the Directors, members and secretariat staff where we visited the office of Real Estate Institute of Victoria (REIV), Consumers Affairs Victoria and some other site visits as part of the education programme.

Being part of ARENA, I attended the mid-term Council of Presidents meeting held in Phnom Penh hosted by Cambodia

Valuers and Estate Agents Association (CVEA) on 24th March and the Myanmar Real Estate Convention hosted by Myanmar Real Estate Services Association (MRESA) on 31st March.

As your President and Director of the National Association of Realtors (NAR), I will be attending the Legislative Meeting to be held in Washington from 14-19th May 2018.

Moving forward, many other programmes and events have been planned for members. Kindly visit our website to get the latest updates. The following are some of the events which warrants your attention :

- 26th April 2018 – Preview by Maybank on its Houzkey Programme.
- 12th May 2018, MIEA Annual General Meeting
- 24-26th August, ARENA Convention and Exhibition at Phnom Penh, Cambodia
- 28-30th September MASPEX KL to be held at Starling Mall, Petaling Jaya

Besides the events and programmes, please take advantage of the many benefits secured by the Membership Benefits Committee which includes members' price for purchase of BMW, Volvo, Subaru and a host of other benefits. Also, as part of our membership campaign drive, please assist and encourage your friends and fellow practitioners (REA, PEA and REN) to join and be part of MIEA to enjoy the many benefits that has been lined-up.

Cheers and best wishes to all.

ERIC LIM
MIEA President (2017-2019)

EXHIBITION SPACE OPEN FOR RESERVATION NOW !

MASPEX 2018

MALAYSIA SECONDARY AND PRIMARY PROPERTY EXHIBITION
28 - 30 SEPT 2018 | STARLING MALL | DAMANSARA UPTOWN



**FOR MORE INFO / REGISTRATION
MIEA SECRETARIAT**

**CALL : 03 - 79602577 WHATSAPP : 018 - 295 3188 EMAIL : projects@miea.com.my
www.miea.com.my**

Secondary Market... Second to None !

Organised by

Main Sponsor
Developer

A Member of

Supported by :

International Affiliates



*All information provided is correct during printing. The Organizer reserves the right after any information and in the event of any unforeseen circumstances, right reserved to alter or delete items from this programme. *Terms & condition apply

MIEA Property Market Sentiment Report 2017/2018



Executive Findings

Most participants have indicated strong economic growth will lift the overall property market sentiments. Supported by strong economic growth, the Malaysian property market is not expected to crash however most participants concur specific property sectors at certain locations in the country are expected to undergo corrections, where property prices and new supply are expected to consolidate until demands for properties start to improve again.

The overall Malaysian property market is expected to remain stable and favourable market outlook is observed for the affordable residential properties, mid-range landed residential properties and hospitality property sector. On the other hand, over half of the participants have portrayed poor market outlook for the retail property sector and high-end serviced apartments, condos and SOHOs in 2018. Cautious outlook is observed for the purpose built office sector and highly priced properties.

2018 Budget has introduced new measures as well as infrastructure projects located all

over the country. Overall, over 90% of the responses from the participants have shown all the infrastructure projects are expected to contribute positively to the local property market.

Railway based public transportations such as MRT 2, MRT 3, HSR and LRT 3 are popular infrastructure projects that are expected to create high impact on the local property market. The survey also shows that Impact of infrastructure projects located at rural areas are not expected to create greater impact than the impact created by infrastructure projects located in urban areas.

2018 Budget has also introduced several measures that will benefit the property market, namely tax exemption on rental income until 2020 is expected to improve rental of residential properties in the market while the incentives to promote the tourism sector

augurs well for the tourist related developments, namely hospitality and recreational sectors.

Despite being the last budget before the 14th General Election (GE14) with various incentives and handouts, majority of the participants remain neutral on the 2018 Budget. This could be attributed to the lack of new and significant incentives to stimulate the Malaysian property market and lack of measure to address the property financing issues.

In spite of the challenging market condition, the overall market sentiments in the Malaysian property market is expected to remain stable in 2018 supported by favourable economic growths.

To download please go to <http://www.miea.com.my/publications>

MAREC'18 was held on 2nd and 3rd March 2018 at Sime Darby Convention Centre, Bukit Kiara. **“Embracing Changes with Innovation”** is the theme which sends out a message to practitioners to embrace and understand future changes which can be complicated and create a lot of uncertainties.

MAREC'18 recorded one of the highest numbers of foreign delegates (total of 18 delegates) representing various countries from the ARENA affiliates (Singapore, Philippines, Cambodia, Vietnam, Thailand and Myanmar) as well as USA, Australia and Hong Kong. The convention attracted more than 300 participants from all over Malaysia as well as VIP Foreign Delegates, relevant associations and authority bodies, organising committees, secretariat, Past Presidents, Honorary members, speakers, media, sponsors and exhibitors.

This year's theme is all about knowing and understanding what lies ahead. No matter where you are or how you look at it change can be scary and uncomfortable. Success depends on the ability to adapt and always think ahead. In today's world, embracing change is no longer an option. Change is inevitable, either you choose to accept and adapt or be left behind. The convention featured prominent speakers from different sectors of the industry addressing the challenges in terms of technological revolution, tenancy administration, economic conditions, legal matters such as changes to the



Arrival of Guest of Honor, Dato' Lee Chee Leong, Deputy Finance Minister

Act 242, social trend and consumer demands, environmental issues that affect the construction sector, future building concepts, unethical practices of illegal agents that hinders the industry.

The real estate industry is bracing itself for more challenging market conditions ahead in 2018. The theme reflects on the true challenges of the industry. The landscape of real estate is rapidly changing so rapid that it will overtake us without us noticing. We have no choice but to embrace it hence embracing changes must be part of our life.

The digital evolution followed by the new wave of innovations and the ever changing landscape of the industry, real estate practitioners have to reexamine new ways to do their business and to identify game changing strategies that will firmly establish the relevance of their services in the marketplace. Digitalisation knows no boundaries, it is impacting businesses in all industries. The real estate sector is no exception and is undergoing some of the most significant technological changes. However technology cannot replace the human touch factor from interpersonal relationships as

well as the personalisation of information. This means that personal experience and knowledge still adds value to the equation.

