



A publication of the  
Malaysian Institute of Estate Agents

# D'REAM

## THE REAL ESTATE AGENT MAGAZINE

YOUR MONTHLY NEWS UPDATE @ DECEMBER 2021

For Internal Circulation of Members Only



## PRESIDENT'S MESSAGE

Dear Members,

The last month of the year is usually the time when things wind down to a close but not so at MIEA. We had 2 major events held in December – The Prestigious National Real Estate Awards (NREA) and the Annual REN Summit.

### National Real Estate Awards (NREA)

The NREA is the event annually that recognizes the achievements of firms and individuals in the real estate industry. This is the 13th in the Series of NREA. When it first started in 2009, there were only 10 award categories. Fast forward 13 years, today we have 23 award categories. And I must add that we received the most number of award submission despite the pandemic!

Heartiest congratulations to all recipients and deserving award winners of the MIEA NREA 2021. And special thanks to the Organizing Chairman Evon Heng, the committee and the secretariat for a job well done.

### REN Summit

This is the 2nd year running of the annual REN Summit and this year themed A.G.E.N.T. 2022 featured RENs at the pinnacle of their careers sharing tips and strategies to

model after. It is unlike any event as sharing was from the heart. Thanks once again to all the speakers and to the REN Network Chairman David, Committee and the secretariat team for an excellent event.

### Gratitude

I have been reflecting on the things I am most grateful for at MIEA in 2021. Primarily among those are the dedicated team of Board of Directors, the Secretariat team and the Committees who have committed their time, talent and resources for the benefit of the association and the fraternity. Thank you for the work you have done for the Association this year. You have helped make MIEA more United, more Relevant and more Progressive.



**CHAN AI CHENG**  
PRESIDENT

**CHAN AI CHENG**  
President (2021 – 2023)

## 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. Firms are to implement system and policies required into the SOP of your Firm to ensure compliance.

We are not to take this matter lightly as authorities across the globe are taking action on those who fail to comply and fail to report suspicious transactions.

← → × [straitstimes.com/singapore/courts-crime/12k-fine-for-real-estate...](https://www.straitstimes.com/singapore/courts-crime/12k-fine-for-real-estate-agent-who-failed-to-report-suspicious-transaction) ☆ ⚙️ A

#### THE STRAITS TIMES

SINGAPORE - A real estate agent who received \$44,300 in cash from a buyer for the purchase of a new condominium unit later discovered that the man was an undischarged bankrupt and was involved in illegal gambling den activities.

Despite this, Charles Tan Chun Peng from PropNex Realty disregarded his legal obligations and failed to file a report to flag the suspicious transaction.

On Wednesday (Dec 1), Deputy Public Prosecutor Kang Jia Hui said that there was need for general deterrence in this case "to impress on gatekeepers who perform professional services the importance of their duty in money-laundering prevention efforts".

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

Link to Full Article on The Straits Times Singapore

## REMINDER : ITS RENEWAL TIME! Professional Indemnity Insurance

Yang Di-Pertua:  
Dato' Sri Haji Azmi bin Abdul Latif o.s.p/m

Pendafatar:  
Sumarni Binti A. Rahman



Home Page: [www.lppoh.gov.my](http://www.lppoh.gov.my)

Pegawai Perkhidmatan  
Telefon : 03-2288 0815  
03-2288 0816  
03-2288 0817  
Hunting : 03-2287 0806  
Fax : 03-2288 0819

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 **31<sup>st</sup> December 2021** and shall thereafter be renewable upon payment of the prescribed fees as follows:

Do visit this website to get a quote online or to instantly purchase a policy :

<https://mieainsure.instapol.my/mieainsure>

Reminder to all members to renew your Authority to Practise which expires on 31 December.

To renew you will need to attach your professional indemnity insurance cover note.

MIEA in collaboration with Howden Insurance has worked out attractive rates for PI Insurance.



# MIEA INSURE

MADE POSSIBLE BY 

IN COLLABORATION WITH 

Contact Person:

Shamia 016-8959551 \* Shirley Ling 016-6332665

Anthony Chong - 016-6666383 \* Adrienne Chong - 012-2611037

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

**Name:** Tuan Haji Ahmad  
Zamzuri Bin Kamarudin  
**Title:** Government Liaison  
**Portfolio:** MAREC Summit 2022  
Chairman

### Career

- Director / CEO, Homefield Real Estate Sdn Bhd
- VP, Strategic Master Development, Sime Darby Property
- Head, Land & Planning, Guthrie Property Development

### Qualification

- Registered Real Estate Agent
- Sime Darby's Senior Management Development Program, Beijing University (China)
- Degree in Estate Management (UiTM)
- PMP Certification

### Contribution to MIEA

- BOD of MIEA since 2017 until current
- Accredited Trainer for NCC and CDP
- Organizing Chairman for MASPEX 2018
- Chairman MAREC Summit 2022
- Chairman Government Liaison 2021-2022
- Current NCC Speaker

### Highlights

- Advisor, Koperasi Jana Ekonomi Selangor
- Presented Workshop on Strategic Planning for PKNS Top Management
- Ahli Lembaga Masjid 13, Shah Alam

### Hobbies

- Travelling
- Sports
- Discovery Channel
- Community



**AHMAD ZAMZURI BIN KAMARUDIN**  
GOVERNMENT LIAISON



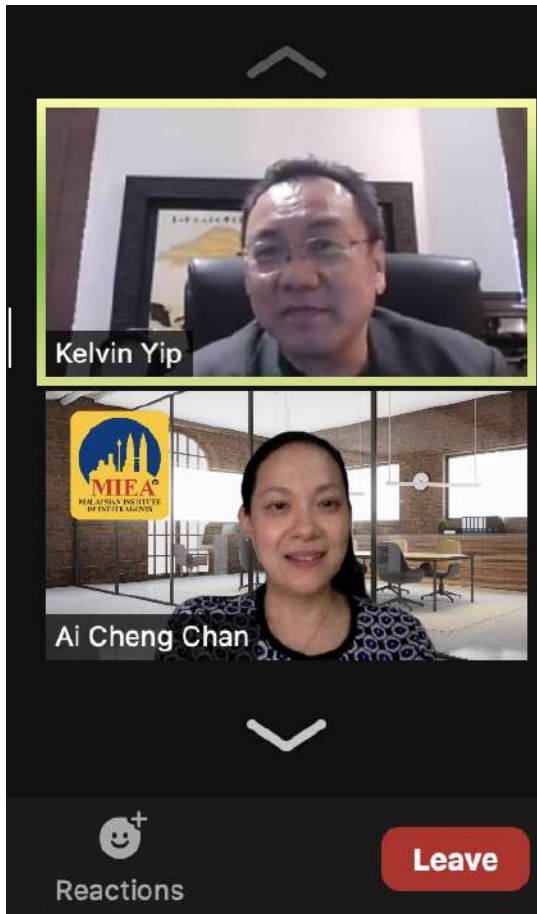
Will our Words and Action Help...

