



A publication of the
Malaysian Institute of Estate Agents

D'REAM

THE REAL ESTATE AGENT MAGAZINE

YOUR MONTHLY NEWS UPDATE @ MARCH 2022

FOR INTERNAL CIRCULATION OF MEMBERS ONLY

Message From The President

MEMORABLE MARCH

The month of March was most eventful!

From the very first day of March, MIEA has been keeping busy forging new partnerships and collaborations for the benefit of our members,

March 1 : OMG Free Reno Collaboration

Ideal combinations for agents in the rental market as well as new projects. Its a win-win-win!

Win for your Client - he gets to rent out his unit faster & at a higher rent;

Win for the Agent - you get higher comms due to increased rents & faster turn around & OMG incentive; and

Win for MIEA as this is an exclusive members only programme. Find out more in the following pages.

March 5 & 6 - MAREC Summit 2022

Awesome 2-days event filled with carefully curated programme and handpicked speakers to give the best value to all participants of MAREC Summit.

Congratulations Hj Zamzuri - Organising Chairman, Org Committee & Secretariat for an awesome job. It is a resounding success!

March 10 & 15 - MIEA Branch AGMs

All MIEA Branches in Penang, Perak, Johor, Sabah & Sarawak conducted their AGMs in line with the constitution.



PRESIDENT CHAN AI CHENG

Ai Cheng

Do make use of the materials in this DREAM Bulletin as clients and prospects rely on data and views from key opinion leaders on the way forward in their decision making process.

As MIEA continually strive to bring greater value to our members, we encourage all members to get involved and take advantage of the partnerships forged by the Institute all for your benefit.

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

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Real Estate Agent Of The Year 2021
Y Bhg Dato Ir Sr Alex Ting

MIEA IN THE NEWS : MAREC FORUM

Robust Changes To The Real Estate Practice Needed

8 February 2022

MIEA MAREC Forums have over many years been the platform for 'no holds barred' discussion on the real estate practice today and where it is headed.

Estate Agency is to Estate Agents, PEAs and Real Estate Negotiators, our one and only profession where our livelihood and that of our family depends on. This itself is reason enough for practitioners to be in arms in building this profession and to ensure that we continue to be in business for years to come.

The growth and the professionalism of the profession is key. Change is Required!



MAREC 2022 Forum by MIEA Requests Robust Changes To The Real Estate Practice • kopiandproperty.com

MAREC 2022 Forum by MIEA Requests Robust Changes To The Real Estate Practice

kopiandproperty.com/ / Mei Yun Mok / Mar 7

Kopi & Property 7 March 2022



Tech firms are exploiting the loopholes: Realtors | Daily Express Online - Sabah's Leading News Portal

Daily Express is the sister paper of Overseas Chinese Daily News (OCDN). It was founded by the late Tan Sri Yeh Pao Tzu and the first issue hit the streets on March 1, 1963. Published in trilingual ie...

dailyexpress.com.my

Daily Express 11 March 2022

Daily Express

MIEA IN THE NEWS : MAREC FORUM



News : Robust changes to real estate practice needed

Findings from the recently-concluded Malaysian Real Estate Convention (Marec) 2022 reveal that robust changes to the current real estate laws are needed to



StarProperty 8 March 2022

PETALING JAYA: Findings from the recently-concluded Malaysian Real Estate Convention (Marec) 2022 reveal that robust changes to the current real estate laws are needed to facilitate the profession's growth.

Among the changes needed is a higher level of professionalism among real estate negotiators (RENs), according to the panellists during the Marec forum. The low entry level has created a lack of standard practice among RENs and the panellists discussed a need for RENs to meet certain qualifications and pass an entry examination before being allowed to practice.

The panellists said that the Board of Valuers, Appraisers, Estate Agents and Property Managers (BOVAEP) was experiencing difficulty keeping up with the profession's needs, owing to the imbalance of estate agents represented in the board.

The panellists called for a review of the registration process to reduce inefficiencies and create an industry where every real estate practitioner would be registered.

"Digital transformation in our profession is necessary for real estate agents to be relevant and to serve the public more efficiently and effectively. It also gives the competitive edge to thwart the challenges of tech firms creeping into the profession," said MIEA president Chan Ai Cheng.

Insufficient laws surrounding the practice have caused illegal brokers to increase. It has also allowed tech firms to engage in real estate practice, which is in violation of section 22C of the Valuers, Appraisers, Estate Agents and Property Managers Act. The panellists urged the government to look into more encompassing laws regarding real estate.

There was also an agreement that the professional fees for estate agents should have a minimum cap. This is the model for other professions in the country and is regularly practised in many developed countries.

The convention was attended by 350 participants from Malaysia, Singapore, Indonesia and Thailand.

MIEA IN THE NEWS : RESIDENTIAL TENANCIES ACT

Property | PROPERTY | PEOPLE | PLACES 13



Chan Ai Ching is the President of the Malaysian Institute of Estate Agents (MIEA)

The Malaysian Institute of Estate Agents (MIEA) supports the efforts of the Ministry of Housing and Local Government (KPKT) in the formulation of the Residential Tenancies Act (RTA).

The time is right to model after more established property markets around the world in how they manage Landlord and Tenant relationships via a similar act. The Residential Tenancies Act 1997 in Australia is certainly one to model after providing a more structured framework for Landlord and tenant relations.

Our real estate practitioners who represent the larger community of owners/Landlords are concerned about the various provisions in the proposed Act.

The main concern is that of the Deposit collection whereby an independent institution is to hold the deposit on behalf of the Landlord. While this is practiced in many developed countries, administering the refund whereby the Landlords need to claim for cost of repairs on a timely basis will hamper his ability to get the repairs done on a timely basis and will result in income loss.

This will directly impact the rental market especially when there are disputes and the tribunal may take as

long as 120 days to resolve the issue. Where money is concerned, a faster, more efficient and seamless process needs to be introduced to administer this concern.

Collection of the rental deposit is going to create another adverse effect on the current practice as the booking fee or rental deposit to be collected shall not be more than 25% of the rental. i.e., if the rental is priced at RM1000, the agent cannot collect one month's rental deposit but only RM250.

Rental deposits are presently a one-month rental amount paid upon acceptance of the rental offer and is used to offset the first month's rent of the property. Hence, there isn't a need to change this practice.

The new introduction reiterates that the cost of preparing the tenancy agreement is now to be paid by the Landlords and not the Tenants as currently being practised. Given the proposed standardisation of the Tenancy Agreement, probably fixing a processing fee for the tenancy agreement is sufficient, which should just be a nominal amount.

The provision for collecting the Security deposit not exceeding two months may be low as cost of replacement and repairs can run much higher for high-end properties. As such, there should not be a blanket fixed amount and have provision for a two-tier security deposit for property rentals of certain value to meet the contingencies.

Repossession of a rented premise by the Landlord can only happen on the "order for possession by the Tribunal". This is an area that hopes to address the disputes between Landlord and Tenant in a more effective manner than how it presently is. This could be an area of concern if the timeline for settlement is too long and if all disputes require a tribunal for settlement.

Any unpaid rental is to be claimed under the security deposit which is against the norm as the security deposit is meant to recover cost of repair for damages caused to the property by the Tenant and not to recover unpaid rental as that is a breach of the Tenancy Agreement.

There is also no provision for the collection of utility deposits. One of the biggest challenges of Landlords are the unpaid utility bills by tenants. As real estate practitioners who are and will play an important role in supporting and adhering to the RTA, it is important to refer "Agents" as specified in ACT 242 in the main definition of the RTA. It is not specific who Agents are under the definition which we feel needs to be emphasised.

In general, we agree that much effort has been placed to get the Act right. However, there remain many weaknesses in the provisions of the RTA which need to be further discussed and developed to have practical and acceptable provisions with stakeholders.

Rushing this will only anger and frustrate property investors who are contributing to the economy and will result in loss of investor confidence in an already challenging time.

While MIEA supports the introduction of the RTA as a solution for Landlord and Tenant problems that the nation face, there needs to be careful consideration of balancing Landlord and Tenant concerns that should not side one over the other.

Pre-screening of tenants must become a precursor when identifying tenants and we are happy to state that MIEA is working towards this endeavour.

MIEA is in the midst of collating feedback from its practitioners on the provisions of the RTA which will be sent to KPKT.

While MIEA recognises that there is no perfect Act or a perfect time for the introduction of an Act, we urgently request the intervention of the Prime Minister and Honorable Minister of KPKT to extend time to study further the nitty gritty of how this will work in real life and in real time.

MIEA, being the biggest stakeholder with our practitioners acting as Agents for Landlords are ready to give further input to this cause.

Featured In YES Property People Places



PROPERTY & TRAVEL

MIEA IN THE NEWS : RESIDENTIAL TENANCIES ACT



Need to address weaknesses in Tenancies Act | Daily Express Online - Sabah's...

There are many weaknesses in the provisions of the Residential Tenancies Act (RTA) that needs to be further discussed, said Malaysian Institute of...

2 March 2022

Daily Express



Heed concerns on RTA, estate agents tell Govt | Daily Express Online - Sabah's...

While members of the Malaysian Institute of Estate Agents (MIEA) support the efforts of the Ministry of Housing and Local government in the formulatio...

18 March 2022



Henry Butcher Malaysia: Uneasiness over the proposed Residential Tenancy Act | New Straits...

The proposed Residential Tenancy Act (RTA) has sparked concern and unease among various key stakeholders, including the Real Estate & Housing Developers'...

NewStraitsTimes 14 March 2022

NEW STRAITS TIMES

Additional Reading Materials On The Residential Tenancies Act :



What Is The Upcoming Residential Tenancy Act All About?

Set to be tabled in Parliament in 2022, we explore what the upcoming Residential Tenancy Act could...





Which property developer in Malaysia should you avoid? | New Straits Times

When it comes to purchasing a property, you need to make sure you choose a reputable property developer. This means avoiding those who operate without...

Quote :

If you're in doubt about property purchase, maybe it's time to speak to the professionals?

When it comes to real estate agents and negotiators, you can always check for a registered industry professional with a reputable industry body like the **Malaysian Institute of Estate Agents (MIEA)**.

New Straits Times 11 March 2022



Residential property market recorded substantial price increases over 20 years t...

The average house prices in Kuala Lumpur, Selangor, Johor, Penang, Perak, Pahang, Sabah and Sarawak showed significant growth from 2000 until the first...

Quote :

It is good that the proposal to abolish the Real Property Gains Tax (RPGT) on homes disposed of from the sixth year by Malaysians and permanent residents in the country has been approved, says Previn. **"It was advocated by the Malaysian Institute of Estate Agents (MIEA) Task Force** and is a positive step towards reviving the property market, which may spur secondary market transactions and encourage primary market home purchases."

The Edge 25 February 2022

★CONGRATULATIONS★



The Department of Real Estate, University of Malaya announce the appointment of **Previndran Singhe MRICS FRISM** as their **ELITE@UM Fellow**.

University of Malaya introduced ELITE or Experiential Learning by Industry and Technocrat Programme in 2021. Under the ELITE programme, students will learn directly from industry leaders. By being an ELITE@UM Fellow at UM, Previn will share his experience and abilities which will go a long way in nurturing REAL ESTATE students.

Got An Achievement To Share? Let Us Know. We Want To Celebrate With You.

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

Name: Aldrin Tan Tong Heng
Title: Board of Director, MIEA
Portfolio: Business Development, MLS Project

Career

- Real Estate Practitioner since 1995
- Group Managing Director of Esprit Estate Group
- CEO of ESP

Education

- Bachelor in Accounting and Economics
The Australian National University 1995
- Diploma in Real Estate
Registered Estate Agent - Board of Valuers,
Appraisers and Estate Agents Malaysia

Recognition

- National Real Estate Firm of the Year 2021 NREA
- Technology Firm of the Year 2021 NREA
- Real Estate Agent of the Year 2020 NREA
- Industrial Firm of the Year 2020 NREA
- Specialized Project Marketing of the Year 2019 NREA
- Best Practice Award 2019 The Star Property

Contribution to MIEA

- MIEA Board of Director 2021-2023
- Chairman MIEA MLS Project 2021-2023
- Organising Chairman of NREA 2022

Highlights

- Growing his real estate agency from 10 people in 2020 to a platform of 1,800 people in 2021
- MAREC Speaker 2021

Hobbies

- Growing real estate business
- Travelling
- Golfing



ALDRIN TAN

MIEA Director



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.