Changes not only happen in terms of technological but also in terms of social lifestyle, environmental issues, legality, economic factors and investor's appetite. So is change a disruptor or enabler? The winners are those who are able to maximise the boundless opportunities that changes offers and anticipate what the new challenges awaits. On a positive note, changes provide great opportunities for efficiency, transformation, innovation and growth.

Before I end, I just want to share a story I read recently. It says:

Every morning a gazelle wakes up, it knows it must run faster than the fastest lion or it will be killed. Every morning the lion wakes up, it knows it must outrun the slowest gazelle or starve to death. It doesn't matter you are a lion or gazelle, you better be running.

TAN KIAN AUN
Convention Chairman
MAREC'18



Opening Speech
MAREC'18 Chairman
Mr Tan Kian Aun



VIPs (L-R, Mr Eric Lim,
Dato' Lee Chee Leong,
Sr Haji Nordin, Mr Tan Kian Aun)



Presenting token of
appreciation to
Guest of Honour



Press Conference (L-R Mr Lim Boon
Ping, Mr Tan Kian Aun, Mr Eric Lim,
Mr Kelvin Yip)



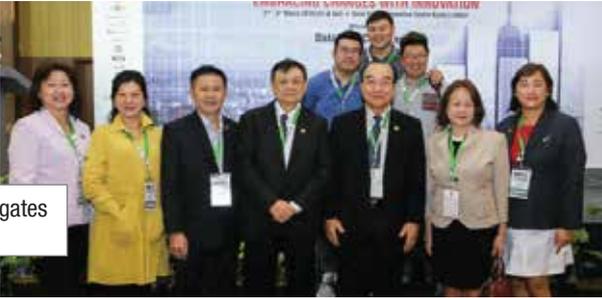
Registration Counter
Day 1



Master of Ceremony Ms Chan Ai
Cheng, Secretary General of MIEA



Opening
Gambit
MAREC'18



Welcome Delegates
from Sabah



Delegates enjoying the lunch break



The men behind the scene



Lunch VIP table



Impressive bird's eye view of the Hall



The Secretariat – The unsung heroes



Property Showcase at exhibition foyer



Main Sponsor - MRCB

Speakers in action



Tengku Dato Aziz



Sr Haji Nordin



Dato' Haji Azmar



Datuk Seri Fateh Iskandar



Networking and Cocktail Session sponsored by AXIS REITS



The Organising Committee



Foreign Delegates from NAR, REIV and ARENA affiliates



MALAYSIAN SECONDARY & PRIMARY PROPERTY EXHIBITION

P E N A N G

**Sign Up
For The Largest
Property Showcase
in Penang
25 - 28 Oct • Queensbay Mall**

**Call Now For Early Bird Rates
+604-2288333**

Organised by



www.miea.com.my

Official Venue

Queensbay Mall
It's All Happening Here!

Intern experience in MIEA by Alishamathi Asohan



Group picture with the Past President of MIEA



The staff of MIEA

When I received my confirmation letter to work with MIEA, nothing could measure up to how nervous I felt. Having very little work experience, it was a new feeling entering the well-kept office and being shown to a desk that would be my sanctuary for the next 4 months. With filing cabinets taking up half the space, a decent boardroom, training rooms and a well-kept pantry, the office seemed inviting despite its quiet environment. However, the exact time I knew I was going to be alright was at lunch with the staff, who were more welcoming than ever. The first lesson I learned was without a strong rapport between co-workers, there was no way to truly fit into an organization.

Up until the second week, I was unaware of the significance of MIEA until I observed how much work was on the NGO's plate. With trainings to arrange, meetings to prepare, files to be filed and events to be organized, it was a wonder how the staff kept going on solid determination and expertise that

can only be attributed to their years of great work experience. Jokes were thrown around the office – mostly by the jovial Accountant Mr. Rahman- but their fingers never stopped typing on the keyboard. The second lesson I learned was the art of multi-tasking and taking things easy even when the stress is high.

While at MIEA, I learned my third lesson; there are plenty of skills that could not be taught to one in the classroom. MIEA showed me the flow of an organization while allowing me to assist all the departments to get the feel of what every department was like. Skills that I never thought would be useful to me, such as data research and professional writing, all came to me naturally by the end of the internship period. Furthermore, I picked up skills that would come in handy for my future job and there is no longer the lingering fear of entering the workforce after graduation. The image of being an intern/student slowly disappeared and I felt more like a colleague in the

office.

There is a quote by my favourite movie, in which a teacher tells her student who had no means of escaping her reality, "You have all the weapons you need, now fight". It meant that despite not having an advantage or being forced into an unfavorable situation, we are great 'weapons' that can be used to face any obstacles. Throughout this internship, I was introduced to a new environment and given tasks that I had not attempted before. Yet, with the help of my supervisor, projects executive and colleagues, I managed to learn so much in the span of 4 months (including actively participating in the ARENA Convention and Exhibition 2017!). With all these exposures, I will certainly look back to my internship experience with great fondness!

To apply for internship at MIEA, please contact MIEA Secretariat at 03-79602577 or email secretariat@miea.com.my



ARENA meeting at MIEA headquarters



Packing 600 bags for delegates before ARENA event

Melbourne Study Tour Jointly organised by MIEA and REIV 16 – 21 March 2018

By Chan Ai Cheng

Initiatives and preparations for the Melbourne Study tour began during REIV's visit to MIEA on 13th October 2017. At first it was for MIEA to learn from the success of REIV in running an association. The idea then further evolved to include the real estate business practise in Melbourne, the Auction process, the regulatory framework of Estate Agency and possible project marketing opportunities.

On REIV's follow up visit on 16 January 2018, the itinerary was drafted and proposed dates were discussed. Upon REIV's confirmation on the draft itinerary, MIEA secretariat sent out the EDM to members to welcome participation for this Study Tour with a small commitment fee of RM500 to defray expenses for transportation, logistics, administration and others. Flight and accommodation were on personal bookings (self-funded). Itinerary and Ground arrangements for the tour was on the part of MIEA and REIV.