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.



## Test of Professional Competence (TPC) Workshop



Our President Chan Ai Cheng and Vice President Kelvin Yip conducted the TPC Workshop to guide Probationary Estate Agents in their journey from the moment they receive their PEA registration right up to the Interview.

We would like to thank all who have supported this workshop which is held now bi-monthly to meet the needs of our members.

**Upcoming Session :**  
**21 – 24 February 2022**

Do contact MIEA Secretariat for more info.

## FIABCI

President Chan Ai Cheng represented MIEA at the following FIABCI Events in December.

FIABCI Morning Talk (1 Dec 2021) on Budget 2022

FIABCI National Council Meeting & Members Get Together (3 December 2021)

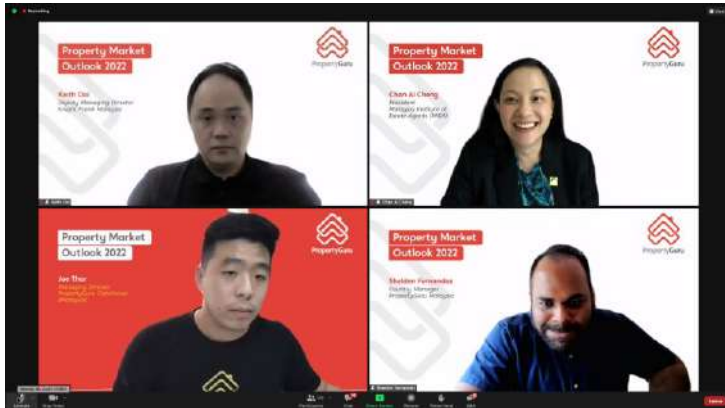
## Internal Auditors At Work

MIEA Appointed Internal Auditors, Wendy Tan (SOM1000005) and Judith Ng (OM1000818) visited MIEA HQ premises on 16 December 2021 for their quarterly visit. Their last visit was on 21 Sept 2021.



# PropertyGuru Malaysia's Property Market Outlook 2022

## 8 December 2021



President Chan Ai Cheng was a panellist alongside Country Manager PropertyGuru Malaysia Sheldon Fernandez, Deputy MD Knight Frank Malaysia Ketih Ooi moderated by MD PropertyGuru Data Sense Malaysia Joe Thor on the Property Market Outlook 2022.

Based on PropertyGuru's research data - all indicators points towards a recovery year 2022, stable in the first half followed by more gradual improvement in second half of 2022.

More on this reported in the news pursuant to this forum. Catch the updates under the links in MIEA in the News page.

Data is the New Oil. You got to have data to back your sentiments of the market in order to provide the right information to your clients, prospective buyers and tenants on their selling or purchasing decisions.



Special thanks to PropertyGuru

# Opportunities & Challenges For Real Estate Practitioners in 2022

## Tuesday, 14 December 2021



President Chan Ai Cheng was invited as a Guest Speaker for Hartamas FB Live event for practitioners alongside Past President Siva Shanker and session moderated by President Elect Tan Kian Aun,

It was an interesting session that went overtime as practitioners pose questions to the panellist on how to overcome the challenges that they are facing moving forward into 2022. The panellist shared their insights backed by data that all signs point to a hopeful year 2022.



**14 December 2021**  
Tuesday | 8:30 pm | **FB LIVE**

## MIEA SARAWAK BRANCH COMMITTEE MEMBERS 2021- 2023



**Sr Victor Wong Zhi Wen**  
Chairman



**Bob Chew Pok Van**  
Secretary



**Christina Toy Lee Choo**  
Treasurer



**Dato Ir Sr Alex. K.K Ting**  
Immediate Past Chairman



**Sr Robert Ting Kang Sung**  
EAPC



**Pam Lim Siew Hiong**



**Sandra Lee Chau Fung**  
NCC  
Education & Training



**Thomas Sim Yan Sun**  
IT & Research, Education



**Alice Kon**  
Membership



**Clement Toh**  
Education



**Chew Kien Lian**  
Membership



**Edmund Boon-Ziyan**  
REN Network

### **Sr. Victor Wong Zhi Wen**

Hunter Real Estate  
MIEA Sarawak State Chairman 2021/2023  
MIEA Sarawak Branch Committee member since 2019  
Registered Estate Agents, Valuer, Property Manager since July 2018  
Member of MIEA Since Nov 2018  
Member of MRISM since 2018

### **Bob Chew Pok Van**

MIEA Sarawak Secretary 2021/2023  
MIEA Sarawak Branch Committee member since 2014  
Registered Estate Agents since 1986  
Member of MIEA Since Nov 2009

### **Christina Tay Lee Choo**

Kozin Real Estate Sdn Bhd  
MIEA Sarawak Treasurer 2021/2023  
MIEA Sarawak Branch Committee member since 2014  
Registered Estate Agents since March 1986  
Member of MIEA Since 2014

### **Dato Ir Sr Alex K.K Ting**

Kozin Real Estate Sdn Bhd  
MIEA Sarawak IPC 2021-2023  
MIEA Sarawak Chairman 2015-2021  
MIEA Sarawak Branch Committee member since 2014  
Registered Estate Agents, Valuer, Property Manager since 1999  
Member of MIEA Since 2009  
National President, Jaycees Malaysia 1980  
Construction Chairman, SCCI 1993-2022  
Chairman, ACEM (Sarawak Branch) 1996-1998  
President, SHEDA 2002-2004  
Member of MRISM since 1998