RISM - 30th National Real Estate Convention

10 March 2022



President Chan Ai Cheng was invited for the Opening Ceremony of the 30th National Real Estate Convention organised by RISM and shared discussions with the Guest of Honour YB Deputy Finance Minister II Yamani Hafez Musa, BOVAEP President YBhg Dato Sr A'zmi Bin Abdul Latif, RISM President Y Bhg Dato Dato' Sr Dr. Azhari Bin Mohamed and RISM Vice President PS Sr Aziah Mohd bin Yusoff.

MLS PROJECT UPDATES



5 March 2022

Site Visit & Briefing for Compass @ Kota Sri Langat attended by 29 RENs from both Lead Agency and Cooperating Agencies namely Lead Agency : Esprit Real Estate and Cooperating Agencies : CBD Properties, Cornerstone, IQI, ESP Properties and Richland Properties.

19 March 2022

New Lead Agency and Project has been identified in KL North
- 2 - 4 bedrooms with 2 bathroom units from 659 sq ft

Get involved! MIEA has already setup this platform for you.



Affordable home
starting from RM25KK*

International Women's Day - 8 March 2022



International Women's Day is celebrated every year on March 8 to recognise the social, economic, cultural and political achievements of women.

This year, MIEA is proud to jointly organise International Women's Day 2022 with Majlis Perwakilan Penduduk Zone 4 MBSJ and Damen Mall USJ1. The organising chairman and also Emcee for the event is REN Network Committee & MIEA Toastmasters **Juliana Teh. (Special thanks and recognition to Juliana!)**

Women wear so many hats and juggle so many different roles – all in a day! This International Womens Day, let us show appreciation, respect, and love, to all the incredible women in our lives, be it your mother (there's really no love like mothers love), wife, or daughter. Let us show, that we are proud of their efforts and pledge to create a world where women can thrive.



Welcome Address by
Ahli Majlis MPP Zone 4
MBSJ, Tuan Ar. Kamarul
Hisham Bin Hj Yeop
Hashim

President Chan Ai
Cheng was the Guest
of Honour and Keynote
Speaker

Past President
Khatijah Abdullah
delivered the
Inspirational Session

Beautiful singing
by Cornerstone
Carol Yong -
Legenda

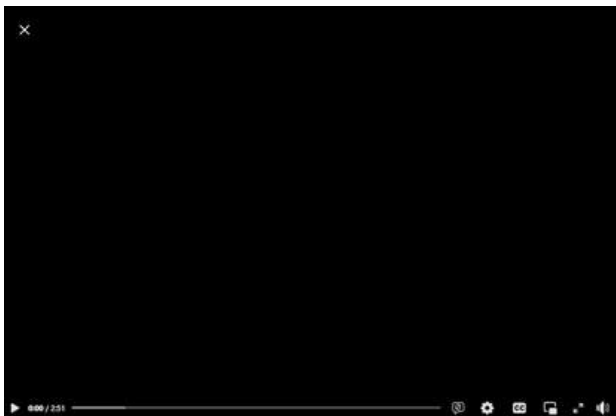
MOU : MIEA & OMG FREE RENO - 1 March 2022

This day is a memorable day for MIEA and will go down in history as the first collaboration where MIEA entered into an MOU with a Strategic Partner and in turn 8 Firms whose Principals are members of MIEA participated in a MOU signing to kick start the collaboration.

OMG Free Reno subscription solution is an idea whose time has come. Their model meets the needs of the Property Owners in offering them a financial solution to one of their biggest headaches to renovate and prepare their unit to achieve optimum rental and also at a faster take up rate. Agents are on the ground and meet property owners daily and are the perfect solution partners to share this solution.

MIEA continuously bring value to our members.

- High potential to secure exclusive listing
- Higher rental rate which in turn increases agent professional fees
- Faster take up rate
- Incentive under the Transformer Programme



MOU with 8 Firms (Principals are members of MIEA)



MIEA partners OMG Free Reno to offer property renovation programme

PETALING JAYA: The Malaysian Institute of Estate Agents (MIEA) has signed a memorandum of understanding (MoU)

thesundaily 2 March 2022

[Click Here For Video Of The Event](#)

MIEA-OMG Unit Makeover Game Changer



years from RM23,952 to RM28,752. In an era where everyone is busy, OMG will complete the renovation within a week with least disruption to anyone," he added.

MIEA is the oldest and largest real estate association in Malaysia. The association endeavours to add value to its 7,000 members with this signing on MOU with OMG being another initiative.


"This initiative came about because the rental market is growing fast and demand for rental properties has also risen since the post-Movement Control Order (MCO) era," said Chan Ai Cheng, President of MIEA.

"The residential real estate sector contributes approximately 60% of the total real estate transaction in the country every year.

"Furthermore, the greatest number of Real Estate Negotiators are focussed on this sector. It is therefore only logical for them to add value to their clients by sharing this idea with them. This programme will also help improve rental income and enhance quality living for the occupants and will go a long way to help boost the local furniture sector," she added.

Most importantly the question is how can this programme help the property owners to rent out their units during this time.

"Firstly, many old condominium units need refurbishment to attract new tenants. Secondly, new condominium units which have received the Certificate of Completion & Compliance (CCC) needs to be renovated as a livable home. Owner-occupied units too need to be upgraded to improve the quality of living through good use of space and furnishing to meet modern needs. In the case of refurbishing 'run down buildings', clients will get higher rental returns. This will help agents to look for better tenants who are demanding for better furnished units.

To kickstart this collaboration, eight real estate firms namely CBD Properties Sdn Bhd, Esprit Estate Agent Sdn Bhd, SK Brothers Realty (M) Sdn Bhd, Homefield Real Estate Sdn Bhd, Cornerstone XState Sdn Bhd, Propnex Realty Sdn Bhd, ESP Properties Sdn Bhd and Richland Properties signed an MOU with OMG. Some 100 Real Estate practitioners attended this event recently. 

While the pandemic has had devastating effect on the economy and the business, new innovative ideas to market was also born. The OMG free renovation programme for homeowners is one such example.

The programme was birthed as a solution to provide a seamless way to outfit units (confined to condominium and apartment units for now) with a pre-determined furnishing package.

While it may sound out of the world when it states "free renovation", in reality it is free.

Malaysia's property market has been seeing a severe case of oversupply, with the Covid-19 pandemic worsening this dilemma.

Property owners have been affected badly — with most not being able to rent or sell their properties. To make matters worse, such owners are financially incapable of enhancing their properties.

Based on data from Malaysia's National Property Information Center (NAPIC), Malaysia has accumulated a staggering amount of property overhang — with more than 63,000 units remain unsold in the year 2020.

Worse still, 500,000 new properties are to enter the market supply from 2021 onwards.

With this in mind, OMG has taken the steps to assisting property owners by offering a smart financial solution — a subscription-based model to make property renovation affordable for everyone.



"Our app-based platform brings RENOLUTION to the table — a synergy of renovation techniques and innovative revolution combined. Via the OMG platform, we are able to provide our subscribers with financial ability and flexibility for their property enhancements.

"Our subscribers need not fork out a large sum of capital. By subscribing to OMG, they only pay as low as RM499 per month over a tenure period of four years to receive a fully madeover home. This enhances their cash flow and financial strength in the long run — as each incremental renovation increases the salability of the home to both prospective renters and buyers," states Leroy Lee, CEO of OMG.

"Furthermore, homeowners need only to subscribe for the furniture package. The showroom located in Jln 222 Petaling Jaya showcases seven different theme designs namely Industrial, Vivid, Modern, Bohemian, Minimalist, Muji and Scandinavian from which they can choose from. The investment ranges across four



Featured In YES Property People Places



OMG
FREE RENO



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RM499 /MONTH

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<https://omgfreereno.com>



Exclusive Programme For
MIEA Member Only



STRUGGLING WITH RENOVATION?



Trouble finding
reliable contractor?



Expensive
renovation?



No time to
manage renovation?



Property not
appealing?

Oh My Gosh!
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General
renovation fee
RM3k - 10k?!

FREE RENO WORKS

*Subscribe to our home packages and enjoy these
professional renovation services for free.*



INTERIOR
CONCEPTUAL
DESIGN



PROJECT
MANAGEMENT



CONCEPT
FEATURE
WALL



INSTALLATIONS



CURTAIN
FITTINGS



ELECTRICAL
& WIRING



DELIVERY



CLEANING
& DISINFECT

ULTIMATE SOLUTION



Subscribe
now, as low as
RM 499/month
- solve budget
constraints.



We manage
A to Z - renovation
complete as fast
as 3 days



Enhance
property appearance,
increase value
- easy to find
tenants

JOIN OUR TRANSFORMER PROGRAM



Professional fees from
enhanced rental rates



Income from OMG
Free Reno incentives



Opportunity Presentation:
Tuesday 10am - 11am
Friday 10am - 11am

Transformer Training:
Tuesday 2pm - 5pm

* Join our training to activate your Transformer ID



<https://omgfreereno.com>



Organising Chairman
MIEA BOD Hj Ahmad Zamzuri



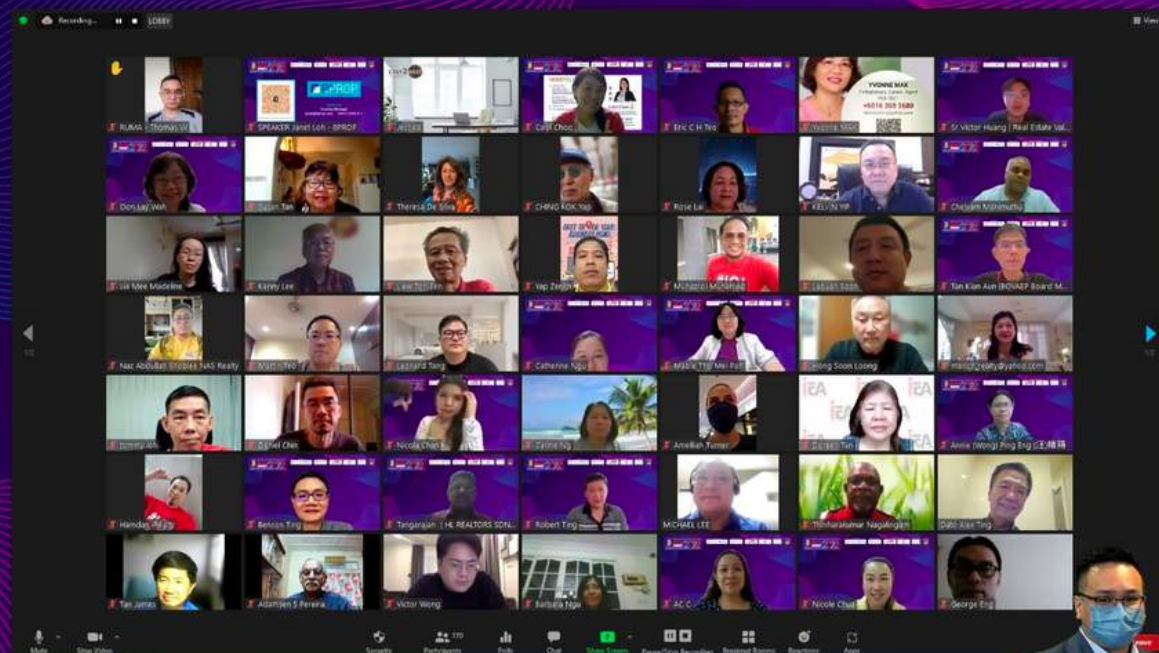
Emcee
Juliana & Jericho

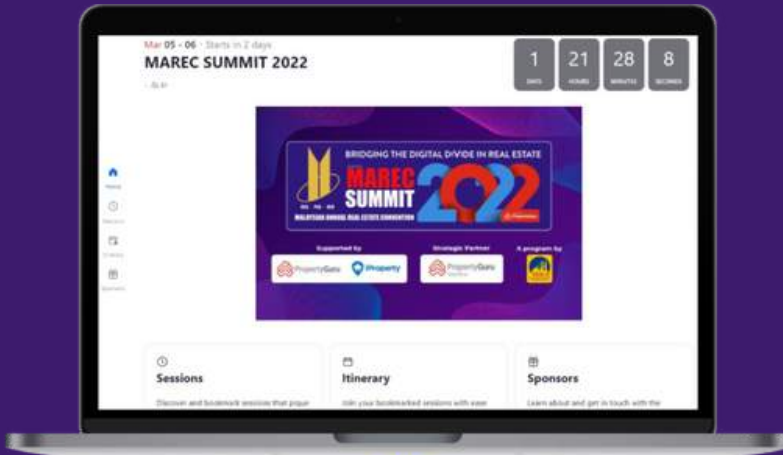
MAREC Summit 2022 was held virtually on **March 5 & 6 2022 (Saturday & Sunday)**. In this era of the pandemic, it is challenging for the organising committee even to decide if the event should be held physically or virtually. Looking at the numbers of positive cases during that time, it was a good move for a fully online MAREC SUMMIT.

