



A publication of the  
Malaysian Institute of Estate Agents

# D'REAM

## THE REAL ESTATE AGENT MAGAZINE

YOUR MONTHLY NEWS UPDATE @ AUGUST 2022

FOR INTERNAL CIRCULATION OF MEMBERS ONLY

## Message From The President

### AUSPICIOUS AUGUST!

The month of August at MIEA is one of team spirit and celebrations.

It is amazing how real estate practitioners from different firms across different ages, races and culture can **come together, play together and celebrate in each others successes**. This is testament to the maturity of real estate practitioners over the years where MIEA's objectives set so many years ago is coming into fruition.

No longer can we operate on a solo journey. The way forward to thrive in these times is to **work collaboratively, through networking to tap on each others strength**. We cannot deny that co-agency accounts for the large majority of closings today, yet it is by far one of the most daunting aspect of working together. Be guided by the Malaysian Estate Agency Standards - Standard 7 on Co-Agency. Respect each other & always think long term.

**Great work Membership, Membership Benefits and REN Network Committee** for bringing back MIEA Annual Bowling Championship! Amazing energy event. **Awesome work NREA Organising Chair, Committee & Secretariat** for the resounding success of NREA!



PRESIDENT CHAN AI CHENG

*Ai Cheng*

**My heartiest congratulations to all award winners of the 14th MIEA National Real Estate Awards (NREA) both individuals and firms. And special awards : PP Eric Lim Chin Heng on the Lifetime Achievement Awards and Puan Munirah Mohammad awarded the Real Estate Agent of the Year!**

**KEEP SHINING!**

# MANIFESTO [2021 - 2023]



## AUTHORITY & VISIBILITY

The Pen is Mightier Than The Sword

- Minimum of 3 Research Related Publications (Budget, PMR + 1)
- Sellers & Buyers Sentiments Surveys
- e-Publications On Real Estate Matters for Public Engagement

## CERTIFICATIONS

Brand MIEA as The HUB For Anything Real Estate

To Step Up MIEA Real Estate Education - Our School

- MIEA Certified Courses For RENs
- 101 Certified Courses For Beginners
- Certified Specialist Courses

## MEMBERSHIP & BENEFITS

Objective : Recruitment & Retention Of Members

- Communication With Members
- MMS in Mobile App Wrapping
- Membership Benefits Programme
- Work The Network
- Membership Focus Directory



## MIEA AGENCY SUPPORT SERVICES

Pain Points Of Small Firms

- Office Administration
- Book Keeping & Accounting
- Compliance
- CRM System
- Tech Support
- Centralised Training

## TENANCY ADMINISTRATION

To Assist Members To Better Manage & Grow Their Business In This Area - Recurring Income Stream

- Service Level Agreement Templates
- Tenancy Administration Software

## BUSINESS DEVELOPMENT

MLS Sub Sale

MLS Project

- Developer Initiative In Areas Of Project Marketing
- System To Track Bookings & Sales

# Contents



## 04 MIEA IN THE NEWS

- Inflation
- Rental Market
- Affordable Housing
- Return of Family Friendly Homes
- TheEdge Real Talk

## 18 MEMBERSHIP BENEFITS

Membership has its privileges

## 21 REGULATORY UPDATES

- BOVAEP
- AMLA - BNM
- MACC
- LHDN - Withholding Tax
- Employment Act
- MySST
- HRDF
- PERKESO

## 32 MEMBERSHIP

MIEA Annual Bowling Championship

## 37 NREA 2022

Date : **20 August 2022**

Venue : Le Meridien Petaling Jaya



## MIEA IN THE NEWS : INFLATION & RENTALS



### Property market hit by inflation, economic uncertainty: Report

PETALING JAYA: Homebuyers are being bogged down by affordability, the inability to secure loans, job

PETALING JAYA: Homebuyers are being bogged down by affordability, the inability to secure loans, job security, and overall economic instability when it comes to purchasing a home, The Malaysian Insight reports.

The Malaysian Institute of Estate Agents (MIEA) president, Chan Ai Cheng, said these factors are plaguing the market.

As for rental prices, they have remained stable while the purchases of new properties have gone up.

“Since there are so many discounts available for first-time homeowners, they would rather buy new properties rather than (buy a) subsale (property) so they can avoid spending on a down payment,” Chan told The Malaysian Insight.

She said that the trend also shows that purchasing power has declined, leading to more people renting instead of buying.

Chan said real estate agents have noticed landlords are unwilling to renovate their houses or offer tenants their old furniture.

The cost of repairs to the home is borne by the owners, therefore reducing rental prices, she said.



### Property market hit by inflation, economic uncertainty, say experts | The Malaysian...

Purchasing power shrinks as more look to rent.

HOMEBUYERS are being bogged down by issues of affordability, the inability to secure loans, job security and overall economic instability when it comes to purchasing a home, experts said.

The Malaysian Institute of Estate Agents (MIEA) president Chan Ai Cheng said these factors are plaguing the market, but there has been a slight improvement from last year.



1 August 2022

The Malaysian Insight



1 August 2022

The Sun Daily

## MIEA IN THE NEWS : AFFORDABLE HOUSING



### Controls needed to ensure affordable housing benefit B40, not speculators: HBA sec-gen

PETALING JAYA: Controls should be put in place to ensure that affordable housing projects benefit the B40 group instead of being purchased directly or...

Malaysian Institute of Estate Agents president Chan Ai Cheng said there should be strict checks on eligibility at the point of application and before loan disbursement.

A heavy penalty should also be imposed on those caught abusing the system and that goes for those who use "proxies" to purchase properties meant for the B40 group.

"It is very tempting when projects are located in strategic areas and at such good prices. Investors will be tempted to get their hands on such units but they must (be mindful of) the purpose of these affordable housing schemes.

"Such properties are not for investors. They are for first-time home buyers to live in. Some affordable housing schemes allow for second-time home buyers as well. This is ideal for those upgrading from their first affordable housing unit to a bigger property as their family grows," she said.

However, she cautioned that buyers of affordable houses need to realise that this is their first home.

theSun daily  
TELLING IT AS IT IS

18 August 2022  
TheSun Daily

"Once they own one, they are no longer first-time home buyers and as such, they can no longer purchase another affordable housing unit under most schemes, or enjoy first-time home buyers incentives.

"So, they have to make a careful decision when purchasing a property and an even more careful decision when selling after the five-year moratorium."

Chan said property speculators are usually not in the secondary market for this category of properties but are active in strategically located projects.

She said speculation starts at the point of purchasing an affordable housing unit where a proxy is used and the abuse takes place.



## MIEA IN THE NEWS : RENTAL MARKET



通膨工作不穩定 影響租客和屋主置業 | The Malaysian Insight

“或許是大家的壓力大了，租金市場除了取決於市場情況，另一因素是屋主是否願意向租客提供好的居住條件。”

Via Google Translate

Homeownership is the dream of every Malaysian, and real estate agents have found that the rental market this year is as stable as last year, with no significant improvement due to a number of factors that plague homebuyers and the rental market.

Malaysian Real Estate Agents Association (MIEA) chairman Chan Ai Cheng pointed out that domestic inflation affects the behaviour of renters and homebuyers who are plagued by factors such as affordability, inability to repay loans, job security and overall economic stability.

She said that due to many uncertainties this year, renters and homebuyers will think carefully when deciding to rent and buy real estate, and they will first ensure that their income is stable before considering buying real estate or improving the living environment, such as finding rental properties with a better environment.

**THE MALAYSIAN INSIGHT**

11 July 2022  
The Edge Market



She cited data from PropertyGuru.com.my that in the first quarter of 2022, the rental price index increased by 1.22% and 1.96% year-on-year. The rental index for the first quarter of this year recorded a quarterly increase of 1.68% and an annual increase of 1.15%. This reflects an upward trend in rental properties driven by a marked increase in demand.

As for the rental demand index, demand from job seekers increased by 4.62% in the first quarter of 2022. From an annual perspective, this growth is even more pronounced, with rental demand up a massive 93.27% year-on-year.

In an interview with Malaysia Insight, she bluntly said that despite reports of a slight increase in the rental market, due to uncertainties looming over the intermediaries, the rental prices in the first half of this year were as stable as last year, with no significant rise or fall. Instead, new real estate transactions have risen.

## MIEA IN THE NEWS : RENTAL MARKET

"The habit of Malaysians is to buy a home, and under the many discounts for buying a home, first-time homebuyers will choose the new home plan rather than the second-hand market, so second-hand houses must first prepare a down payment and decoration fees, compared to Under these circumstances, the down payment on a new home is only a fraction of the amount."

However, she found that people's purchasing power has declined, and real estate transactions began to slow at the beginning of this year, and many people who were not sure about their spending power chose to continue renting houses.