Member of MIEM since 1976  
A.B.S Award 2006  
J.B.K Award 2009  
P.S.B.S Award 2017  
Top Real Estate Firm (Sarawak) (2014 – 2021)  
State Residential Real Estate Firm (Sarawak) 2021  
Real Estate Agent Of The Year (Malaysia) 2021

### **Sr Robert Ting Kang Sung**

WTWY Real Estate Sdn Bhd  
MIEA Sarawak Committee member 2021/2023  
Registered Estate Agents, Valuer, Property Manager since 2000  
Member of MIEA Since 2002  
Member of MRISM since 2021  
Member of MRICS since 2013  
Member of MMIPPM 2012  
Member of MIEA Since 2018

### **Pam Lim Siew Hiong**

IQI Realty Sdn Bhd  
MIEA Sarawak Committee member 2021/2023  
MIEA Sarawak Branch Committee member since 2014  
Registered Estate Agents since 2001  
Member of MIEA Since 2009

### **Thomas Sim Yan Sun**

Affluence Properties  
MIEA Sarawak Committee member 2021/2023  
MIEA Sarawak Branch Committee member since 2018  
PEA since 2019  
Member of MIEA Since 2018  
Member of Sarawak Hospice Society 2010  
Involved with Online Self-Study of BOVEAP Diploma in Estate Agency, qualified and recognised under S.22D of the law to be registered as PEA

Founder of findWHERE.info & myrealproperty.online

### **Chew Kien Liang**

Homing Estate Agency  
MIEA Sarawak Committee member 2021/2023  
MIEA Sarawak Branch Committee member since 2018  
PEA since 2018  
Member of MIEA Since 2018

### **Edmund Boon-Ziyan**

Kozin Real Estate Sdn Bhd  
MIEA Sarawak Committee member 2021/2023  
MIEA Youth Committee member since 2018  
PEA since 2018  
Member of MIEA Since 2018

### **Clement Toh Boon Po**

Kozin Real Estate Sdn Bhd  
MIEA Sarawak Committee member 2021/2023  
MIEA Youth Treasurer 2019  
PEA since 2019  
Member of MIEA Since 2019

### **Alice Kon**

Affluence Properties  
MIEA Sarawak Committee member 2021/2023  
PEA since 2020  
Member of MIEA Since 2015

### **Sandra Lee Chau Fung**

Borneo Real Estate  
MIEA Sarawak Committee member 2021/2023  
MIEA Sarawak Branch Committee member since 2019  
PEA since 2017

## NATIONAL REAL ESTATE AWARDS (NREA 2021)

Malaysian Institute of Estate Agents (MIEA) (Sarawak Branch) is pleased to announce that KOZIN Real Estate Sdn Bhd has once again been awarded the State Real Estate Firm of the Year (Sarawak) for the 8th consecutive year and also the State Residential Real Estate Firm of the Year (Sarawak) for the 2nd consecutive year at the 13th National Real Estate Awards (NREA). KOZIN's Managing Director Dato Alex Ting also won the Real Estate Agent of the Year for the whole country. This is the first time that this title has been awarded to someone outside Klang Valley.

Furthermore, Ms. Esther Lee Siaw Fong from KOZIN was awarded the State Residential Real Estate Negotiator of the Year (Sarawak). Therefore, KOZIN now holds the record with 15 awards to date. Ms. Emily Loo Tuan Kiaw from Affluence Properties won the State Real Estate Negotiator (REN) of the Year (Sarawak) for the 2nd time. She was also awarded this title in 2019.

In addition, Mr. Bob Chew Pok Vun and Mr. Ong Khoon Yaw were awarded Fellowship for their long and dedicated service to MIEA. The NREA event this year was a hybrid of a physical dinner and online event held at Berjaya Times Square, Kuala Lumpur which was streamed live virtually via Facebook. There were a record-breaking 71 entries for 23 categories this year, which shows the resilience of the practitioners of this industry despite the challenges during the pandemic. The event was presented by YBhg. Dato Sr Azmi bin Abdul Latif (President of Board of Valuers, Appraisers, Estate Agents & Property Managers (BOVAEP) and witnessed by Mr. Kelvin Yip (Vice President of MIEA).



Real Estate Agent of the Year - Dato Sr Alex Ting, Managing Director of **KOZIN** Real Estate Sdn Bhd



Mr. Kelvin Yip (center) and **KOZIN** Team with their awards for State Real Estate Firm of the Year (Sarawak) and State Residential Real Estate Firm of the Year (Sarawak)



Ms Emily Loo from Affluence Properties receiving the State REN of the Year (Sarawak) award from YBhg. Dato Sr Azmi (President of BOVAEP) and witnessed by Mr. Kelvin Yip (Vice President of MIEA)



Mr. Kelvin Yip (Vice President of MIEA) presenting the State Residential REN of the Year (Sarawak) award to Ms. Esther Lee from **KOZIN**

## NCC COURSE 460 (13-14 NOVEMBER 2021 @ UCSI HOTEL, KUCHING)

This NCC held at UCSI Hotel, Kuching was attended by 154 participants with Mr. Nixon Paul as the main speaker from MIEA HQ. The paper on Law Relating to Estate Agency Transaction was presented by Mr. Kelvin Yip from Yip & Co Advocates whilst Mr. Jasper from Affin Bank was the speaker for bonus paper on financing. The majority of our participants were from Kuching and less than 10 are from Miri, Sibul & Bintulu.

Despite the strict Hotel & SDMC SOP, and with the help of Committee members and youth team members, MIEA Sarawak was able to follow strictly on the procedure. All 154 participants were given Covid-19 Self-test and those tested positive were not allowed to enter the hotel/hall. They were advised to go home and do self-quarantine. Once again, bravo and thank you to all our frontliners for helping out with the SOP & covid self-test procedures. Participants were mostly cooperative, disciplined and were able to start on time. Overall, the course was smooth. The facilities, meal & service provided by the hotel was satisfactory.

Bravo to our Frontliner - COVID-19 Self-Test Registration Counter



Full House. 154 participants.



