



A publication of the
Malaysian Institute of Estate Agents

D'REAM

THE REAL ESTATE AGENT MAGAZINE

YOUR MONTHLY NEWS UPDATE @ NOVEMBER 2021

For Internal Circulation of Members Only



PRESIDENT'S MESSAGE

Dear Members,

Negotiator Certification Course (NCC)

Negotiator Certification Course (NCC) is in full swing this month of November with classes happening daily! On top of that MIEA have conducted classes all over Malaysia and for the first time, we had sessions in Seremban, Kedah and Sibu! MIEA is committed to deliver quality education for those looking into a career in real estate with complete notes in booklet and a spread of no less than 5 trainers skilled in the various papers for every intake. Sessions have been conducted in both English and Bahasa Malaysia.

Special Acknowledgement – MIEA NCC Trainers

I would like to give a shout out to all our NCC trainers who have risen to the occasion and given their best performance in each class to impart knowledge to participants always with the mindset of contribution first above all else.



CHAN AI CHENG
PRESIDENT

Agency Support Services

Agency Support Services has rolled out Phase 1 of Support for Principals with the tie up with 3 Software companies to provide the backbone for the running of the real estate business from commissions and overriding calculations, to AMLA compliance, to online submission of sales, digital forms and lots more with an attractive 20%* discount for 2 years subscription. With technology you not only save cost but also improve efficiency and is key in staff retention.

SOP Video

I would like to highlight the initiative of MIEA Sabah Chairman Rose Lai and the team for a job well done with the SOP Video for Viewings with Agents. I quote our REN Network Chairman David Tan "If picture paints a thousand words, video paints a million words!". The video has certainly created an impact and well received my members of the media. We took this opportunity to also highlight the need to work with only registered estate agents, registered probationary estate agents and certified real estate negotiators whose details are on the Board's website <http://search.lppeh.gov.my/>

Withholding Tax for Payment to Agents (Finance Bill 2021)

There is a new requirement for firms to comply with reference to the payment of commissions adding more compliance requirements on firms where non-compliance or mistakes will result in penalties. We have voiced out to the media via interview with NanYang and also at various budget platforms for the MOF as agents/RENs are already contributing CP500 and firms are already producing CP58 for payments made to the individual agents/RENs. We are pursuing this matter with the assistance of our Tax Consultant.

Regulatory Compliance – AML/CFT

I would also like to take this opportunity to remind all members to adhere to the AML/CFT Compliance beginning with your Customer's Due Diligence Checklist. It is our responsibility as reporting institutions to raise STRs (Suspicious Transaction Reports) when there are red flags for even rental transactions. Recently an agent in Singapore was fined S\$12,000 for failure to report suspicious transaction. Do visit <https://amlcft.bnm.gov.my/index.html> for more information.

<https://www.straitstimes.com/singapore/courts-crime/12k-fine-for-real-estate-agent-who-failed-to-report-suspicious-transaction>

National Real Estate Awards (NREA)

As 2021 draws to a close, I want to take this opportunity to look back on a year that has been tumultuous by all definitions, very different from what any of us could have imagined. While it was certainly challenging in many ways, it is also showed how resilient our members are even in the toughest of times to strive and thrive in the real estate business. I look forward to the NREA Dinner scheduled on 11 December 2021 @ Berjaya Times Square to soak in the energy of winners!

CHEERS!



CHAN AI CHENG
President (2021 – 2023)

WHO IS WHO AT THE HELM OF MIEA (2021-2023)

Name: Tan Kian Aun
Title: President Elect
Portfolio: BOVAEP Board Member,
 BOVAEP EAPC Chairman
 State Branch Chairman MIEA



Career

- Associate Director of Hartamas Real Estate (M) Sdn Bhd
- McGrath Estate Agents (Melbourne)
- CH Williams Talhar & Wong (known as CBREIWTW)

Qualification

- Registered Estate Agent
- Licensed Auctioneer
- Licensed Estate Agent (Victoria, Australia)
- Former Member of Real Estate Institute Victoria (REIV)
- International Association of Coaching (IAC) Masteries Practitioner
- Certified HRDF Trainer
- Certified Professional Coach
- Licensed Practitioner of NLP®

Contribution to MIEA

- MIEA member since 2013
- MIEA Accredited Trainer for NCC and CDP
- Organising Chairman MAREC Summit 2018 and 2019
- Research and Resource Chairman (2019-2021)
- ICT Chairman (2019-2021)
- MAREC Speaker 2020

Hobbies

- Travelling
- Sports
- Movies and Music

Social Media

- Training, mentoring and coaching

TAN KIAN AUN
 PRESIDENT ELECT



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.



MIEA SABAH BRANCH COMMITTEE MEMBERS TERM 2021 - 2023



Rose Lai Len Fang
Chairman



Tai Shun Hien @ Henry Tai
Education and Training



Fiona Wong Yen Ting
Secretary



Sr Stephennie Wong Tze Hui
Treasurer



Mary Yu Yen Tshin
Immediate Past Chairman



Jessie Lor
EAPC



Wong Tay Kow (Victor)
Membership



Chong Ching Hua
REN Network



Wong Fui Nang
Member



Datuk Chong Choon Kim
Member

Rose Lai Len Fang

Rose Lai Realty
State Chairlady
Registered Estate Agent
Member of MIEA member since year 2000
Past National Vice President JCI and Past President and senator of Tawau JCI
Speakers of NCC class and let's talk estate

Fiona Wong Yen Ting

Property Hub Sabah
PEA
Committee member
Member of MIEA member since year 2015

Sr Stephennie Wong Tze Hui

Rahim & Co.
Treasurer
Registered Valuer, Registered Estate Agent & Registered Property Manager since 2018
Member of MIEA since 2018
Committee Member of RISM (2019-2022)
Member of MPEPS & MMIPFM
NCC Speaker
Let's Talk Real Estate Speaker

Mary Yu Yen Tshin

Sole Proprietor - Marico Realty
Immediate Pass Chairman 2019 to 2021
Registered Estate Agent
Member of MIEA member since year 1991
Member of Persatuan Agensi Perkerjaan Sabah (PAPAS)

Jessie Lor

Knight Frank Malaysia
EAPC Chair
Registered Estate Agent
Member of MIEA member since year 2014

Tai Shun Hien @ Henry Tai

Sole proprietor - Henry Realty
Committee (Education and Training Chair)
Registered Estate Agent
Member of MIEA member since year 1991
Members of Subsidiary Title Owners & Purchasers Association of Sabah (STOPS)
Past Chairman MIEA Sabah and Fellow of MIEA
NCC speaker

Wong Tay Kow (Victor)

Property Hub Sabah
MIEA Sabah Membership Chair (2021-2023)
Member of MIEA member since year 1990
Registered Estate Agent
Past MIEA Sabah Chairman

Wong Fui Nang

Henry Butcher Malaysia (Sabah) Sdn Bhd
Committee Member
Registered Probationary Estate Agent
Member of MIEA member since year 2017
Member of Rotary Club of (Kota Kinabalu South)
Member of Hainan Association (Kota Kinabalu)
NCC Speakers

Chong Ching Hua

Vigor Properties Sdn Bhd
MIEA Sabah REN Network Chair (2021-2023)
Member of MIEA member since year 2017
Registered estate Agent

Datuk Chong Choon Kim

CH William WTW
Registered estate agent
Committee member

CSR Project – MIEA Sabah Care (Oct 2021)

MIEA Sabah Chairman Rose Lai mooted the idea of a CSR project for members by way of a distribution of oxymeters to agencies whose principals are members of MIEA Sabah. Terry Wong, MIEA Sabah Project Chairman headed this project. The aim of this CSR project was to remind members to monitor their own health and to keep up with the SOP in our effort to curb COVID19 infections. This project started on the 1st of October, and was carried out throughout the month. This exercise was well received by our practitioners and we have received good feedbacks from them.