"Perhaps everyone is under great economic pressure. In addition to the market sentiment, the rental market depends on whether the landlord is willing to provide good living conditions for the tenants."

She further explained that real estate agents have found that many homeowners are offering old furniture to tenants to save money, including reluctance to repair the house and provide new furniture, which will invisibly reduce rental prices.

"If the owner has finished decorating the house and prepared new furniture, many tenants will rush to rent it, but some homeowners don't understand that they are unwilling to renovate the house in order to save money, resulting in some houses that are unattended for 6 months."

As for the commercial leasing market, Chan Ai Cheng revealed that the leasing of shops is not as active as after the economic opening, but the market is slow.

She explained that after the outbreak of the epidemic in the past two years, many businesses began to think about whether they need to rent an office or how to save money.

"Many businesses will think about how to save rent. For example, they used to open 10 branches, but now 5 are enough. They can work online without needing a larger office space."

She concluded that the recovery in commercial leasing was slow and there were many uncertainties.





# The return to family-friendly homes

These homes have always been an important segment of the market but is it growing?

by JOSEPH WONG

josephwong@starcom.my

**U**NLIKE their Western counterparts, Malaysian families have always placed great emphasis on filial piety where multiple generations live under the same roof. It is not uncommon in the past to see three generations, where grandparents, parents and children reside together.

Everyone reaps beneficial synergy as retired grandparents can spend time with their grandchildren while parents are working. There would be savings as parents need not spend on childcare services while they are at work. Grandparents will have time to themselves while the children are in school. Most of all, the cost of owning a home is greatly reduced since such a family only needs one home.

However, over the last couple of decades, more and more young adults have moved out of their parents' homes, chasing employment or wanting their own space. Many even moved interstate or overseas, resulting in the reduced demand for big homes especially when families face the empty nest stage of parenthood.

Naturally, this gave rise to new housing demands, which many property developers were quick to leverage on. But interestingly, there is a new shift to return to multi-generation homes. And with the shift comes the demand for homes to be more family-friendly.

"It is certainly a thing these days for friendlier homes - kid-friendly, pet-friendly, disabled-friendly, etc - and all these are signs of a maturing nation where brick and mortar alone are no longer the only requirements," said Malaysian Institute of Estate Agents (MIEA) president Olan Ai Ching.

Depending on their stage in life, these family-friendly homes will appeal to them, she said.

Knight Frank Property Hub deputy managing director Reeve Thang agreed with Chan. "There is increasingly more demand for families looking to upgrade and relocate, according to their needs," he said.

The two property experts are not the only ones acknowledging this trend. Real Estate and Housing Developers' Association (REHDA) president Datuk Sri Teng Jooi Qig Group co-founder and chief executive officer Kamli Anwar and a host of property developers have also noticed this trend.

While reasons are plentiful, the catalyst could have been the Covid-19 pandemic which forced many households to look at their situation and triggered the return to multi-generation homes.

And because homes that are suitable for family stay with the focus on parent-child scenarios, these units will usually have a minimum of two bedrooms and three to four bedrooms for bigger families, noted Thang.



## What constitutes family-friendly?

Due to the multiple needs of modern families, developers will be challenged in designing a home that needs to satisfy many preferences. Apart from offering a variety of differently sized units, developers will have to look at what are the common demands to narrow down their designs, and ultimately reduce costs.

"It depends on the families' budget and size. The ideal family-friendly home has enough bedrooms so children and adults can have their own rooms, safe indoor

and outdoor spaces where children can play under the eye of their parents, rooms where the whole family can gather to be together, a larger kitchen and plenty of room for storage," said Anwar.

"The first thought that comes to mind when I hear the phrase family-friendly homes - it usually involves the home being children-friendly. It has the same ring as family-friendly restaurants or activities," said Chan.

She pointed out that features of such a home should include window latches, baby gates at staircases and wider doors and hallways for strollers, and at a later age,

be wheelchair accessible.

"Strike overseas like Australia or parts of Europe, their windows are equipped with latches that restrict its opening to allow for ventilation yet ensuring safety," she said, adding that even simple things like the type of paints to be used should be considered for family-friendly homes.

Children have been known to create their masterpieces of artwork on walls, so paints that allow easy cleaning should be considered, she said.

Chan said many aspects ranging from children to adulthood to the aged have to be considered in the designing of a family-friendly home, so it is not just a matter of moving to a bigger home.

## High-rise living

Moreover, with more high-rise and high-density properties expected for the winter city to match a growing population, how would this impact family-friendly homes?

"High-rise apartments and high-density neighbourhoods can be the most family-friendly. Choose an apartment or townhouse with enough space and sufficient outdoor amenities.

"Apartment buildings have a huge advantage in that they can provide amenities like gyms, gardens, barbecue areas, and swimming pools. Most individual families cannot afford to have these things for themselves.

"Another benefit of high-rise living

**ABOVE** More couples are looking to family-friendly homes to look after their children.

**BELOW** Apartment buildings have a huge advantage in that they can provide amenities like swimming pools which provide shared spaces for family bonding.



The kitchen is the most used common area in any home.



is that you have close neighbours, so there's always a friendly face to help with the children," said Anwar.

He added that high-rise homes also tend to be close to education, healthcare and employment and for parents, this means less time spent travelling to and from work and more time at home with their children.

Cost versus benefit is always a factor of consideration but space is definitely important to achieve a family-friendly home, said Chua. With high-rise condominiums, the cost of having shared spaces is apportioned out to the many owners, thereby reducing it to a more acceptable level.

Family-friendly homes are defined by space. But a key component to being family-friendly is the building of a sense of community with neighbours. This can be achieved in both high-rise developments or landed properties. The key is to have spaces and facilities for families to gather.

"Typically, this would be the neighbourhood park as a housing estate or the playground. Specific to condominiums in the inner city, family-friendly facilities like swimming pools, playgrounds, and playrooms allow young children to meet others and interact in a safe environment," said Tang.

"This can be further enhanced by the condominium management organising regular activities around festive celebrations for children to gather. Examples of such activities could be a potluck open house during Hari Raya, a Santa giveaway during Christmas, a lantern procession during Lantern Festival or a fancy dress during Halloween," he said.

With Malaysia's growing population, urbanisation remains unavoidable. As such, family-friendly homes will continue to be impacted by limited space due to the higher cost of properties.

While some solutions include shared community spaces and facilities, the future designs of family-friendly homes might take on new formats even as the needs and demands of the modern family continue to shift. However, there will always be some demands that will remain the same. Like well-designed functional facilities that ensure a healthy lifestyle, enhance safety and security and promote creativity and well-being.



Condominium facilities can allow young children to meet others and interact in a safe environment, said Tang.



"It depends on the targeted budget and size," said Anwar.



Demand for more affordable landed housing towards the city outskirts has been steady, said Tang.



"It is certainly a long-term play for family-friendly," said Chua.



Harvest back in the suburbs of the city have the advantage of being close to parks and nature for family activities.

## Status quo remains the same

For a short brief moment, there was a sharp interest in properties on the outskirts of cities, resulting from fear of the Covid-19 pandemic. StarProperty noted a spike of interest in landed properties further away from the city with a preference for the less dense areas.

With the pandemic coming under control as the nation shifts to the endemic stage, the interest for landed properties further away from the city has normalised.

"During the worst of the pandemic, we did see more demand for landed properties, often on the outskirts of the

city. However, this trend seems to be reversing as more people rediscover the benefits of inner-city living," said Juvie Iq Group co-founder and chief executive officer Kuchai Anwar.

Nevertheless, there will always be new families looking toward the outskirts. "Demand for more affordable landed housing towards the city outskirts has been steady, as growing families look for more space and better quality of life," said Knight Frank Property Asia deputy managing director Renee Thang.

"As a generalisation, a new family is typically a young family just starting

out, with a limited household budget. Properties in the outskirts, whether landed or condominiums, are typically more affordable, so for the same budget, new families are able to afford larger spaces for their growing families," Real Estate and Housing Developers' Association (REHA) president Guek Nk Tang explained.

Price has always been one of the major factors for new families, Malaysian Institute of Estate Agents (MIEA) president Chua Ai Cheng pointed out.

"For the same price you pay for a two-bedroom unit in the city, you could get a two-storey terrace home in the city outskirts. Smaller families may not view this as a main consideration but a larger one will," she said.

However, with more businesses slowly transitioning back to pre-movement control order (MCO) era and traffic jams becoming the norm again, it will be a challenge for those commuting to work daily if the location infrastructure is not well supported, warned Thang.

On a brighter note, he said the commissioning of more public transportation modes, such as the soon-to-be-completed mass rapid transit Line 2 (MRT2) and light rail transit Line 3 (LRT3), and the future MRT3 Circle Line would further facilitate the shift to city outskirts.

