



December 2017

A Publication of the Malaysian Institute of Estate Agents

D'REAM

FOR INTERNAL CIRCULATION TO MEMBERS ONLY





**The Malaysian
Institute of Estate Agents**

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

The Institute Theme
“UNITED RELEVANT PROGRESSIVE”

The Estate Agents' biggest and single most challenge is to be united. Unity is the binding factor that will allow us to have one voice, one common goal and one vision. Estate Agents must take pride and take ownership of the practice by working together for the common goal of the profession. As the old adage says, "Unity is strength, and strength is mighty". The call is for the leadership, the council, the members and the negotiators to work in unison and in unity to tackle the daily issues we face. The Institute must be relevant to the members by meeting their expectations. The programmes, activities will all be aligned towards this goal. By the same token members must also be relevant to the institute by participating in the committees, programmes and to give ideas & feedback. When one is united there is peace & harmony, and when there is relevance there is respect. When this is achieved there will be progress. When we progress there is growth, growth leads to betterment of our business and our lives and as a result we achieve recognition, respect and success. Only then can we bring change to the industry and be a dynamic Institute.

Guide For Contributors

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

Submission of Manuscripts

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 Authors must provide original, unpublished work not under consideration for publication elsewhere.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

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

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.

EDITOR'S NOTE

Theresa Augustine • secretariat@miea.com.my

Happy New Year and welcome to our first issue of the Dream Bulletin for 2018! It has been a great start to the year and it almost feels like the gloom of 2017 has been lifted. Let's continue to work with a positive attitude and take our real estate industry to greater heights.

Globally the business world has changed with something called "market disruption". Disruption is literally changing the way we think, behave or do business in our day to day lives. Almost everything has gone digital with various "Aps" on Smart phones where with a click of a button, and Voila! a deal is done.

Whilst the whole world is changing, locally here in Malaysia there has been a change. Amendments to Act 242 (Valuers, Appraisers and Estate Agents Act 1981) was passed and gazetted in Parliament.

The Constitution was amended in July 2017 and approved by the ROS. As a result of this, a re-election of office bearers took place and now we are proudly called The Board of Directors. This is definitely a step forward which only means for the betterment of the fraternity with the objective to unite and serve better.

MIEA will continue to offer opportunities and benefits through its educational programmes, professional talks, networking sessions, and of course MAREC 2018! CPD hours are offered by so many organizations, but MAREC has always given us the feeling of reassurance that we are in the right profession.

The institute can only be strong as its members. We look forward to your continued support in order to achieve our objectives.

Once again, A Happy New Year to all!

OBJECTIVES OF THE INSTITUTE

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





Message From The President

We are happy to observe that our country's economy is doing well with 3Q reaching 6.2% growth and unemployment rate of 3.4%. This augurs well for the real estate industry. However this was hampered by the ongoing lending restrictions by the financial institutions. We notice that deals were aborted either due to loan rejections or low margin of financing. On the positive note, we notice purchasers are getting used to the new norms and accepting it.

The release of the market updates by NAPIC and the decision taken by the government to freeze approvals for office, retails and selective approvals for high-end condominium has caused a mixed reaction from the analysts and selected market players. To allay fears and negative perception of the market, the institute conducted a press conference on 28th November 2017 to share the ground sentiments and market perception.

I always believe that, we the members and practitioners on the ground have the 1st hand information on the market and the public sentiments. Soon, we will be conducting a market survey amongst the practitioners and members to get their feedback. Together with our research and the market feedback, we will be holding another press conference to share with them further.

The past few months had been a hectic period for both the secretariat and members of the Board of Directors, both at HQ and branch level. We successfully held three MASPEX exhibitions (Malaysian Secondary & Primary Exhibitions) namely in Johor, Penang and Sabah. In October, we had our National Real Estate Awards (NREA) night at the Majestic Hotel attended by 700 guests from all over the country and several oversea delegates. Most recent, MIEA Sarawak held its annual dinner on 16th December 2017 and was graced by none other than the state Housing Minister, Prof Datuk Dr Sim Kui Hian.

This is not something new but we would like to congratulate The Board of Valuers, Appraisers, Estate Agents and Property Managers (The Board) for obtaining the amendment approval of Act 242, The Valuers, Appraisers and Estate Agents Act 1987 passed by the

Parliament recently. Besides the provision for setting the register of property managers, this amendment has great impact on the practice which gives greater powers to the police to act against the illegal agents which has been affecting our industry. For Real Estate Agents who are registered with the Board for more than 10 years, please refer to the recent Board circular on the provision to register as Probationary Property Managers. MIEA has always supported and maintained a good rapport with The Board. Recently, we just had our courtesy call to congratulate the new Board President, YB Sr Tuan Haji Nordin bin Daharom who was appointed as the new Board President and Director General of Valuation and Property Services.

As you are aware, MIEA is equally active in the international arena. MIEA being part of Asean Real Estate Network Alliance (ARENA) conducted the ARENA Convention and Expo (ACE) in August 2017 which saw the participation and attendance of 600 delegates from all the participating ASEAN countries. It was a resounding success with all the hard work put-up by Past President Mr Soma Sundram and his team.

As your President, I was invited by the Chinese Association of Real Estate Brokers (CAREB), the national real estate association of Taiwan to their awards night where we also signed a MOU between MIEA and CAREB. I also attended the National Association of Realtors (NAR) conference in Chicago recently. Another feather in the cap for MIEA, I was appointed by NAR as the Board of Directors for a term of one year, a first for MIEA and Malaysia.

Moving forward, we will be busy organising MAREC 2018 which falls on 2nd and 3rd March 2018 and some other international activities with REIV and REIWA of Australia. We look forward to see you at MAREC 2018.