Compliments were received, praising this being a very meaningful and practical idea. The visits to each of the offices by the team provided a great opportunity to get to know our members better. Sabah REN Network Chairman Nelson indicated that it was a great opportunity to interact with fellow practitioners across the state. We were honored to receive words of encouragement from our National MIEA President Chan Ai Cheng and President Elect Tan Kian Aun. Much appreciation to MIEA CEO Soma as well for his honorable compliment.



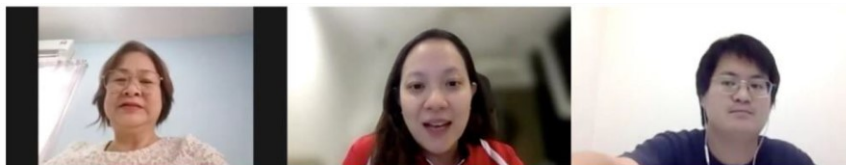


Essential Services (3 July 21)

A letter was emailed to DSP Sr Safar Bin Untong, the Sabah state secretariat on 3 July 2021 to appeal for real estate practitioners to be included as part of essential services. MIEA Sabah then followed up with another letter, addressing our hope to follow West Malaysia and have real estate agencies in Sabah to be included as essential services. A reply letter was received on 11 Sep 2021 and local estate agents were allowed to conduct property viewings.

Exclusive with Property Hunter (12 August 2021)

MIEA Sabah Chairman Rose Lai with MIEA President Chan Ai Cheng and MIEA Sarawak Chairman Victor Wong had an exclusive interview with Property Hunter to highlight the initiatives MIEA planned to undertake to uplift the real estate industry.



Left to right: Ms Rose Lai, Ms Chan Ai Cheng and Mr Victor Wong

In an exclusive interview with Property Hunter, three key spokespersons shared their plans to support the industry during their term until 2023. Present was the MIEA President, Ms Chan Ai Cheng, the Sabah State Chairman, Ms Rose Lai and the Sarawak State Chairman, Mr Victor Wong.

SOP VIDEO LAUNCH Wednesday, 10 November 2021



Video Project Team

MIEA Sabah Chairman Rose Lai presented Certificate of Appreciation to our sponsor Hap Seng represented by their GM Joanne Chung



MIEA Sabah Branch Committee



SOP VIDEO LAUNCH Wednesday, 10 November 2021



A Job Well Done to MIEA Sabah Chairman Madam Rose Lai and the committee for this SOP Launch in our efforts to bring back normalcy into our lives through best practices for the safety of all.

The launch was a hybrid with the team in Sabah present physically while our President Chan Ai Cheng and members of the media joined in via Zoom.

Special thanks to the "Casts" of the Video who are all members of MIEA and also Hap Seng for the venue support.

If you missed it, catch the replay of the launch here :

<https://fb.watch/9f9zugW8xv/>

And this is the link to the SOP Video :

<https://fb.watch/9uKjUqlqqc/>

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MIEA – Estate Agents Instil Deeper Sense Of Safety To Protect Clients Through Video

Published on November 10, 2021 No Comments

StarProperty

Estate Agents Instil Deeper Sense Of Safety To Protect Clients

沙產業代理商公會錄制短視頻影片 協助廣大民眾瞭解 產業代理職責角色

【斗湖十二日訊】沙巴產業代理商公會，在目前的後疫情期間，已積極地採取並推廣了一項具教育性質的錄影片段，以讓所有涉及有關的產業代理及相關各造，依據國家安全理事會的指南所制定的防疫標準作業程序進行作業，而錄製了一個短視頻影片。

該會主席賴蓮芳今日表示，其感到非常高興產業代理領域已重新開放，並扮演著振興經濟的角色。

“正當我們振奮及積極的重新投入工作，我們也要高度提醒我們的代理安好的保護客人、及產業業者們對於新冠病毒的散播所具有的敏感度及醒覺。而我們的其中部份主要之責任為產業代理需要與客人、買家、租戶、賣家、業者之間的會面，處理，商討交易事務”。

“我們也必須貫徹往昔的一句長久不變的諺語，即‘預防勝於治療’的真諦”。有關的歷時2分鐘半的錄影片段，是於2021年11月10日推介，民眾可在

沙巴產業代理商公會官方臉書網頁瀏覽，該錄影片段亦是該會對於廣大民眾在2021年裡的企業社會責任，而在有關的錄影片段裡的演出角色皆為在職的產業代理，他們都對於可在相關的錄影中貢獻出一份力量感到振奮無比。而在有關的錄影中所著重及突顯的主打的包括在視察及處理產業前的事前準備工作。作為一名具責任的代理，我們必須保護好客人的利益，同時也希望有關的錄影可協助到廣大的民眾以獲取具信心對於代理們履行他們的責職與角色。

賴蓮芳補充表示，“我們也感到非常高興有關的影片也被全國的30,000個代理業者所使用，我們也感到非常榮幸地獲得合成置地的全力支持，使有關的計劃付諸落實，同時也感謝合成產業發展有限公司總經理祖恩鍾聯合為有關影片主持推介禮，共同為防疫工作盡一份綿力”。



Malaysian Institute of Estate Agents - MIEA

★ Favourites · 11 November at 09:19 ·

...

MIEA provides guidance to real estate agents

<https://themalaysianreserve.com/.../miea-launches-sop-.../>



THEMALAYSIANRESERVE.COM

MIEA launches SOP video for real estate agents

by AZALEA AZUAR / pic by MUHD AMIN NAHARUL THE Malaysi...

Daily Express

INDEPENDENT NATIONAL NEWSPAPER OF EAST MALAYSIA

PPH 8/12/2012 (031005) Vol. 303 Kota Kinabalu, Thursday, November 11, 2021 RM1.20 Established 1963



MIEA Sabah Committee and Hap Seng personnel at the launch.

Estate agents produce Covid-safe SOP video

David Thien

KOTA KINABALU: The Malaysian Institute of Estate Agents, Sabah branch took the initiative to produce a Covid-19 safety SOP for its nationwide membership to protect themselves and their clientele, while viewing properties, in accordance with the adage "prevention is better than cure."

MIEA Sabah Branch Committee under the chairmanship of Rose Lai has taken the initiative to produce this educational video for all parties to adhere to the real estate SOP based on MKN guidelines combining real estate practice.

Lai expressed appreciation to Hap Seng Land Berhad for its support and providing the launching venue at its Shell Plaza premises for the virtual event which was jointly launched with the General Manager of Hap Seng Properties Development Sdn Bhd, Joanne Chung.

"This two-and-a-half minute video is part of our corporate social responsibility programme for 2021," said Chan Ai Cheng, President of MIEA.

"This will instil a deeper sense of safety to protect clients," said Lai, who also expressed gratitude that the estate agency practice sector has reopened and MIEA members are playing their part to revitalise the economy.

"Whilst we are excited to resume work, we want to remind our agents to be wary to safeguard our clients as well as the real estate practitioners themselves against the spread of Covid-19."

"Part of our main responsibility as real estate agents is the need to meet, engage, negotiate and work with buyers, tenants, vendors and landlords."