This shift to the outskirts is part and parcel of the healthy growth of a city, where such suburbs develop a life of their own with the possibility of becoming satellite cities like Pelandayan and Subang Jaya, Tang said. **V**





## MIEA IN THE NEWS : THEEDGE REALTALK



### Avoid the generic, be specific

While real estate remains one of the most preferred investment assets in today's volatile market, Malaysian Institute of Estate Agents president Ch...



### Navigating a volatile market

The Edge Malaysia RealTalk 2022 was held at One World Hotel in Petaling Jaya, Selangor, on the morning of July 16. This is the 14th edition of the...

1, 2 & 5 August 2022  
The Edge Market

**THE EDGE™**  
**MARKETS**  
MAKE BETTER DECISIONS



### After The Forum

Additional questions from those who attended The Edge Malaysia RealTalk 2022 were sent via email after the event. Here are the responses from the speakers.



## MIEA IN THE NEWS : THEEDGE REALTALK

Chan Ai Cheng

**1. Where do we check to see if an agent has been professionally trained and is a registered real estate negotiator (REN)? How and where do we report a registered agent and negotiator about his/her wrongdoing? What is the procedure?**

The link to the website of The Board of Valuers, Appraisers, Estate Agents and Property Managers (BOVAEP) is <http://search.lppeh.gov.my>. You can search by firm, real estate agent or real estate negotiator. Meanwhile, you can channel complaints directly to the board — do attach evidence, such as documents and communications — by emailing to [complaint@lppeh.gov.my](mailto:complaint@lppeh.gov.my). The procedure is listed on <https://www.miea.com.my/faq/general-public>.

**2. You shared that one of the ways to reduce multiple listings on the same property is to practise exclusive agent appointments, like practised in Australia. What are the pros and cons of doing so in Malaysia? Will that affect the livelihoods of agents in the industry?**

Exclusive agency will certainly improve the practice of estate agency in Malaysia as it resolves many gaps in the practice, including multiple agents fighting for listing, buyers using different agents to make different offers to the detriment of the seller, and issues of underpricing the listing price to get more enquiries.

With exclusive agency, the best agent wins. Owners should do interviews and shortlist the most suitable agent. Then, entrust that agent with marketing the owner's property and to get the best price possible within the time frame of the exclusivity. There is accountability and responsibility when the sale rests upon the exclusive agent's performance. Trust works both ways.

It will improve the livelihood of agents as co-agency will then be properly managed and conducted in its best setting. There are really no cons to exclusive listing, perhaps only if the owner appoints the “wrong” exclusive agent, even if it is for only a fixed duration. If the owner is unhappy after the exclusive period, which is usually three to six months, he or she can appoint a new exclusive agent.

**3. During an investment in property, is it always a must to buy MRTA (mortgage reducing term assurance)/MLTA (mortgage level term assurance)? Are the bank discounts really lower versus our own personal MLTA cash value in, say, 30 years?**

Personally, I would strongly encourage insurance, be it MRTA or MLTA. The difference is the purpose for which the property is purchased. For owner-occupiers, MRTA works, as it is more affordable and it serves its purpose. For investment property that you plan to sell after five or 10 years, you can consider MLTA, as the coverage amount remains the same throughout the duration of the insurance. The only challenge with this is tagging that policy to the property and how much to cover, as the value of the property in the years ahead is still unknown. For actual calculations and comparison, an insurance agent would be the best person to guide you through this.

**EXCLUSIVE**  
**Listing**



## MIEA IN THE NEWS : PRICES; AFFORDABLE HOUSING



### Property Investing In A Post-Pandemic World, 4 Things To Consider

Planning to do some property investing after the pandemic? Here are some factors to help you find

“All signs are pointing towards 2022 being a recovery year for the property market in Malaysia. It is predicted to be stable in the first half with gradual improvement in the second half. While many are adopting a wait and see approach, landed properties in the Klang Valley are hitting new highs each month,” says Chan Ai Cheng, President of the Malaysian Institute of Estate Agents.

With the rising cost of building materials and disruptions in the supply chain, Chan indicates that this might lead to higher property prices. This is favourable to property owners as real estate has historically been viewed as a good hedge against inflation—when housing prices rise with inflation, owners will see appreciation.

Besides being a hedge against inflation, if done right, property investing can get you a substantial return through passive income and equity gains.



**smartinvestor**  
www.smartinvestor.com.my

March 2022 Issue  
Smart Investor Magazine



### Morning Brief: Have Property Prices Reached Its Peak?

To get a temperature check on the property market and even what to buy, Chan Ai Cheng, President, Ma

To get a temperature check on the property market and even what to buy, Chan Ai Cheng, President, Malaysian Institute of Estate Agents helps us give a perspective on how the demand supply dynamics are evolving for the property market

Produced by: Moh Heng Ying

Presented by: Philip See, Wong Shou Ning

3 August 2022  
BFM The Business Station

**BFM** 89.9  
The Business Station

## MIEA IN THE NEWS : IMPIANA TV

### PINNED POST



Impiana posted a video to the playlist **SEMBANG DEKOR.**

Yesterday at 11:00 · 🌐

Miliki rumah cantik pasti mudah, bagi memilih lokasi yang strategik perlukan pertimbangan yang baik. Betul atau tidak? Pastinya kedua-dua ini memainkan peranan penting dalam pemilihan hartanah.



President Chan Ai Cheng was a special guest at the Impiana TV session on Rumah Cantik Lokasi Strategik under IMPIANA Sembang Dekor dengan Bank Islam alongside Sheikh Yusof (Pemilik Embun Design Studio)

Cik Yam, the Editor of Impiana was the Host.

The venue was at 38 Bangsar, a project by UDA Holdings Berhad.





Accredited &  
Recognized by:



To support  
the cause of  
developing  
New Agents, MIEA is  
offering each registrant a  
RM500 grant towards  
tuition fee  
Terms & Conditions apply\*



APPLY  
NOW

# Executive Diploma in Real Estate Agency

(MQA/FAB131)

**2 Years Course**

MODE : Flexi/Face to Face

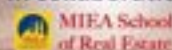
**JUNE/JULY INTAKE**

\*Terms & Conditions Apply

Conducted by :



In collaboration with :



## Special Exemption

- \* An applicant must be 18 years of age
- \* Posses a SPM/MCE, O Level or UEC with not less than 3 subjects passes at credit level
- \* Any other qualifications recognized by MQA & BOVAEP

Any applicants who does not meet the above entry requirement can apply through APEL - A

**FEE** TOTAL FEES : RM 25,950  
APEL C - RM 3,600

For more information call  
**Pn.Faezah: 03 7960 2577**



# Who Is Who At The Helm Of MIEA (2021-2023)

**Name:** Susan Tan

**Position:** State Branch Chairman of MIEA Johor

**Portfolio:** MIEA Johor Branch

## Career

- Principal of New Bob Realty (current)
- Principal of CBD Properties (past)
- Registered Estate Agent (1997)
- Regional Claims Manager (Southern Region) of Uni Asia General Insurance (past)

## Academic

- Diploma in Insurance

## Recognition

- Inducted in 2019 as Fellow of MIEA

## Contribution to MIEA

- Member of MIEA since 1999
- MIEA Accredited Trainer for NCC
- Industry Advisory Panel for Faculty of Environment Built & Surveying, University Technology of Malaysia (UTM)
- Treasurer Of MIEA Johor (past)
- Business Development Head of MIEA Johor (past)
- Public Relation & Bulletin Head of MIEA Johor (past)

## Notable

- 1st Woman Chairperson of MIEA Johor
- Charter Secretary of Lions Club of Permas Jaya, Johor Bahru
- Treasurer of Lions Club of Permas Jaya, Johor Bahru (past)

## Interests

- Travel
- Community service & social causes
- Culinary & baking
- Music



**Susan Tan**

MIEA JOHOR CHAIRMAN



Will our Words and Action Help...

1. Build Teamwork & Camaraderie
2. Add Value in What We Say or Do
3. Create Positive Action
4. Benefit Our Members & the Institute

The MIEA Goodwill Test has been designed to help Real Estate Practitioners to be professional in their words and action.



# DIPLOMA IN ESTATE AGENCY TUTORIAL CLASS



**Your Pathway  
to a Professional  
Career in  
Real Estate**



**Register Today**

**03-79602577 | Ms. Faezah  
education@miea.com.my**

REGISTRATION FEE  
RM 200

CLASSES ON  
MON - THURS (8-10PM)

**Advantages to enrol the course with MIEA**

- E-Notes & E-past year exam papers will be provided
- Experienced & Qualified Lecturers for each subject
- Save time & energy in the comfort of your home
- Q & A for 5 years exam papers
- After Work Learning Flexibility
- Direct interaction with lecturers during class
- Free revision class for each subject



## INTERESTING READ - Leasehold Can Convert to Freehold



### Leasehold properties in Negri can now convert to freehold, says MB

SEREMBAN: All house owners in Negri Sembilan whose properties fall under the leasehold category

SEREMBAN: All house owners in Negri Sembilan whose properties fall under the leasehold category can now apply to convert them to freehold, says Datuk Seri Aminuddin Harun.