Draft Itinerary

Day One - 16 March 2018

- ▶ Visit REIV Headquarters
- ▶ a tour of REIV facility
- ▶ meeting with the CEO, President and REIV Directors
- ▶ State of the Market presentation by REIV President
- ▶ Victorian Property Legislation and REIV's advocacy effort presentation by REIV CEO.
- ▶ Meeting with training department

Day Two - 17 March 2018

- ▶ Melbourne Auction Tour where delegates will learn and experience how Auction sales are done for properties in Victoria

Day Three - 18 March 2018

- ▶ Development site tour – prearranged inspections of development sites in inner city Melbourne with the Developer.

Day Four - 19 March 2018

- ▶ Visit to Consumer Affairs Victoria (to be confirmed).

Day Five - 20 March 2018

- ▶ REIV member agency visit of between 3 - 5 offices. This is where delegates will have inside input into how agencies are run in Victoria and how Property Management (Tenancy Management) forms part of the practise there.

Day Six - 21 March 2018 (Optional - AUSD440)

- ▶ Ignite 2018 Conference where discussions around technology and the real estate business.

Study Tour to Melbourne

Study Tour Date : 16 Mar (Fri) - 21 Mar (Tue)
Commitment Fee : RM 500.00 (Members Only)

Flight & Accomodation : Own Arrangement

Limited to 20 pax Only

Commitment fee will be used to offset part of transportation for the study tour.

Flight and Accommodation is to be arranged on your own.

We recommend accommodation close to the city centre as the meeting point for the transport pick up will be located in the city.

More information on this to follow.



For more information,
Call Helena : 03-7960 2577 or
Email : projects@miea.com.my

UNITED RELEVANT PROGRESSIVE

A total of 19 participated in the study tour comprising of

Board of Directors of MIEA

President Eric Lim
Secretary General Chan Ai Cheng
Sarawak Branch Chairman Dato Alex Ting Kuang Kuo
Director Ahmad Zamzuri Bin Kamarudin

MIEA Youth

Ainal Maryam Binti Ahmad Zamzuri

Members

Thye Hwee Yan (Kozin Real Estate Sdn Bhd)
Dr. Teoh Poh Huat (Henry Butcher)
Sr Helen Teoh (Henry Butcher)
Mohammed Saarani B.Salleh (Azmi & Co)
Munirah Binti Mohammad (Homefield)
Monica Chuah (IQI)
Judith Ng (CBD)
Chew Su Jen (CBD)

MIEA Secretariat

Ho Wai Ling
Helena
Faezah
Rahman
Om (MIEA Penang)
Noreen (MIEA Sarawak)

Day 1 : March 16, 2018 (Friday) Visit to the Real Estate Institute of Victoria (REIV)



Day 1 started with a welcome and introduction presentation by the CEO of REIV, Gil King followed by a tour of the facility and a briefing by REIV's Learning and Development Manager, Matt Griffin on their courses.



We were hosted to a luncheon under the Business Brokers Chapter Lunch at the Box Hill Golf Club and Rohan Ingleton from Madgwicks Lawyers shared on Retail Leases.

After the luncheon, we returned to REIV for a Melbourne Property Market Outlook presentation by REIV President Richard Simpson before ending the day with a group photo at the entrance of REIV



From Left : MIEA Sec Gen Ai Cheng, REIV Director Robyn, REIV CEO Gil King, REIV President Richard Simpson, MIEA President Eric Lim, MIEA Director Hj Zamzuri and MIEA Sarawak Branch Chairman Dato Alex Ting

Day 2 : 17 March 2018 (Saturday) Auction Day



We were greeted by REIV Immediate Past President Joseph Walton and off we went to the first property on Auction

13 Wilks Avenue, Malvern, Vic 3144 Auction in progress

Property indicated at AUD\$5.5million. Bidding went up to AUD\$6.1million with 3 active bidders. The bid did not meet the reserved price of the owner so the highest bidder had the exclusive right to then meet with the owners to negotiate directly on the final price. We later came to know that the property transacted later that day at AUD\$6.3million.



Photo taken outside 13 Wilks Avenue, Malvern, Vic 3144



On to the 2nd Auction site : 25 Albion Street, South Yarra, Vic 3141

This property opened up at AUD\$1.8million by a Buyer's Agent with 2 active bidders and closed at AUD\$2.16million to the highest bidder. The whole process took only 13 minutes.



And the 3rd Auction for the day : 25 Denham Place, Toorak, Vic 3142



This property indicative price is AUD\$5million. The first offer was at AUD\$4million but the Auctioneer quickly put in a Vendor's Bid at AUD\$4.5million. The bids were slow moving up to AUD\$4.68million being the highest at that point. The auctioneer place on hold and went it to discuss with the seller and the seller was prepared to sell it at that price if there is no further offers. Then the auction got hot with 3 bidders then left with 2 bidders bidding back at each other until 1 bidder gave up at the price of AUD\$5.5million. And yes this property was sold on the spot as well.

We visited 3 auctions today and all 3 properties sold at the Auction. The average closing rate for Auction properties is between 65 – 75% in Melbourne. It was an amazing experience.

Day 3 : 19 March 2018 (Monday) Visit to Consumer Affairs Victoria & Hawksburn Place Residences

We were greeted by REIV IPP Joseph Walton and had a nice walk to the office of Consumer Affairs Victoria. Consumer Affairs Victoria is the regulatory body that governs amongst many sectors, the Real Estate Services sector. We met the Director of Policy & Corporate Services, Elizabeth Lanyon, General Manager of Residential Tenancy Bond Authority, Ian Thorn, General Manager of Enforcement, Albert Gardner and Senior Project Officer, Anthony Woodley. CAV shared with us on the Residential Tenancies Act Review, the Residential Tenancies Bond Authority, CAV's approach to Compliance of Rules and Regulations for Estate Agents and Agencies. Very interesting insights.



From Left : CAV Anthony, CAV Ian, CAV Albert, MIEA Eric, CAV Elizabeth, MIEA Ai Cheng, MIEA Zamzuri, REIV Joseph and MIEA Dato Alex



In the afternoon, we visited an exclusive upper end development in Phahran – Hawksburn Place Residences by Gurner. We were briefed on the project and was offered the opportunity to refer purchasers for the project.