The personalities in the video - Henry Tai, Nelson Chong, Fiona Wong are all practicing agents and the video highlights the preparations before the viewing and

handling the viewing of a property.

"As responsible agents, we need to protect the interest of our clients and we hope the video will help the general public to gain confidence with our work and our agents to play their part."

"We are happy to note that this video will be used nationwide by some 30,000 real estate practitioners."

Chan Ai Cheng, President of MIEA said: "With the advent of technology utilising virtual photos and videos which have been widely adopted by practitioners throughout the country, this have certainly facilitated viewing of properties during the lockdown and continues to be a very useful tool for buyers and tenants to view the properties online and to determine if it truly meet their needs."

"However, nothing beats the touch and feel of the real thing especially for properties in the secondary market where each property differs in style, finishing and conditions."

She urged that the public to deal only with registered persons be it a Registered Estate Agent, a Registered Probationary Estate Agent or a Certified Real Estate Negotiator whose details can be found on the website of the Board of Valuers, Appraisers, Estate Agents and Property Managers Malaysia under Act 242.

"All too often we read of individuals being 'cheated' by those claiming to be property agents. If the person is registered, the Board can take disciplinary action against them including fines and suspension depending on the severity of the case."

Chan commends the initiative and efforts of the MIEA Sabah chairperson Rose Lai and her committee's efforts to bring back normalcy into estate agency practices for the safety of all.

Extract from theMalaysiaReserve.com :

"Having said that, the utmost importance for members of the public to note is to deal only with registered persons be it a Registered Estate Agent, a Registered Probationary Estate Agent or a Certified Real Estate Negotiator whose details can be found on the website of the Board of Valuers, Appraisers, Estate Agents and Property Managers Malaysia (LPPEH) under Act 242.

"All too often we read of individuals being 'cheated' by those claiming to be property agents. If the person is registered, the Board can take disciplinary action against them including fines and suspension depending on the severity of the case," she said.

The LPPEH can be accessed through <https://lppeh.gov.my/WP2016/> where information regarding the practitioner's registration number and expiry date can be found.

Cheng advised people to not only check on the agents' credentials but their companies

2021年11月15日 星期一

A13 要聞



沙巴产业代理商公会全体理事，在一项新闻发布会上，公布推出有关产业领域的防范标准作业程序影片之镜头；前右2为主席赖莲芳。

斗湖14日讯 | 沙巴产业代理商公会，在目前的后疫情期，已积极地采取并推广一项具教育性质的短视频影片，以让所有涉及有关产业代理及相关各造，依据国家安全理事會指南所制定的防疫标准作业程序进行作业。

该会主席赖莲芳今日表示，其感到非常高兴产业代理领域已重新开放，并扮演者振兴经济的角色；「正当我们振奋及积极重新投入工作，我们也要提醒我们的代理安好的保护客人、产业业者，对于新冠病毒传播所具有的高度敏感及警觉；我们的其中部份主要之责任为产业代理需要与客人、买家、租户、卖家、业者之间的会面、处理、商讨交易事务。」

「我们也必须贯彻往昔一句长久不变的谚语，即『预防胜于治疗』的真谛。」

另一方面，大马产业代理商公会沙巴分理事会，在主席赖莲芳领导下已积极地采取并推广了一项具教育性质的短视频影片，让所有产业代理及相关各造，依据国家安全理事會指南所制定的防疫标准作业程序进行作业。

有关历时2分半钟的影片，是于2021

年11月10日推介，民众可在沙巴产业代理商公会官方脸书网页浏览；该影片亦是该会对于广大民众在2021年里的企业社会责任；在有关影片段里的演出角色皆为在职的产业代理，他们都对于可在相关影片中贡献一份力量感到振奋无比。在有关影片中所着重及突显的主打包括在视察及处理产业前的事前准备工作；作为一名具责任的代理，必须保护好客人的利益，同时也希望有关影片可协助广大民众，以获取信心对于代理们履行的职责与角色。

赖莲芳补充表示：「我们感到非常高兴，有关影片也被全国的30,000个代理业者所使用，我们也感到非常荣幸地获得合置地的全力支持，使有关计划付诸落实，同时也感谢合成产业发展有限公司总经理祖恩联合为有关影片主持推介礼，共同为防疫工作尽一份绵力。」

提高業者遵SOP作業醒覺
沙巴產業代理商公會拍視頻



MIEA IN THE NEWS

theSun HOME LOCAL WORLD BUSINESS SPORT LIFESTYLE OPINION BERITA CLASSIFIED IMAGES MORE

Business

Budget 2022 comments: Property sector

Sunbiz

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BUDGET 2022



房产中介:已须预缴CP500 “双重税务太压力”

2021年11月12日



RM79.8 mil allocated to build, repair PPRT homes in...



Property sector picking up the pieces in 2021



Asia Pacific office market expected to be upbeat next year: C&W

MIEA urges govt to extend housing loan scheme to M40

4 | Local

YOUR LOCAL VOICE | TUESDAY, NOVEMBER 2, 2021

MIEA doesn't see property boost

David Thien

KUALA LUMPUR: The Malaysian Institute of Estate Agents considers Budget 2022 as a dampener for revitalising the overall property sector. MIEA spokesperson K. Soma Sundram said, "While we take cognizance of the fact that drawing up a budget is an arduous task and are appreciative and thankful of the government's vision to jump start the economy with the various goodies given in this budget."

"The proposed budget did not 'Meet the Eye' to provide the stimulus for the revitalising of the property market but left much to its own," he said. Soma explained: "As real estate agents, we did not encourage this as it did not meet our expectations of stabilising the real estate sector especially in the secondary market in a challenging market."

"While we realise the budget detailed the need to take care of the Rakyat especially those in the B40 segment, those in the M40 has been somewhat left out," he stressed pointing out:

"The introduction of the Housing Loan Guarantee Scheme to help people with no fixed income and no period of income to own a home especially gig workers, small business owners, and farmers on the difficulties of getting housing loan is a laudable move as financing has always been a

struggle for this group.

"The issue of home ownership is a universal principle and in this respect some assistance and support should have been given to the M40 group who have been left out. The M40 is an important sector that caters for the mid segment of the property market and they play a critical role in the new properties and the secondary market. Not all property owners are 'strong financially'."

"The property market contributed approximately RM79.8 billion in 2020 compared to RM81.5 billion in 2019, the lowest drop in the transaction value over the past six years and the longest drop in the history of the property market and as such revitalising it becomes critical."

"At the end of 2020, the moratorium and HOC will end leaving a big vacuum for property owners/buyers. With the loan moratorium ending, this will have a significant effect as the majority of citizens need to have a stable income to keep up with loan commitments and most businesses have not returned to normal as hoped."

"In fact, with insufficient support, we fear a systemic shock. Perhaps Loan Moratorium or Interest Only Loan payments which hard not be provided in the country's budget be given serious consideration."

"On the increasing numbers of abandoned projects, some measures are needed to be introduced to help the buyers who are in a predicament of having to pay rent when they are also to service interest on their 'dream home' which now the time to complete such housing is in limbo."

"Though there are two sides to the HOC programme, for example, some are of the opinion that it benefits developers to sell their projects while others appreciate the discounts and savings to finally own a home under the programme. To cater for the first-time home buyers, perhaps the HOC can continue with a lowering of the price threshold from RM4.5 million to RM3.5 million so that the first-time home buyers can still get into the market in 2021."