A lot more effort needs to go in to making an online summit a success without compromising the quality of the sessions and speakers selected. Based on the feedback we receive from both participants and speakers, we are happy that the event has met the expectations.

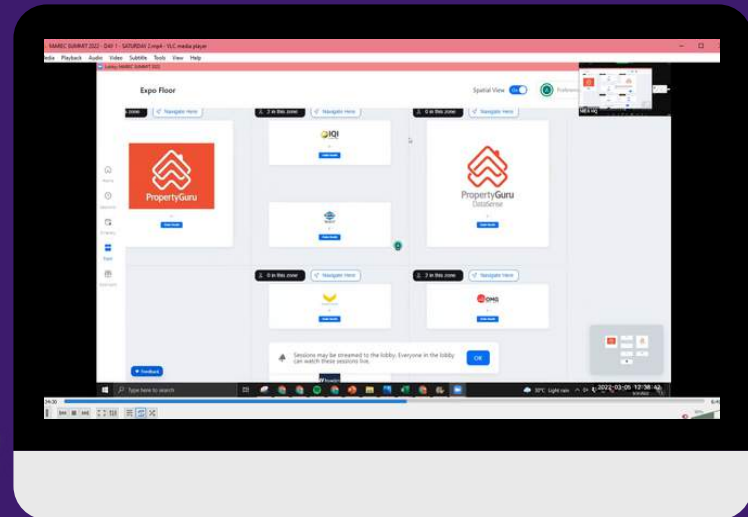
A total of 349 participants tuned in to the all new platform with a lobby, virtual exhibition booth, playback function and more.

A fantastic time of learning and growing.

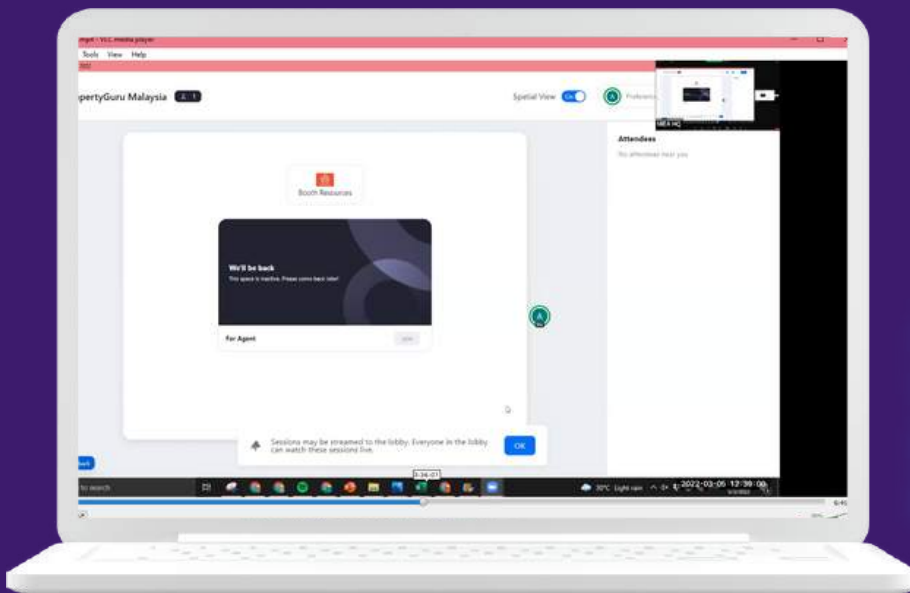




MAREC SUMMIT 2022 LOBBY



EXPO FLOOR



Attendees Can Visit
Virtual Exhibition
Booths & View
Booth Resources



MAREC SUMMIT 2022

Mar 5, 2022 9:00AM - Mar 6, 2022 6:00PM +08

MIEA



MAREC SUMMIT 2022
Not linked to an occurrence



MAREC SUMMIT 2022 - DAY 1...
Sat, Mar 5, 2022 09:00AM +08



MAREC SUMMIT 2022 - DAY 2...
Sun, Mar 6, 2022 09:00AM +08



MAREC SUMMIT 2022 - DAY 2...
Sun, Mar 6, 2022 09:00AM +08

New On MAREC Summit 2022 Playback Option
(Recording)

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PropertyGuru Malaysia

PropertyGuru is an online property website in Malaysia, with more than 5 million monthly visits and over 100,000 home choices as recognised by the Malaysia Book of Records titled "Top Brand in Online Property Search" by property seekers. PropertyGuru is the most preferred destination for Malaysians to find and own their dream home. The company is part of PropertyGuru Group, Southeast Asia's leading property technology company.

For more information, please visit www.PropertyGuru.com.my and www.PropertyGuruGroup.com, or our social media on Facebook, Instagram and LinkedIn.



PropertyGuru DataSense

PropertyGuru DataSense is a leading data technology partner in the property market - providing market intelligence and solutions to help our partners utilise actionable insights and technology to achieve their business goals. Contact us to find out more at sales@propertyguru.com.my

Gold Sponsors



IQI Realty Sdn Bhd

IQI Realty is a member of Locus IQ, the Asian real estate technology group, the company offers real estate marketers an end-to-end marketing and sales solution that integrates its super app, the IQI global network of more than 20,000 real estate agents spread across 21 countries worldwide, and its leading property marketplace www.iq.com and www.iq.com.



PropNex Malaysia

PropNex Malaysia is a member company of PropNex Singapore since 2018 at Kuala Lumpur and will keep expanding to all over Malaysia.

Meanwhile, PropNex Singapore as our partner has led the property industry in service excellence for over a decade, as the largest home-grown estate agency with over 7,000 negotiations...

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HaloCheck is an e-Commerce service that helps Real Estate Institutions meet Bank Negara Malaysia AMLOFT requirements for Customer Due Diligence...

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PropertyGuru Malaysia



PropertyGuru is an online property website in Malaysia, with more than 5 million monthly visits and over 100,000 home choices as recognised by the Malaysia Book of Records, titled "Top Brand in Online Property Search" by property seekers. PropertyGuru is the most preferred destination for Malaysians to find and own their dream home. The company is part of PropertyGuru Group, Southeast Asia's leading property technology company.

For more information, please visit www.PropertyGuru.com.my and www.PropertyGuruGroup.com, or our social media on Facebook, Instagram and LinkedIn.

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Datuk Chang Kim Loo



Chan Ai Cheng
MIA President



Ainal Maryam
MENTOR BOLD REAL ESTATE



Low Tung



Eran Milo



HOST - MIEA



Joe Thor
General Manager, PropertyGuru DataSense



Janet Loh - BPROP
Country Manager, Malaysia Real Estate Analytics



Jonathan Lee
Group Chief Executive Officer, Bophafield (Powered by KW M...)



Jordan Kostelac
Director, PropNex S.S. Asia... S.S.



Tan Kian Aun



Lilian Chan
Managing Director, DMS, FLY, REACT, SUPA, BMD



Mark Leow



Muhazrol Bin Muh...
Member, Estate Agency (Rat...)



Shylendra Nathan
Country Manager, Malaysia... PropertyGuru Malaysia



Previn Singhe



Ragunath 'Pak Joe'...
Chief Distribution Officer &...



Soma Sundram
Chief Executive Officer, Malaysian Institute of Estate...

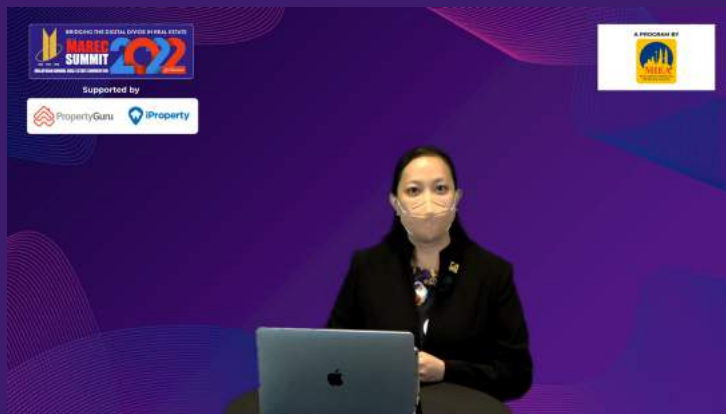


David Tan



Alex Lee

FUTURED SPEAKERS



Keynote Address - Managing the Digital Transformation of The Real Estate Practice
President Chan Ai Cheng



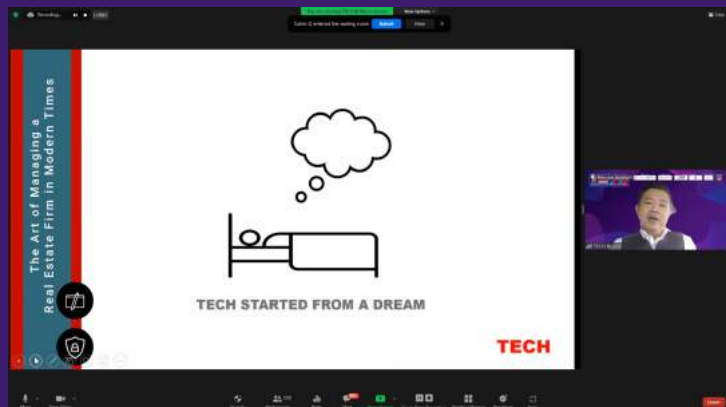
Residential Tenancy Act
Datuk Chang Kim Loong - HBA



10 Must Know Technology Tools for Real Estate Practitioners
REN Network Chairman David Tan



The Real Estate Profession - Are We Keeping Up or Are We Down the Slippery Slope?
Chan Ai Cheng, Previndran Sathurgasinghe, Jonathan Lee Kit Sing