Participants waiting for their Covid-19 self-test outside the hotel

## NCC COURSE 464 (16-17 NOVEMBER 2021 @ IMPERIAL PALACE, MIRI)

Secretariat Ms. Noreen flew to Miri together with Mr. Nixon Paul and with the help and assistance from Sr Robert Ting Kang Sung to organized the first ever NCC in Miri. 79 participants registered and attended the training. Mr. Nixon Paul was the main speaker, whilst Mr. Timothy Wong from Kadir Wong Lin Advocate presented Law Paper. Mr. Teo Keng Chai from Public Bank presented the bonus paper on Financing. With the overwhelming response, we will organise more sessions in Miri.



Participants queuing for covid-19 test registration



Participants follow SOP throughout the session

## NCC COURSE 490 (15-16 DECEMBER 2021 @ UCSI HOTEL, KUCHING)

105 participants attended NCC Dec 15-16 in Kuching. We were so glad that our main speaker Mr. Kelvin Yip manage to get his entry to enter Sarawak at a very last minute due to strict SOP by SDMC. Ms. Jennifer Chen from Messrs. Michael Ong & Chang Advocates presented paper on Law Relating to Estate Agency Transaction. Two of the other bonus paper on financing was presented by Mr. Jasper and Mr. Lee Su Yee from Property Hunter presented the IT paper.



## NCC COURSE 493 (18-19 DECEMBER 2021 @ KINGWOOD HOTEL, SIBU)

A total of 46 participants attended NCC from 18-19 Dec 2021 at Kingwood Hotel, Sibü. Our secretariat Ms. Noreen and MIEA Sarawak Committee member Mr. Chew Kien Liang flew together with Mr. Kelvin Yip to organized the first ever NCC in Sibü. Since 18 Dec was a polling date for Sarawak, the class started a bit later at 12.00noon until 6.45pm for participants to go for their voting. None were tested positive and we are able to start on time. Main speaker was Mr. Kelvin Yip and he also presented the Law paper. Mr. Lee Su Yee flew all the way from Kota Kinabalu to present the IT paper. Bonus paper on Financing was presented by Ms. Jenny Tu from Public Bank Sibü. MIEA Sarawak hopes to organise another session in Sibü in 2022.



Covid-19 registration counter



Mr Chew Kien Liang, Mr Lee Su Yee & Ms Adeline (Property Hunter) & Main speaker Mr Kelvin

## SARAWAK BRANCH COMMITTEE MEMBERS APPRECIATION DINNER (14 DECEMBER 2021 @ SARAWAK CLUB)



Mr. Kelvin Yip Vice President, Mr. Victor Wong (Sarawak Branch Chairman), Mr. Bob Chew (Sarawak Branch secretary) & Dato Ir Sr Alex Ting (Sarawak Branch IPC)



Front: Dato Ir Sr Alex K.k Ting (IPC) Mr Kelvin Yip (Vice President) & Sr Victor Wong (Sarawak Branch Chairman)  
Behind: Sandra Lee, Thomas Sim, Chew Kien Liang, Alice Kon, Edmund Boon, Christina Tay & Bob Chew

# NCC Throughout Malaysia

**NCC SABAH****NCC PENANG****NCC PERAK****NCC SABAH****NCC JOHOR****NCC KUALA LUMPUR****NCC PERAK****NCC JOHOR**

**REGISTER HERE:**  
<https://www.miea.com.my/ncc>

# BUILD A PROFESSIONAL CAREER IN THE RM140 BILLION INDUSTRY

## NEGOTIATORS CERTIFICATION COURSE (NCC)

A Government Entry Level Program to be  
Certified as a Real Estate Negotiator



## NEGOTIATORS CERTIFICATION COURSE(NCC) IS BACK!

[Established & Proven Platform]



Over 50,000 attended our classes

### Our Value Statement

- Pioneer in Conducting Negotiators Certification Course
- Speakers Accredited by MIEA
- 7 BOVEAP approved Modules
- Plus Bonus Papers on IT, Mortgage Loan,
- MLS Free Listing Platform coaching,
- Property Guru Portal Support
- Nationwide Classes & Choice of Dates

NCC Certificate upon completion



SCAN TO VIEW DATES  
& CLASSES VENUE

- NCC(PJ) 15 & 16 JAN 2022, SAT & SUN
- NCC(SABAH) 15 & 16 JAN 2022, SAT & SUN
- NCC(PJ) 19 & 20 JAN 2022, RABU & KHAMIS (SESI BAHASA MELAYU)
- NCC(JOHOR) 20 & 21 JAN 2022, THU & FRI
- NCC(PJ) 22 & 23 JAN 2022, SAT & SUN
- NCC(PENANG) 24 & 25 JAN 2022, MON & TUE
- NCC(PJ) 24 & 25 JAN 2022, MON & TUE
- NCC(PJ) 26 & 27 JAN 2022, RABU & KHAMIS (SESI BAHASA MELAYU)
- NCC(PJ) 29 & 30 JAN 2022, SAT & SUN
- NCC(JOHOR) 16 & 17 FEB 2022, RABU & KHAMIS (SESI BAHASA MELAYU)
- NCC(SABAH) 19 & 20 FEB 2022, SAT & SUN
- NCC(JOHOR) 23 & 24 FEB 2022, WED & THUR
- NCC(SARAWAK) 26 & 27 FEB 2022, SAT & SUN

**REGISTER HERE:**

<https://www.miea.com.my/ncc>

# MIEA Accredited NCC Trainers



## Chan Ai Cheng

- President of MIEA (2021-2023)
- Board Member, Board of Valuers, Appraisers, Estate Agents & Property Managers Malaysia, LPPEH (2019-2021)
- EAPC Chairman, LPPEH (2020 – 2021)
- President Elect, EAPC Chair, Board Rep & State Branches Chair, MIEA (2019-2021)
- General Manager, S. K. Brothers Realty (M) Sdn Bhd, Firm Established Since 1979
- Certified Residential Specialist, National Association of Realtors USA 2009
- Certified International Property Specialist, National Association of Realtors USA 2011
- Winner of Great Women Of Our Time 2007 - Finance & Commerce MWW
- Holds A Bachelors Of Property, University Of Auckland, New Zealand 1998
- Contributing Writer For Smart Investor Magazine
- Registered Financial Consultant, IARFC 2006
- Registered Estate Agent since 2002



## Kelvin Yip

- Kelvin is a registered estate agent (E1221) with the Board of Valuers, Appraisers and Estate Agents Malaysia. He has worked several years in two International Property Consultancy firms.
- He has also successfully completed the Real Estate Advanced Practice (REAP), Certified Residential Specialist (CRS) Course & Train the Trainer Course. Kelvin is a Fellow of The Malaysian Institute of Estate Agents (MIEA), ([www.miea.com.my](http://www.miea.com.my)). He has served several years in the Council of Management of MIEA.
- He has also served as a Member of the Board of Valuers, Appraisers and Estate Agents from 2001-2005 representing estate agents in Malaysia.
- He also is MIEA Accredited Trainer.
- Kelvin heads the Residential Sales & Leasing Team for Knight Frank Malaysia.