"MIEA is appreciative of the extension of the removal of RPT after six years, which was first introduced early 2020, as there was positive movement in the secondary market transactions. Presently it is



limited to three residential properties within the year. MIEA awaits more clarity on this extension. This should be coupled with a stimulus for purchase to form a formidable impact on the property market."

"The reintroduction of the tax incentive for commercial property owners who offer 30 per cent discount on rent will assist existing tenants to keep running and the businesses currently in operation to enjoy some relief on the monthly cash flow as rents and manpower are the two largest costs in an SME business."

"The extension of the up to RM200,000 tax incentive for renovations of commercial properties is suitable to cater to the requirements of a safe-office environment."

MIEA is a national body representing real estate practitioners in Malaysia. Established in 1994, it comprises more than 6,000 registered real estate practitioners as members. As the largest association representing registered real estate practitioners in the country, MIEA empowers practitioners by promoting professionalism, protecting public interest and in the leading voice for Malaysian real estate practitioners on matters relating to real estate practice in Malaysia."

K. Soma Sundram can be contacted at email: secretariat@miea.com.my/ceo@miea.com.my or HEP: +603-243 8298.

Gradual recovery of property market expected in 2022

Property Advisor - December 9, 2021 2:41 PM

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Shares

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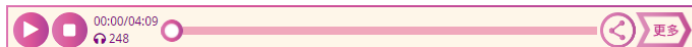
今日抢鲜看 爆点TV 国内 会员 社会 地方 国际 财经 娱乐 财神到 食玩咖 体育 副刊

买房

明年房价看涨 现或是买房好时机? 【内附音频】

2021年12月08日 15474点阅

责任编辑: 财经小编



(吉隆坡8日讯) 亚洲领先的房地产网站集团PropertyGuru指出, 房地产市场刚从谷底上升, 在看好明年首季房市更加稳定的大前提下, 趁价格尚未攀升, 目前或许是买房的好时机!


MIEA Response to the Budget 2022



MIEA IN THE NEWS



Location News & Articles HOC 2020-2021 Find Property Affordable Housing PTMP Abi



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Terms and conditions apply



the loft

MahSing

04 291 3128

MIEA: Real estate agents respect & appreciate all Grab drivers and Grab food riders

Property News / 12 November 2021 / 中文版

Leave a comment

The Malaysian Institute of Estate Agents (MIEA) has issued a statement condemning disparaging words uttered by a real estate negotiator and another individual from Penang against Grab drivers and Grab food riders.

In a video posted on social media two days ago, both individuals were seen to be conducting a drive to recruit real estate agents.

However, it went awry when the Mandarin-speaking duo started to insult Grab drivers and food riders, saying that they will never end up rich, triggering negative responses from netizens.

In the video, after stating that they “do not mean to talk bad about Grab riders”, the duo proceeded to say that Grab drivers and Grab food riders will never get rich, before



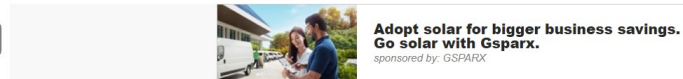
Harga rendah

Hajar Umira Md Zaki

bsnes@hmetro.com.my



NEW STRAITS TIMES NEWS BUSINESS LIFE & TIMES SPORTS WORLD MORE



Property prices will rise next year as construction materials become more expensive

By Sharen Kaur - December 8, 2021 @ 4:00pm



support@kopiandproperty.com



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News, Property, Finance

MIEA: Real Estate Agents Respects and Appreciates all GRAB Drivers and GRAB Food Deliverers

Published on November 11, 2021 No Comments

Property sector set to stabilise but Omicron may pose challenges

Thean Lee Cheng - December 8, 2021 6:09 PM

60 Shares



【独家】房市明年会更好

2021年11月21日

产业市场展望

发展商较乐观展望2022年上半年

非常悲观 悲观 中和 乐观 非常乐观

财经新闻

房产中介:已须预缴CP500 “双重税务太压力”

2021年11月12日



【直播調侃外送員】再起底范盈 冒犯義消隊 拋出舊視頻 報警指挑釁 眾怒衝天

· 2021-11-11



【独家】明年产业市场看俏

2021年11月14日

大马2011至2020年产业交易量和总值走势



THE INDEPENDENT



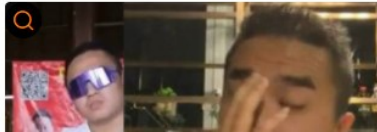
Asia > Malaysia > Property agent & partner say sorry for rubbishing Grab drivers, delivery riders...

Property agent & partner say sorry for rubbishing Grab drivers, delivery riders on live stream

首页 / 食游

澄清林健良言论仅代表他本人 MIEA：感激及尊重外送员！

2021年 11月 11日 星期四 03:21 下午 MYT
庄礼文



mothership



M'sian property agent, 28, apologises after backlash for insulting delivery riders

He claimed that he had lost his job, and asked the public for forgiveness.

Kayla Wong | November 13, 2021, 01:36 PM



【直播調侃外送員】MIEA：各行業應受尊重 林健良言論不代表協會立場

· 2021-11-11



推荐

国内

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财经



北马 发布于 2021年11月11日 21时40分 · 最后更新 1个月前 · 整理: 黄雨云

范盈公开道歉后 林健良明午4pm也开记者会

1.5k
次转发

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(檳城11日讯) 继因不当言论闹得满城风雨的名家集团创始人范盈今晚9时在吉隆坡召开记者会公开道歉后，事件中另一名饱受网民讨伐的房产中介林健良 (Paul Lim) 也会于明日下午4时在檳城召开记者会。

theYibes.com
MALAYSIAN INSTITUTE OF ESTATE AGENTS

MALAYSIA

BUSINESS

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OPINION

SPORTS & FITNESS

CULTURE & LIFE

MALAYSIA

'Super' real estate agent insults Grab drivers, food riders

MIEA calls on individual to issue public apology over demeaning remarks

Updated 1 month ago · Published on 11 Nov 2021 7:15PM · 0 Comments



MIEA:非所有屋主资金够 应助中等收入群持有产业

2021年10月31日



The Malaysian Reserve



Home / News / Property / MIEA launches SOP video for real estate agents

MIEA launches SOP video for real estate agents

Disturbing Live Video by A Senior REN in Penang

In the early hours of Tuesday, 9 November 2021 we were made aware of a distasteful live video (in Chinese) that has gone viral of a Senior REN (in Penang) **[not a member of MIEA for the record]** and another individual jesting and passing rude remarks on grab drivers and deliverers. This became an overnight sensation with even the foreign media picking up the news.

Our President Chan Ai Cheng together with CEO K Soma Sundram worked immediately on a public notice to quickly position our stand on this matter as "this incident" has brought **disrepute** to the profession. We are comforted that our public notice has been well picked up by the media both mainstream media and social media whenever this matter arose.

The parties later apologise but the hurt and damage has been done and to a great extent irreparable.

This incident serves as a good reminder for all of us on the importance of being careful what we say and how we say it. We give very little thought at times to what we say and how it affects the people around us. We just speak our mind bluntly. The tongue, one of the smallest parts of our body but it carries with it words that heal or words that can kill. Which is one of the reasons why in MIEA under President Chan Ai Cheng, the MIEA Goodwill Test was implemented.

If what you want to say cannot pass this test, don't say it!



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.



WORDS ARE FREE. IT'S HOW YOU USE THEM, THAT MAY COST YOU.
KUSHANDWIZDOM



Dictionary

Definitions from Oxford Languages · [Learn more](#)

Search for a word

disrepute

/ˌdɪsnˈpjuːt/

noun

noun: **disrepute**

the state of being held in low esteem by the public.