The Art of Managing a Real Estate Firm in Modern Times
Alex Lee



Purple Butterfly - Metamorphosis to Transformation
Ragunath 'Pak Joe' Murthy



PEA's The Future of The Real Estate Profession!
Ainal Maryam



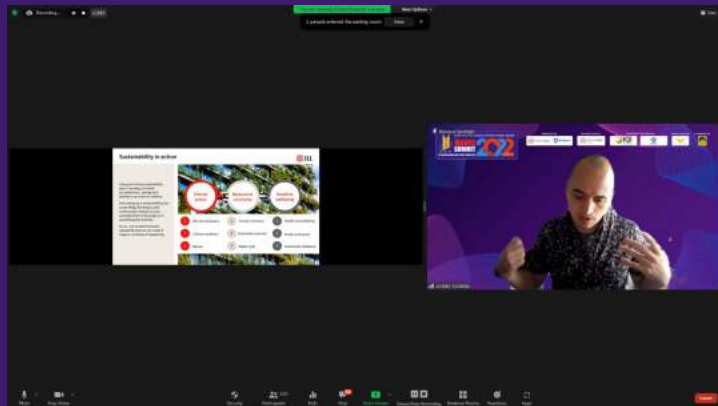
Navigate Today's Property Market Through Trends
Shylendra A.S.Nathan - PropertyGuru



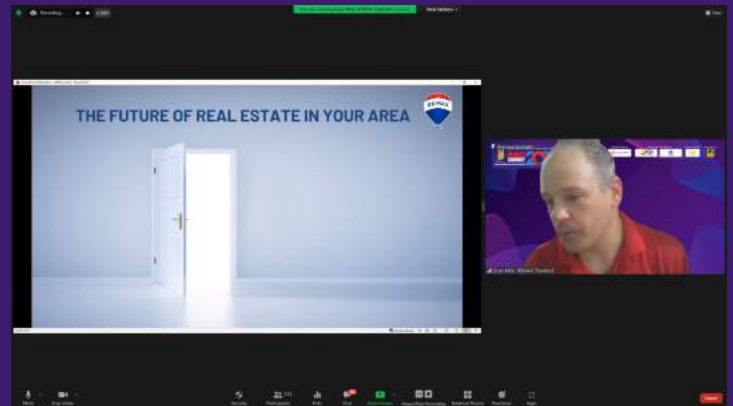
How a Real Estate Agency Management System Can Help You!
Bill Ang - PropSage



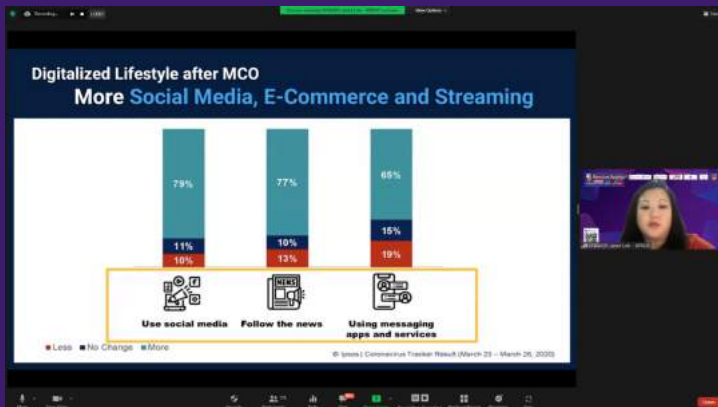
What Say You?
K. Soma Sundram



Digital Blueprint for Real Estate Firms
Jordan Kostelac



What is the future of Real Estate?
Eran Milo



Making 360 Video Presentation for Effective Sales
Janet Loh - 8Prop



Making Commercial Real Estate Accessible To All
Ming Yow - BriqBloQ



United Front, Relevant Action, Progressive Vision
K. Soma Sundram



Metaverse in Real Estate
Muhazrol Bin Muhamad

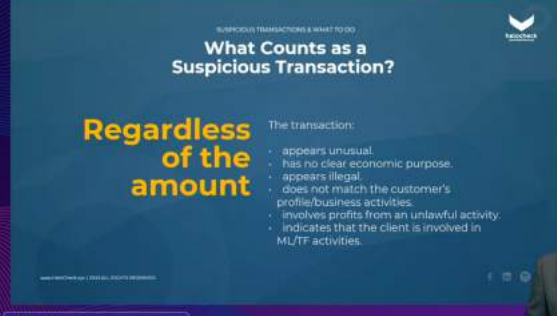


HOMEOWNER'S TROUBLES

- Difficult to find Quality Furniture and Reliable Contractor
- Expensive to renovate house? 45K to 50K?
- No time to design your house?
- Property not appealing? Nobody rent?

Supported by: PropertyGuru, iProperty

Adding Value through Free Renovation Program
Lillian Chan - OMG Free Reno



What Counts as a Suspicious Transaction?

Regardless of the amount

The transaction:

- appears unusual.
- has no clear economic purpose.
- appears illegal.
- does not match the customer's profile/business activities.
- involves profits from an unlawful activity.
- indicates that the client is involved in ML/TF activities.

Supported by: PropertyGuru, iProperty

Managing Your Firm to Meet 'AMLA' Requirements
Mark Leow - HaloChek



From Insights to Sales

Data Insights

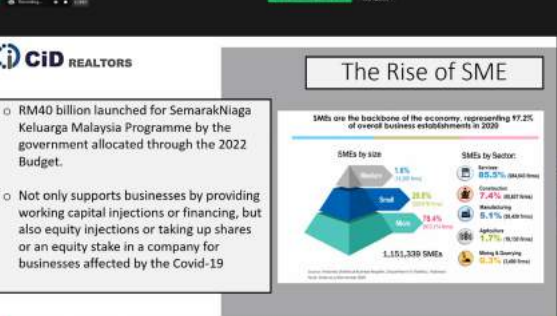
- Transaction records
- Populations & demographic
- Key locations

Marketing Campaign

- Target
- Interact
- Remarket

Supported by: PropertyGuru, iProperty

Harnessing Data Technology to Build Your Personal Brand
Joe Thor - PropertyGuru Data Sense



The Rise of SME

RM40 billion launched for SemarakNiaga Keluarga Malaysia Programme by the government allocated through the 2022 Budget.

Not only supports businesses by providing working capital injections or financing, but also equity injections or taking up shares or an equity stake in a company for businesses affected by the Covid-19

SMEs are the backbone of the economy, representing 97.2% of overall business establishments in 2020.

SMEs by size: 1.8% (100-199 employees), 18.8% (20-99 employees), 79.4% (1-19 employees)

SMEs by sector: Services (88.5%), Manufacturing (7.4%), Wholesale & Retail Trade (5.1%), Agriculture, Forestry & Fishing (1.7%), Mining & Quarrying (0.3%)

Supported by: PropertyGuru, iProperty

Getting A Foothold in The Industrial Market
Low Tung



A PROGRAM BY: MIAE

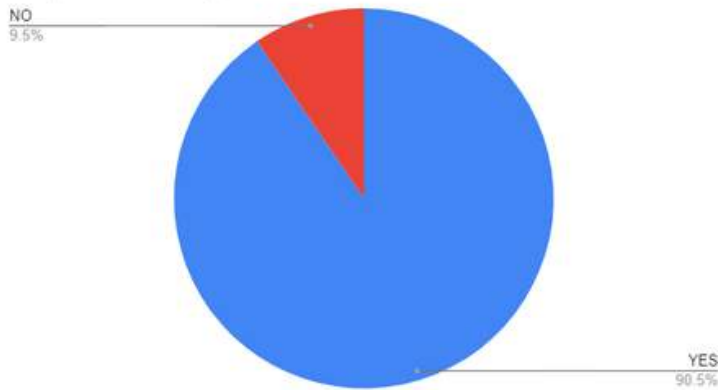
Panelists: Dato Alex Ting, Tan Kian Jun (DIOF Board Member), Aldrin Tan Tong Heng, Enoch Khoo Boon Wei

Supported by: PropertyGuru, iProperty

Our Real Estate Profession - The Way Forward
K. Soma Sundram, Tan Kian Aun, Dato Alex Ting., Aldrin Tan Tong Heng, Enoch Khoo Boon Wei,

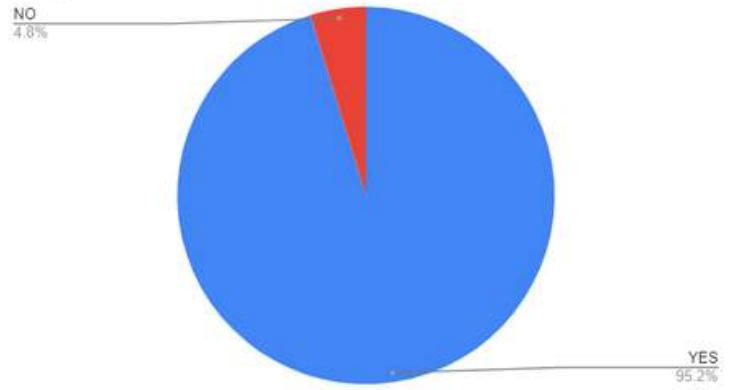
PARTICIPANTS FEEDBACK

Did you find the topics relevant?



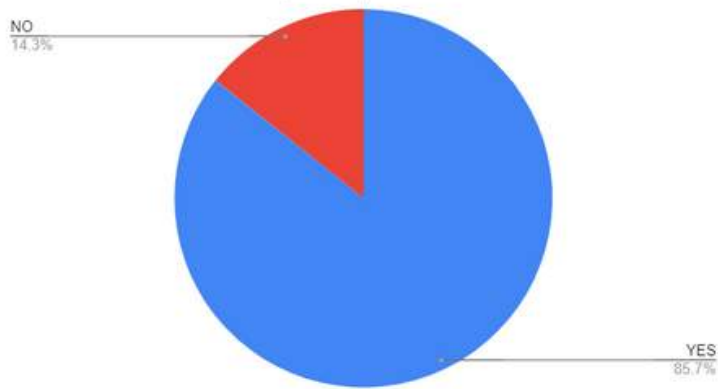
TOPICS RELEVANT 90.5% YES!

Did you find the forums useful?



FORUMS USEFUL 95.2% YES!

Did MAREC 2022 meet your expectations?



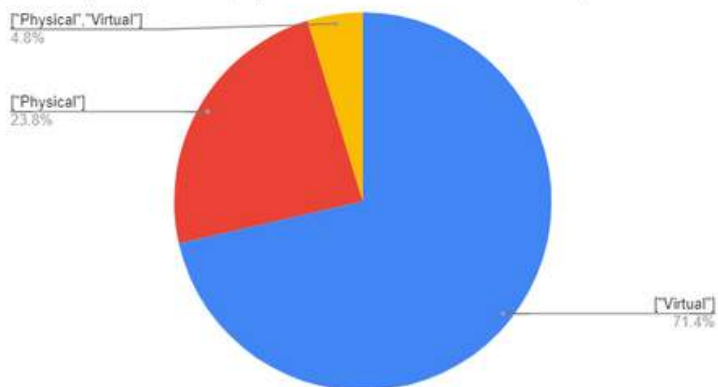
MAREC MET YOUR EXPECTATIONS 85.7% YES!

REINVITE FORUM SPEAKERS?
88.06% YES!
10.44% MAYBE
1.5% NO

**PRESENTATION STYLE
GOOD & VERY GOOD**

**SLIDE CONTENT
GOOD & VERY GOOD**

Would you prefer a physical or virtual MAREC next year?



**MAREC 2022
71.4% PREFER VIRTUAL**

We received very encouraging feedback from participants of the MAREC Summit 2022 and we want to thank all who have participated - it is you who make it all possible!

Kudos to the MAREC Summit Organising Chairman Hj Ahmad Zamzuri, Organising Committee & the Secretariat Team especially CEO K Soma Sundram, Wai Ling & Afina for a Job Well Done!

"Best MAREC so far. Standard getting higher each year! Thanks for organising."

KEVIN

- "1) Good range of Speakers
- 2) Well organised
- 3) MC were engaging"

RAGUNATH

"The convention theme was apt as a reflection of what's happening in the industry"

CHAN



Thank You

Supported by



PropertyGuru



iProperty

Strategic Partner



PropertyGuru
DataSense

A program by



Real Estate Firm Sponsor



Partner Sponsor



BRANCH AGMS



MIEA Sarawak

MIEA Penang



10 March 2022

MIEA Sarawak Branch had their AGM via Zoom. A total of 14 members attended the AGM with 11 proxies. Treasurer Calvin Saw was the facilitator from EXCO. President Chan Ai Cheng expressed her appreciation to the branch for their support and congratulated them on the branch performance for 2021.