## Tan Kian Aun

- MIEA President Elect
- Registered Estate Agent & Licensed Auctioneer
- Associate Director of Hartamas Real Estate (M) Sdn Bhd
- Formerly at CH Williams Talhar & Wong (known as CBRE|WTW)
- Board of Director - Malaysia Institute of Estate Agents (MIEA)
- MIEA Accredited Trainer
- Certified Professional Coach & Certificate in Teaching
- Digital Marketing Certification, ISO9002 Certification, Sales Force Effectiveness, Total Quality Management & Customer Relationship Management
- Licensed Estate Agent (Victoria, Australia)
- Member of Real Estate Institute Victoria (REIV)
- Formerly McGrath Estate Agent (Melbourne)



## Ahmad Zamzuri Kamarudin

- Registered Real Estate Agent (E-1643)
- CEO, Homefield Real Estate Sdn. Bhd.
- Board of Directors Malaysian Institute of Estate Agents (2019-2021)
- EAPC's Committee (BOVEAP)
- Chairman of MASPEX KL 2018
- VP, Strategic Master Development, Sime Darby Property (Sime Darby Vision Valley)
- Sr. Management Development Programme, Tsinghua University, Beijing - 2009
- Sr. Manager, Land & Planning (Marketing) Guthrie Property Development Holding
- 25 years experience in Property Development - Strategic Planning & Marketing
- Strategic Marketing Planning Advisory Roles for Developers
- Property Speakers for Corporate, Suruhanjaya Koperasi Malaysia (SKM) and Property Investors



## Selvem Durasamy

- Registered Real Estate Agent E1741
- In real estate practice since 1998 - 23 years
- Principal of Richland Properties established in year 2002
- Board of Director of MIEA



## Lim Boon Ping



- Registered Estate Agent
- Degree in Bachelor of Property (Auckland, New Zealand)
- 22 years experiences in Real Estate
- Immediate Past President of MIEA
- Past Chairman of MIEA Johor
- Director, Training & Development, Kim Realty
- Fellow of Malaysian Institute of Estate Agents
- MIEA Accredited Trainer
- Member of Malaysian Institute of Professional Property Managers (MIPPM)
- Member of Association of Valuers, Property Managers, Estate Agents and Property Consultants in the private sector of Malaysia (PEPS)
- Member of Royal Institution of Surveyors Malaysia (RISM)
- Recipient of Silver Play Button Award from YouTube

## Nixon Paul

- Past president of MIEA. Served in the National Council of Management for 9 years and was elected as a president from 2011 to 2013.
- MIEA Accredited Trainer.
- Managing director of Carey Real Estate Sdn Bhd a company incorporated since 1983. The company has 4 offices, which are located in Sri Hartamas, Ampang, Penang and Kota Kinabalu.
- 36 years of experience in real estate and area of expertise is targeted at Property Investments and Commercial Real Estate.



## Siva Shanker



- Mr. Siva Shanker is a Registered Estate Agent and Property Manager with the Board of Valuers, Appraisers, Estate Agents & Property Managers Malaysia and has more than 36 years of experience in the property industry.
- He has had much hands on experience, having worked in both large international consultancies as well as small local firms. In 2004, Siva ventured out on his own and formed Linear Estates, which was then merged with a larger real estate consultancy in 2011.
- In 2016, Siva moved to the corporate sector and accepted a position as Head of Investments at Axis REIT Managers Berhad.
- Siva has been an active member of the Malaysian Institute of Estate Agents for many years and was President for the Year 2013/2015. In recognition of his excellent services to the industry, Siva was awarded the Estate Agent of the Year 2014 award by the Board Of Valuers, Appraisers, Estate Agents & Property Managers Malaysia.
- Siva is also an accomplished speaker and real estate trainer. He was instrumental in the massive registration exercise for Real Estate Negotiators and was personally responsible for training more than 12,000 negotiators in the year 2013 and 2014.
- In September 2019, Siva joined Rahim & Co International Sdn. Bhd. as their CEO, Real Estate Agency.

## K. Soma Sundram



- Practicing Real Estate passionately 32 years
- Wrote the 2 days NCC syllabus course
- Trained over 33,000 RENs - MIEA Chief Trainer
- Awarded MIEA National Real Estate Leadership Award 2013
- Awarded Estate Agent of the Year by the Board in 2016
- Introduced the MIEA National Real Estate Awards
- MIEA Past President & Fellow
- MIEA Accredited Trainer
- Purchased the MIEA building during his Presidency at MIEA
- Established ARENA and became its first Secretary General
- Sold and marketed 1200 units at commonwealth games village
- Negotiated & sold 3 blocks at commonwealth games village
- Sold 1500 units of Ritze Perdana Condo 1 & 2 among 70 other projects
- Appointed as CEO of MIEA effective 1st August 2018

## Ethan Leong

- Registered Estate Agent (REA), Founder and CEO of WEREG PROPERTIES SDN BHD
- Certified International Property Specialist (CIPS) by National Association of REALTORS® USA, 2018.
- Master of Business Administration (MBA), Bachelor of Business Administration (BBA) (Hons), Dip in Estate Agency (BOVAEP)
- Featured as "Successful Person in Malaysia", Third Edition 2021- BritishPedia Encyclopaedia
- Winner of Consumer Choice Award 2020 by Majlis Tindakan Pengguna Negara
- Winner of Golden Bull Award as Emerging SME 2021
- Negotiator (REN) & Real Estate Agent (REA)- Personal Top Sales Award year 2010, 2011, 2012, 2013, 2014, 2015, 2016, 2017 with Personal sales achievement of RM180 Million throughout the years.
- Highly Acclaimed Outstanding Leader 2016 in the iProperty.com Malaysia Agents Advertising Awards (AAA)
- MIEA NCC & CDP (FULL PAPERS) accredited SPEAKER (2017- current), Sub-COMMITTEE year (2010-2019), Councillor 2016
- 16 years experience in Real Estate Industry.