"one of the top clubs in the country is bringing the game into disrepute"

Similar: disgrace shame dishonour infamy notoriety ignominy stigma

scandal bad reputation lack of respectability degradation humiliation odium

opprobrium obloquy discredit ill repute disesteem low esteem

loss of face unpopularity disfavour ill favour

Opposite: honour



MALAYSIAN INSTITUTE OF ESTATE AGENTS

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

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UNITED BELLEVANT PROGRESSIVE
(PPM 001-10-14041977)

Public Statement
11 Nov 2021

Real Estate Agents Respects & Appreciates all Grab Drivers & Grab Food Deliverers

The video posted on Facebook by an active Real Estate Negotiator from Penang on Grab drivers & Grab food deliverers is most disparaging. We in the Real Estate fraternity are disturbed and annoyed by that statement and wish to state that his remarks are of his own and that we do not agree nor support that insidious statement.

MIEA represents some 30,000 real estate practitioners and we place on record the severity of such 'degrading remarks' on them, whom we all respect and appreciate for what they do. Without them our lives will be in turmoil. In their own way, they do an honest person's job and in these challenging times, serve the Rakyat under the sun or in rain. Making a remark that their 'job is demeaning' is great disrespect not only to them but for all occupations.

This country thrives because of the various service industries at all levels and disrespecting any one of them 'is in itself disrespecting what we do as Agents'. In our practice standards, we always promote that all agents are to serve the public with dignity, respect, professionalism and more so to take care of their interest.

We have always accentuated the fact that by having big cars and lots of money without values and integrity is not a measure of success but being a good human being is. We abhor the attitude shown in the statement and we request that this REN make a public apology to all those he demeaned in his Facebook. We also request for the firm he is attached with to take serious measure on him.

MIEA have the necessary records from his Facebook posting and will bring to the notice of our regulatory body i.e. The Board of Valuers, Appraisers, Estate Agents and Property Managers to investigate this incident and take the necessary disciplinary action.

To all Grab drivers and grab food deliverers we at large regret on this one individual's irresponsible statement which is not reflective of the respect we the real estate practitioners have for you and the good work you all do. Keep up your good work – Our country needs you and your service.

On behalf of members & the Board of Directors
Malaysian Institute of Estate Agents (MIEA)

K. Soma Sundram
Chief Executive Officer

BRANCH OFFICES

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Sarawak : 1st Floor, No. 18-S, Lot 2995, Wisma Keretapi, Jalan Tun Ahmad Zaidi Adruce, 93200, Kuching, Sarawak, Malaysia • Tel No. : +6082 - 234 811 • secretariat.sarawak@miea.com.my
Sabah : 11-3, 3rd Floor, Lot 22, Block C, Lintas Square, Luyang, 88300 Kota Kinabalu, Sabah, Malaysia • Tel No. : +6088 - 266 066 • secretariat.sabah@miea.com.my

www.miea.com.my

MIEA OM & PEAM TOWNHALL 'Stock Check' On Our Profession 12 November 2021

There are some serious questions we need to address about the future of the real estate profession. To move forward we need to take stock of our present position. With that in mind, MIEA organised its first MIEA REA PEA TownHall 2021 with OMs and PEAMs to share thoughts and to help answer questions that may shed light to the doubts and questions of our members.

Our President Chan Ai Cheng and President Elect & Board Member Tan Kian Aun were on the panel moderated by MIEA CEO K Soma Sundram.

A total of 90 members attended the zoom townhall and had an interesting 2-hour long discussion with the majority wanting this to be a regular event! We value your membership and inputs.

REA & PEA Townhall meet

Let's Do A "Stock Check" On Our Profession

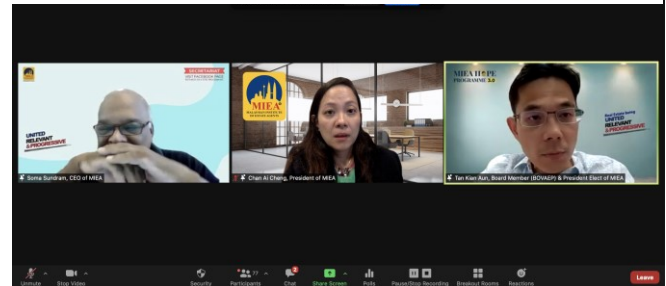
These are some serious questions we need to address about our future. To move forward we need to take stock of our present position. As your representatives, we are taking the initiative to meet our REA & PEA members to share our thoughts and to help answer questions that may shed light to your doubts and questions.

**12 Nov 2021 (Friday)
3.00pm
Via Zoom**

TAN KIAN AUN
MIEA PRESIDENT ELECT & BOARD MEMBER

CHAN AI CHENG
MIEA PRESIDENT

THIS MEETING IS STRICTLY FOR MIEA REA & PEA MEMBERS ONLY



Radio Interview CITYPlus FM & FB Live 3 November 2021

财案房产领域“惊喜少”，明年复苏靠什么？

EVON HENG · 大马房地产中介协会总秘书
11月3日 · 上午8时



Our Sec Gen Evon Heng was featured in a radio interview hosted by Wayne Lee Yunxiang & Chasie of CITYPlus FM on Budget 2022 and property related

Catch the interview on the link below.
<https://fb.watch/9lwSYkam4L/>

AGENCY SUPPORT SERVICES 2 November 2021



Agency Support Services is a new initiative by MIEA under the manifesto of President Chan Ai Cheng where Dato Adrian Wang, Director of MIEA BOD 2021-2023 have been appointed the Chairman.

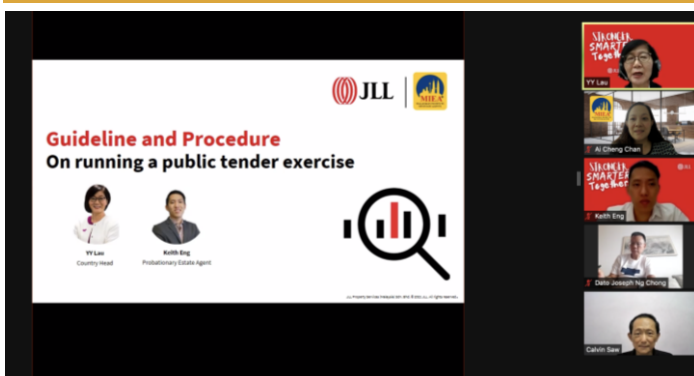
Dato Adrian shared his experiences of growing an agency and the challenges he faced over the years understanding the pain points of firms.

On 2 November 2021, MIEA Agency Support Services launched its first Phase of the initiatives to support firms by way of shortlisting Agency Systems namely SAMS, PROPSAGE & PROPERTY213 and negotiated a 20% discount for 2 years subscription for all members of MIEA. Do take advantage of this great offer to uplevel your agency.

Do click on the logos of the service providers to link directly to the respective providers for demo and more information on their offering.



ZREEP : Guidelines & Procedure for running a public tender exercise 17 November 2021



Guideline and procedure for running a public tender exercise

As the Country Head of JLL Property Services (M) Sdn Bhd (JLLPS), Ms. YY Lau is responsible for running all facets of the transaction business in Malaysia. YY has a proven executive management track record and over 30 years of experience in Finance and Real Estate industries. JLLPS is part of JLL Network, JLL Network is a Fortune 500 company, and the World's Most Ethical Companies in Real Estate category for 14 consecutive years from 2008 to 2021.