Highlights of the Branch :

- 3x Let's Talk Real Estate Session for Members
- Appreciation Dinner with winners of NREA 2021 from Sarawak

Well Done MIEA Sarawak!

15 March 2022

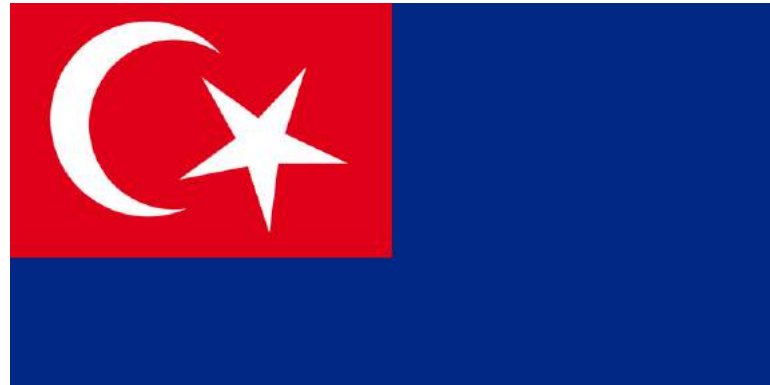
MIEA Penang Branch had their AGM via Zoom. A total of 41 members attended the AGM with IPP Lim Boon Ping the facilitator from EXCO. President Chan Ai Cheng, CEO K Soma Sundram and Wai Ling was also in attendance from MIEA HQ.

Highlights of the Branch :

- REN Care Programme
- MM2H Dialogue
- MBP dialogue on Agent Signboard

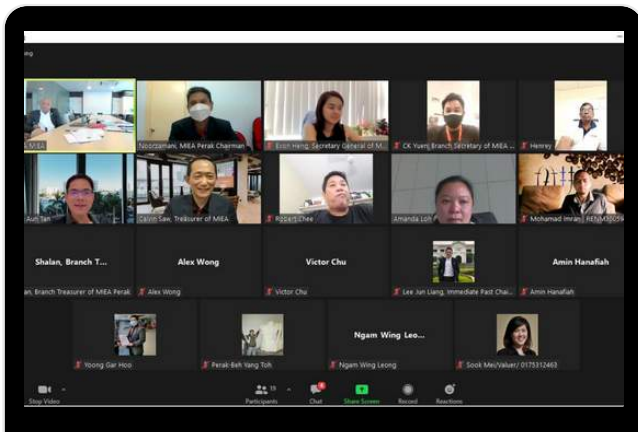
Well Done MIEA Penang!

BRANCH AGMS



MIEA Perak

MIEA Johor



15 March 2022

MIEA Perak Branch had their AGM via Zoom. A total of 19 members attended the AGM with Secretary General Evon Heng the facilitator from EXCO. Treasurer Calvin Saw, President Elect Tan Kian Aun, CEO K Soma Sundram and Wai Ling was in attendance from MIEA HQ.

Highlights of the Branch :

- Charity Event to Orphans Welfare Association at Ampang, Perak
- Official visit to Pejabat Pengarah JPPH Perak

Well Done MIEA Perak!



15 March 2022

MIEA Johor Branch had their AGM via Hybrid - physical at the MIEA Johor premises and also via Zoom. A total of 26 OMs, 1 PEAM & 1 RENM member was in attendance for MIEA Johor AGM. Treasurer Calvin Saw the facilitator from EXCO. Sec Gen Evon Heng, President Elect Tan Kian Aun, CEO K Soma Sundram and Wai Ling was in attendance from MIEA HQ.

Highlights of the Branch :

- CSR Initiative
- MIEA Hope Programme - Mental Health
- Grant

Well Done MIEA Johor!

BRANCH AGMS

MIEA Sabah

Article 39 - 53 of the Constitution of the Malaysian Institute of Estate Agents details the formation of branches, the branch committees, their duties, the management of funds, activities of the branch and more.

In line with the constitution, all branches are to conduct their AGMs on or before 15 March of the year and all AGMs must meet the quorum required.

Article 47.1 The State Branch AGM should be held not later than 15th of March of the Fiscal Year. The procedures and process to hold an AGM/EGM and election shall be similar to that as enshrined in the Constitution and Bye-Laws of the Institute.

Article 48.1 The quorum for any Branch Annual General Meeting shall be at least thirty percent (30%) the total number of voting members of the State Branch or twice the number of the members of the State Branch Committee, whichever is the lesser.

We are happy to report that all 5 Branches of MIEA conducted their AGMs in accordance to the Constitution :

- MIEA Penang
- MIEA Perak
- MIEA Johor
- MIEA Sabah
- MIEA Sarawak

Great work Branches!

15 March 2022

MIEA Sabah Branch had their AGM via Zoom. A total of 13 members attended the AGM with Vice President Kelvin Yip the facilitator from EXCO.

President Chan Ai Cheng, President Elect Tan Kian Aun, CEO K Soma Sundram and Wai Ling was also in attendance from MIEA HQ.

Highlights of the Branch :

- CSR - Oximeter Programme
- Visit to Member Firms
- SOP Video for Real Estate Practitioners & Press Conference

Well Done MIEA Sabah!

NOTICE OF ANNUAL GENERAL MEETING

ESTABLISHED SINCE 1977



MALAYSIAN INSTITUTE OF ESTATE AGENTS

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

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

NOTICE IS HEREBY GIVEN THAT THE 46TH GENERAL MEETING WILL BE HELD

Date: 14 May 2022, Saturday

Meeting Platform: Via Zoom

Time: 10:00am sharp

AGENDA

1. Meeting called to order.
2. Establishment of quorum.
3. President's address
4. To confirm the minutes of the 45th Annual General Meeting held on 29 May 2021 and minutes of the Extra-Ordinary Meeting held on 14 Aug 2021.
5. Matters arising therefrom
6. To receive the Annual Report of the Board of Directors.
7. To receive and adopt the Audited Accounts for the year ended 2021
8. To adopt the Income and Expenditure Budget for 2022.
9. To appoint External Auditor and Legal Advisers.
10. To consider Notices of Motions, if any, where due notice of not less than 14 days has been given.
11. Other matters.

By order of the Board of Directors
 Evon Heng
 Secretary General

BRANCH OFFICES

Penang : Unit 9, 3rd Floor, Axis Complex, 35, Jalan Cantonment, 10350 Penang, Malaysia • Tel/Fax No.: +604 - 228 6333 • secretariatpg@miea.com.my
 Perak : No. 155 & 157, Jalan Sultan Iskandah Shah (Hugh Low St), 30000 Ipoh, Perak, Malaysia • Tel No.: +605-253 6014 • secretariat.perak@miea.com.my
 Johor : No. 33-02, Jalan Putra 1, Taman Sri Putra, 81200 Johor Bahru, Johor, Malaysia • Tel No.: +607 - 562 8370, Fax No.: +607 - 562 8371 • secretariat.johor@miea.com.my
 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 Group Hospital & Surgical Medical Insurance Policy

MIEA & Howden brings you yet another member privilege at an affordable cost & savings. This policy is in its second year and all existing policy holders will continue to enjoy the coverage effective 20th of April 2022 upon renewal. New policy holders can sign up starting now and the closing date for all payments is on 1st April 2022.

The exclusive benefits are as follows

- ✓ Easy entry as there is No Pre- Existing illness declaration
- ✓ No medical examination required
- ✓ No waiting period
- ✓ Entry age from age 16 to 64
- ✓ Renewable up to age 70
- ✓ Can claim surgical expenses from RM10,000* to RM100,000 (depending on the chosen plan)
- ✓ Room & Board from RM80 – RM350
- ✓ Other benefits as stipulated in the policy

REAL STORY 2021 - 2022

There were 5 MIEA members
who were hospitalized and covered by this policy

- Member 1** Treated for Chronic Ischemic Heart Disease - RM100,000
- Member 2** Treated for Hospitalization as a result of amputation - RM28,000
- Member 3** Intestinal Complications - RM6,000
- Member 4** Chronic Ischemic Heart Disease, Case 2 - RM100,000
- MIEA Staff 5** Treated for Acute Appendicitis - RM12,000

So, It Works!!

We are happy that through this policy we were able to help our members save and give ease of mind. Its only our wish that as many of you will take up the coverage as cost of hospitalization is on the rise. Let us assure you that the premiums are very reasonable if not one of the cheapest.

SIGN UP!

by
1st April 2022

For MIEA Members only

Policy period : 20th April 2022 – 19th April 2023

Closing date for sign up & payment : 1st April 2022

Please choose your **plan 80, plan 180, plan 250 or plan 350** based on your need. You can also cover your spouse.

SCAN HERE



Wait no more. Get you quote and apply now.

*subject to policy terms and condition

Log on to **mieainsure.instapol.my/EB**

Please call : Mr. Encik Oumar Moehtar (Howden) +6017-847 0909 or Encik Nik Mohd Rabani +6017 636 7577
Wai Ling (MIEA) +6019-3188219

MIEA HOSPITAL & SURGICAL BENEFITS SCHEDULE

Benefits	RB350	RB250	RB180	RB80*
Hospital Room & Board	350	250	180	80
Intensive Care Unit	AC	AC	AC	AC
Hospital Supplies & Services	AC	AC	AC	AC
Surgical Fees	AC	AC	AC	AC
Anesthetist Fees	AC	AC	AC	AC
Operating Theatre Fees	AC	AC	AC	AC
In-Hospital Physician Visit (Daily maximum up to 180 days)	AC	AC	AC	AC
Pre-Hospitalization Specialist Consultation (Within 180 days prior to hospitalization)	AC	AC	AC	AC
Pre-Hospitalization Diagnostic Tests (Within 180 days prior to hospitalization)	AC	AC	AC	AC
Second Surgical Opinion (Within 180 days prior to hospitalization)	AC	AC	AC	AC
Post-Hospitalization Treatment (Within 180 days from discharged, with physiotherapy coverage)	AC	AC	AC	AC
Day Care Procedure (Within 180 days)	AC	AC	AC	AC
Ambulance Fees	AC	AC	AC	AC
Accidental Dental Treatment (Within 24 hours after the accident and follow-up treatment up to 180 days)	AC	AC	AC	AC
Medical Report Fee	150	150	150	150
Daily Cash Allowance At Government Hospital (Daily maximum up to 180 days)	250	200	150	80
Accidental Outpatient Treatment (within 24 hours after the accident and follow-up treatment up to 180 days)	AC	AC	AC	AC
Funeral Expense (For Insured Employee Only)	10,000	10,000	10,000	10,000
Out-patient Kidney Dialysis Treatment (Subject to Max Overall Limit)	AC	AC	AC	AC
Out-patient Cancer Treatment (Subject to Max Overall Limit)	AC	AC	AC	AC
Organ Transplant (Subject to Max Overall Limit)	AC	AC	AC	AC
Home Nursing Care (Subject to a maximum of 180 days per disability)	AC	AC	AC	AC
Alternative Treatment (Due to Accidental Causes (per visit) up to a maximum of 10 visits per year and exclude Physiotherapy)	AC	AC	AC	AC
Outpatient Dengue or Enteric Fever Treatment (Subject to Maximum Overall Limit)	AC	AC	AC	AC
Outpatient Stroke Treatment (Subject to Maximum Overall Limit)	AC	AC	AC	AC
Overall Limit Per Annum	100,000	70,000	50,000	10,000

Remarks: For Plan 80, the claim arrangement is on reimbursement basis with co-insurance (sharing) 80/20%

PREMIUM TABLE

Plan Type	PLAN 350	PLAN 250	PLAN 180	PLAN 80
Annual Limit	RM 100,000	RM70,000	RM 50,000	RM 10,000
30 Days Waiting Period	Waived	Waived	Waived	Waived
120 Days Specified Illness	Waived	Waived	Waived	Waived
120 Pre-existing Illness	Waived	Waived	Waived	Waived
Co-Payment	Waived	Waived	Waived	Reimbursement basis
Co-Insurance	Waived	Waived	Waived	80/20
Daily Cash Allowance @ Government Hospital	RM 250	RM 200	RM 150	RM80
Premium Table (includes TPA & SST)				
Myself	2,104.10	1,912.24	1,779.74	1,071.66
Myself and Spouse	5,249.65	4,770.00	4,438.75	2,668.55

TPA @ RM20 per pax & 6% SST

AC – As Charge
TPA – Third Party Administrator

Membership Benefits



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



UP TO 6% DISCOUNT
on selected models



Discount from RM500 to
RM1,200 depending on
the models



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



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95% of prospects are more likely to enquiry listings with 3D virtual tours

74% of agents using Matterport get more prospects

30% of prospects wants to virtual view a property before an actual site visit

... pre-qualify your prospects' interests with a virtual tour on a link

8Prop 360 Virtual Tour

Features

- Guided Tour
- Dollhouse View
- Floor Plan
- Measurements
- Blur Brush

URL Link

- Free Hosting*
- URL for WA & Listings

Contact Details

- Name
- Phone Number
- Email



Package Deals

1+1 Trial Offer

RM194/unit

RM388 for 2 Units

8Prop Deal

RM123/unit

with **RM988** for 8 Units

Terms & Conditions

- Valid for all all residential & commercial properties in Klang Valley only
- Up to 10,000sqft per unit scan

Own Your Listings!