Day 4 : 20 March 2018 (Tuesday) Visit to Real Estate Agency Offices

We were once again greeted by REIV IPP Joseph Walton and went on a walking tour to the office of Charter Keck Cramer, a well-established, multi-disciplinary property consultancy firm in Australia. We were hosted to a boardroom lunch and the Founder and CEO, Scott Keck shared with us.



From Left : MIEA Eric Lim, CKC Scott Keck, CKC Gerard Righetti, CKC Ivan Lam and REIV Joseph Walton



Thereafter, we took a walk down the street to the office of Colliers International and was given an overview of the office market in Melbourne by their Director -Research, Anneke Thompson

And to end the walking tour, we arrived at the project sales office of Collins Arch, a mix development project on Melbourne's Collins Street, in the heart of the CBD.



Delegates were hosted to dinner by Recon Mark Williams at Maha, a Middle Eastern Restaurant on Bond Street.

Day 5: 21 March 2018 (Wednesday) Ignite Conference 2018

This was an optional part of the itinerary where delegates can choose to participate in the Ignite annual conference organised by REIV. Topics includes Embracing Digital Disruptions, Capitalising on the Digital Era - Facebook marketing, Workshops on Leadership, Money and Regulatory matters before ending with a session on understanding your frame of mind and Mental Health.



Delegates who participated at Ignite 2018

To sum it up, the study tour was a success. Not only did the delegates gain new knowledge but also built better friendships.

What Delegates Said About The Tour

“Thank you to Mr. President, Ai Cheng & MIEA Secretariat team. Not forgetting all friends... Such a wonderful Study Tour Expedition where mile age of knowledge & ideas gained. The program were impactful & detailed. Hope this wld be an annual program. Tq”

Hj Zamzuri

“Thank you MIEA for this opportunity. Thank you Ai Cheng & HQ Secretariat for making the journey smooth sailing. Thank you for the opportunity. It was a very interesting experience looking forward for the next trip!”

Ainal

“Good m all. Yes it was a fabulous trip... the excellent camaraderie, well organised & not to mention the kind weather. Well done MIEA. Let's do this trip more regularly in the future... much to learn & most importantly to enjoy life's journey together”

Dr. Teoh Poh Huat

“Hi, my family & I touched down safely this morning. Tqvm to the Organising and Secretariat Team. It was a very enlightening and indeed educational trip, exceeding expectations. Appreciate all the new friends and acquaintances made during the trip. Tq once again and do enjoy the remaining days in Melbourne. Bravo MIEA!”

Judith

Don't miss out on the next trip. Remember limited seats on each tour.

An inside story of a Real Estate Agent

Pn Munirah Mohamad - Homefield Real Estate Sdn Bhd

by Prof. Dr. Nik Maheeran Bt Nik Muhammad excerpt from *The Untouchable*

Munirah, co-founder of Homefield Real Estate Sdn Bhd, first joined a real estate agency in Subang Jaya upon graduating from ITM (now UiTM) Shah Alam with a major in Estate Management. She started her first career at Subang Jaya Real Estate Co. way back in 1989. As a rookie, she had a very colourful career and served from the very bottom to the very top. She went to office every morning, picked up the listings and went around trying to sell. She was so diligent in meeting people to promote the products, to the extent that almost everyone in Subang Jaya knew her; with her salary of RM350 plus professional fee of 10%, she managed to bring back an income of RM6,000 a month. As for the other normal fresh graduate, they averaged RM750 per month.

When she became a registered estate agent in the year 1996, she decided to set up her own agency, Homefield. She worked hard and focused on delivering results, without thinking of returns. For her, it was more important to acquire knowledge and experience, thus she served many developers and helped them to find interested clients.

Integrity and interpersonal skills are highly valued in the real estate business, because without gaining the trust of the customers, real estate agent would not be able to close any deals. That is also one of Munirah's strengths.



Munirah, the lady with an enterprising mind has become very fond of such 'affairs'. She is always at ease dealing with customers and never too shy to perform tasks to the fullest. 'Satisfaction', 'Gratification' and 'Determination' are the most words in her dictionary. They are also the pinnacles of motivation to move on and no to have fears being in this line of work.

Munirah was one of the winners for Million Dollar Roof Top (MDRT) in the National Real Estate Awards (NREA) for two consecutive years 2016 and 2017 hosted by Malaysian Institute of Estate Agents (MIEA). In 2017, she bagged the All Star Personality (Outstanding Agent) from Starproperty.My Real Estate Award. Apart from winning the awards, she was also appointed as one of the speakers in the Women Economic Forum 2017 in New Delhi, MAREC 2016 & 2017 and Seminar in Real Estate 2017 - Managing Uncertainties in Real Estate, UM.

Seen as a lady of steel, Munirah is not totally lacking of her woman emotions. On some nights, she still cries into her pillow thinking of others who are not as fortunate as she is. She then thinks of ways to be an inspiration to others to improve their lives as she has through hardwork and perseverance. Feelings of gratitude keeps her humble and spurs her forward in thankful optimism.

*Life of a Realtor...
"Real Estate is a passion, for it takes to my success. Half of my wealth comes from real estate."*

— Donald J. Trumph, Februari 2012



NEGOTIATORS CERTIFICATION COURSE

We are taking Estate Agency to a new level of Professionalism



2-day Syllabus

Fee : RM636.00

(Inclusive of GST 6% @ RM 36)