## Judith Ng



- 1985: 15 years (1985-1999) with HSBC Malaysian Management Office (HQ)
- 2000: Began her journey in real estate after successful VSS from HSBC
- 2004: Diploma in Estate Agency
- 2007: Registered Real Estate Agent
- 2009: Established practice in Mont Kiara
- 2012: MIEA Councilor (2012-2014) with recognized achievement of increasing membership by more than 100% in 2 years
- 2013: Produced MIEA National Top Residential Sales Person of the Year
- 2015: Produced MIEA National Top Residential REN of the Year
- 2015: MIEA Internal Auditor (2015 - current)
- 2015: MBA in Building & Facilities Management (OUM)
- 2018: Associate Director and Resident Manager of IQI Realty Sdn Bhd
- MIEA Accredited Trainer

## Sr Vadeveloo A/L Suppiah



- Qualified Chartered Surveyor, Registered Real Estate Agent & Registered Property Manager
- 30 years experience in Real Estate Industry as:-
  - Property Valuer in England & Malaysia
  - Property Development Manager
  - Property Manager
  - Real Estate Agent
- Contributions at MIEA :-
  - Chairman of MIEA Johor Branch 2014/2015 & 2019/2021
  - Immediate Past Chairman of MIEA Johor Branch 2021/2023
- Principal of Transact Properties, a registered agency from firm operating in Johor Bahru for the past 20 years.
- Education:- Degree in Estate Management (Northumbria University, UK)

## Liew Toh Sen

- 26 years experience in Real Estate Industry
- Principal of Mabest Properties, a registered estate agency firm operating in Skudai, Johor Bahru for the past 20 years.
- Former Southern Regional Manager of Philips Malaysia Sdn Bhd
- Chairman of Malaysian Institute of Estate Agents Johor Branch for year 2015/2016 & 2017/2018
- MIEA Johor Past Chairman (Year 2019/2021)
- Registrations :-
  - Chartered Marketer (IMUK)
  - Professional Electronic Engineer
  - Registered Real Estate Agent
- Education:-
  - MBA from National University of Singapore
  - Graduate Diploma in Marketing (UK)
  - Diploma in Estate Agency



## Lim Ah Lek

- Principal of New Bob Realty Sdn Bhd
- Charter Chairman of Malaysian Institute of Estate Agents Johor Branch for year 1990-2003
- Past Vice President of Malaysian Institute of Estate Agents (6 years)
- Inspector of Board of Valuers, Appraisers, Estate Agents & Property Managers, Malaysia
- Awards:-
  - MIEA Real Estate Leadership award of year 2014
  - HWT Prestigious Entrepreneur Award 2015
  - HRDF Certified Trainer 2019
- Education:-
  - ABE Diploma in Business Administration
  - Registered Real Estate Agent (36 years)
  - Fellow of the Malaysian Institute of Estate Agents (MIEA) – year 2005 (FMIEA)



## Susan Tan

- Registered Estate Agent (E1421) with the Board of Valuers, Appraisers, Estate Agents and Property Managers.
- Contributions at MIEA Johor Branch:-
- Served as committee of MIEA Johor Branch for several years.
- Past Treasurer of MIEA Johor Branch.
- Public Relation & Bulletin Head (2019-2021)
- Current Chairman of MIEA Johor Branch (2021-2023)
- 20 years experience in Real Estate Industry:-
- Principal of CBD Properties, registered property agency under BOVEAPM (6 years)
- Principal of New Bob Realty Sdn Bhd (ERA) Johor Bahru Branch
- Profession:-
- Charter Secretary of Lions Club of Permas Jaya, Johor Bahru
- Actively involved in Corporate Social Responsibility (CSR) and community projects
- Education:- Diploma in Insurance



## Jacqueline Lee

- Contributions at MIEA Johor :-
- MIEA member since 1994
- Committee Member since 1994
- Past secretary 2015
- Past Membership Committee 2016-2018
- Past MIEA Johor Membership & Fellowship Comm 2019- 2021
- 25 years (1994-2019) Experience in Real Estate:-
- Marketing Manager of Tiram Realty since 1994
- Principal of Ever Rich Realty since 2002
- Probationary Property Manager
- Education Background:- B.A. (Hons) UKM



## Serene Ngee

- Registered Real Estate Agent
- 20 years experience in Real Estate Industry as:-
  - Former Director and Business Owner of Reapfield Properties (Johor Bahru) Sdn Bhd
  - Sole Proprietor of Agile Properties
  - Associate Director & Principal of The Roof Realty Sdn Bhd, Taman Mount Austin Office
- Top Estate Agency of the Year 2016 (Johor)
- Past Treasurer of MIEA Johor Branch (2019-2021)
- Education:- Diploma in Real Estate Agent (BOVEA)



## Sr. Chia Zi Jin



- Registered Valuer, Estate Agent & Property Manager
- Registered Real Estate Salesperson under Council of Estate Agent Singapore
- HRDF Certified Trainer, Chartered Member of Institute of Logistic & Transportation Malaysia, Member of RISM
- 12 years experience in various valuation exercises, land acquisition, rating valuation & appeal, plants & machinery valuation and court attendance as property valuation expertise.
- Experience in primary & secondary market, leasing for office and retails unit and International project marketing including Australia, Thailand, Singapore, UK and Japan
- Contributions at MIEA Johor Branch:
  - Past Secretary, Head of Education & Training of MIEA Johor Branch (2019-2021)
  - Chairman Elect of MIEA Johor Branch (2021-2023)
- Principal of CRA Valuers & Realty Consultant
- Education:- Bac Degree (Hons) in Real Estate Management, University Tun Hussein Onn Malaysia (UTHM)