The Mentri Besar said as long as they have been owning the properties before May 9, 2018, they can submit their applications at the district land office.

This was one of the pledges made by the state Pakatan Harapan in its manifesto before the last general election.

"Prior to this, we had only allowed house owners who lived in a few taman (residential areas) in each district to apply to convert the status of their property.

"But we are now opening this to all residential property owners in the state as the respective land offices will be able to process the applications," he told reporters after chairing the state exco meeting.

Asked how long it will take the authorities to approve the applications, Aminuddin said this depended on whether all documents were in order.

"It may take some time as the state exco will also have to approve every application," he said.

Below is a link to an article with good information on Freehold & Leasehold; the difference; Pros and Cons



### Freehold vs Leasehold title in Malaysia: What property buyers should know

Freehold vs leasehold property: Let's first take a look at the pros and cons of each before deciding

Freehold & Leasehold - How to Check

What is the meaning of Freehold  
Benefits of Buying a Freehold Property  
Cons of Buying a Freehold Property  
Usual Misconception About Freehold Property

What is the meaning of Leasehold  
Benefits of Buying a Leasehold Property  
Cons of Buying a Leasehold Property  
Usual Misconception About Leasehold Property

**TheStar**

TheStar  
24 Aug 2022



# Membership Benefits



**UP TO 4% DISCOUNT**  
on selected models  
**UP TO 7% DISCOUNT**  
on BMW 7 series



**UP TO 6% DISCOUNT**  
on selected models



**PROTON**  
INSPIRING CONNECTIONS

Discount from RM500 to  
RM1,200 depending on  
the models



**HYUNDAI**



**3% DISCOUNT**  
First Unit  
**5% DISCOUNT**  
Subsequent Unit(s)



**6% DISCOUNT**  
on selected models  
Polo, Vento, Tiguan, Passat  
**2% DISCOUNT**  
Golf & Beetle



- Basic Health Screening at RM250 (normal rate RM530)
- Dental Services 5% discount
- Nutridos + BP proprietary Products 10% Discount



Enjoy 10% off on food and beverage  
valid at Starbucks 3 Two Square.  
(Exclusive for MIEA members)

**SAMSUNG**



- Exclusive discounts for members;
- 15%-25% On All Products
  - Seasonal offers can be 30%-40%
  - Free Delivery Nationwide
  - Hassle Free Payments



**BLACKBIXON™**  
Charging Your Life!



- BlackBixon Coffee machine package for home & office use
- BlackBixon Original Coffee in capsules
  - Free Use of 1 unit of coffee machine
  - Minimum monthly consumption of 2 tubes (20 coffee capsules) valued @RM50\*
  - Refundable security deposit RM218 for coffee machine\*
- Contact Jessly @ 016 3287888 for further details



Please note that these privileges are for MIEA members only. As such you need to show proof that you are an active member by showing your **E - Membership card** [this has been sent to you earlier and you need to download it and store on your phone]

**Call our hotline for more information about Membership**

03 7960 2577

010 425 1158

www.miea.com.my

MIEA.on.FB

#myrealagents

membership@miea.com.my

# ARE YOU STRUGGLING WITH RENOVATION?



Expensive renovation?



Trouble finding reliable contractor?



No time to manage renovation?



Property not appealing?

## IF YES



## OMG FREE RENO IS YOUR ULTIMATE SOLUTION



**No huge investment**  
Fully furnish and reno from RM499/month only!



**Lightning speed**  
Complete as fast as 3 days



**Enhanced appearance**  
Easier to rent out, better rental rate

**SAVE UP TO RM 10,000**  
in general renovation fees!

## FREE RENO WORKS



INTERIOR  
CONCEPTUAL  
DESIGN



PROJECT  
MANAGEMENT



CONCEPT  
FEATURE  
WALL



INSTALLATIONS



CURTAIN  
FITTINGS



ELECTRICAL  
& WIRING



DELIVERY



CLEANING  
& DISINFECT



**OMG Virtual  
Showroom Tour**



**Visit Our Experience Hub**

**OMG FREE RENO SDN.BHD.** (1397673-H)  
Ground Floor, Lot, 1, Jalan 51A/221,  
Section 51A, 46100 Petaling Jaya, Selangor

+6010 - 380 8983  
@ @omgfreereno

f OMG Free Reno



# NCC ALL OVER MALAYSIA



NCC Ipoh, Perak



NCC Kota Kinabalu, Sabah



NCC JB, Johor



NCC Kuching, Sarawak

*Register Now*  
**WWW.MIEA.COM.MY/NCC**



## MIEA Invited By MOF



JPPH

6 d · 🌐

...

10 Ogos 2022 – Sempena jelajah Bajet 2023, JPPH melalui Pusat Maklumat Harta Tanah Negara (NAPIC) bersama-sama team bajet MOF telah dipertanggungjawabkan untuk menjayakan Sesi Libat Urus Industri Perumahan YB Dato' Indera Mohd Shahr bin Abdullah, Timbalan Menteri Kewangan I

Sesi yang diadakan di Hotel Pulse Grande Putrajaya ini telah dihadiri beberapa pihak yang terlibat secara langsung dalam industri perumahan antaranya KPKT, PTG Melaka, REHDA, KRI, PEPS, CIDB, SJKP, PRIMA, SPNB, SIME DARBY, UEM SUNRISE dan MIEA .

Dalam sesi ini, YB Timbalan Menteri telah mendapat maklumbalas secara langsung dari *Industry Player* berkenaan isu-isu perumahan seperti *Overhang Property*, kenaikan harga bahan binaan, kesukaran mendapat tenaga kerja serta isu-isu lain yang akan dijadikan sebagai input dalam penyediaan Bajet 2023.

MIEA was invited alongside other property players on our thoughts for plans to be included in the Budget 2023.

MIEA was represented by President Elect Tan Kian Aun who raised our views which received support from the other industry players.

We value YB Timbalan Menteri Kewangan for his approach for views from stakeholders. We look forward to more engagement with the Ministry of Finance.





# BOVAEP UPDATES : Estate Agents Examinations

## NOTIFICATION ON ESTATE AGENTS' EXAMINATION

**TO :** ALL CANDIDATES REGISTERED TO SIT FOR THE BOARD'S ESTATE AGENTS' EXAMINATION

**DATE :** 5<sup>th</sup> August 2022

This is to notify that the Estate Agents' Examination for candidates who have registered themselves in year 2020, 2021 (Special Instruction) and 2022 is scheduled on 27<sup>th</sup> September 2022 to 29<sup>th</sup> September 2022.

NOTHING MAKES A  
PERSON MORE  
PRODUCTIVE THAN  
THE LAST MINUTE.

## REVISION CLASSES - PART 2

12 - 15 Sept 2022  
&  
19 - 20 Sept 2022

Online Via Zoom

### COURSE TIMETABLE

Date	Day	Time	Hours	Module
12-Sep-22	Monday	8.00pm - 11.00pm	3	Estate Agency Law (Revision)
13-Sep-22	Tuesday	8.00pm - 11.00pm	3	Real Estate Agency Practice (Revision)
14-Sep-22	Wednesday	8.00pm - 11.00pm	3	Laws Relating To Property (Revision)
15-Sep-22	Thursday	8.00pm - 11.00pm	3	Principles Of Valuation (Revision)
19-Sep-22	Monday	8.00pm - 11.00pm	3	Building Technology 2 (Revision)
20-Sep-22	Tuesday	8.00pm - 11.00pm	3	Land Economics (Revision)

We reserve the right to cancel or change the course dates due to any unforeseen circumstances

### Advantages to enrol the course with MIEA:-

- After Work Learning Flexibility
- Experienced & Qualified Lecturers for each subject
- Save time & energy in the comfort of your home
- Direct interaction with lecturers during class
- E-past year exam papers will be provided

**Mode :** Online Via Zoom

#### Course Fee Member Rate

1 subject : RM200 per subject+6% SST  
4 - 6 Subjects : RM150 per subject+6% SST  
All 6 Subjects : RM900+6% SST

**Non Member Rate :** To add RM100 admin fee

#### Payment details as follows:-

MIEA Real Estate Education Sdn Bhd  
Public Bank Account Number : 3219-3355-35



# BOVAEP UPDATES : CDP 2023, Mode Of Study

## CPD - Real Estate Agents & Probationary Estate Agents

### NOTIFICATION

DATE : 5 AUGUST 2022

TO : ALL REGISTERED VALUERS, APPRAISER, ESTATE AGENTS,  
PROPERTY MANAGERS, PROBATIONARY VALUERS,  
PROBATIONARY ESTATE AGENTS AND PROBATIONARY  
PROPERTY MANAGERS