Breakfast, Lunch & Tea Provided

Upcoming Classes

SELANGOR • JOHOR • PENANG • PERAK • PAHANG • SARAWAK • SABAH

DATE	DAY	VENUE	CONTACT
31 Mar - 1 Apr 2018	Sat & Sun	MIEA Training Center - Penang Unit 9, 3rd Floor, Axis Complex, 35, Jalan Cantonment, 10350 Penang.	Contact Person 04 - 2288 333 Ms. OM
7 - 8 Apr 2018	Sat & Sun	MIEA Training Center - Petaling Jaya Unit C-26-07, 7th Floor, Block C, Dataran 3 Dua, Jalan 19/1, 46300 Petaling Jaya, Selangor.	Contact Person 03 - 7960 2577 Ms. Faezah
14 - 15 Apr 2018	Sat & Sun	Tower Regency Hotel - Ipoh 6-8 Jalan Dato', Seri Ahmad Said, 60450 Ipoh, Perak.	Contact Person 016 - 562 2662 Mr Lee
21 - 22 Apr 2018	Sat & Sun	MIEA Training Center - Petaling Jaya Unit C-26-07, 7th Floor, Block C, Dataran 3 Dua, Jalan 19/1, 46300 Petaling Jaya, Selangor.	Contact Person 03 - 7960 2577 Ms. Faezah
21 - 22 Apr 2018	Sat & Sun	MIEA Training Center - Sarawak No.18-S, 1st Floor, Wisma Keretapi, Lrg 14 Jln Tun Ahmad Zaidi Aduce, 93200 Kuching	Contact Person 082 - 234 811 Ms. Noreen
25 - 26 Apr 2018	Wed & Thu	MIEA Training Center - Johor No 33-02 , Jalan Putra 1 , Taman Sri Putra 81200 Johor Bahru, Johor.	Contact Person 07 - 562 8370 Ms. Serina
5 - 6 May 2018	Sat & Sun	MIEA Training Center - Petaling Jaya Unit C-26-07, 7th Floor, Block C, Dataran 3 Dua, Jalan 19/1, 46300 Petaling Jaya, Selangor.	Contact Person 03 - 7960 2577 Ms. Faezah
5 - 6 May 2018	Sat & Sun	MIEA Training Centre (Sabah) Lot 11-3, 3rd Floor, Lot 22, Block C, Lintas Square, Luyang, 88300 Kota Kinabalu, Sabah.	Contact Person 016 - 832 9798 Ms. Mary Yu
26 - 27 May 2018	Sat & Sun	MIEA Training Center - Petaling Jaya Unit C-26-07, 7th Floor, Block C, Dataran 3 Dua, Jalan 19/1, 46300 Petaling Jaya, Selangor.	Contact Person 03 - 7960 2577 Ms. Faezah
30 - 31 May 2018	Wed & Thu	MIEA Training Center - Johor No 33-02 , Jalan Putra 1 , Taman Sri Putra 81200 Johor Bahru, Johor.	Contact Person 07 - 562 8370 Ms. Serina
9 - 10 Jun 2018	Sat & Sun	MIEA Training Center - Petaling Jaya Unit C-26-07, 7th Floor, Block C, Dataran 3 Dua, Jalan 19/1, 46300 Petaling Jaya, Selangor.	Contact Person 03 - 7960 2577 Ms. Faezah
27 - 28 Jun 2018	Wed & Thu	MIEA Training Center - Johor No 33-02 , Jalan Putra 1 , Taman Sri Putra 81200 Johor Bahru, Johor.	Contact Person 07 - 562 8370 Ms. Serina

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



Organised by
Malaysian Institute of Estate Agents (MIEA)
Tel: +603 - 7960 2577

Endorsed by
**The Board Of Valuers, Appraisers, Estate Agents
And Property Managers Malaysia**

MIEA Corporate Social Responsibility (CSR) at work.



At MIEA, we believe in giving back. It is our belief that corporate responsibility is a virtuous cycle, where our support helps to build and grow sustainable environments in which everyone prospers. MIEA is committed towards Corporate Social Responsibility ('CSR'). At MIEA, we believe that a more sustainable society can only be achieved by making continued contributions toward the upliftment of the deprived and betterment of the society as a whole.

In this respect, MIEA allocated RM5,000.00 to sponsor a non profit Learning Center based in the Desa Mentari flats in Sunway. Friends of MIEA Sarawak also supported by donating RM5,000.00! The monies collected will go towards the rental of the Learning Center which provides free tuition for the school going children living in the low cost Desa Mentari flats in Bandar Sunway.

Members who would like to contribute children books, stationeries and other useful items for the learning centre can contact MIEA Secretariat.



We rise by lifting others.

Robert G. Ingersoll

International Updates

REIV visits MIEA : Jan 16, 2018



From Left : IPP Erick Kho, President Elect Lim Boon Ping, President Eric Lim, REIV IPP Joseph Walton, Recon Mark Williams, Sec Gen Ai Cheng, Treasurer Guat Eng and Director Kian Aun

MIEA hosted REIV IPP Joseph Walton and Recon Mark Williams to a Chinese New Year tradition luncheon followed by a meeting at MIEA Secretariat on the agenda discussed in October 2017. It was at this meeting that the Melbourne Study Tour dates were confirmed.



International Delegates at MAREC 2018



From Left : Paul, NAR President's Liaison to Thailand, Mrs Arunee Thiemhong, President of the Real Estate Sales and Marketing Association (RESAM), Sec Gen Ai Cheng, NAR President's Liaison to Malaysia Yin Bih, Nancy Suvarnamani , NAR Regional Coordinator, Joe Schneider, Director of Global Alliances and Nelson Li, Overseas Properties Director, Hong Kong Real Estate Agencies General Association (HKREAGA)

MAREC 2018 witnessed the gathering of the largest numbers of Presidents of Associations and Representatives namely all ARENA Presidents, President of REIV Australia, 2 representatives from HKREAGA and 5 representatives from NAR adding the international flavour to the convention.

ARENA Presidents and NAR visits REHDA

Presidents within ARENA visited the Real Estate and Housing Developers Association organised by ARENA Sec Gen Soma and MIEA President Eric Lim. It was a fruitful meeting with a good presentation by REHDA President on the Malaysian Real Estate Market.



MIEA Hosted Dinner for International Guests - 2nd March 2018



MIEA hosted our International Guests to a dinner after the cocktail at MAREC 2018. Good fellowship and better friendships forged.

MIEA enters into MOU with Vietnam



President Eric Lim representing MIEA and President Mr. Nguyen Tran Nam representing the Vietnam National Real Estate Association (VNREA) signed an MOU to further bond the ties for future collaboration. Vietnam is presently a sought after investor destination.