The services of JLLPS include:

- Capital Markets (sale of Investment & Development Assets, Alternative assets eg. Data Centres)
- Office & Retail Leasing Advisory
- Research & Consultancy
- International Residential Project Sales

Some of our sales track record are: disposal of AEON Mall Kota City for RM 208 million, 2 prime commercial buildings in Kuala Lumpur, row of prime heritage shophouses in George Town Penang and a 14.8-acre land in Bukit Jalil.

YY Lau
Country Head
JLL Property Services (Malaysia) Sdn Bhd

17 NOV 2021
Wednesday

VIA ZOOM

10am - 12pm

Topics that will be covered

- 1) Different methods of sale
- 2) Pro & Cons of the different methods
- 3) Steps in running a tender exercise

REGISTER NOW

Contact Ms. Aisyah for more information
010 - 425 1158
education@miea.com.my

Member RM 49
Non - Member RM 100

A very insightful session on the ins and outs of running a public tender exercise from the detailed process of running a tender, legal implications, guiding tenderers on their bids and lots more.

Special thanks to Ms. YY Lau, Country Head, JLL Property Services and Mr. Keith Eng, Manager Capital Markets, JLL Property Services for sharing their knowledge and experience with us and to all participants.

Business & Tax Conference & Budget Commentary (Syarikat Ong)

18 November 2021

Business & Tax Conference : Moving Forward into 2022

A Gathering of Industry Experts and Business Representatives to share thoughts, information and ideas to equip Businesses into year 2022

Date 18/11/21 - 20/11/21
Time 0900 - 2200 (GMT+8)



Organisers : Syarikat Ong

International Alliance of Residence by Investment

Co-organisers : ASEAN Legal Alliance

Section 2 Property Landscape in West Malaysia : 2 pm - 4.30 pm :



Chan Ai Cheng



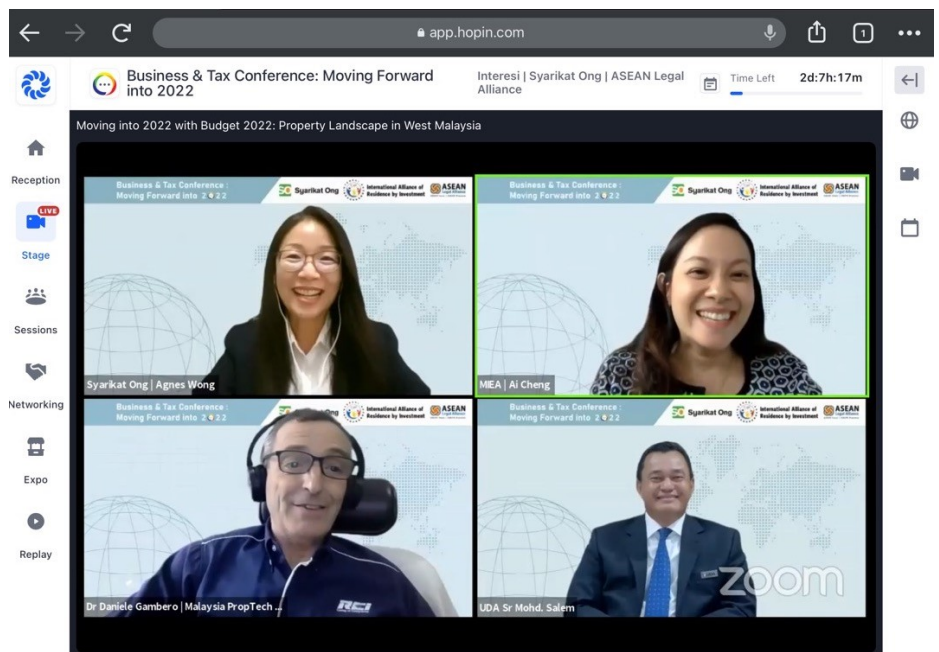
Sr. Mohd Salem



Daniele Gambero

Our President Chan Ai Cheng was invited as a panellist for Section 2 : Property Landscape in West Malaysia where she shared the platform with FIABCI Sec Gen Sr Mohd Salem and President of Malaysian PropTech Association Dr Daniele Gambero. The session was moderated by Syarikat Ong, Agnes Wong.

It was via zoom with live streaming on hopin where the platform offers virtual exhibition booth, rerun of sessions and more.



The panel discussed the impact of the Property Overhang and possible solutions, RPGT 0% in the 6th year; Stamp Duty Exemptions; Property Investment moving forward; rising material cost and its impact; outlook for 2022 and more.

NCC Classes All Over Malaysia!



NCC in Ipoh, Perak



NCC in KK, Sabah



NCC in Kuching, Sarawak



NCC in Penang



NCC in Miri



NCC in Kelantan

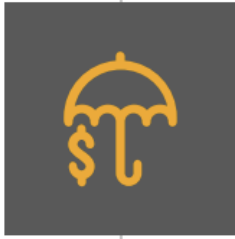


NCC in Kuala Lumpur



NCC in Seremban

Finance Bill 2021



Withholding Tax on Payments Made To Agents etc.

Payments made to agents, dealers or distributors will be subjected to 2% withholding tax with effect from 1 January 2022.

Finance Bill 2021: **Corporate Tax** Proposals

02

Withholding Tax on Payments Made To Agents etc.

Present

Currently, there is no requirement for payers to deduct tax on the payments made to agents, dealers or distributors.

Proposed

A new Section 107D of the MITA will be introduced. Under this new Section, a company is required to deduct 2% of withholding tax from the gross payments made to agents, dealers or distributors. The withholding tax is only applicable under the following conditions:

- Payments in monetary form arising from sales, transactions or schemes carried out by the agents, dealers or distributors;
- Applicable when payments are made to resident individual agents, dealers or distributors who receive more than RM100,000 either in monetary form or otherwise from the same company in the immediately preceding YA; and
- The withholding tax should be remitted to the DGIR within 30 days after paying or crediting such payments.

The DGIR will be empowered to impose a penalty of 10% as well as the new consequential amendment of Section 39(1)(s) of the MITA which denies payers to claim the payment as an expense if the withholding tax requirements are not complied with.

Effective Date

From 1 January 2022.

Commentary

The proposed amendment on the withholding tax requirements will impact companies that engage agents, dealers and distributors such as insurance companies, multi-level marketing companies and stockbrokers. These companies need to consider the withholding tax compliance cost when setting the payment structure to resident agents, dealers and distributors who are individuals and who have received more than RM100,000 in the immediately preceding YA.



President Chan Ai Cheng Speaks To The Media on This New Requirement

When the news was first announced on 9 November 2021, we were taken aback by this as all this while withholding tax was required for payments made to foreign recipients.

In the press interview with NanYang, our President Chan Ai Cheng explained that companies are required to prepare CP58 which details the payments made to the "agent" for the year. In addition to this, "agents" make monthly tax payments in advance similar to that for companies (CP204) by way of CP500.

Although 2% may not appear to be a huge amount, it is the compliance requirements and the penalties for non compliance that follows that adds to the burdens of running a business especially during this Pandemic.



Smart decisions. Lasting value.

Crowe Chat Vol.8/2021 (Special Edition)

Malaysia Finance Bill 2021

9 November 2021

Highlights of Finance Bill 2021 Real Property Gains Tax



Increase of retention sum to be retained

Retention sum for disposal of real properties or shares in real property companies within a period of three (3) years from the date of acquisition by a company or a trustee of a trust or a body of persons registered under any written law in Malaysia will be increased from 3% to 5%.