Cheers and Happy New Year 2018

ERIC LIM
MIEA President (2017-2019)



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



NATIONAL
REAL ESTATE
AWARDS

**We Are Dedicated
To Find, Recognize & Honor
Excellence In The
Real Estate Fraternity**

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



MIEA Secretariat
03 - 7960 2577
WhatsApp : 018 - 310 4577 or
Email: projects@miea.com.my

www.miea.com.my



NEGOTIATORS CERTIFICATION COURSE

We are taking Estate Agency to a new level of Professionalism



2-day Syllabus

Fee : RM636.00

(Inclusive of GST 6% @ RM 36)

Breakfast, Lunch & Tea Provided

SELANGOR • JOHOR • SARAWAK

Upcoming Classes

DATE	VENUE	PAYMENT DETAILS	CONTACT
10 - 11 Mar 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.	Payable To : Malaysian Institute Of Estate Agents Bank : Public Bank Account No : 3184-1974-10	Contact Person 03 - 7960 2577 Ms. Faezah
14 - 15 Mar 2018 Wed & Thu	MIEA Training Center - Johor No 33-02 , Jalan Putra 1 , Taman Sri Putra 81200 Johor Bahru, Johor.	Payable To : Malaysian Institute Of Estate Agents (Johor Branch) Bank : Maybank Account No : 551128615277	Contact Person 07 - 562 8370 Ms. Serina
28 - 29 Mar 2018 Wed & Thu	MIEA Training Center - Petaling Jaya Unit C-26-07, 7th Floor, Block C, Dataran 3 Dua, Jalan 19/1, 46300 Petaling Jaya, Selangor.	Payable To : Malaysian Institute Of Estate Agents Bank : Public Bank Account No : 3184-1974-10	Contact Person 03 - 7960 2577 Ms. Faezah
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.	Payable To : Malaysian Institute Of Estate Agents Bank : Public Bank Account No : 3184-1974-10	Contact Person 03 - 7960 2577 Ms. Faezah
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.	Payable To : Malaysian Institute Of Estate Agents Bank : Public Bank Account No : 3184-1974-10	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 Adruce, 93200 Kuching	Payable To : Malaysian Institute Of Estate Agents (Sarawak Branch) Bank : Public Bank Account No : 3184-1974-10	Contact Person 082 - 234 811 Ms. Noreen
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.	Payable To : Malaysian Institute Of Estate Agents Bank : Public Bank Account No : 3184-1974-10	Contact Person 03 - 7960 2577 Ms. Faezah
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.	Payable To : Malaysian Institute Of Estate Agents Bank : Public Bank Account No : 3184-1974-10	Contact Person 03 - 7960 2577 Ms. Faezah
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.	Payable To : Malaysian Institute Of Estate Agents Bank : Public Bank Account No : 3184-1974-10	Contact Person 03 - 7960 2577 Ms. Faezah

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
AND ESTATE AGENTS MALAYSIA**

MAREC'18

MALAYSIAN ANNUAL REAL ESTATE CONVENTION

EMBRACING CHANGES WITH INNOVATION

DATE

2nd - 3rd March 2018

Fri - Sat

9am - 5.30 pm

VENUE

**SIME DARBY
CONVENTION CENTRE
KUALA LUMPUR**

1A, Jalan Bukit Kiara 1,
Bukit Kiara,
60000 Kuala Lumpur

CALL NOW : HELENA +603 7960 2577 projects@miea.com.my www.miea.com.my

Organised By :



Main Sponsor
- Developer



A Member of



FIABCI
FIABCI - MALAYSIA
International Real Estate Federation

Support By :



International Affiliates





MASPEX 2017
MALAYSIAN SECONDARY PROPERTY EXHIBITION
PENANG
26 - 29 OCTOBER 2017



The fifth property exhibition held by the Malaysian Institute of Estate Agents (MIEA) Penang held 26th Oct – 29th Oct at Queensbay Mall, Penang, showcasing over 5,000 secondary and primary properties.

This year we have established a dedicated 27 booths including Developers, Maybank at the exhibition venue to ensure customers can book their dream homes and apply for attractive home loan packages at one stop and under one roof at their convenience.

Overall the response for this year was really good, with one agency closing 6 deals with 30 potential customers to follow up. There was also a sub-sale closed. One of the developers had 3 units sold & 25 potential customers to follow up.

We are pleased that the response was overwhelming with about 10,000 visitors and we did it even better this year with a much bigger turnout.

We trust that visitors have gained invaluable insights at the exhibition for them to make better decisions to buy, invest and build their homes.

Sponsors for the event are :-

1. Malayan Banking Bhd,
2. MRCB,
3. Ideal Property Group,
4. BSG Property,
5. MTT-Priority Group of Companies
6. Allianz Malaysia
7. PropertyGuru

The official media partners are EdgeProp.my and Good Harvest.



The Grand Opening of our 5th MASPEX (Malaysian Secondary & Primary Property Exhibition)
Grand Opening by by Honorable YB Tuan Jagdeep Singh Deo. Our President, Mr.Eric Lim with YB Tuan Jagdeep Singh Deo



List of Exhibitors :

NO.	BIG BOOTHS	Booth No.
1	CAREY	S8
2	ANCHOR EMPIRE	S10
3	TODAY	S11
4	PREMIER	S9
5	EZ HOME REALTY	E9
6	REAPFIELD	E2 & E3
7	ELITE	E7
8	KHOO & ASSOCIATES	E4
9	UPP	E11 & E12
10	HENRY BUTCHER	E10
11	RINA	E5
12	RINA (B'WORTH)	E6
13	DREAM HOUSE	E1
14	KINGSBAY	E8



Next year PENANG MASPEX 2018 scheduled to held on 25th to 28th October 2018.