NAR visits MIEA

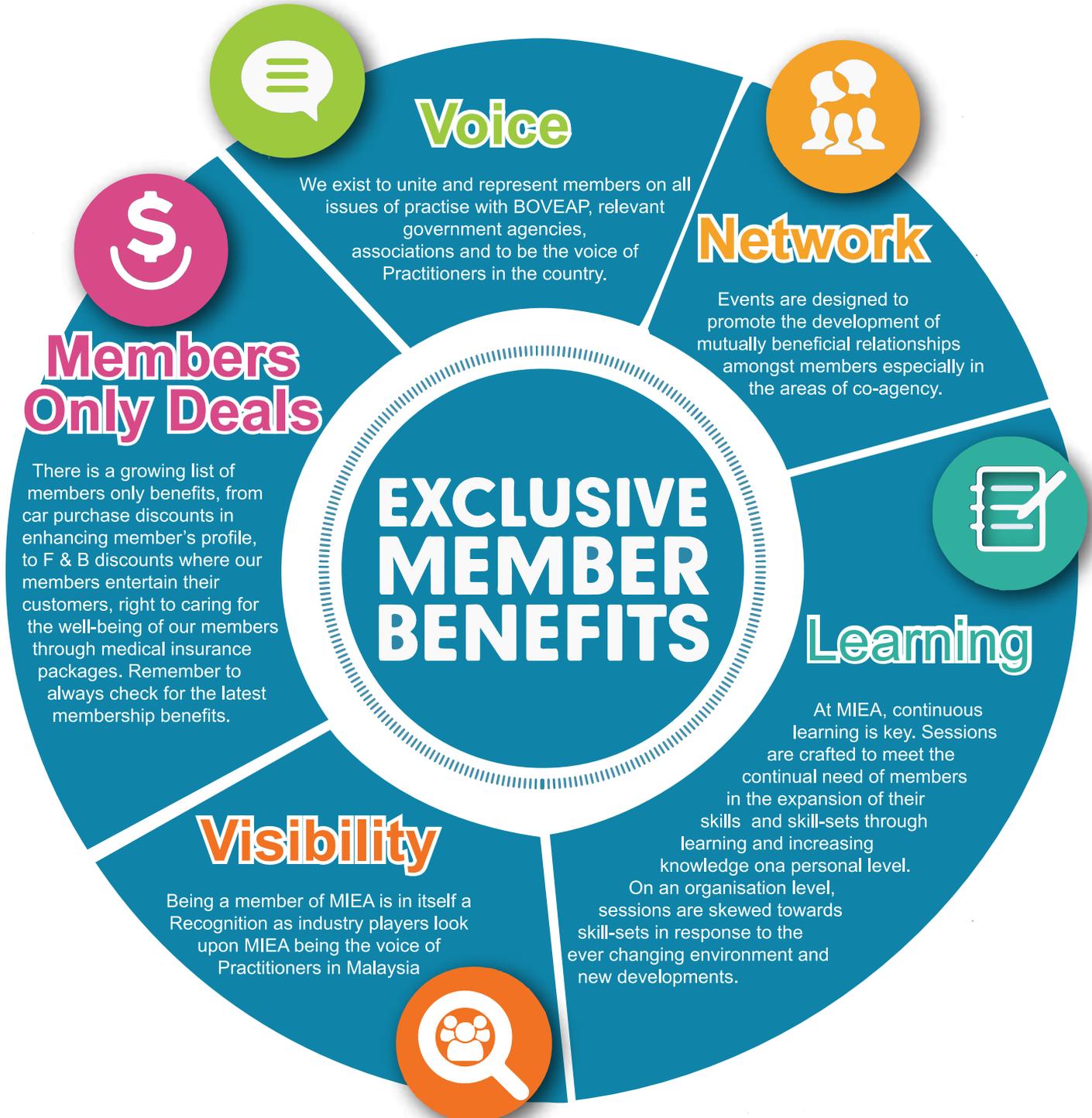
On 5th March 2018, NAR President's Liaison to Malaysia Yin Bihir visited MIEA Secretariat and shared with us on the benefits of MIEA affiliation with NAR; members being an International Member of NAR; the right use of the CIPS; CRS designators and Realtor logo; resources available at NAR and also to encourage members to participate in the NAR Convention.



WHY JOIN MIEA ?

THE VOICE OF REAL ESTATE PRACTITIONERS SINCE 1977

UNITEDRELEVANTPROGRESSIVE



WE'VE GOT YOU COVERED!! JOIN TODAY!

MIEA Secretariat : +603-7960 2577

Email : membership@miea.com.my

www.miea.com.my

ESTABLISHED SINCE 1977



UNITEDRELEVANTPROGRESSIVE

Updates on Membership Benefits

by Membership Benefits Chairman, Christopher Chan

This is the first time that I have had the opportunity to write and update members on the benefits for the D'ream Bulletin since I assumed the Chairmanship of Membership Benefits mid last year.

This portfolio was a first for MIEA as prior to this, there was no such portfolio to specially look into the interest and welfare of our valued members.

It has not been easy spending a great amount of precious time and effort in seeking out organisations to collaborate with us for membership benefits. I am pleased to inform you that we have managed to successfully secured the following organisations to be our partners for membership benefits.



- 1 We renewed the BMW Group Corporate Programme with BMW Malaysia Sdn Bhd in February this year for another two years. MIEA members will be given special discounts when they purchase BMW and MINI cars from any of their authorised dealers nationwide. I wish to thank my predecessor, Mr Wan Choy Heng, for the fine job that he had done in getting them in during his tenure.
- 2 We secured discounts for Volvo cars purchased from any of their authorised dealers nationwide through signing the Corporate advantage Programme in March 2018.
- 3 We successfully secured a collaborative agreement with Motor Image Malaysia Sdn Bhd which is the exclusive distributor of Subaru cars under the Tan Chong International Group. MIEA members are entitled to special discounts when they purchase a Subaru car from any of their authorised dealers nationwide.
- 4 MIEA members will be entitled for a special discounted rate for selected seminars organised by Success Resources, one of the leading global providers of educational resources, seminars and workshops.
- 5 MIEA members will be entitled for a special discounted rate for selected seminars organised by the CLJ Legal Network Sdn Bhd, an independent legal publishing company. They publish the Malaysian Current Law Journal (MCLJ).
- 6 MIEA members are entitled to a special discount on food and beverage when they patronize Alessandro Caffe located at A-01-03, Sunway Geo Avenue, Jalan Lagoon Selatan, Sunway South Quay, Bandar Sunway 47500 Subang Jaya.
- 7 MIEA members are entitled to a special discount on food and beverage when they patronize Yin Delicacies located at TK 6 & 7, 3rd Floor, Atria Shopping Gallery, Jalan SS 22/23 Damansara Jaya, 47400 Petaling Jaya. www.yilinsausages.com. This is a non-Halal outlet.