Dear Sir/Madam,

#### **GUIDELINES ON CONTINUING PROFESSIONAL DEVELOPMENT (CPD) FOR REGISTERED VALUERS, APPRAISERS, ESTATE AGENTS, PROPERTY MANAGERS AND PROBATIONERS (FOURTH EDITION 2022)**

Please be informed that the CPD Committee has revised its Rules & Guidelines on Continuing Professional Development (CPD) with regards to the requirement when submitting the CPD credit hours for renewal of the:-

#### **A. Authority to Practice for Valuers, Appraisers, Estate Agents and Property Managers**

- i) 55 years and below – 10 CPD credit hours
- ii) Above 55 years– 5 CPD credit hours
- iii) Any registrant who has been suspended or ceased from practice by the Board shall be required to submit ten (10) CPD hours for reinstatement

#### **B. Validity of Probationary Status for Probationers**

- i) A minimum of five (5) CPD credit hours per annum in order to continue the Validity of Probationary Status for Probationer.
- ii) Any probationer who has been suspended from practical experience by the Board shall be required to submit five (5) CPD hours for reinstatement.

The above will come into force for **RENEWAL OF THE YEAR 2024.**

For further information, you are required to refer to the new CPD Guidelines that will be published soon.

Please be guided accordingly.

## BOVAEP UPDATES : REN TAG RENEWAL

**Yang Dipertua:**  
Sr Abdul Razak bin Yusak

**Pendaftar:**  
Sumarni Binti A. Rahman



Laman Sesawang: [www.lppeh.gov.my](http://www.lppeh.gov.my)

**Talian Perkhidmatan:**  
Telefon : 03-2288 8815  
03-2288 8816  
03-2288 8817  
Hunting : 03-2287 6666  
Faks : 03-2288 8819

## NOTIFICATION

**To : ALL REGISTERED ESTATE AGENTS**

**Date : 18 AUGUST 2022**

**RE : RENEWAL FOR 2023 – REN TAG**

Dear Sir/ Madam

Please be informed that all Registrants are to ensure that their Real Estate Negotiators renew their REN Tags and have attended CDP courses.

For renewal 2023, the Board has decided that all the RENs are to comply with the following:-

- RENs are required to attend CDP courses in 2022 for renewal of year 2023.
- RENs who have attended CDP in 2020 may utilise their CDP certificate for renewal 2023; and
- RENs who have attended CDP in 2020 and 2022, they may utilise either one certificate for renewal 2023

The RENs are not allowed to carry forward any CDP certificates for 2024.

Please be guided accordingly.

Thank you.

Yours faithfully,

**SUMARNI BINTI A. RAHMAN**  
**Registrar**

LEMBAGA PENILAI, PENTAKSIR, EJEN HARTA TANAH  
DAN PENGURUS HARTA  
SAR/ah

CDP Classes are ongoing organised by BOVAEP for REN Tag Renewal 2023 including the various states.

We encourage all RENs to not wait till the last minute and to make plans to attend the CDP classes as early as possible.

Do check the circulars online at :

<https://lppeh.gov.my/WP2016/atest-news/>



# STATUTORY COMPLIANCE

DCR is issued pursuant to section 8(3)(a) of the AMLA read together with section 143(2) of the Financial Services Act 2013 (FSA).

## WHY IS DCR IMPORTANT TO ME AS AN RI?

01



- DCR allows you to **self-assess and understand your firm's compliance** to the AML/CFT requirements. You will also be able to utilise similar information to assess your firm's exposure to ML/TF risk i.e. institutional risk assessment.
- Report card will be issued upon submission of DCR, where **gaps identified are meant to assist you in understanding what/how to improve** your firm's AML/CFT processes.
- No enforcement action will be taken on gaps identified in the DCR. However, enforcement action under the AMLA/FSA can be taken for failure to submit your DCR within the stipulated time.

02



## WHO MUST SUBMIT DCR 2022?

DCR 2022 is only applicable to the following sectors:

- Accountants
- Company secretaries
- Registered estate agents
- Lawyers and notaries public
- Dealers in precious metals /stones

Note: Other DNFBP sectors are **NOT** required to submit DCR 2022

## WHAT TO PREPARE FOR DCR 2022?

03



- Ensure that your firm has **appointed a Compliance Officer & notify BNM** of the appointment through this link: <http://amlcft.bnm.gov.my/co/>
- You may refer to FAQ on AML/CFT and TFS for DNFBPs and NBFIs on commonly asked questions regarding appointment of Compliance Officer.
- Ensure that you have information of your **Compliance Officer number** that was issued by BNM via your registered email.
- Prepare relevant information as per **DCR 2022 Checklist**.

04



## WHEN TO SUBMIT DCR 2022?

Submission will be in 3rd Quarter 2022 through the DCR portal. Please note that you can only access the portal when the submission period starts.

### GENERAL REFERENCES:

1. AML/CFT Microsite
2. AML/CFT & TFS for DNFBPs & NBFIs Policy Document
3. AML/CFT Guide
4. Frequently Asked Questions on AML/CFT and TFS for DNFBPs and NBFIs

For any enquiries on DCR 2022 please email [fed@bnm.gov.my](mailto:fed@bnm.gov.my)

#COMPLYTOPROTECT



**BANK NEGARA MALAYSIA**  
CENTRAL BANK OF MALAYSIA

# AML/CFT

ANTI MONEY LAUNDERING & COUNTER  
FINANCING OF TERRORISM

Malaysia

<https://amlcft.bnm.gov.my/documents/6312201/7183948/DCR+2022+Infographic+%28July%29.pdf/fe349679-85fd-4b23-ff8a-91712d358df7?t=1657180018759>



### NOTIFICATION

To : ALL REGISTERED ESTATE AGENTS

Date : 19 July 2022

Dear Sir/Madam,

**BNM'S AML/CFT NEWSLETTER (8/2022) PREPARATION FOR DCR 2022, 14TH EDITION OF 8.25 AND AML/CFT COMPLIANCE PROGRAMMES FOR COMPANY SECRETARIES**

The Board has received an email from Bank Negara Malaysia with regards to the Bank Negara Malaysia's AML/CFT Newsletter (8/2022) Preparation For DCR 2022, 14th Edition (2.8.25) and AML/CFT Compliance Programmes For Company Secretaries.

All information stated has been extracted from BNM's email to the Board.

Bank Negara Malaysia (BNM) wishes to inform that we have issued BNM's AML/CFT Newsletter 8/2022 today. The highlights are as follows:

- Preparation for Data and Compliance Report (DCR) 2022 since 2020, DNFBP and NBFIs reporting institutions (RI) are required to submit mandatory annual compliance report i.e. DCR which covers important areas of the RI's exposure to ML/TF risk and their AML/CFT compliance level. The DCR is also aimed to assist the RI to self-assess and understand how you have been complying with your obligations, and where you may need additional support or guidance.

DCR 2022 is only applicable to the following sectors:

- Accountants
- Company secretaries
- Dealers in precious metals/stones
- Lawyer and notaries public
- Registered estate agents
- Other sectors are NOT required to submit DCR 2022

For the DCR 2022, RI are to be ready with:  
Appoint your Compliance Officer (CO)  
CO number

# MACC



## SURUHANJAYA PENCEGAHAN RASUAH MALAYSIA (SPRM)


Suruhanjaya Pencegahan Rasuah Malaysia (SPRM) adalah sebuah suruhanjaya yang...



On 5 April 2018, the new Section 17A of the Malaysian Anti-Corruption Commission Act 2009 ("MACC Act 2009") was passed which introduces corporate liability on commercial organizations in Malaysia.

The introduction of Section 17A of the MACC Act 2009, which takes effect on 1 June 2020, enables commercial organizations and associated persons to be subjected to legal proceedings should the person associated with the commercial organization commits corruption offences.

Find out more on your compliance requirement as a real estate firm.



Section 17A of the MACC Act 2009: The Introduction of Corporate Liability

By TOMMY WONG and CHEW JIN HENG

**Section 17A of the MACC Act 2009: The Introduction of Corporate Liability**

[mahwengkwai.com / MW-20-2020](http://mahwengkwai.com/MW-20-2020)



Corporate Liability Provision u...

ADVOCATES AND SOLICITORS

Speaker: ALEXANDRA NICOLE THOMASOS, Senior Associate

Speaker: TOMMY WONG, Associate

Speaker: CHEW JIN HENG, Associate

Watch on YouTube

Provision under Section 17A of the

May 1, 2020 02:00 pm (GMT+8) [mwa.com/ta1a](http://mwa.com/ta1a)

Useful info and youtube video on Section 17A by Mah Weng Kwai - MIEA's Legal Advisor.