GST – Commercial Properties held on Monday 25 September 2017 at MIEA Training Centre by Tuan Mohamad Firdaus Bin Satibi, the Assistant Director of Customs Department



- Overview: What is GST ?
GST is charged on:
 - o The taxable supply of goods and services made by a taxable person in the course of furtherance of business in Malaysia. GST is charged on imported goods and services.

- Malaysia's GST Model

Types of Supply	Output Tax	Input Tax
Standard rated	6%	Claimable
Zero rated	0%	Claimable
Exempt	No GST charged	Non claimable

- Taxable person includes individual, corporation, Federal Government, State Government, statutory body, local authority, society, trade union, co-operative society, joint-venture, trust, partnership and any other body, organisation, association or group of persons, whether corporate or unincorporated.

The scope **includes natural and juridical persons:** individual, sole proprietor and partnership; company, club, association, society, co-operatives, trade union, non-profit body and unincorporated bodies; trust, trustee, executor, administrator and joint venture; and Federal Government, State Government, statutory body and local authority.

A taxable person is required to be registered for GST.

- Land can be divided into 2 categories as follows (under Schedule 1, Clause 2 of the GSTA 2014):
 - (a) **Goods:** Any transfer of the whole right of ownership in land; land under an agreement for the sale of such land; and under an agreement which expressly stipulates that the ownership of such land will pass at some time in the future. ; an interest under Deed of Assignment or any strata title.

Where there is a default in payment under security relating to land, the transfer of such land shall be treated as a **supply of goods.**

- (b) **Services:** Any lease, tenancy agreement, licence to occupy land, transfer of undivided share in land.

- Supply of Land/ Building:

Exempted: agricultural; residential (link house, semi detached & detached houses, apartment including service apartment and condominium); general purposes – burial, playground and religious; and rental – residential.

Standard rated: land use for fishing or hunting activity; commercial and industrial purposes [– shoplots, office, retail, factories, warehouses, SoHo, SoVo, SoFo, Hotel, motel, inn, hostel]; brokering services; and rental – non residential.

- **Value of supply (consideration in money).** The value of supply shall be taken to be an amount with the addition of GST chargeable, equal to the consideration.

Value = consideration (money) – GST portion

Tax Fraction = Rate / (100 + rate) = 6/106

As an example, A sells a shop lot to B and receives RM 260K.

The value of supply = consideration – GST = RM 260K – (6/106 X RM 260K) = RM 245,283.02.

[Note: GST is RM 14,716.98 while the value of the shop lot is RM 245,283.02.

- As a commercial property owner, when do you need to register for GST ?

- o When you have the intention to engage a real estate agent, advertisement, receive deposit/ booking fee etc.
- o Value of supply exceeds RM 500K within a 12 month period.

- Any individual who is not a GST registered person is treated as carrying out a business if he at any one time owns:

- o More than 2 commercial properties;
- o More than one acre of commercial land; OR
- o Commercial property or commercial land worth more than RM 2 million at market price



The individual must also go through the Business Test.

- Individual Disposal of Assets

Number of Commercial Property/ Land (Total Value of Property Hold/ Owned)	Value of Property Intended to be sold	Liable to be registered
Any unit (> RM 2 million)	>RM 500K	Yes
2 units	>RM 500K	No
>2 units	<RM 500K	No
>2 units	>RM 500K	Yes
Any acreage (> RM 2 million)	>RM 500K	Yes
1 Acre	>RM 500K	No
>1 Acre	<RM 500K	No
>1 Acre	>RM 500K	Yes

An extension
of luxury by

MRCB

While MRCB has proven its capabilities in the realization of the KL Sentral Business District and its luxurious residences, an entirely new pace of living begins to take shape further down stream, on the riverside banks of TRIA Seputeh's Promenade Boulevard and Riverside Park.

A New Extension On Life Itself, Begins At The Riverside.

The River of Life eco-project is a National Transformation Programme aimed to transform the Klang and Gombak rivers. The extension of the 10KM River of Life Project comes with 1KM of exclusivity known as TRIA Seputeh Promenade Boulevard & Riverside Park. TRIA Seputeh's exclusive park will literally reshape and rejuvenate the landscape, where its residents need not to travel further to explore.

It is a community based initiative by us, which creates an extended external boundary that includes, a jogging track, cycling paths, a parcourse, skating areas as well as VIVO's signature retail outlets and riverside dining. All within walking distance from TRIA Seputeh.

With privilege being exuded from the top of those towers and carried through to the splashed banks, the Promenade Boulevard and Riverside Park is planned with the entire 9 Seputeh community in mind, but was conceived especially for the high demands and unique needs of those who call TRIA Seputeh home.

This means you will get to relish in all of its splendour a mere elevators' ride below, without having to worry about the nitty-gritty maintenance of it all.

IN THE PRESENCE OF PEERS

While the riverscapes may be a luxury afforded to all, the lifestyles and exclusiveness of your private tower is limited to only the like minded. Through careful selection and methodical recommendations, we ensure that you live within towers that mirror your own identity and living needs.

PELTO

At Pelto, the personality of urban living comes to life with unit sizes befitting your style. Its rooftop is peppered with a barbeque area, seating alcoves, reading pods, a hammock garden, a sunken lounge and maze garden as well. Built up units range from 764 to 1,518 sq.ft starting from RM566,000 onwards.*

CAVI

Scheduled to launch in 2018 and at a price that fits its debut, Cavi is a hybrid of Pelto and Ebon, with more choices of unit sizes and rooftop facilities that include a Jacuzzi, a reflexology path, butterfly seating, fragrance garden and a spa spot amongst others.