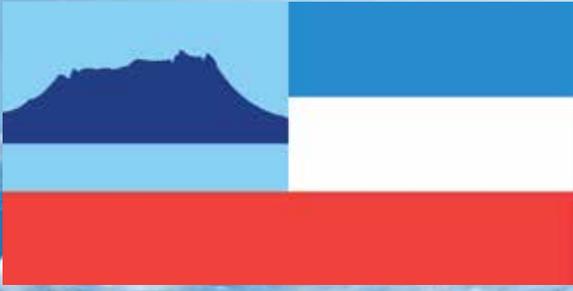


MIEA members are entitled to
6% discount on all models

Contact
Ms Wendy Tan
Area & Corporate Sales Manager
Volvo Car Malaysia Sdn Bhd
Mobile: +6012 207 7371
email: wendy.tan@volvocars.com

Note: *Please refer to the conditions of entitlement.
#We enable to use at the point of purchase.

Disclaimer: The above benefits may change from time to time and are subject to terms and conditions.



ESTABLISHED SINCE 1977



UNITED RELEVANT PROGRESSIVE



2018 Annual



YOUTH SUMMIT



Coming Soon in Sabah

For more information contact

Bryan Chong 016-582 8988



Meeting with Sunway Property



From left Esther Yap, Ai Cheng, Hailey Chew, Thomas Wong, Kayte Teh, Jaclyn Yee, Billy Low, Dr Gerard Kho, Christopher Chan and Jasper Choo

We had a luncheon meeting (hosted by Sunway Property) with Dr Gerard Kho (the Chief Marketing Officer of Sunway Property) and his colleague, Esther Yap (the Lead – Business & Corporate Relations) at Menara Sunway on Wednesday, 07 March 2018. I special thanks to Ms Kayte Teh for arranging the meeting. We would like to collaborate with them on their PALS programme, Sales (i.e. the opportunity to sell their projects) and venue (i.e. the opportunity to use their venue for our events).

**Unity is strength... when there is
teamwork and collaboration,
wonderful things can be
achieved.**

Mattie Stepanek

HALL AND ROOM AVAILABLE

FOR MEETING/TRAINING/WORKSHOP

JOHOR

PETALING JAYA

PENANG

ESTABLISHED SINCE 1977



Training Room



Training Room



Main Hall



Main Hall



Main Hall



Main Hall



Main Hall



PJ ONLY
Main Hall

Facilities include :

- Usage of projector and flip charts
- Banquet tables and chairs
- High cocktail tables (x4) and stools (x8)
- Free flow of drinking water
- Sound system (for main hall)
- Rostrum
- Pantry (for main hall)

For viewing please contact the respective branch secretariat

MIEA - JOHOR
Secretariat & Training Centre
 No 33-02, Jalan Putra 1,
 Taman Sri Putra,
 81200 Johor Bahru, Johor.
 Tel: 07-5628370
 Fax: 07- 5628371
 secretariat.johor@miea.com.my

MIEA - PETALING JAYA
Secretariat & Training Centre
 C-27-05, Level 5, Block C,
 3 Two Square, No 2, Jalan 19/1
 Section 19, 46300 Petaling Jaya,
 Selangor Darul Ehsan
 Tel: 03 - 7960 2577
 secretariat@miea.com.my

MIEA - PENANG
Secretariat & Training Centre
 Unit 9, 3rd Floor,
 Axis Complex,
 35 Jalan Cantonment,
 10350 Penang
 Tel: 04-2288333
 secretariatpg@miea.com.my
 mieapenang@gmail.com

*Facilities may differ in location.



TEST OF PROFESSIONAL COMPETENCE (TPC) WORKSHOP

There are currently more than 1,000 PEAs who are or will be undergoing the Test of Professional Competence (TPC). First timers are unsure what to expect at the interview. Those who have attempted and didn't pull through, do not know where they have gone wrong.

This workshop is designed to help PEAs understand what examiners are looking for and how to prepare themselves in the following areas :

- » Work Diary – How to record the daily activities; categorizing the activities; and pointers of main essential recordings.
- » Record of Experience – How to compile the record of experience.
- » Task 1 – Objective of this task; the sequence of the report; the necessary contents; compliance of the report and appendices required.
- » Task 2 – Objective of this task; the introduction letter; sequence of the proposal; the contents of the proposal; research requirement; budgeting and important appendices.
- » Oral Interview – How examiners ask questions based on suggested topics for the four categories. Role plays are organized for the oral interview session.
- » Common Mistakes made at each point.
- » How to get ready for the day of TPC.

PEAs who attend this workshop will get a clear view of what the examiners are looking for in the two tasks and right techniques of answering in the oral interview.

“
A clear indication of what will happen during the interview and Task 1 & 2
”

“
Very informative. Complete all aspects of the course
”

“
Good. Learned more and get well prepared for TPC
”



MIEA 42ND ANNUAL GENERAL MEETING

12 May 2018 (Saturday)

10.00 am

The Latitude, Level 1,
Armada Hotel
Lot 6, Lorong Utara C, Sec 52
46200 Petaling Jaya
Selangor

Notice for the Annual General Meeting has been sent on 12 April 2018

CONVENTION

Network with other professionals, attend a seminar, and keep up with industry trends.