Click on the images to link you to the write up and video.



# STATUTORY COMPLIANCE



## 2% WITHHOLDING TAX



### Withholding tax on payments to resident individuals must be remitted by end of...

The Inland Revenue Board (LHDN) has announced administrative changes regarding the submission of the 2% tax deduction by companies making payments to...

KUALA LUMPUR (July 9): The Inland Revenue Board (LHDN) has announced administrative changes regarding the submission of the 2% tax deduction by companies making payments to resident individual agents, dealers or distributors (ADDs) effective July 2022.

In a statement on Saturday (July 9), the agency said payees are required to make a cumulative 2% tax deduction on payments to ADDs according to the month.

LHDN also said the amount deducted should be remitted to the director-general of LHDN latest by the last day of the following month. The 2% withholding tax for 2022 applies to ADDs which have received more than RM100,000 in monetary and/or non-monetary form in 2021 from the company making the payments.

LHDN said the company making the payments must submit Form CP107D — Pin 2/2022 in PDF form and Appendix CP107D(2) in Excel format via email to the payment centres before making the payments.

This email submission is compulsory for payments via payment counters or post.

Form CP107D — Pin 2/2022 and Appendix CP107D(2) can be accessed and downloaded from the official HASiL portal via the link here.

Any query or feedback to LHDN can be submitted through the HASiL Care Line at 03-8911 1000/603-8911 1100 (overseas), HASiL Live Chat and the feedback form at LHDN's official portal via the link here.

1. Complete Lampiran\_CP107D\_1 & Borang CP107D
2. Issue cheque to LHDN for the Withholding Tax
3. Visit LHDN office to submit original copy and cheque payment
4. LHDN will issue payment receipt on the spot

# STATUTORY COMPLIANCE AMENDMENT TO EMPLOYMENT ACT



## Minister: Amendments to Employment Act to take effect on Sept 1

Workers in Sabah, S'wak want labour ordinances to

EXTRACT from the Article :

### Key amendments of the Employment Act

The following is a summary of some of the major amendments to the Act:

1. Maternity leave extension from 60 to 98 days.
2. Restrictions on dismissing pregnant employees  
The amended Act prohibits companies from firing a worker who is pregnant or who has a pregnancy-related sickness unless the worker engaged in misconduct, willfully violated a condition of the employment contract, or the company has ceased its operations.
3. The implementation of paternity leave of seven days
4. Sexual harassment notice  
Employers are obligated to prominently display a notice to raise awareness of sexual harassment in the workplace.

When the amendments take effect, the maximum weekly hours of work demanded of Malaysian employees would be reduced from 48 to 45.



## Employees can apply for flexible work arrangements- Awang Hashim

Awang Hashim. flexible working arrangements.

EXTRACT from the Article :

### Key amendments of the Employment Act

Employees can soon apply for Flexible Working Arrangements (FWA) with their respective employers under a new amendment to the Employment Act 1955. The amendment was passed by both houses of Parliament back in March, received royal assent in April, and will go into force on 1 September to give workers an official avenue to apply for FWA.

**Will this  
affect your  
business?**  
**FIND OUT MORE**



# STATUTORY COMPLIANCE

## MYSST

SERVICE TYPE CODE	TAXABLE SERVICE PROVIDER	SERVICE PROVIDER	TAXABLE SERVICES
9907.01.0670	Advocate & solicitor, Syarie Lawyer	Advocates, solicitors and syarie lawyers	Legal services and other charges in connection to such services
9907.02.0669	Public Accountant	Public Accountant	Accounting, auditing, book keeping, consultancy or other professional services and other charges in connection to such services
9907.03.0673	Licensed/registered Surveyor, appraisers & estate agents	Licensed/registered Surveyor, appraisers & estate agents	Surveying services including valuation, appraisal, estate agency or professional consultancy services and other charges in connection to such services

<https://mysst.customs.gov.my/RegisterBusiness>

### Services Tax

#### Group G

The services provided by the service provider from Group G excludes the said services if provided in connection with:

goods or land outside Malaysia or where the subject matter relates to a country outside Malaysia; or

any statutory fees paid to the government or statutory body

#### Rate of tax

**Fixed at a rate of 6%.**

- Determination of Turnover
  - Mandatory
    - Any person providing taxable services is liable to be registered if –
      - in the case the total amount of taxable services is prescribed, the total amount of taxable services provided by him in 12 months exceed threshold and the liability to be registered is at the following time whichever is the earlier:

- Historical Method;
  - The total value of taxable goods in that month and the 11 months immediately preceding the month;
- Future Method;
  - The total value of taxable goods in that month and the 11 months immediately succeeding the month.
    - In the case no amount of taxable services is prescribed, the liability to be registered is on the date of the commencement of the business.

# Threshold RM500,000

**MANDATORY  
REGISTRATION**

**MySST**  
SALES & SERVICE TAX

# STATUTORY COMPLIANCE

## HRDF Registration Now Compulsory\* For Firms



### Employers FAQ

Our vision to drive the economic transformation of Malaysia through the country's most valued asset – its people – defines our purpose at work, every single day.

HRD Corp /



### Who is eligible to register with HRDF?

From 1 March 2021, access to HRDF is expanded to all industries. Firms with 10 or more local employees are obligated to register, while firms with 5 to 9 local employees have the option to register.

Any employer who is required to register but has not registered with HRDF could be fined up to RM10,000 and/or face imprisonment of up to a year.

Important Note: Employers under the newly-included industries were originally given an exemption from HRDF levy for 3 months from 1 March to 31 May 2021. The exemption was then extended until Jan 2022 (no levy due for June to Dec 2021 payrolls).

### How is the HRDF levy calculated?

HRDF levy for each Malaysian employee =  

$$\text{HRDF Levy\%} \times (\text{Basic Salary} + \text{Fixed Allowances})$$

Source :

<https://help.payrollpanda.my/>



Do check out <https://hrdcorp.gov.my/> for more information on requirements, registration and FAQs.



# STATUTORY COMPLIANCE

## SELF-EMPLOYMENT SOCIAL SECURITY SCHEME



### SELF-EMPLOYMENT SOCIAL SECURITY SCHEME

#### BACKGROUND

The Self-Employment Social Security Scheme was introduced to provide protection for individuals who are self-employed under the provisions of the Self-Employment Social Security Act 2017.

In the beginning, this scheme is compulsory for the self-employed in the **Passenger Transportation Sector** which are taxi, e-hailing and bus drivers under the provisions of the Self-Employment Social Security Act 2017, which took effect on 1 June 2017.

Effective from 1 January 2020, the scheme is extended to 19 other sectors as follows:

- Good and Food Transport
- Agriculture
- Livestock
- Forestry
- Fisheries
- Food
- Manufacturing
- Construction
- Hawkers
- Accommodation Premises
- Online Business
- Information Technology
- Data processing
- Agents
- Professional Services
- Support Services
- Household Services
- Arts
- Beauty and Healthcare

#### SCHEDULE OF CONTRIBUTION

The contribution is based on options of insurable earnings:

Plan	Selected Insured Monthly Earnings	Contribution Payment Per Month	Contribution Payment Per Year
1	RM1,050	RM13.10	RM157.20
2	RM1,550	RM19.40	RM232.80
3	RM2,950	RM36.90	RM442.80
4	RM3,950	RM49.40	RM592.80



### SELF-EMPLOYMENT SOCIAL SECURITY SCHEME BENEFITS

#### BENEFITS UNDER THE SCHEME :

- Medical Benefit
- Temporary Disablement Benefit
- Permanent Disablement Benefit
- Constant Attendance Allowance
- Dependants' Benefit
- Funeral Benefit
- Education Benefit
- Facilities for Physical or Vocational Rehabilitation

#### BENEFITS



**CLICK Here  
To Find Out More**

<https://www.perkeso.gov.my/uncategorised/51-social-security-protection/818-self-employment-social-security-scheme.html>



# MIEA ANNUAL BOWLING CHAMPIONSHIP



## MIEA Annual Bowling Championship 2022

Date : 11 August 2022

Time : 5-8pm ( 3 hours )

Theme : Kemerdekaan

Location : Wangsa Bowl @ IOI City Mall Putrajaya



This Event Is Organised By  
MIEA Membership, Membership Benefits & REN Network Committee



## The Results of MIEA Bowling Tournament Championship 2022

### Male Category Winners

**Champion-** Ashraf MN Associates

**1st Runner up -** Kelvin Yip Knight Frank

**2nd Runner up -** Faeiz IQI Realty

### Female Category Winners

**Champion-** Nurhuda IQI Realty

**1st Runner up -** Yan Harta Grid

**2nd Runner up -** Diana Hebat Realtor

### Cheerleader Winners

**Champion-** MN Associates

**1st Runner up -** Homefield Real Estate Sdn Bhd

**2nd Runner up -** Propnex Malaysia

### Champion Overall Winners

**Champion-** MH Associates

**1st Runner up -** IQI Realty

**2nd Runner up -** Knight Frank





## MIEA SABAH - PR CAMPAIGN

MIEA Sabah continues their PR campaign in July to introduce the committee of MIEA Sabah Branch to Real Estate Practitioners as well as members of the public through their FB Page.