EBON

The most premium of the three, Ebon is extremely low density with only five units per floor, reached by four elevators. On its roof, you would find facilities that better fit your lifestyle. This includes, a herb garden, a light pavilion, parcourse walk, yoga and meditation lawn, 4-seasons planting and an observation deck. Built up units range from 1,518 to 4,489 sq.ft starting from RM1,052,000 onwards.*

RIVER VILLA

Individuality triumphs at the 17 non identical units at the River Villa. Taking inspiration from the Promenade Boulevard and Riverside Park just below, pocket gardens elevate your home to a different level of comfort. Convenience is also kept in check with allocated parking at the villas doorsteps. Built up units range from 1,927 to 4,532 sq.ft starting from RM1,472,000 onwards.*

**Subject to availability.*



Envisioned by:

MRCB
MALAYSIAN RESOURCES CORPORATION BERHAD

An exclusive phase of

nine
seputeh

Developer:

GAPURNA LAND SDN BHD (787242-M)

No. 1, Jalan Telok Datok, Off Jalan Klang Lama, 58100, KL. F : 603 7972 2393



← PROPOSED RIVER OF LIFE PROJECT
← PROPOSED RIVER OF LIFE PROJECT

7 1KM PATHWAY

Promenade Boulevard & Riverside Park

- 1 Picnic Area
- 2 Parcourse
- 3 Nature Walk
- 4 Jogging Path
- 5 Playground
- 6 Bicycle Kiosk
- 7 Cycling Pathway
- 8 Stepping Stone
- 9 Skate Park

A PRIVILEGE FOR ALL AGES

ELEVATED RESORT LIVING

On the 8th floor a 100 feet above sea level, an emerald garden of grandeur grows. With two 3-metre tall towering treehouse linked by a hanging bridge, a 30-metre long crystal clear Water Brook, infinity pool, chess garden, and all the thrills and trapping of an urban resort, the main facility deck is a treasure throve to be shared by all.

THE CLUBHOUSE

Enhancing the experience, the clubhouse is designed for everyone in mind. Divided into three sections, each boast its own set of facilities for different age groups.

The Private Lounge

For use by the more mature residents, the lounge is outfitted with a wine lounge, a cigar lounge, a bar, and an English Tea lounge. Whether to entertain guests or host your own gatherings, the choice is yours.

The Teens' Club

Getting out of the house doesn't mean leaving the lap of luxury at TRIA. With facilities for WiFi, Xbox, Foosball, vending machines, coffee makers, and a pool table, the teens can remain young without being restless.

The Kids' Edu Hub

For the little ones, there is the Kids' Edu Hub with specific board games and challenges specifically designed to promote brain development and experiential learning.

Riding high from the success of Vivo Suites & Residences - phase one of 9 Seputeh, and the bustling centre that is KL Sentral, MRCB carries its legacy of unparalleled exclusivity over to TRIA Seputeh, phase two of 9 Seputeh. Visit us at our sales gallery. Our show unit is now open for viewing.



Private Lounge



Teens' Club



Kids' Edu Hub

TRIA Seputeh.
Where you are, who you are.

Developer: Gopurna Land Sdn. Bhd. • Developer Licence No.: 12160-3/08-2018/02020(L) • Validity Date: 9th August 2017 - 8th August 2018 • Advertising Permit No.: 12160-3/08-2018/02020(P) • Validity Date: 9th August 2017 - 8th August 2018 • Land Tenure: Leasehold (99 Years), (Expiring May 2113) • Approving Authority: Dewan Bandaraya Kuala Lumpur • Building Plan Approval No.: (15)Jln BP S1 OSC 2016 3219 • Restriction in Interest: The land shall not be transferred, leased or charged without prior approval by the State Authority • Land Encumbrances: CIMB BANK BERHAD • Expected Date of Completion: October 2021 • Total No. of Units: 343 (Tower A-Condominium), 162 (Tower B-Condominium) • Type Y1 (65 units - 1,518 sqft) 2 car parks • Type Y3 (30 units - 1,496 sqft) 4 car parks • Type X1 (58 units - 1,001 sqft) 2 car parks • Type X2 (35 units - 958 sqft) 2 car parks • Type X3 (35 units - 1,001 sqft) 2 car parks • Type X4 (60 units - 797 sqft) 1 car park • Type X5 (60 units - 764 sqft) 1 car park • Type Z1 (23 units - 1,733 sqft) 3 car parks • Type Z2 (23 units - 1,991 sqft) 4 car parks • Type Z3 (24 units - 2,013 sqft) 4 car parks • Type Z4 (24 units - 2,874 sqft) 6 car parks • Type Y1 (48 units - 1,518 sqft) 2 car parks • Type RV1 (6 units - 1,915 sqft) 5 car parks • Type RV2 (3 units - 2,210 sqft) 6 car parks • Type RV3 (1 unit - 2,195 sqft) 6 car parks • Type RV4 (2 units - 2,660 sqft) 6 car parks • Type RV5 (1 unit - 3,348 sqft) 6 car parks • Type RV6 (1 unit - 4,478 sqft) 6 car parks • Type RV7 (1 unit - 4,381 sqft) 6 car parks • Type RV8 (1 unit - 3,990 sqft) 6 car parks • Type RV9 (1 unit - 4,525 sqft) 6 car parks • Type SV4 (1 unit - 3,046 sqft) 6 car parks • Type SV5 (1 unit - 4,306 sqft) 6 car parks • Type SV6 (1 unit - 4,489 sqft) 6 car parks • Selling Price: Tower A - RM642,800 (min) - RM1,823,800 (max) • Tower B - RM1,194,800 (min) - RM4,870,800 (max) • Bumper Discount: 5%. The information contained in these materials may be changed or deleted or altered at any time without prior notice and/or subject to amendments as may be required by the developer, the authorities and the developer's consultants from time to time. These materials shall not be construed or deemed to be representation by the developer in any way whatsoever. Purchasers are advised to refer to the actual information, specifications or plans as inserted in the stamped Sale & Purchase Agreement entered into between the developer and the purchaser. All drawings are merely artist's impressions only.