Share your
Virtual Tour
with Contact on:



& listings on property portals.
Valid for indefinite period!

3 Steps to Book Your Scan

1

Book 360 Scan
& pay online

2

8Prop crew scans property
on scheduled date & time

3

Receive link in 24 hours &
share it to your prospects for
virtual viewing!



**ENQUIRE &
BOOK SCAN:**

+6016 735 0570

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MATTERPORT 360 Virtual Tour, Instant Floor Plan & Dollhouse

MIEA Exclusive for 360
Scan from RM123, you
can save time with a
photographer sent to
your unit and get a url
link + photos of property
in 24 hours as below:

<http://8prop.com/model.html?m=Fy6tSdQnLfe>

The url link & photos can
be shared over
Whatsapp, FaceBook,
PropertyGuru &
iProperty Listings &
others for more leads!

Every 360 link is
stamped with your
Contact Details for your
client's & prospects to
remember & call you.

Kindly WA
+60167350570 if you
want to book a scan! ☺
<https://wa.me/message/Q43SMQYTWK6QA1>

**Impress Your Clients &
Be The Agent Of Choice!**

National Real Estate Awards (NREA) 2021



MIEA RECOGNIZES MALAYSIA'S TOP REAL ESTATE PRACTITIONERS 2021



TOP REAL ESTATE



ROOKIE FIRM OF THE YEAR
Turbid, Chong Pui Fui
(CORPORATE REAL ESTATE FIRM)
JAN 2021



RESIDENTIAL FIRM OF THE YEAR
Phoebe Tan Siew Yuen
(PRIVATE REAL ESTATE FIRM)
JAN 2021



INDUSTRIAL FIRM OF THE YEAR
Amara Sae Kien Wah
(INDUSTRIAL REAL ESTATE FIRM)
JAN 2021



FTA FIRM OF THE YEAR
Amara Sae Kien Wah
(FTA REAL ESTATE FIRM)
JAN 2021



JOHOR FIRM OF THE YEAR
Abdul Rahman Bin Abdulaziz
(JOHOR REAL ESTATE FIRM)
JAN 2021



KEDAH FIRM OF THE YEAR
Abdulrahman Bin Abdulaziz
(KEDAH REAL ESTATE FIRM)
JAN 2021



PERAK FIRM OF THE YEAR
Amara Sae Kien Wah
(PERAK REAL ESTATE FIRM)
JAN 2021



SARAWAK FIRM OF THE YEAR
Amara Sae Kien Wah
(SARAWAK REAL ESTATE FIRM)
JAN 2021

TOP REAL ESTATE FIRMS



**REAL ESTATE FIRM
OF THE YEAR**
(LARGE SIZED CATEGORY)



**REAL ESTATE FIRM
OF THE YEAR**
(MEDIUM SIZED CATEGORY)



**RESIDENTIAL REAL ESTATE
FIRM OF THE YEAR**



**MIEA-TRITERRA
COMMERCIAL REAL ESTATE
FIRM OF THE YEAR**



**INDUSTRIAL REAL ESTATE
FIRM OF THE YEAR**



**PROJECT MARKETING
FIRM OF THE YEAR**



**SPECIALISED PROJECT
OF THE YEAR**



**MIEA-PROPERTYGURU
TECH FIRM OF THE YEAR**



**FEDERAL TERRITORY
REAL ESTATE
FIRM OF THE YEAR**



**KEDAH
REAL ESTATE
FIRM OF THE YEAR**



**PERAK
REAL ESTATE
FIRM OF THE YEAR**



**SABAH
REAL ESTATE
FIRM OF THE YEAR**



**SARAWAK
REAL ESTATE
FIRM OF THE YEAR**

Preferred Property Portal



Preferred Mortgage Partner



Award Sponsor



Award





LIFETIME ACHIEVEMENT AWARD
Siva Shanker



REAL ESTATE AGENT OF THE YEAR
Dato Alex Ting Kuang Kuo



REAL ESTATE FIRM OF THE YEAR
(Large Sized Category)
IQI REALTY SDN BHD



REAL ESTATE NEGOTIATOR OF THE YEAR
Amos Soo Kein Wah
CID REALTORSUN BHD
REN 18355



REAL ESTATE NEGOTIATORS



SARAWAK REN OF THE YEAR
Judy Lee Tan
KPN REALTORSUN BHD
REN 18355



PT RESIDENTIAL REN OF THE YEAR
Phoebe Tan Saw Yoon
VIC REALTORSUN BHD
REN 18355



SARAH RESIDENTIAL REN OF THE YEAR
May Ching Li
VIC REALTORSUN BHD
REN 18355



SARAWAK RESIDENTIAL REN OF THE YEAR
Judy Lee Tan
KPN REALTORSUN BHD
REN 18355



SARAH COMMERCIAL REN OF THE YEAR
Doris Lim
VIC REALTORSUN BHD
REN 18355



PT INDUSTRIAL REN OF THE YEAR
Amos Soo Kein Wah
VIC REALTORSUN BHD
REN 18355



JORER INDUSTRIAL REN OF THE YEAR
Rachel Chan
VIC REALTORSUN BHD
REN 18355



NLANGOR INDUSTRIAL REN OF THE YEAR
Angie Tan
VIC REALTORSUN BHD
REN 18355

MIEA MILLION DOLLAR ACHIEVERS (MMDA)



Phoebe Tan Saw Yoon
VIC REALTORSUN BHD
REN 18355



Amos Soo Kein Wah
VIC REALTORSUN BHD
REN 18355



Lionel Saw Jin Seng
VIC REALTORSUN BHD
REN 18355



Eva Tan Yee Hwa
VIC REALTORSUN BHD
REN 18355



SELANGOR
REAL ESTATE
FIRM OF THE YEAR



SABAH
RESIDENTIAL
REAL ESTATE
FIRM OF THE YEAR



SARAWAK
RESIDENTIAL
REAL ESTATE
FIRM OF THE YEAR



SELANGOR
RESIDENTIAL
REAL ESTATE
FIRM OF THE YEAR



FEDERAL TERRITORY
RESIDENTIAL
REAL ESTATE
FIRM OF THE YEAR

Auditor

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PROPERTY NEWS MALAYSIA AND MORE



MIEA IN THE NEWS : NREA 2021 Updates



Sabah realtor bags two awards at MIEA event | Daily Express Online - Sabah's Leading News...

Persistence, creativity and walking the extra mile in these challenging times has paid off for PropNex Sabah which bagged two awards - the Best Real Estate Agency for the...

dailyexpress.com.my/Dec-15-2021

Daily Express 15 Dec 2021



Home Finder
15 Dec 2022

NAVIGATE

HOME > INSPIRATION



MIEA RECOGNISES REAL ESTATE PRACTITIONERS' RESILIENCE DURING THE PANDEMIC AND ADOPTION OF TECHNOLOGY AT NREA 2021

By homefinder on December 15, 2021



Article MIEA Photo Credit to Propnex Sabah Facebook

14-12-2021 421

NREA 2021: MIEA Recognises Real Estate Practitioners Resilience During Pandemic

PROPERTY HUNTER
14 DECEMBER 2021

20 PROPERTY | PEOPLE | PLACES Property News

Property News



MIEA Recognises Real Estate Practitioners' Resilience During The Pandemic And Adoption Of Technology At Nrea 2021

The National Real Estate Awards (NREA) presented by the Malaysian Institute of Estate Agents (MIEA) returned for the 13th year to recognise the efforts and achievements of fellow real estate agents, probationary agents and negotiators in 2020.

This year's awards were made all the more meaningful as it celebrated the resilience of real estate practitioners who were able to excel despite the challenges faced during the pandemic in the past year. In the last two years, the real estate industry underwent transformation and accelerated its adoption of digitisation with practitioners now being able to offer live or virtual property tours which have helped home buyers to continue investing in properties

from their homes. MIEA also played a key role in providing technology solutions virtually to their members. The agents have now started to adapt and transform themselves to incorporate technology throughout the property transaction process.

"There were a record breaking 71 entries for 23 categories this year from both the state & national level. We were delighted to have received such an overwhelming response despite the challenges of Covid and the Movement Control Order (MCO). The NREA award nominations go through a rigorous process and symbolises the good work of agents and shows the tenacity to be resilient at all times," Evon Heng, Organising Chairperson of NREA 2021

PROPERTY
PEOPLE
PLACES

YES
Feb/March
2022

NREA 2021 Thank You & Appreciation Cocktail



It was an elegant 'Thank You & Appreciation Cocktail' reception Co-Hosted by Triterra Metropolis Sdn Bhd in celebrating the 2021 Award Winners and those who made the event a success. Triterra is also the sponsor of the **MIEA-Triterra Commercial Firm of the Year Award**. Some 25 Award Winners gathered to celebrate their achievement as the **Creme De La Creme** of the real estate profession. A big thank you to the host and we look forward to the 14th edition of the NREA awards in August 2022!



GET READY TO SHINE AS THE BEST IN THE INDUSTRY




NREA AWARDS LAUNCH

NREA 2022 launched on **30 March 2022 via Zoom**.
Click [here](#) to watch recording and download the
Awards Pack!


PRESENTED BY








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LET'S TALK
Real Estate -




Affair



Mr David Kok
David Kok & Partners

Moderator
Edmund Boon
MIEA Committee



DOS & DONTs FOR TENANCIES
Thursday - 31st March, 2022 - 3.00pm

Register in advance for this webinar:
<https://www.emailmeform.com/builder/form/hCbL08nadpd6>

FREE FOR MEMBERS!
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Non-Member
RM100 + 4% SST

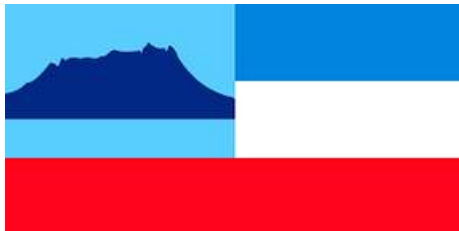


BRANCH UPDATES MIEA SARAWAK

We would like to accord our appreciation to our Legal Advisor David Kok for sharing his invaluable insights on the subject matter of tenancies, MIEA Sarawak Edmund Boon for moderating the session and all hands that have assisted to put this zoom event together.