## Jason Lim Fung Nian

- Registered Real Estate Agent
- Partner of PMEX Realty Sdn Bhd
- Contributions at MIEA Johor :
  - Committee Member 2019/2021: Estate Agency Practice Head of MIEA Johor Bahru 2021/2023
  - Committee Member 2021/2023: Membership & Fellowship Head of MIEA Johor Bahru 2021/2023
- Education:-
  - Degree of Bachelor of Science (Property Management), Universiti Teknologi Malaysia



## Dato Ir Sr. Alex K.K Ting



- QUALIFICATIONS:
  - B. Eng (Civil) NZ - RICS (Final) UK
- REGISTRATIONS:
  - P.E., Regd Valuer, EA & PM
- MEMBERSHIPS: - MIEM, MRISM
- ORGANISATION INVOLVEMENT:
  - 1980 National President, Jaycees Malaysia
  - 1993 – 2022 Construction Chairman, SCCI
  - 1996 – 1998 Chairman, ACEM (Sarawak Branch)
  - 2002 – 2004 President, SHEDA
  - 2015 – 2021 Chairman, MIEA (Sarawak Branch)
- AWARDS:
  - 2006 – A.B.S.
  - 2009 – J.B.K.
  - 2017 – P.S.B.S.
- BUSINESS:
  - MD of Kozin Real Estate Sdn Bhd - Kozin won Top Real Estate Firm (Sarawak) (2014 – 2020)

## Sr. Noorzamani Nooradin

- B. Surv (Honors) Universiti Teknologi Malaysia (1994)
- MIEA Perak State Chairman 2021 – 2023, 2016 – 2019
- Azmi & Co (Perak) Sdn Bhd (MD)
- Azmi & Co (Penang) Sdn Bhd (Director)
- LADA Langkawi
- Assessor in High Court Ipoh since 2010
- Member of RISM
- Member of PEPS



## Henry Tai

- He is a Registered Estate Agent with the Board of Valuers, Appraisers, Estate Agents and Property Managers Malaysia (BOVAEP) since 1986 (Registration No. E 0348)
- A member of The Malaysian Institute of Estate Agents (MIEA) since 1991
- A committee member of Subsidiary Title Owners & Purchasers Association of Sabah (STOPS)
- The past chairman and also the current head of education department of MIEA Sabah
- A Fellow of MIEA
- The sole proprietor of Henry Realty (Registration No. E (3) 0637)



## Victor Wong

- Registered Estate Agent with the Board of Valuers, Appraisers, Estate Agents and Property Managers Malaysia (BOVAEP). (Registration No. E0656)
- He is a member of The Malaysian Institute of Estate Agents (MIEA) since 1990
- He is the past chairman of MIEA Sabah.
- Currently the head of membership in MIEA Sabah.
- He is also a Fellow of MIEA



## Sr Sunny Kelvin

- B.Sc. (Hons) Estate Management, University of Reading, United Kingdom.
- Professional Chartered Member of Royal Institution of Chartered Surveyors. (MRICS)
- Fellow of Royal Institution of Surveyors, Malaysia. (FRISM)
- Member of Malaysian Institute of Professional Property & Facilities Managers (MIPFM)
- Member of Persatuan Penilai, Pengurus Harta, Ejen Harta & Perunding Harta Swasta Malaysia (MPEPS)
- Member of Malaysian Institute of Estate Agents (MIEA)
- Registered Valuer
- Registered Estate Agent
- Registered Professional Property Manager
- Years of Experiences -30 years