603 7971 9983
triaseputeh.com.my
Waze : Tria Seputeh Sales Gallery





MIEA Youth Networking Night



Over 160 real estate professionals attended the inaugural Real Estate Networking Night on 1st November 2017. This networking event, which was organized by MIEA Youth, was held at The Roof Bandar Utama. The key objectives of the event is to as follows (i) enable real estate agents and negotiators to connect with other business owners as well as (ii) encourage more real estate professionals to be a MIEA member. There were a total of 12 sponsors for this event including BMW, HASB, Hartamas, House of Mod, Affin Bank, RentGuard, David Gurupatam & Koay, Bumbung, Hallmark Interior, Propedia Consultancy, Lepro and Sunsuria. Besides networking, Sr Vicky How also gave a market forecast 2018 talk where she provided insights of key developments such as the River of Life, High Speed Rail and Tun Razak Exchange. The attendees also participated fun and relaxing activities such as property pop quiz and lucky draws. All in all the attendees had great fun eating, drinking and mingling throughout the event which lasted from 6:30 to past 10pm. Due to the overwhelming support by participants, the MIEA Youth intend to organize a similar event in the near future. If you would like to receive more information in our upcoming events, please email secretariat@miea.com.my.

Conferment of Fellowship



Mr Stephen Wong Kian Hin



Mr Victor Wong Tay Kow



Mr Simon Hii Sing Sing



Sr Mark Saw



Mr Liew Toh Sen



Mr Alex Joseph Gomez



Mr Wong Ho Ming



IPP Erick Kho Ying Tian



Mr Aubrey Chan



Sr Vadeveloo a/l Suppiah



Sr Loo Kung Hoe



Ms Monica Chuah



Mr Vincent Ng Eng Sim



Mr Shirley Chai Gut Yang



Mr Chang Keok Hai



Sr Dr Teoh Poh Huat

MIEA Sarawak Annual Dinner 2017

MIEA Sarawak held 4th annual dinner on 16 Dec 2017 was graced by YB Datuk Prof. Dr Sim Kui Hian, Minister for Local Government and Housing Sarawak. This auspicious real estate practitioners gathering was attended by 300 people Sarawak as well as Peninsular Malaysia.

The theme “Don’t forget to Remember” shared with 300 attendees the recognition of three dedicated members who have selflessly contributed to the development of MIEA Sarawak. In appreciation of their hard work, Mr Simon Hii Sing Sing, Mr Wong Ho Ming and Mr Aubrey Chan were conferment of MIEA Fellowship.

The Organising Committee as usual has never let us down with interesting programme for its attendees. It was fun and entertaining. Kudos to the team!



Realtors Conference & Expo

President, Eric Lim represented MIEA at the National Associations of Realtors Conference & Expo from 3 – 6 Nov 2017 in Chicago, USA. The theme was “The Sky’s The Limit brought together more than 20,000 real estate practitioners around the world. It was a great networking and learning platform for everyone.

Mr Eric Lim has been appointed by 2018 NAR President, Ms Elizabeth Mendenhall to serve on the NAR Board of Directors from 7 Nov 2017 to 5 Nov 2018. The appointment required him to be presented at the 2018 REALTORS Legislative Meeting & Trade Expo and 2018 REALTORS Conference & Expo. In Washington and Boston, USA respectively.





MOU Signing Ceremony with Chinese Association of Real Estate Brokers

MIEA established another bi-lateral relationship with Chinese Association of Real Estate Brokers, Taiwan at the Ceremony of “Golden Broker Awards”. This new establishment brings new collaboration opportunities for MIEA members especially those who wish to venture into cross border business. After the signing ceremony, Mr Eric Lim was invited to share a paper on Malaysia Property Market.



商业 COMMERCIAL NEWS

林振兴：经济就业前景稳定 明年房价不会大跌

【本报综合报道】马来西亚房地产协会（MIEA）主席林振兴日前表示，马来西亚经济前景稳定，明年房价不会大跌。林振兴指出，马来西亚经济前景稳定，明年房价不会大跌。林振兴指出，马来西亚经济前景稳定，明年房价不会大跌。林振兴指出，马来西亚经济前景稳定，明年房价不会大跌。



大选不会影响就业

林振兴指出，大选不会影响就业。林振兴指出，大选不会影响就业。林振兴指出，大选不会影响就业。林振兴指出，大选不会影响就业。

叶洗玮：普通公

叶洗玮指出，普通公。叶洗玮指出，普通公。叶洗玮指出，普通公。叶洗玮指出，普通公。

Pasaran hartanah stabil, sederhana

KUALA LUMPUR 28 Nov.- Institut Ejen Hartanah Malaysia (MIEA) menjangkakan pasaran hartanah kekal stabil dan bergerak pada kadar sederhana tahun depan meskipun terdapat pelbagai spekulasi negatif semasa.

Presiden MIEA, Eric Lim berkata, terdapat tiga faktor utama yang memberi kesan kepada pasaran hartanah iaitu ekonomi negara, kestabilan pekerjaan dan pinjaman bank, malah semuanya memihak kepada negara.

Menurutnya, ekonomi diukur dengan prestasi Keluaran Dalam Negara Kasar (KDNK) yang berkembang 6.2 peratus pada suku ketiga dipacu oleh permintaan domestik memberikan potensi pertumbuhan yang baik daripada



ERIC LIM

salah serupa, malah harga hartanah di Malaysia merupakan antara yang terendah di rantau ini.