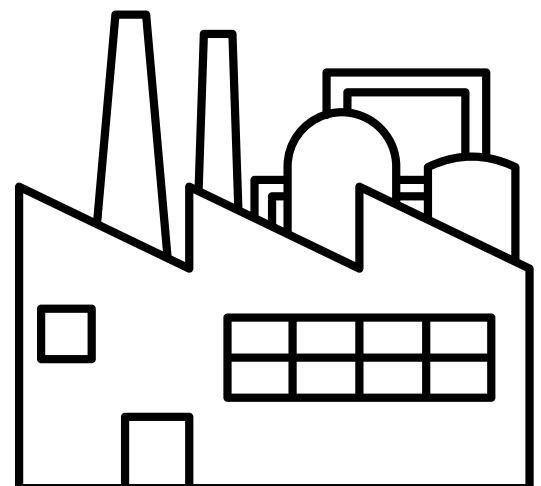


## MIEA PROJECT MARKETING NETWORKING SESSION

**Calling all industrial agents and aspiring industrial agents.** MIEA Project Marketing Networking have secured 2 Industrial projects under this platform and will be unveiling to members on

Date: 10 September 2022, Saturday  
Time: 9.30 - 11.30 am  
Venue : MIEA Training Centre, Dataran 3 Two, Petaling Jaya, Selangor

Do confirm your attendance by RSVP to [secretariat@miea.com.my](mailto:secretariat@miea.com.my)





## MIEA PERAK - MERDEKA TRAIL @ BUKIT BANGKONG



MIEA Perak organised an event on Merdeka Day themed "MERDEKA TRAIL @ BUKIT BANGKONG" from 6.30 am - 9.30 am on 31 August 2022.

It was a fantastic time of fellowship amongst members. Well Done MIEA Perak Chairman Noorzamani and his committee for a successful event. Good Job!





## AFFILIATE ASSOCIATION

SHEDA Annual Dinner  
6 August 2022

SHEDA extended their invitation to MIEA as their Guest for the SHEDA Annual Dinner & Excellence Awards 2022 at Borneo Convention Centre Kuching. MIEA Sarawak Chairman Victor Wong represented President Chan Ai Cheng at the Dinner.



### Sheda excellence awards and annual dinner set for Aug 6

KUCHING: After a two-year hiatus due to Covid-19, Sarawak Housing and Real Estate Developers Association (Sheda) will be organising its Sheda

On another note, under a different banner, MIEA Sarawak Immediate Past Chairman was the Organising Chairman of the SHEDA Annual Dinner 2022. Well Done Dato Alex Ting!



Nancy Suvarnamani, National Association of Realtors (NAR) USA Presidents Liaison to Malaysia and Thailand visits MIEA on Friday, 19 August 2022.

It was a good time of sharing, insights on the practise of estate agency in the United States.





# NATIONAL REAL ESTATE AWARDS

20 AUGUST 2022, SATURDAY

LE MÉRIDIEN PETALING JAYA



2022

# NATIONAL REAL ESTATE AWARDS - NREA 2022



MIEA held its 14th National Real Estate Awards on Saturday, 20 August 2022 at the Le Meridien Petaling Jaya.

Y Brs Sr Abdul Razak Bin Yusak, DG of JPPH & President of BOVAEP was our Chief Guest.

It was yet another record breaking year in terms of award submissions, awards winners and largest number of table sales! Heartiest congratulations to the Organising Chairman BOD Aldrin Tan, Organising Committee, REN Network Committee and the amazing secretariat team (CEO PP Soma Sundram, Wai Ling & Afina). Not forgetting the support from President Chan Ai Cheng and the Board of Directors and all volunteers.

Special thanks again to our Sponsors & Distinguished Judges.

It was a night filled with positivity and success energy! There is no greater recognition of success than that from your peers! At the NREA, success is celebrated across races, location, faith and firms. Its one night where we all cease to be competitors to celebrate in the achievements of our fellow practitioners.

A not to be missed event!





## NREA







MIEA BOARD OF DIRECTORS



BRIEFING TO CHIEF GUEST



JOSHUA LIM, MASTER OF CEREMONY



NREA 2022 TROPHIES



BALLROOM



UMAR AIMAN, ANNOUNCING 2022 MMDA



COCKTAIL SESSION







MIEA BOARD OF DIRECTORS



MAIN TABLE



Sr ABDUL RAZAK



MIEA FELLOWS 2022



BING CHER



NAKASUTRA



DR JULIAN LEE



XUEFENG MASK KING





STATE REN AWARDEES



STATE REN AWARDEES



STATE FIRM AWARDEES



REAL ESTATE AGENT OF THE YEAR



SALE OF THE YEAR AWARDEES



NATIONAL REN AWARDEES



NATIONAL FIRM AWARDEES





## PRESS COVERAGE : NREA 2022

[www.dailyexpress.com.my](http://www.dailyexpress.com.my)


Daily Express



Home / Sabah News

## Sabah realtors raise Malaysia property sales

Published on: Tuesday, August 23, 2022

By: David Thiam

Text Size: + - Dark Mode: Off



(From left): Bonnie, Stephon and Philomena.

**KOTA KINABALU:** Real estate sales from Sabah's residential property sub-sector which recorded an increase of 64.3 per cent in transactional values have boosted Malaysia's improving property market outlook, raising optimism of a recovery sooner than expected.

<http://www.dailyexpress.com.my/news/198118/sabah-realtors-raise-malaysia-property-sales/>



## NREA 2022 catat penerima anugerah teramai dalam sejarah

KUALA LUMPUR 22 Ogos – Edisi

## NREA 2022 catat penerima teramai

**PETALING JAYA:** Edisi ke-14 Anugerah Hartanah Kebangsaan (NREA) anjuran Institut Ejen Hartanah Malaysia (IMEA) merendahkan penerima anugerah teramai dalam sejarah, dengan mengumpul 160 penerima dalam pelbagai kategori.

Program ini telah menyaksikan sambutan yang baik serta sebanyak 167 penyerahan dari seluruh negara sejak 23 kategori.

Menerusi NREA, ia merupakan program penghargaan kepada individu-individu dalam industri hartanah yang berjaya dalam karier mereka.

Program ini juga bertujuan untuk meningkatkan prestasi dan profesionalisme dalam industri hartanah.



PENERIMA anugerah NREA 2022 bersama anugerah masing-masing sebagai bukti pengamalan di Petaling Jaya, Sabtu.

an terkumpul antara penerima tertinggi di sini, dilulus oleh katanya dalam kenyataan.

Mula yang berlangsung di sebuah hotel di sini, dihadiri oleh Presiden Lembaga Pemilik, Per-

takan, Kim Hata Tanaka dan Pengarah Harta (GPRH) merangkap Ketua Pengarah Jabatan Pemilikan

dan Perkhidmatan Harta (GPRH), G. Ramesh Kumar.

Anugerah NREA bermula pada 2009 dan telah dinobatkan sebagai anugerah bergengsi anugerah di dalam sektor hartanah.

Tahun ini, sebanyak 160 penerima anugerah yang telah diperkenalkan oleh Jabatan Perkhidmatan Harta (GPRH) dan Jabatan Perkhidmatan Harta (GPRH).

Dua anugerah utama, iaitu NREA Lifetime Achievement Award diberikan kepada Eric Lim Chin Heng, Pengarah Urusan Kumpulan Hartamas Group of Companies, Eric Lim Chin Heng, manakala anugerah Real Estate Agent of the Year diberikan kepada Muzahid Mohd Yusoff, pengarah Hartamas Real Estate Sdn. Bhd.