Leaving Malaysia without payment of tax

The scope of offence for leaving Malaysia without payment of tax will be expanded to include failure to pay a sum or debt payable and the penalty amount will be increased to a maximum of RM20,000.



TIN in RPGT transactions

Taxpayers will be required to use TIN assigned by the DGIR in all RPGT transactions with effect from 1 January 2022.

Expansion of scope for no gain no loss transactions

No gain no loss transactions will be expanded to include the transfer of assets owned by a nominee or a trustee of an individual, the wife of the individual or both to a controlled company.



Expansion of losses disallowed for deduction

A loss arising from disposal of chargeable assets under Paragraph 34 of Schedule 2 of the RPGT Act 1976 (RPGTA) (transfer of shares to a controlled company) will not be allowed for deduction.



Clarification on computation of exemption for part disposal of shares

A formula will be used to ascertain the amount of exemption to be given if shares are partly disposed of.



Revision of chargeable persons under Part II of Schedule 5 of the RPGTA

Part II of Schedule 5 of the RPGTA will be revised to replace societies registered under the Societies Act 1966 with body of persons registered under any written law in Malaysia.



Source:

Crowe Malaysia PLT

https://www.crowe.com/my/news/finance-bill-2021-crowe-chat-vol8_2021

Finance Bill 2021: Real Property Gains Tax Proposals

01

TIN in RPGT transactions

Present	Presently, there is no specific provision in the RPGTA in relation to the use of TIN for RPGT matters.
Proposed	Every person will be required to use the TIN number for RPGT matters as assigned by the DGIR under Section 66A of the MITA.
Effective Date	1 January 2022.
Commentary	The proposed measures will require taxpayers to include TIN in transactions documents (e.g. RPGT returns, sales and purchase agreement, etc.) This will allow the DGIR to cross-check transactions effectively and identify potential tax evasion cases. For example, when an instrument involved in a disposal of property transaction is presented for adjudication by the DGIR, the TIN included in the instrument could potentially be recorded in DGIR systems instantly. The TIN appearing in the instrument will allow the DGIR to cross-check and identify whether the disposer has filed the RPGT return and paid the RPGT for the disposal of the property.

Finance Bill 2021: Real Property Gains Tax Proposals

02

Increase of retention sum to be retained by the acquirer

Present	An acquirer is required to retain whole of that money or a sum not exceeding 3% of the total value of consideration whichever is the less and he shall within sixty (60) days after the date of such disposal pay that amount to the DGIR.
Proposed	The retention sum will be increased to 5% for disposals made within a period of three (3) years from the date of acquisition if the disposer falls under Part II of Schedule 5 of the RPGTA.
Effective Date	1 January 2022.
Commentary	This proposed measure will result in more upfront taxes being collected by the Government prior to RPGT assessment being issued by the IRB. Furthermore, the acquirer will have additional burden to enquire on the disposer's holding period and retain the correct amount of retention sum to avoid any penalty for short remittance of retention sum to the IRB.

Finance Bill 2021: Real Property Gains Tax Proposals

03

Revision of chargeable persons under Part II of Schedule 5 of the RPGTA

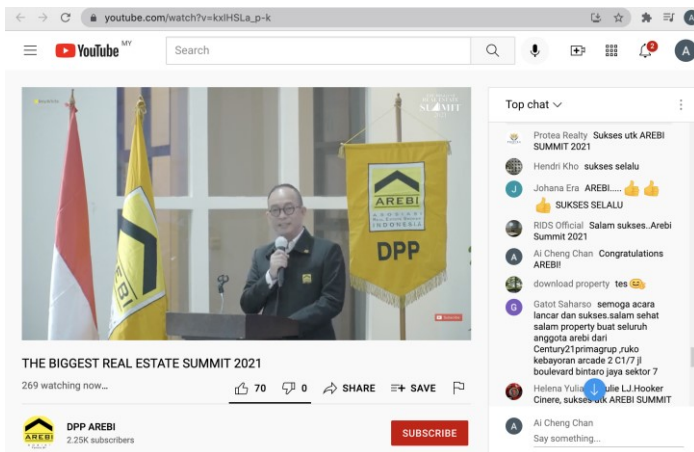
Present	Presently, the rates of tax under Part II of Schedule 5 of the RPGTA is applicable to the following chargeable persons: <ul style="list-style-type: none">i. A company incorporated in Malaysia;ii. A trustee of a trust; andiii. Societies registered under the Societies Act 1966.
Proposed	Part II of Schedule 5 of the RPGTA will be amended to replace societies registered under the Societies Act 1966 with body of persons registered under any written law in Malaysia.
Effective Date	1 January 2022.
Commentary	This proposed measure will result in expansion of persons liable to RPGT when disposing of real properties moving forward.

Source:

Crowe Malaysia PLT

https://www.crowe.com/my/news/finance-bill-2021-crowe-chat-vol8_2021

MIEA PARTNER ASSOCIATIONS AREBI



AREBI - **Asosiasi Real Estate** Broker Indonesia held their biggest real estate summit 2021 on xxx November 2021 and extended their invitation to members of MIEA to participate in the summit as part of our cross border initiative.

As much as we focus our business locally, we need to also widen our perspective to network regionally through our partner associations in ARENA – ASEAN Real Estate Network Alliance.

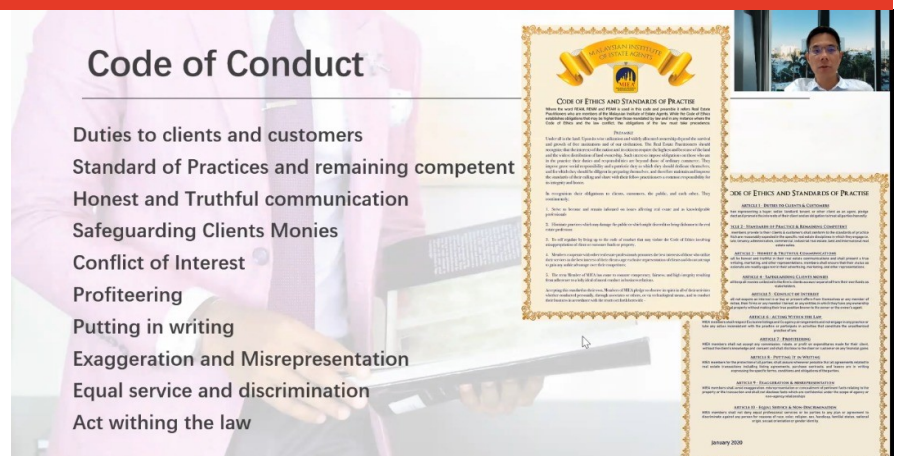
Catch the event on

https://www.youtube.com/watch?v=kxIHSLa_p-k

President Chan Ai Cheng caught up with representatives from ARENA namely Jessica Leonard (Ketua Bidang Hubungan Internasional) and Jaya Chayadi (Dewan Pengurus) on Deepavali Day November 2 2021 for a quick catch up and to establish closer ties and working collaboration between MIEA and AREBI. More updates to follow.

ARENA PARTNER ASSOCIATION

PROPERTYGURU EXPO



President Elect Tan Kian Aun was invited by PropertyGuru for the Expo.PropertyGuru.com.my event to share on the topic of Is Your Real Estate Agent the Right One for You? He went through at length on the duties and responsibilities of agents/real estate negotiators under the Act, the Rules and the Malaysian Estate Agency Standards.

Do catch it on <https://expo.propertyguru.com.my/auditorium> if you missed it.