Dalam ekonomi semasa katanya, para pembeli dan pelabur adalah lebih berpengetahuan terhadap sesuatu hartanah dan berhati-hati sebelum membuat sebarang pembelian dengan pelbagai perbandingan.

Jelasnya lagi, sesuatu kejayaan atau kegagalan hartanah sama ada bagi kediaman, komersial atau ruang pejabat bergantung kepada pemaaju itu sendiri untuk melakukan kaji selidik terhadap permintaan dan pasaran.

MIEA: 明年僅部分地區放緩 房地產不會崩盤

【吉隆坡28日訊】馬來西亞房地產代理公會（MIEA）會長林振興日前表示，明年房地產市場不會出現崩盤現象，其產市將維持穩定。林振興指出，明年房地產市場不會出現崩盤現象，其產市將維持穩定。林振興指出，明年房地產市場不會出現崩盤現象，其產市將維持穩定。

明年房價維持穩定

林振興指出，明年房價維持穩定。林振興指出，明年房價維持穩定。林振興指出，明年房價維持穩定。林振興指出，明年房價維持穩定。

辦公樓租金維持穩定

林振興指出，辦公樓租金維持穩定。林振興指出，辦公樓租金維持穩定。林振興指出，辦公樓租金維持穩定。林振興指出，辦公樓租金維持穩定。

林振興促公眾謹慎投資 通過合法經紀購買房地產

【本報吉隆坡27日訊】隨著用戶對房地產投資的興趣增加，林振興指出，公眾應謹慎投資，並通過合法經紀購買房地產。林振興指出，公眾應謹慎投資，並通過合法經紀購買房地產。林振興指出，公眾應謹慎投資，並通過合法經紀購買房地產。



房地產市場將大幅下滑？ 陳建國：我國經濟仍強韌

陳建國指出，我國經濟仍強韌。陳建國指出，我國經濟仍強韌。陳建國指出，我國經濟仍強韌。陳建國指出，我國經濟仍強韌。

Illegal brokers can be arrested or prosecuted under new Act

BY CHRISTOPHER LIMOM

KUCHING: The recent amendment to the Valuers, Appraisers and Estate Agents Act, 1981 (Act 242) will take effect on January 2, 2018.

According to the Malaysian Institute of Estate Agents (MIEA) Sarawak Branch Chairman, Dato Ir Alex Ting Kuang Kuo, the amendment includes the provision for the police to take actions against illegal brokers.

"With the enforcement of this amendment, the police and Board of Valuers, Appraisers and Estate Agents (BOVAEA) can arrest or prosecute illegal brokers," added Ting in his speech at the 4th MIEA Annual Dinner held at the Sarawak Club yesterday.

He pointed out that with the main cities or towns growing at about 2 percent, 60 percent of Sarawak's population of three million people were living in the urban areas.

"Assuming there are five persons per household, we will require about 7,000 new houses per year."

"Excluding those upgrading and young families moving to



AUBREY Chan (seated) posing with his Fellowship award which was presented by the Minister of Local Government and Housing, Datuk Dr Sim Kui Hian (second left) as MIEA President, Eric Lim (right) and Kina Ganguly (left) look on.

independent living, Kuching needs at least 4,000 to 4,500 new houses per year," Ting added.

He also pointed that in Sarawak, 95 percent of the house buyers were owners and there was very little speculation and therefore, "no bubble".

"We, therefore, have a very healthy property market," said Ting.

The dinner, attended by 330



2017 award. The State REN of the Year (Sarawak) 2017 award went to Wee Kui Ho while Simon Hii Sing Sing from H Simon Real Estate Agency, Wong Ho Ming from Homing Real

estate Agency and Aubrey Chan from Borneo Real Estate received the Fellowship award.

Also present were MIEA President, Eric Lim and other distinguished guests.

MINISTER of Local Government and Housing, Datuk Dr Sim Kui Hian (right) presenting the Real Estate of the Year (Sarawak) 2017 award to Dato Ir Alex Ting Kuang Kuo (second left) as MIEA President, Eric Lim (second right) and MIEA committee member, Christina Tay (left) look on.

今年房地產最大問題 銀行拒絕貸款申請



【檳城7日訊】馬六甲地產局與地產經紀協會聯合舉辦的「2017年房地產最大問題」研討會，昨日在檳城會議中心舉行。與會嘉賓指出，目前房地產市場面臨的最大問題是銀行拒絕貸款申請。

地產局主席陳建國表示，由於銀行的審慎政策，許多有意購房的人士在申請貸款時被拒絕，這嚴重影響了房地產市場的流動性。他呼籲政府與銀行合作，尋求解決方案，以支持房地產市場的復甦。

此外，與會嘉賓還討論了房地產市場的未來發展趨勢。陳建國指出，隨著人口增長和城市化進程的推進，房地產市場仍具有巨大的潛力。然而，市場也面臨著一些挑戰，如房價上漲、供不應求等問題。