## 曾爱珍：确保交易受保障 应聘合法房产经纪

(八打灵再也 23 日讯) 马来西亚房地产中介协会 (MIEA) 主席曾爱珍呼吁民众，应聘通过合法的房地产经纪或代理，以确保房产交易受保障。

她说，虽然公众认为房地产从业人员仅仅是一个赚取佣金的中介，事实上合法的房地产经纪及代理员都是已通过大马估值师、估价师及

地产代理局 (BOVEAP) 所定制的训练和认证的专业房地产人员。

她是在该会举办的第 14 届马来西亚房地产大奖 (NREA) 颁奖典礼上表示。

她说，该会通过评审对所有被提交的资料进行了核实，以保持严格的的标准，并建立对“马来西亚房地产大奖品牌”的信任，这也赢得了许多

房地产公司和从业人员的信任及参与的意愿。

上述大奖今年收到 107 份奖项提名，是马来西亚房地产大奖史上收到最多奖项的一年，大会表彰了 60 位杰出的房地产经纪、代理商和公司，百万令吉成就奖 (MNOA) 则共有 16 名获奖者，创下此奖史上最多获奖者纪录。

大会也颁发了 3 座新奖项包括年度住宅销售奖、年度商业地产销售奖及年度工业地产销售奖，并在杰出房地产公司奖项，分别颁发给



阿末马兰诺及 MIEA 终身成就奖获得者林振兴。

小型、中型及大型房地产公司，此外还有年度房地产经纪人奖项。

另外，当晚最引人注目的一个奖项为 MIEA 持

身成就奖，是颁给该会创办人兼董事林振兴。

出席嘉宾有 BOVEAP 主席阿末马兰。



16 名获得大马房地产经纪人协会百万令吉成就奖的得奖者大合照。



## PRESS COVERAGE : NREA 2022



### News : Real estate practitioners beat all odds in 2021 performance

The 14th edition of the Malaysian Institute of Estate Agents (MIEA) National Real Estate Awards recognised 60 top achieving real estate practitioners and firms

PETALING JAYA: The 14th edition of the Malaysian Institute of Estate Agents (MIEA) National Real Estate Awards recognised 60 top-achieving real estate practitioners and firms during its gala dinner over the weekend.

Held at Le Meridien, Petaling Jaya, the event was graced by Board of Valuers, Appraisers, Estate Agents and Property Managers (BOVEAP) president Abdul Razak Yusak, who is also the Ministry of Finance's Valuation and Property Services Department director-general.

The awards saw a record number of 107 submissions received for 23 categories despite the challenging times. A record number of 16 agents received the MIEA Million Dollar Achievers (MMDA) Award pins, the largest number ever conferred in a single award ceremony for achieving RM1 million in professional fees earned in 2021 with a cumulated fee earning of RM24,523,000 amongst recipients.

"This goes to prove that building a career in real estate is rewarding and satisfying," said Norfaizah Abdul Aziz, one of the recipients of the MMDA award when asked about receiving the recognition.

The NREA, which debuted in 2009, has grown to be recognised as one of the nation's foremost awards for the real estate services sector. The award recognises the top individual achievers and the top firms in the country.

This year, three new categories were introduced - Residential Sale of The Year, Commercial Sale of The Year and Industrial Sale of The Year.

"It is important that we, through our independent judges, have maintained very strict standards in verifying the facts, sales concluded and collection of the fees. In doing so, we have created trust in the NREA Brand, which has resulted in the growing interest by firms and practitioners to participate and to be recognised.

"Real Estate practitioners are seen in the eyes of the public as brokers and earning commissions, but a lot goes into the making of both Real Estate Agents who are registered and Real Estate Negotiators who are certified by BOVEAP. It is a profession recognised by the government and the public is encouraged to engage their services to be protected," said MIEA president Chan Ai Cheng.

"The NREA awards are our way to provide recognition to a growing profession and give dignity to the work they do and to be appreciated for their level of service and commitment to their clients. We hope the public at large will take into consideration the good work of these agents and seek their services," added organising chairman Aldrin Tan.



## PRESS COVERAGE : NREA 2022

Cont'

As the organiser of the NREA Brand, MIEA is the accredited body representing all Registered Estate Practitioners in the country. Pioneered in 1977, the objective of MIEA is to encourage, elevate and maintain a high level of professionalism amongst real estate practitioners.

MIEA is playing an important role in providing education, training and helping its members to practise with Integrity and helping their clients by building trust.



### Sarawak scoops 5 awards at National Real Estate Awards

KUCHING (Aug 27): Sarawak-based real estate company Kozin Real Estate Sdn Bhd and Emily Loo

KUCHING (Aug 27): Sarawak-based real estate company Kozin Real Estate Sdn Bhd and Emily Loo Tuan Kiaw from Affluence Properties won five awards at the 14th National Real Estate Awards (NREA) held on Aug 20.



### Real Estate Practitioners Beat All Odds In 2021 Performance

The 14th edition of the MIEA National Real Estate Awards recognized 60 top achieving real estate



會珍：保交易受保障 聘合法房

（MIEA）主席會珍呼民，聘用合法的房地或代理，以保房交易受保障。

e南洋 / Aug 23





thank you

*For your support and partnership to have made  
this Gala Dinner a success*

*We THANK YOU  
from the bottom of our hearts.*

PREFERRED MORTGAGE  
PARTNER



AWARD SPONSOR



MEDIA SPONSOR



EXCLUSIVE  
MEDIA PARTNER



STRATEGIC PARTNER



OFFICIAL MAGAZINE



AWARD AUDITOR



PR PARTNER







**Flexibility to save more with UOB Mortgage**

Stretch or shrink your mortgage tenure and save on interest payments – you decide. Discover the flexible repayments with our award-winning UOB Intelligent Mortgage Calculator.

 **MALAYSIA TECHNOLOGY AWARDS 2021**  **Fintech - Banking UOB Malaysia**

[Find out more](#)

 **UOB** 大華銀行

UOB Malaysia (UOBM)'s mortgage sales teams have been actively participating in MIEA sessions. Among the MIEA programs held are Negotiators Certification Course (NCC), Real Estate Negotiator (REN) Network (networking session with RENs) including briefing sessions nationwide for agents and agencies. They are also good platforms for our mortgage sales teams to improve themselves and keep up with the changing trends particularly current property market, trends, regulations and more.

New agents, in particular, were able to learn the process of loan applications including:

1. Documents to be obtained from the clients for loan applications
2. How to use our GetBanker app- a mobile app that matches prospective property buyers with the bank's team of mortgage specialists
3. How to quote valuation for the property.

Meanwhile, other key takeaways from MIEA programmes include:

1. Foreigner financing, what is the margin of financing for borrower with MM2H (Malaysia My Second Home), with and without working permit in Malaysia
2. Commercial property financing
3. DSR eligibility & margin financing
4. End-Financing requirement
5. Customer's eligibility in terms of Debt serving ratio (DSR) & margin of financing
6. What additional documents require if DSR does not comply
7. How to quote valuation for the property

As the industry grows in stature and importance, the need to uphold professionalism, integrity and being trustworthy is important. Alongside with MIEA, we are able to evolve and streamline the level of professionalism of our mortgage sales teams where they are instilled with a strong sense of responsibility and ethics that would ultimately benefit the public.



Photo caption: Our teams attending the MIEA events nationwide in June 2022

Our commitment via digital tools continues with the UOB GetBanker app and our innovative mortgage calculator UOB Intelligent Mortgage Calculators.

**GetBanker app** - a mobile app that matches prospective property buyers with the bank's team of mortgage specialists. To download the GetBanker app, scan the QR codes below.

For Google Play



For App Store





Intelligent Mortgage Calculators - a creative user-friendly mortgage calculator that supports properties buyers with all the pertinent information required in evaluating how their finances can play a pivotal role. Beneficially, it assists them in owning their properties faster at lower costs.

Get familiar and start your Mortgage Conversations today. Scan the QR code to explore more about the Intelligent Mortgage Calculator.



We look forward to continue serving our customers better. Contact our team below for more information on how we can serve you.

#### Key Contact Persons:

Name	Position	Contact No.	Email address
Stanley Yin	Head of Mortgage Sales	019-3033122	yin.waieong@uob.com.my
Gan Peng Peng	Central Group Sales Manager	012-6767448	gan.pengpeng@uob.com.my
Yeo Lee Heong	Central Group Sales Manager	012-3373359	yeo.leeheong@uob.com.my
Jeff Siau	Central Group Sales Manager	012-3786679	siau.chenyan@uob.com.my
Kenny Kang	Northern Group Sales Manager	012-4096912	kang.chinchiat@uob.com.my
Alice Yap	Southern Group Sales Manager	012-7378768	alice.yapyl@uob.com.my
Cherry Yong	East Malaysia Group Sales Manager	016-8443394	cherry.yongcl@uob.com.my



# Flexibility to save more with UOB Mortgage

Stretch or shrink your mortgage tenure and save on interest payments – you decide. Enjoy the flexible weekly, fortnightly or monthly repayments to give you full control over:

- how much interest you want to save
- how fast you want to fully settle your mortgage



 SCAN ME

Use our award-winning UOB Intelligent Mortgage calculator to estimate your monthly mortgage repayments with interest payment savings and loan tenure reduction.



RIGHT BY YOU