Let's Talk Real Estate - yet another Free For Members Event! And always a relevant topic.

LET'S TALK REAL ESTATE



BRANCH UPDATES MIEA SABAH

MIEA Sabah Branch Chairman Rose Lai was invited to the signing ceremony of a Memorandum of Agreement (MOA) between SHAREDADA and Tunku Abdul Rahman University College (TAR UC) to provide a first-of-its-kind course on property development.

The event was witnessed by Datuk Roland Chia, Political Secretary to the Chief Minister and Director of Construction Industry Development Board (CIDB).

MEMORANDUM OF AGREEMENT

SHAREDADA 29th ANNUAL GENERAL MEETING
30.03.2022, Level 5, Kinabalu Room I-III,
Sabah International Convention Centre (SICC),
Kota Kinabalu.



Sabah Housing And Real Estate Developers Association
Lot 1-3(F), 3rd Floor, Beverly Hills Plaza, Jalan Bundusan,
88300 Kota Kinabalu, Sabah.
Tel: 088-720848, 722849 Fax: 088-720843
Website: www.sharedada.com E-mail: secretariat@sharedada.com



NCC ALL OVER MALAYSIA



NCC Ipoh, Perak



NCC Kota Kinabalu, Sabah



NCC JB, Johor



NCC Kuching, Sarawak

Register Now
WWW.MIEA.COM.MY/NCC

INTERNATIONAL UPDATES

YOU'RE INVITED NAR ASIA/PACIFIC PARTNER UPDATE AND VIRTUAL NETWORKING EVENT

THURSDAY // MARCH 24
9:00-10:00 PM CT
(FRIDAY // MARCH 25 IN ASIA/PACIFIC)

Join a gathering of representatives from NAR's cooperating associations in the Asia Pacific region for a time of quick updates and networking.

QUESTIONS?

Contact **Supap Jitta**
(Manager, Governance and Global Volunteer Services at NAR)
at sjitta@nar.realtor



President Chan Ai Cheng, Sec Gen Evon Heng & CEO K Soma Sundram participated in this event connecting with members of NAR across the globe. Exchange of country updates and opportunities.

FIABCI AWARDS



Fiabci Malaysian Chapter
30 March at 16:21

KUALA LUMPUR – The annual real estate 'Oscar' award was forced to pause for a year due to the unprecedented COVID-19 pandemic that landed a hit on every sector. Nevertheless, after some adjustments made to the Award specifically the judging process whereby it went from physical to online, the Malaysia Property Award™ 2021 was successfully organized. The awards presentation ceremony cum gala dinner was held on 29 March 2022, at One World Hotel, Bandar Utama, graced by Tuan Y... See more



29 March 2022 @ One World Hotel

President Chan Ai Cheng participated as Panel of Jury for the prestigious Malaysia Property Awards 2021 organised by FIABCI Malaysian Chapter - results and dinner was held on 29 March 2022. Some 94 tables of winners and guests were present.

MIEA is happy to be present in this event and to celebrate achievements & greatness and share positivity even in times of challenges.



BOVAEP UPDATES : REN TAG RENEWAL 2023, ESTATE AGENTS EXAM, RENEWAL, BOVAEP CONTACT PERSONS

ESTATE AGENT EXAM

CDP For REN Tag Renewal 2023



NOTIFICATION ON ESTATE AGENTS' EXAMINATION SPECIAL INSTRUCTION FOR EXAM CANDIDATES FOR YEAR 2020

TO : ALL CANDIDATES WHO HAD REGISTERED TO SIT FOR THE ESTATE AGENTS' EXAMINATION FOR YEAR 2020
DATE : 3 MARCH 2022

Pursuant to the Notification dated 23rd December 2021 pertaining to the captioned matter, the Board has decided to grant the following exception to the candidates who have registered in Year 2020 for the Estate Agent's Examination held on 10th to 12th January 2022 i.e.:-

- 1) Candidates who had attended the aforementioned Examination and have received a "FAIL" mark, shall be permitted to re-sit the Examination which is tentatively scheduled to be held in September 2022. Attendance for this Examination shall be recorded as an attempt at being tested on the relevant Examination paper(s). There will be a fee of RM50.00 per subject paper which they had failed AND a processing fee of RM50.00.
- 2) Candidates who had failed to attend the aforementioned Examination in January 2022, shall be permitted to attend the Examination, which is tentatively scheduled to be held in September 2022. However, an administration fee of RM100.00 will be charged. The registration will commence from 1st June 2022 until 30th June 2022.

For your further information, the next scheduled examination will be held from 8th March 2022 until 10th March 2022 for 2021 registered candidates.

Please be guided accordingly.

Thank you.

Yours faithfully,

SUMARNI BINTI A. RAHMAN
Registrar
LEMBAGA PENILAI, PENTAKSIR, EJEN HARTA TANAH
DAN PENGURUS HARTA
SARAWAK

A-19-13A, Level 19, Tower A, Menara UOA Bangsar, No. 5, Jalan Bangsar Utama 1, 59000 Kuala Lumpur.

<https://lppch.gov.my/WP2016/notification-notification-on-estate-agent-examination-special-instruction-for-exam-candidates-for-year-2020/>

CDP Classes are ongoing organised by BOVAEP for REN Tag Renewal 2023. 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://lppch.gov.my/WP2016/latest-news/>

REMINDER - RENEWAL 2022



NOTIFICATION THIRD REMINDER

DATE : 11 MARCH 2022
TO ALL : ALL REGISTERED VALUERS, APPRAISERS, ESTATE AGENTS AND PROPERTY MANAGERS
PROBATIONARY VALUERS, PROBATIONARY ESTATE AGENTS AND PROBATIONARY PROPERTY MANAGERS
RE : REMINDER - RENEWAL 2022

Dear Sir/Madam,

Reference is made to our earlier Notification dated 1 October 2021, first reminder dated 26 January 2022 and second reminder dated 8 February 2022.

A gentle reminder to all registrants that you are required to renew your individual and firm license **before 31 March 2022**. A grace period of 90 days have been given for the renewal under Section 25(1) (d) of the Valuers, Appraisers, Estate Agents and Property Managers Act 1981 (Act 242) and Rule, from its expiry on 31 December 2021.

Failing to renew your license **before 31 March 2022**, your name will be removed from the Board's Register with immediate effect.

Please be guided accordingly.

Thank you.

Yours faithfully,

SUMARNI BINTI A. RAHMAN
Registrar
LEMBAGA PENILAI, PENTAKSIR, EJEN HARTA TANAH
DAN PENGURUS HARTA
SARAWAK

A-19-13A, Level 19, Tower A, Menara UOA Bangsar, No. 5, Jalan Bangsar Utama 1, 59000 Kuala Lumpur.

BOVAEP STAFF CONTACT



NOTIFICATION

Date : 10 March 2022

To All :

REGISTERED VALUERS, APPRAISERS, ESTATE AGENTS, PROPERTY MANAGERS;
PROBATIONARY VALUERS, PROBATIONARY ESTATE AGENTS, PROBATIONARY PROPERTY MANAGERS;
FIRMS AND NEGOTIATORS.

Dear Sir / Madam,

NEW DESIGNATION OF THE STAFF FOR BOARD OF VALUERS, APPRAISERS, ESTATE AGENTS AND PROPERTY MANAGERS OFFICE.

Please be informed that this is the list of staff together with their job scope.

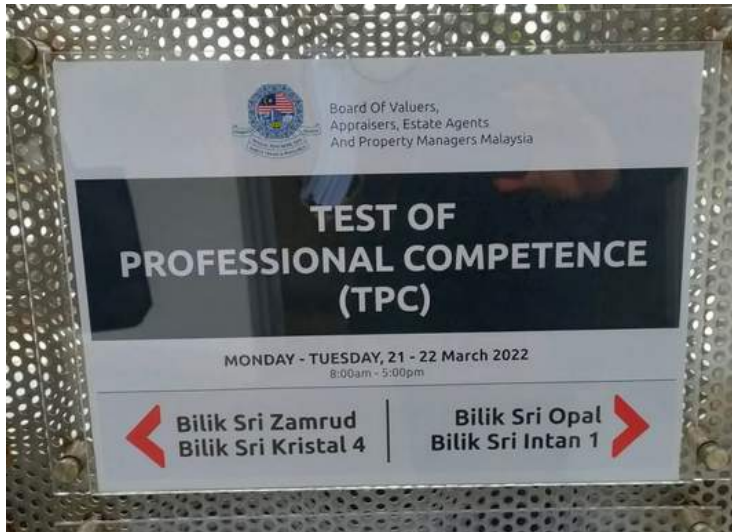
Kindly send to their email addresses respectively for any queries.

No.	Department	E-mail Addresses	Staff In-Charge
1.	Administration	info@lppch.gov.my audrey@lppch.gov.my	Audrey
2.	Accreditation TPC Valuers Interview	simone@lppch.gov.my	Simone
3.	Account	account@lppch.gov.my fiza@lppch.gov.my shahzain@lppch.gov.my noor@lppch.gov.my	Halifah Shahzain Noor Aliqah
4.	Negotiators (NCC and CDP course)	thevi@lppch.gov.my izzat@lppch.gov.my izan@lppch.gov.my najwa@lppch.gov.my tenenewal@lppch.gov.my	Thevi Izzat Izan Asma Najwa
5.	Probationary Valuers Probationary Estate Agents Probationary Property Managers	simone@lppch.gov.my wani@lppch.gov.my fateen@lppch.gov.my	Simone Wani Fazy Fateen

MEGA TPC EVENT

BOVAEP organised a 2-day Mega TPC Event on 21 & 22 March 2022 at INSPEN to speed up the Interviews for Probationary Estate Agents.

We appreciate BOVAEP's effort in clearing the backlogs due to the MCOs & restrictions over the past 2 years.



STATUTORY COMPLIANCE

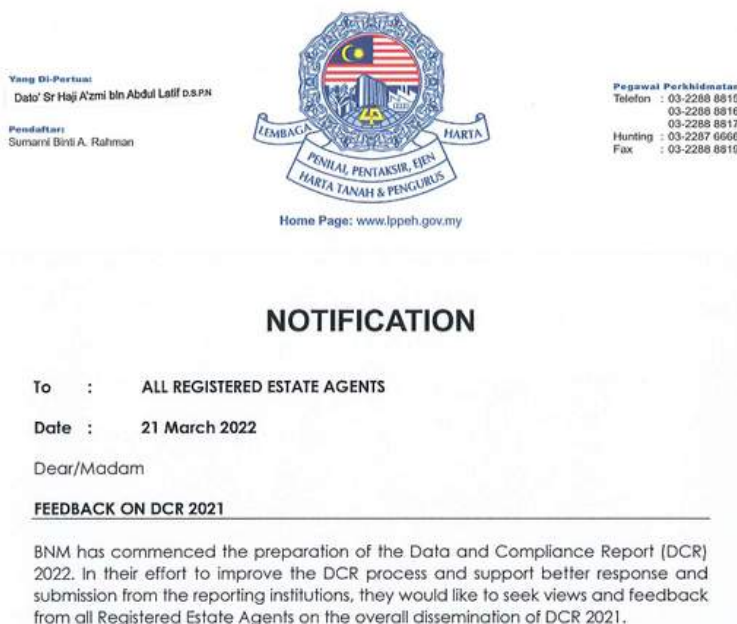


AMLA

Estate Agents are amongst those listed as Reporting Institutions under the Anti Money Laundering & Anti Terrorism Financing Act. All members are reminded to have a system in place in your office for compliance of this requirement.