STATUTORY COMPLIANCES

Anti Money Laundering & Counter Financing of Terrorism (AMLA)

A reminder to all members to comply with the Bank Negara Malaysia's AMLA requirements in your daily business conduct.

For firm principals (OMs and SOMs), implement policies required into the SOP of Firm to ensure that all your RENs/Staff be it under Contract of Service or Contract For Service is aware and comply to the requirements.

For PEAMs and RENMs – do cross check with your Principals to ensure that a system is set in place within the firm to assist you in this compliance.

Links below for more information :

https://amlcft.bnm.gov.my/NL/Newsletter_8_2021.html



AML/CFT DATA & COMPLIANCE REPORT (DCR) 2021

**SUBMISSION DEADLINE (EXTENDED):
30 SEPTEMBER 2021**

WHAT IS DCR?

DCR is one of the supervisory tools adopted by Bank Negara Malaysia (BNM) as the Competent Authority appointed under the Anti-Money Laundering, Anti-Terrorism Financing and Proceeds of Unlawful Activities Act 2001 (AMLA). 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?

- DCR allows reporting institution (RI) to self-assess and understand their firm's infrastructure readiness to comply with the AMLA.
- Information submitted are **confidential** and will be used by BNM for supervisory purposes and risks assessments.
- **No enforcement action will be taken** on gaps identified in the DCR. Gaps identified are meant to assist RIs to improve their anti-money laundering and counter financing of terrorism (AML/CFT) processes.



AM I REQUIRED TO SUBMIT THE DCR?

- DCR 2021 submission is **MANDATORY** for designated non-financial businesses and professions (DNFBPs) and selected sectors of non-bank financial institutions.

(a) Circular on Issuance of DCR 2021 (16 June 2021):

<https://amlcft.bnm.gov.my/dcr/DCR2021.pdf>

(b) Circular on Extension of Deadline for DCR 2021 (27 August 2021):

<https://amlcft.bnm.gov.my/dcr/DCRExtension.pdf>

- Please refer the full DCR 2021 Flow Chart to know if you have to submit DCR 2021:

<https://amlcft.bnm.gov.my/dcr/DCRFlowchart.pdf>

- Please ensure your firm has appointed a Compliance Officer (CO) for your firm prior to submitting DCR 2021. Notification to BNM on the firm's CO appointment can be made using an online form via this link:

<https://dnfbportal.bnm.gov.my/co/>



HOW DO I SUBMIT THE DCR?

- Submission of DCR 2021 **must** be made via the following online portal:

<https://dnfbportal.bnm.gov.my/>

- Useful links to assist in DCR submission:

(a) DCR 2021 Information Kit:

<https://amlcft.bnm.gov.my/dcr/DCRKit.pdf>

(b) DCR Instructional Videos:

https://dnfbportal.bnm.gov.my/dcr_clinic_videos/

- For any enquiries on DCR 2021 which could not be found within the DCR 2021 Information Kit, please email dcrc@bnm.gov.my.

REMINDER : ITS RENEWAL TIME!

Yang Di-Pertua:

Dato' Sr Haji Azmi bin Abdul Latif D.S.P.N

Pendaftar:

Sumarni Binti A. Rahman



Home Page: www.lppeh.gov.my

DATE : 1 October 2021

TO : ALL REGISTERED VALUERS, APPRAISERS, ESTATE AGENTS & PROPERTY MANAGERS
PROBATIONARY VALUERS & PROBATIONARY ESTATE AGENTS
REGISTERED FIRMS

Dear Sir/Madam

ONLINE PAYMENT (BIS PORTAL) FOR RENEWAL 2022

This serves to remind you that your Authority to Practice under Section 16(2) **expires on 31st December 2021** and shall thereafter be renewable upon payment of the prescribed fees as follows:

There are new documentation requirements for firms to submit under Form P. This has taken firms by surprise so do not delay this year for your renewals.

Reminder also to Probationary Estate Agents (PEAs) to renew your registration before the expiry to avoid any penalty or disruption to your work.

This first appeared in our MIEA D'REAM – October Edition

Its that time of the year again for renewals of our registration to practise as well as the firms registration to practise with BOVAEP.

Authority to Practise expires on 31 December 2021 and we encourage all members to not delay and to quickly renew.

For full circular :

<https://lppeh.gov.my/WP2016/notification-online-payment-bis-portal-for-renewal-2022/>

Circular 11/21 5 November 2021

Circular 13/21 8 November 2021


Home Page: www.lppeh.gov.my

CIRCULAR 11/21

DATE : 5 NOVEMBER 2021

TO : ALL REGISTERED VALUERS, APPRAISERS, ESTATE AGENTS AND PROPERTY MANAGERS

Dear Sir/Madam

REGISTRATION AS A FIRM UNDER SECTION 23 OF THE VALUERS, APPRAISERS, ESTATE AGENTS AND PROPERTY MANAGERS ACT 1981 (ACT 242) & RULES

Please be informed that as directed by the Board's Executive Committee, all new and existing firms including branches approved by the Board are required to operate your practice from a proper office premises and not from a place of residence. Virtual and serviced offices are not considered as proper offices.

The Board will immediately withdraw its approval if it finds that you are not operating from a proper office premise.

Please be guided accordingly.

Thank you.

Yours faithfully,

SUMARNI BINTI A. RAHMAN

Registrar
LEMBAGA PENILAI, PENTAKSIR, EJEN HARTA TANAH DAN
PENGURUS HARTA
SAR/od

In addition to ACT 242, Rules 1986 and the Malaysian Estate Agency Standards (MEAS), practitioners are also to comply with the Circulars, Directives & Guidelines issued by the Board of Valuers, Appraisers, Estate Agents & Property Managers Malaysia from time to time. Do keep updated on the latest Circulars on the link below :

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


Home Page: www.lppeh.gov.my

CIRCULAR 13/21

To : ALL REGISTERED ESTATE AGENTS

Date : 8 November 2021

Dear Sir/ Madam

The Board has been directed by the Executive Committee on the following matters:-

1) Social Media Advertisements

It has come to the attention of the Board that all social media advertisements i.e. video, Facebook posting, SMS posting, emails, Tik-Tok, etc. have not included the REN number, Firm details, contact numbers and disclaimers.

All Principals are required to direct their Real Estate Negotiators (RENs) to comply with the Malaysian Estate Agency Standards with regards to the inclusion of their REN numbers, Firm details, contact numbers and proper disclaimers when submitting their advertisements in social media. RENs should only advertise under the name of their Principals and must display the details as required under Standard 6 of the Malaysian Estate Agency Standards at all times.

2) Project Marketing

All Real Estate Negotiators (RENs) who are doing project marketing sales are **required to wear a REN tag**.

3) Probationary REN

It has come to the Board's attention that some firms are promoting their RENs as "Probationary RENs" and also allowing their "Personal Assistant" or "Secretary" to assist in viewing of properties.

All Registrants are to take note that RENs are known as "Real Estate Negotiators" and not "Probationary RENs". Personal Assistant or Secretaries are not allowed to assist in the viewing of properties nor carry out the function as REN.

4) Leasing of License

The Board has received complaints that Registrants are leasing out their license to open up firms and branches mainly in Sabah and Sarawak. Please be informed that you are prohibited to lease out your Authority to Practise license.

Should you fail to comply with the above, the Board will not hesitate to take Disciplinary Action against you.

Please be guided accordingly.

Yours faithfully,

SUMARNI BINTI A. RAHMAN

Registrar
LEMBAGA PENILAI, PENTAKSIR, EJEN HARTA TANAH
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