他建議，政府應加強對房地產市場的監管，確保市場的公平競爭和穩定發展。同時，地產經紀應提高專業水平，為客戶提供優質的服務。

在研討會上，與會嘉賓還就如何應對市場變化、提高競爭力等問題進行了交流。大家認為，只有不斷學習和創新，才能在激烈的市場競爭中立於不敗之地。

此次研討會得到了業界的廣泛支持，與會人數眾多。通過此次活動，與會嘉賓對房地產市場的現狀和未來發展有了更深入的認識。



沈桂賢：要投資趁早 30年來房價漲30倍

【檳城7日訊】地產界資深人士沈桂賢指出，過去30年來，檳城房價上漲了30倍。他認為，這反映了房地產市場的長期增長潛力，並建議有意投資者應趁早入市。

沈桂賢表示，房地產市場具有抗通脹和增值的屬性，是長期投資的理想選擇。他指出，隨著人口增長和經濟發展，房地產市場的需求將持續增加，房價也將繼續上漲。

然而，他也提醒投資者，房地產市場也存在一定的風險，如政策變化、市場波動等。因此，投資者在入市前應做好充分的市場調研和風險評估。

此外，沈桂賢還就如何選擇投資地點、如何進行資產配置等問題進行了分享。他建議投資者應根據自己的風險承受能力，選擇合適的投資策略。

他強調，房地產投資是一項長期的投資，需要耐心和信心。只有堅持長期持有，才能實現資產的增值和保值。

在研討會上，沈桂賢還就如何應對市場變化、提高競爭力等問題進行了交流。大家認為，只有不斷學習和創新，才能在激烈的市場競爭中立於不敗之地。

此次研討會得到了業界的廣泛支持，與會人數眾多。通過此次活動，與會嘉賓對房地產市場的現狀和未來發展有了更深入的認識。

此外，沈桂賢還就如何選擇投資地點、如何進行資產配置等問題進行了分享。他建議投資者應根據自己的風險承受能力，選擇合適的投資策略。

他強調，房地產投資是一項長期的投資，需要耐心和信心。只有堅持長期持有，才能實現資產的增值和保值。



Conversion rate of developers' sales improved in 2017

Lum Ka Kay / EdgeProp.my
November 28, 2017 22:52 pm +08



A

PETALING JAYA (Nov 28): The conversion rate for sales in the primary market has gone to over 63% in 2017 from 50% in 2016, said the Malaysian Institute of Estate Agents (MIEA) secretary-general Chan Ai Cheng.

Citing recently launched projects such as UEM Sunrise Bhd's Solaris Park, Sime Darby Property Bhd's Lot 15, Razak Residence by Akisama Group and Southbrooks by Perdana ParkCity Sdn Bhd as examples, Chan said these projects have experienced "decent and good" take-up rates.

"Based on our survey among members who focus on project marketing, there is better conversion rate this year compared with 2016 since the tightening on loans.

"2016's conversion rate was in the region of 50% and in 2017, the rate has improved to between 63% and 70%, which is a healthy improvement.

"This could be because buyers are more aware of the stringent requirements by the banks and had time to work on improving their 'loan-ability' status, as well as be better prepared to own properties now knowing the cash requirements to purchase properties," she said at a press conference held by MIEA today.

Chan added that homebuyers are now more sophisticated as they do a lot of comparing before purchasing a property and as a result, MIEA's real estate negotiators have to undergo more

training in 2017 in order to move forward.

"Also, we think making units smaller and expecting them to sell better needs to be relooked by property developers.

"When it comes to real estate project marketing, you need to look at the right location, right product — you don't sell a commercial property in an area with demand for residential properties instead — with the right pricing, right packaging and developer's reputation.

"For products to be sellable, these criteria have to be there. What the market needs and wants — what is right. To determine what is right, proper research backed up by data which includes surveys is very much necessary," she added.

Meanwhile, MIEA vice-president Kelvin Yip noted that the volume and value of residential property transactions in selected states such as Penang, Johor, Selangor recorded declines, except for KL, where its residential property transaction value increased 12.7% in 1H17.

"Despite the decrease in volume and value, the average value per transaction increased except for Johor, where its average value per transaction is at slightly by 2% in 1H17," he said, citing data from the National Property Information Centre (Npic).

On non-landed homes, condominiums or apartments between the price range of RM500,000 and RM500,001 to RM1 million were the most transacted category.

"Meanwhile, the popular category in Selangor was between RM250,001 to RM500,000, while in KL, non-landed homes between the price range of RM250,001 to RM500,000 were equally popular," said Yip.

Yip expects the property market to remain lacklustre going into 1Q18, given the incentives and measures in Budget 2018 to spur the property segment.

"Moving forward, the recent rebound in the economy, coupled with the stable local currency and a stable employment market, among other positive developments, offer a ray of hope for recovery in the residential market," he said.

Real estate agents call for more nuanced view of property market

Published: 28 Nov 2017, 7:09 pm Modified: 29 Nov 2017, 4:19 pm

A

A body representing real estate agents and negotiators has urged for a more nuanced view on the status of the property market, amid reports that there is an overhang on the supply side of the market.

Malaysian Institute of Estate Agents (MIEA) president Eric Lim issued a reminder that the property market is extremely sensitive to factors such as location, price, and the type of property, and thus care should be taken in interpreting figures about the health of the property market.

"When the data comes out from the National Property Information Centre (Npic) that there will be an overhang of, let's say, 40 percent, a lot of people who see the data don't really dissect where the data comes from.

"Some (of the data) are from areas where you shouldn't be building homes. When you put homes there and can't sell it, then it gets added (to the figures) and will show that there is an overhang...

For the rest of this story and more, subscribe for only RM200 a year. If you're already a subscriber, please sign in.

Sign in Subscribe now



November 28, 2017

MIEA: Property market stable, moving at moderate pace

By Melissa Darlyne Chow

Share

Tweet

Pin

Mail



(From left) Malaysian Institute of Estate Agents (MIEA) vice-president Kelvin Yip, president Eric Lim, past president Nixon Paul and secretary-general Chan Ai Cheng at a press conference here today.

PETALING JAYA: The current property market is stable and moving at a moderate pace, with the outlook for next year expected to remain the same, the Malaysian Institute of Estate Agents (MIEA) said today.

Its president Eric Lim said this was concluded from the feedback and survey conducted among MIEA members and practitioners.

He said there had been a lot of speculation about a possible slump in the property market next year, and cautioned against overgeneralising the matter.