Feedback On DCR 2021



<https://lppeh.gov.my/WP2016/notification-feedback-on-dcr-2021/>

Frequently Asked Questions on Anti-Money Laundering, Countering Financing of Terrorism and Targeted Financial Sanctions for Designated Non-Financial Businesses and Professions & Non-Bank Financial Institutions

*(FAQs on AML/CFT and TFS
for DNFBPs and NBFIs)*

<https://amlcft.bnm.gov.my/circulars-technical-notes>

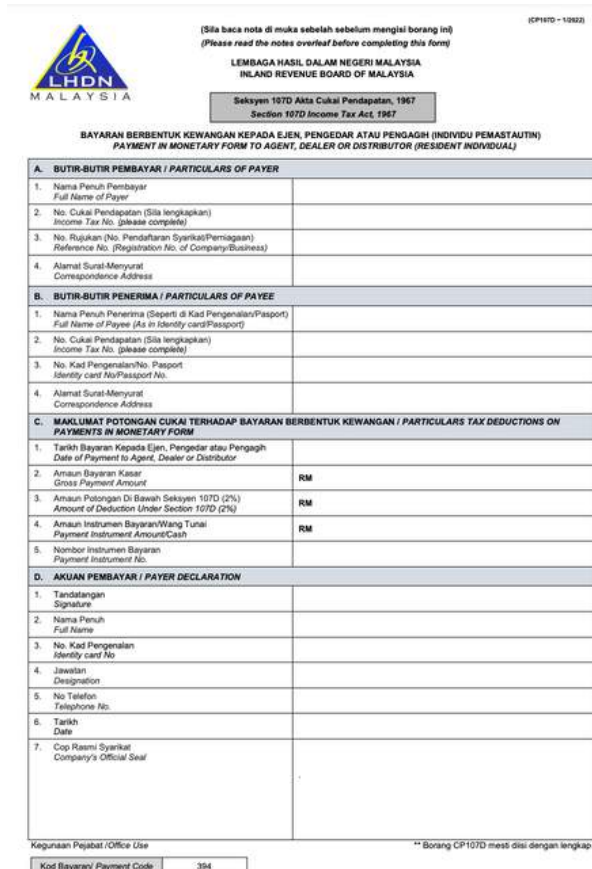
STATUTORY COMPLIANCE



2% WITHHOLDING TAX

Parliament has approved section 107D in the finance bill. This section imposes a 2% Withholding Tax on payments made by a firm to agents (which we believe includes REAs, PEAs, RENs) who are Malaysian Residents effective 1st January 2022.

The withholding of this tax shall apply if the total sum of payments (whether monetary or otherwise) received by that individual agent (REA, PEA, REN) from the firm in the preceding year of assessment exceeds RM100,000. The firms are required to deduct the 2% withholding tax and remit to the DGIR within 30 days after paying or crediting such payments to that individual. Any delay will cause an imposition of 10% penalty by the Director General of Inland Revenue (DGIR). Meanwhile, the 2% withholding tax deducted and remitted to LHDN can be used to offset against the tax payable of the individual for the year of assessment upon submission of his/her income tax return.



(Sila baca nota di muka sebelah sebelum mengisi borang ini)
(Please read the notes overleaf before completing this form)

LEMBAGA HASIL DALAM NEGERI MALAYSIA
INLAND REVENUE BOARD OF MALAYSIA

Sekyen 107D Aka Cukai Pendapatan, 1967
Section 107D Income Tax Act, 1967

BAYARAN BERBENTUK KEWANGAN KEPADA EJEN, PENGEDAR ATAU PENGAGIH (INDIVIDU PEMASTAUTIN)
PAYMENT IN MONETARY FORM TO AGENT, DEALER OR DISTRIBUTOR (RESIDENT INDIVIDUAL)

A. BUTIR-BUTIR PEMBAYAR / PARTICULARS OF PAYER

1. Nama Penuh Pembayar Full Name of Payer	
2. No. Cukai Pendapatan (Sila lengkapkan) Income Tax No. (please complete)	
3. No. Rujukan (No. Pendaftaran Syarikat/Perdagangan) Reference No. (Registration No. of Company/Business)	
4. Alamat Surat-Menyurat Correspondence Address	

B. BUTIR-BUTIR PENERIMA / PARTICULARS OF PAYEE

1. Nama Penuh Penerima (Seperti di Kad Pengenalan/Passport) Full Name of Payee (As in Identity card/Passport)	
2. No. Cukai Pendapatan (Sila lengkapkan) Income Tax No. (please complete)	
3. No. Kad Pengenalan/No. Passport Identity card No./Passport No.	
4. Alamat Surat-Menyurat Correspondence Address	

C. MAKLUMAT POTONGAN CUKAI TERHADAP BAYARAN BERBENTUK KEWANGAN / PARTICULARS TAX DEDUCTIONS ON PAYMENTS IN MONETARY FORM

1. Tarikh Bayaran Kepada Ejen, Pengedar atau Pengagih Date of Payment to Agent, Dealer or Distributor	
2. Jumlah Bayaran Kasar Gross Payment Amount	RM
3. Jumlah Potongan Di Bawah Sekyen 107D (2%) Amount of Deduction Under Section 107D (2%)	RM
4. Jumlah Instrumen Bayaran/Wang Tunai Payment Instrument Amount/Cash	RM
5. Nombor Instrumen Bayaran Payment Instrument No.	

D. AKUAN PEMBAYAR / PAYER DECLARATION

1. Tandatangan Signature	
2. Nama Penuh Full Name	
3. No. Kad Pengenalan Identity card No.	
4. Jawatan Designation	
5. No. Telefon Telephone No.	
6. Tarikh Date	
7. Cap Rasmi Syarikat Company's Official Seal	

Kegunaan Pejabat / Office Use
Kod Bayaran / Payment Code: 394

** Borang CP107D mestilah diisi dengan lengkap



Download Form - Withholdin...

hasil.gov.my

Extract from MIEA Advisory

Reference No: 18:01:2022

1. Complete Lampiran_CP107 D_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

FORM CP107D		
Description	Form Type	Notes
Payment in Monetary Form To Agent, Dealer Or Distributor (Resident Individual)	Form CP107D Appendix CP107D	This form can be downloaded and submitted to Lembaga Hasil Dalam Negeri Malaysia

LHDN has postponed the implementation of the tax deduction remittance under Section 107D of ITA1967 until 31 Mar 2022. The payee company is allowed to remit the 2% tax deduction on cash payments paid to agents, distributors, or dealers for Jan to Mar 2022 in Apr 2022, without any penalty. The forms are now ready on LHDN website. Do download forms at <https://www.hasil.gov.my/en/forms/download-forms/download-form-withholding-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 / stephtwy

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.

MIEA NATIONAL REAL ESTATE AWARDS

Real Estate Agent of the Year 2021

Dato Ir Sr Alex Ting Kuang Kuo, Kozin Real Estate Sdn Bhd

It is indeed a dream come true for me to have won the 2021 Real Estate Agent of the Year. This culminates my trial and tribulations of 22 years of hard work, numerous challenges and some achievements.

To reach this pinnacle against the best in the industry is indeed a very satisfying feeling especially for someone who has no marketing training and experience. At the same time, it is a humbling feeling because am still learning from the gurus of our industry.

I still have a long way to go to further embrace new technologies, management and marketing skills. There are several good quality and well managed firms in Malaysia, but the majority needs vast improvement in their management and professional services delivery; my firm included.

Engineering is still my first love, as I enjoy the challenges of new technology and harnessing the power of nature for the convenience of mankind.

My love for real estate began 5 decades ago, as a Civil Engineering student in Canterbury University, NZ; my unsuccessful attempt to purchase a property. Upon my return to Sarawak, I was involved in the design of housing schemes, hotels and public buildings as an Engineer. During this time, I also passed the Final Examination of RICS (UK) and became a Registered Valuer. Concurrently, my interest in property development culminates in my election as the Protem Chairman (subsequently President) of Sarawak Housing Developers & Real Estate (SHEDA). I have since developed several projects.



Dato Alex Ting Kuang Kuo
Managing Director, Kozin Real Estate Sdn Bhd

NREA - INTERVIEW

I set up Kozin Real Estate in 1999, later to become Kozin Real Estate Sdn Bhd. This completes the circle from being a consulting engineer, a property developer and real estate marketer. My technical knowledge and property development experience have given me the added advantage as a marketer.

I live and breathe Real Estate.

My initial influence were my late parents, as they asked me to help supervise their detached house construction when I was only 14 years old. My subsequent professional training and practice has imbued in me the utmost sense of professionalism and ethics. To this end, I hold steadfast to the ethos of "service par excellence" and believe that we are a transient in this planet of ours. That to be successful, we must leave behind a legacy admired by many and cherished by all.

We must leave this world a better place than the one we came into.

We must give the best and nothing less, to our clients. We must be selling homes and not houses. That Greatness is achieved not by never falling but by rising every time we fall. That every rejection of sale is an encouragement to do even better. From the Jaycees movement, I learnt that "service to humanity is the best work of life".

To this end, I have shared a substantial part of my life in various NGOs, including the last 8 years in Malaysian Institute of Estate Agents (MIEA) as a Board of Director and Sarawak Branch Chairman /Immediate Past Chairman. I encourage everyone to share and be involved in improving the status of our profession in the society. Ask not what MIEA can do for you, but what you can do for MIEA.

Real Estate Agency has come a long way, but it is far from reaching the status of a respected profession. Many are crafting all sorts of pseudo professional, (bothering on unethical) practice. We all must ask ourselves, are our actions helping to elevate the status of our profession? Or are we doing it just to make the most dollar; to hell with professionalism.

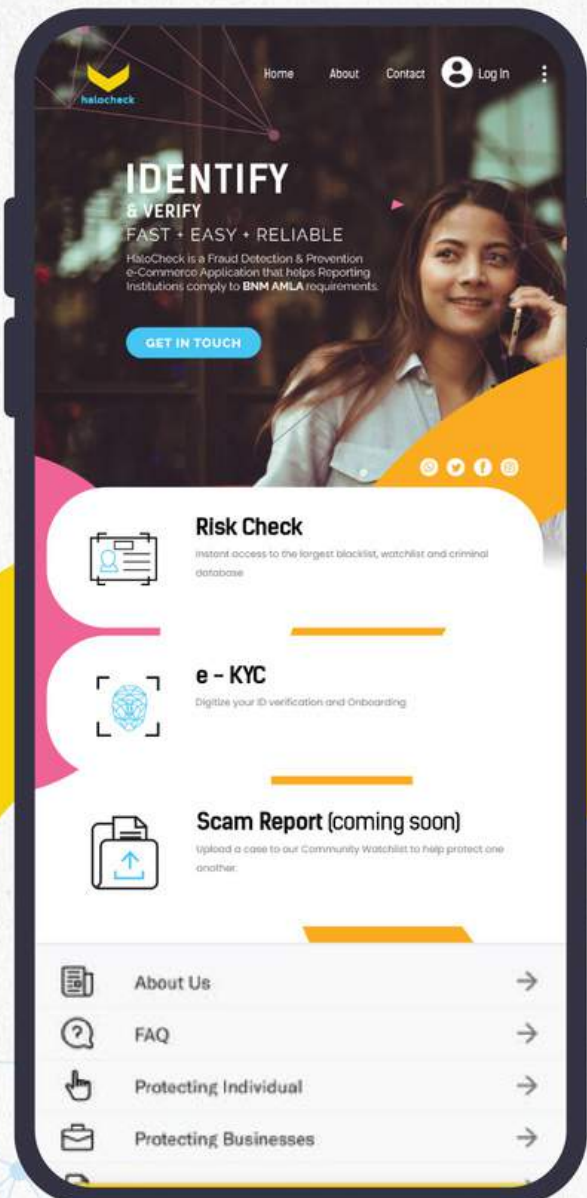
Remember respect has to be earned. It takes years to gain respect and only one action to destroy it all. Our thoughts and actions should be: "What can we do to make Malaysia stand tall in this world?". We can be the most respected country in this world and do we not want to reach that status?

Consecutive Winner of
STATE REAL ESTATE FIRM
(SARAWAK)
 from 2014 - 2021



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01

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02

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03

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