ARENA Convention and Expo 2018 (ACE 2018)

August 24 – 26, 2018

Sofitel Phnom Penh, Cambodia
Early Bird Registration USD\$150 per pax (Before 30 April 2018)
More details to follow shortly before registration opens



IREC 2018 International Real Estate Conference

The National Convention Centre, Hanoi, Vietnam

September 5 – 9, 2018

Early Bird Registration USD\$150 per pax (Before 31 May 2018)
For 10 pax and above USD\$130 per pax (Before 31 May 2018)
For more information, visit their website: www.irec2018.com



Certified International Specialist Course (CIPS)

MIEA together with NAR USA will be organising the Certified International Specialist Course in Malaysia soon! We are in the midst of locking in the Top Trainer for CIPS from NAR to be the trainer for the session here in Malaysia. It will be a 5-day course and will cover the ins and outs you need to be an International Property Specialist and what you need to do after to have the CIPS designator after your name. For those who are interested, please let Secretariat know and we will share with you the details once they are confirmed. Expected to be in September 2018.



REALTORS® Conference & Expo

Boston, MA, USA

November 2 – 5, 2018

More details to follow. Lock in the dates and keep an eye out for promotional air fares.



EXHIBITION

Klang Valley

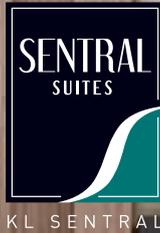
September, 28-30, 2018

Starling Mall, Petaling Jaya
For more information contact MIEA Secretariat at 03-79602577.
Email : projects@miea.com.my

Penang

25-28 October, 2018

Queensbay Mall, Penang
Call 04-2288333 for early bird rates.
Email : secretariatpg@miea.com.my
mieapenang@gmail.com



YOUR HOME IS WHERE THE HEART OF KL IS

At the centre of unparalleled connectivity, a bustling cosmopolitan lifestyle, and an abundance of culture and heritage, is a place you can call home. With two new units in the show gallery, catch a glimpse of how you can truly live at the centre of it all. Live empowered in Sentral Suites today.

Visit our show gallery to view the Sentral Suites serviced apartments, or call **03-2727 7510** for info.
📍 Google Map: MRCB - Sentral Suites Show Gallery

Units priced from **RM728,800.**

Envisioned by:



Developer:

COUNTRY ANNEXE SDN BHD (439669-X)
Level 30, Menara Allianz Sentral, No. 203, Jalan Tun Sambanthan,
Kuala Lumpur Sentral, 50470, Kuala Lumpur.

Follow us on:

#lifeatklcentral
www.sentralsuites.com.my

• Developer: Country Annexe Sdn Bhd (439669-X) • Developer's License No.: 14606-1/01-2019/20(L) • Validity: 10/01/2017 - 09/01/2019 • Advertising & Sales Permit No.: 14606-1/01-2019/20(P) • Validity: 10/01/2017 - 09/01/2019
• Authority Approving Building Plan: Dewan Bandaraya Kuala Lumpur • Building Plan No.: BP S1 OSC 2016 1002 [Dated: 26 Oct. 2016] • Type Of Product: Serviced Apartments • Total Units: 1,434 • Expected Date of Completion: May 2021
• Land Tenure: Leasehold 99 Years [Expiring on 25 Sept. 2115] • Land Encumbrances: Maybank Islamic Berhad • Restriction in Interest: Nil • Total Units: Tower 1: 458 units, Price: [Min] RM 728,800.00 [Max] 1,299,800.00 • Tower 2: 458 units, Price: [Min] RM 841,800.00 [Max] RM 1,572,800.00 • Tower 3: 518 units, Price: [Min] RM 804,800.00 [Max] RM 1,367,800.00 • Unit Type [Carpark] Type A: 650 sf [1/2/Tandem], Type A1: 653 sf [1/2], Type Corner A: 724 sf [1/2/Tandem], Type Corner A1: 765 sf [1/2/Tandem], Type B: 826 sf [1/2], Type B1: 858 sf [1/2], Type B2: 812 sf [1/2], Type C: 1,138 sf [2], Type Corner C: 1,025 sf [2], Type Corner D: 1,166 sf [2] • 5% Bumiputera Discount

MALAYSIAN INSTITUTE OF ESTATE AGENTS

UNITED RELEVANT PROGRESSIVE



Ho Wai Ling

**Office
Manager
Head Office**

secretariat@miea.com.my



Abdul Rahman Kamaruddin

**Assistant Manager
– Accounts & Finance
Head Office**

accounts@miea.com.my



Siti Faezah Muhamadesan

**Senior Admin Executive
– Education & Training
Head Office**

admin@miea.com.my



Helena Hendroff

**Projects Executive
– Events & Special Projects
Head Office**

projects@miea.com.my



Devlianna

**Membership
Support Executive
Head Office**

membership@miea.com.my



Om Paruvathi A/P Kanesan

**Administration
Officer
Penang**

secretariatpg@miea.com.my



Serinajit Kaur

**Administration
Executive
Johor**

secretariat.johor@miea.com.my



Noreen Ak Sikot

**Administration
Officer
Sarawak**

secretariat.sarawak@miea.com.my



Iris Ho

**Administration
Officer
Sabah**

secretariat.sabah@miea.com.my

HQ : Unit C-27-05, Dataran 3 Dua, No. 2, Jalan 19/1, 46300 Petaling Jaya, Selangor Darul Ehsan

Johor : No 33-02, Jalan Putra 1, Taman Sri Putra, 81200 Johor Bahru

Penang : Unit 9, 3rd Floor, Axis Complex, 35 Jalan Cantonment, 10350 Penang

Perak : E-G-18 Greentown Square, Jalan Dato' Seri Ahmad Said, 30450 Ipoh Perak

Sabah : 11-3, 3rd Floor, Lot 22, Block C, Lintas Square, Luyang, 88300 Kota Kinabalu, Sabah

Sarawak : 1st Floor, No 18-S, Lot 2995, Wisma Keretapi, Jalan Tun Ahmad Zaidi Aduce, 93200 Kuching, Sarawak

Tel: +603-7960 2577 Fax: +603-7960 3757

Tel: +607-562 8370 Fax: +607-562 8371

Tel: +604-228 8333

Tel: +605-249 7566 Fax: +605-249 7565

Tel: +6011-5112 3482

Tel: +6082-234 811