"We are on the ground. Our members are on the ground. We sell. We have a few hundred agents in the market. We know what is happening in the market. It is not fair to quote something when you are not in the market.

"The outlook for next year is generally quite stable. Maybe moving at a moderate pace. It depends on the location, the type, supply and demand.

"(The property market) is very subjective. It is not fair to say that a certain property is coming down. Some are going up, and some, maybe because there is too much supply, are not doing well, which in return may affect pricing.

30/2017

MIEA: Property market stable, moving at moderate pace | Free Malaysia Today

"You cannot generalise in one sentence, to say that the property (market) will come down or if it is too good. That is how the property market is structured," he told reporters after a press conference at its secretariat here today.

Also present were MIEA's past president Nixon Paul, vice-president Kelvin Yip, and secretary-general Chan Ai Cheng.

Lim said the property market is stable and moving at a moderate pace.

...d on the location and type of property.

...it is not fair, because we are sensitive to

...and prudent in managing their finances king.

...but is often dampened by the common



Hall And Room Available For Meeting/Training/Workshop

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)

NB: Refreshment can be arranged for coffee break at RM7.00 per pax/session



GPS : 3°6'40"N 101°37'53"E

Public transport : Paramount Garden (nearest LRT station)

CAPACITY

Seating Arrangement	Main Hall 50.5ft x 18.6ft	Training Room 21.3ft x 20.9ft
Theatre	110 pax	46 pax
Classroom	86 pax	32 pax
U-Shape	50 pax	20 pax
U-Shape + Theatre	20 Pax + 56 pax	-
U-Shape + Classroom	20 pax + 46 pax	-

RENTAL (VALID TILL 30 JUN 2018)

Venue Description	Option	Weekdays	Weekends & Public Holidays
Training Room (21.3ft x 20.9ft)	Half Day	RM350.00	RM500.00
	Full Day	RM550.00	RM700.00
Main Hall (50.5ft x 18.6ft)	Half Day	RM550.00	RM700.00
	Full Day	RM750.00	RM900.00



Training Room



Training Room



Main Hall



Main Hall



Main Hall



Main Hall



Main Hall



Main Hall



MIEA Secretariat & Training Centre

Add : C-27-05, Level 5, Block C, 3 Two Square, No 2, Jalan 19/1

Section 19, 46300 Petaling Jaya, Selangor Darul Ehsan

For viewing please contact : +603 - 7960 2577, Email : secretariat@miea.com.my

www.miea.com.my



BE A MEMBER

WE'VE GOT YOU COVERED!

UNITED RELEVANT PROGRESSIVE

Malaysian Institute of Estate Agents

UNITED

Unity is the binding factor that will allow us to have one voice, one common goal and one vision. Real Estate practitioners must take pride and take ownership of the practice by working together for the common goal of the profession. In order for us to do that, we first need to be a force to be reckoned with, YOU are part of that force of strength because "Unity is Strength".

RELEVANT

The Institute aspires to be relevant to the members by assisting:

- to promote a higher level of professionalism
- to provide training, technical knowledge and updates on issues affecting the industry
- to provide a platform for networking
- to represent members in discussions/dialogues with Governmental agencies and other related trade bodies

Your participation to first become a member is paramount to give meaning to the purpose of the association. Your involvement by participating in the activities and programmes planned for you, volunteering to serve as part of the committee, proactively contribute ideas and feedback is what make the institute relevant!

PROGRESSIVE

When we are united, there is peace and harmony, and when there is relevance, there is respect. Progress is growth that leads to betterment of our business and our lives resulting in recognition, respect and success. Together can we bring change to the industry and be a dynamic Institute.

MIEA Secretariat

Contact +603 - 7960 2577 for registration or further information.

Why be a Member?

MIEA is the recognized body representing all Registered Estate Agents and Negotiators in the country.

Registered in 1977 as the Malaysian Association of Real Estate Agents (MAREA) and in 1989, renamed Malaysian Institute of Real Estate Agents (MIEA), reflecting the representation of a professional body.

Today, we have brought MIEA to your door-step by setting up state branches in Penang, Perak, Johor, Sabah and Sarawak .

MIEA has also established bilateral relationships with international real estate associations.

Member Benefits

- Recognition as Member of a Professional Body
- International Affiliations
- Quarterly Bulletin D'REAM
- MIEA website updates, property listings, business opportunities
- Free Legal Advice
- Education & Training
- Marketing & Networking
- Discounts on Seminars (REPS)
- Library & Resources
- Government Legislation Updates
- Professional Awards
- Annual Conventions
- Mediation
- Discounts when purchasing cars at car dealers
- Discounts on food and beverages at F&B outlets
- Discounts when printing name cards
- Discounts when attending seminars and talks from event organisers

Disclaimer: The above benefits may change from time to time and are subject to terms and conditions. Benefits may apply to certain participating outlet/ organisation.



Your
dream home

A home loan
with payment flexibility
and savings



Maybank
MaxiHome
Flexi

1 3-in-1 Account
Combine your Savings,
Current and Loan accounts.



2 Flexi-Pay
Pay more to save on interest and
withdraw excess funds anytime.

3 No Extra Charges
For extra payment or
withdrawals from the
account.

4 Earn Interest
Gain up to 1.85% per annum
for credit balances
above RM5,000.

5 Insured Coverage
Complimentary PA insurance
coverage and medical expenses.

6 Easy Access
Via Maybank ATMs, Phone Banking,
Cash Deposit Machines, Maybank2u
and all MEPS ATMs nationwide.

Call 1300 88 6688, visit any Maybank/Maybank Islamic branch or log on to www.maybank.com.my for details or terms and conditions.
Connect with us on:  Maybank  @MyMaybank