# 13<sup>th</sup> National Real Estate Awards AWARD RECIPIENTS

**MIEA LIFETIME ACHIEVEMENT AWARD 2021**  
**SIVASHANKER A/L G.BALAKRISHNAN**

**REAL ESTATE AGENT OF THE YEAR 2021**  
**DATO ALEX TING KUANG KUO**

**REAL ESTATE FIRM OF THE YEAR 2021**  
**(LARGE SIZED CATEGORY)**  
**IQI REALTY SDN. BHD.**

**REAL ESTATE FIRM OF THE YEAR 2021**  
**(MEDIUM SIZED CATEGORY)**  
**ESPRIT ESTATE AGENT SDN BHD**

**RESIDENTIAL REAL ESTATE FIRM**  
**OF THE YEAR 2021**  
**CORNERSTONE XSTATE SDN BHD**

**MIEA-TRITERRA COMMERCIAL REAL ESTATE FIRM**  
**OF THE YEAR 2021**  
**KNIGHT FRANK MALAYSIA SDN. BHD.**

**INDUSTRIAL REAL ESTATE FIRM**  
**OF THE YEAR 2021**  
**CID REALTORS SDN BHD**

**PROJECT MARKETING FIRM**  
**OF THE YEAR 2021**  
**POLYGON PROPERTIES SDN BHD**

**SPECIALISED PROJECT**  
**OF THE YEAR 2021**  
**JLL PROPERTY SERVICES (MALAYSIA) SDN. BHD.**

**MIEA-PROPERTYGURU TECH FIRM**  
**OF THE YEAR 2021**  
**ESPRIT ESTATE AGENT SDN BHD**

**REAL ESTATE NEGOTIATOR**  
**OF THE YEAR 2021**  
**AMOS SOO KEIN WAH**  
**CID REALTORS SDN BHD**

**ROOKIE REAL ESTATE NEGOTIATOR**  
**OF THE YEAR 2021**  
**EVELYN CHEAH PEI PEI**  
**CORNERSTONE XSTATE SDN BHD**

**RESIDENTIAL REAL ESTATE NEGOTIATOR**  
**OF THE YEAR 2021**  
**PHOEBE TAN SAW YEAN**  
**PROPERTY HUB SDN. BHD.**

**INDUSTRIAL REAL ESTATE NEGOTIATOR**  
**OF THE YEAR 2021**  
**AMOS SOO KEIN WAH**  
**CID REALTORS SDN BHD**

**MIEA MILLION DOLLAR ACHIEVER 2021**  
**AMOS SOO KEIN WAH**  
**CID REALTORS SDN BHD**

**MIEA MILLION DOLLAR ACHIEVER 2021**  
**LIONEL SAW JIN SENG**  
**CORNERSTONE XSTATE SDN BHD**

**MIEA MILLION DOLLAR ACHIEVER 2021**  
**PHOEBE TAN SAW YEAN**  
**PROPERTY HUB SDN. BHD.**

**MIEA MILLION DOLLAR ACHIEVER 2021**  
**EVA TAN YEE HWA**  
**VPC REALTORS (JB) SDN. BHD.**

**FEDERAL TERRITORY REAL ESTATE FIRM**  
**OF THE YEAR 2021**  
**CORNERSTONE XSTATE SDN BHD**

**KEDAH REAL ESTATE FIRM**  
**OF THE YEAR 2021**  
**VIKS PROPERTIES SDN BHD**

**PERAK REAL ESTATE FIRM**  
**OF THE YEAR 2021**  
**DEONE PROPERTIES SDN. BHD.**

**SABAH REAL ESTATE FIRM**  
**OF THE YEAR 2021**  
**PROPERTY HUB (SABAH) SDN. BHD.**

**SARAWAK REAL ESTATE FIRM**  
**OF THE YEAR 2021**  
**KOZIN REAL ESTATE SDN.BHD**



# 13<sup>th</sup> National Real Estate Awards

## AWARD RECIPIENTS

**SELANGOR REAL ESTATE FIRM  
OF THE YEAR 2021**  
PROPnex REALTY SDN BHD

**FEDERAL TERRITORY RESIDENTIAL REAL ESTATE  
FIRM OF THE YEAR 2021**  
POLYGON PROPERTIES SDN BHD

**SABAH RESIDENTIAL REAL ESTATE FIRM  
OF THE YEAR 2021**  
PROPnex REALTY SDN BHD

**SARAWAK RESIDENTIAL REAL ESTATE FIRM  
OF THE YEAR 2021**  
KOZIN REAL ESTATE SDN.BHD

**SELANGOR RESIDENTIAL REAL ESTATE FIRM  
OF THE YEAR 2021**  
PROPnex REALTY SDN BHD

**FEDERAL TERRITORY REAL ESTATE NEGOTIATOR  
OF THE YEAR 2021**  
AMOS SOO KEIN WAH  
CID REALTORS SDN BHD

**JOHOR REAL ESTATE NEGOTIATOR  
OF THE YEAR 2021**  
ABD RAHMAN BIN ABDULLAH  
EU AS PROPERTIES SDN. BHD.

**KEDAH REAL ESTATE NEGOTIATOR  
OF THE YEAR 2021**  
ABDULLAH HANEEF BIN MOHAMED RADZI  
VIKS PROPERTIES SDN BHD

**PERAK REAL ESTATE NEGOTIATOR  
OF THE YEAR 2021**  
AMANDA LOH SOH FUN  
DEONE PROPERTIES SDN. BHD.

**SABAH REAL ESTATE NEGOTIATOR  
OF THE YEAR 2021**  
BONNIE HONG LEE FUNG  
PROPnex REALTY SDN BHD (SABAH)

**SARAWAK REAL ESTATE NEGOTIATOR  
OF THE YEAR 2021**  
EMILY LOO TUAN KIAW  
AFFLUENCE PROPERTIES

**FEDERAL TERRITORY RESIDENTIAL REAL ESTATE  
NEGOTIATOR OF THE YEAR 2021**  
PHOEBE TAN SAW YEAN  
PROPERTY HUB SDN. BHD.

**SABAH RESIDENTIAL REAL ESTATE  
NEGOTIATOR OF THE YEAR 2021**  
MAY CHUNG LI LING  
PROPERTY HUB (SABAH) SDN. BHD.

**SARAWAK RESIDENTIAL REAL ESTATE  
NEGOTIATOR OF THE YEAR 2021**  
ESTHER LEE SIAW FONG  
KOZIN REAL ESTATE SDN.BHD

**SABAH COMMERCIAL REAL ESTATE  
NEGOTIATOR OF THE YEAR 2021**  
DORIS TAN AH ENG  
IQI REALTY SDN BHD

**FEDERAL TERRITORY INDUSTRIAL REAL ESTATE  
NEGOTIATOR OF THE YEAR 2021**  
NORMAN SOO KEIN HONG  
CID REALTORS SDN BHD

**JOHOR INDUSTRIAL REAL ESTATE  
NEGOTIATOR OF THE YEAR 2021**  
RACHEL CHAN SHIU NYENG  
PRO TEAM REALTY

**SELANGOR INDUSTRIAL REAL ESTATE  
NEGOTIATOR OF THE YEAR 2021**  
ANGIE TAN SIEW FONG  
CID REALTORS SDN BHD

### CAVEAT

The NREA awards allow every real estate firm and every practitioner the opportunity to participate in the awards to showcase their excellence in service and to be recognized for their achievement in that year. A group of non-practicing independent judges decides on the winner based on the fulfillment of the set criteria for each category. MIEA by recognizing the winners is in no way endorsing any firms or practitioners not adhering to the estate agency practice standards nor the way they operate.

A Program By



Preferred Property Portal



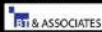
Award Sponsors



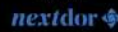
Preferred Mortgage Partner



Award Auditors



PR Partner



Blog Partner



Cocktail Sponsor



NATIONAL  
REAL ESTATE  
AWARDS

# 13<sup>th</sup> National Real Estate Awards Gala Dinner | 11<sup>th</sup> DECEMBER 2021

## Guest of Honour

**YBhg. Dato' Sr A'zmi bin Abdul Latif**

President - Board of Valuers, Appraisers, Estate Agents & Property Managers



From left: Mr Selvem Durasamy, Mr Tan Kian Aun, Mr Kelvin Yip, Sr Abdul Razak, Ms Sumarni Bin Abdul Rahman, Ms Evon Heng



Passing On The Presidents Regalia



President Chan Ai Cheng



A Program By



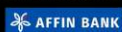
Preferred Property Portal



Award Sponsors



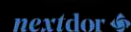
Preferred Mortgage Partner



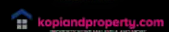
Award Auditors



PR Partner



Blog Partner



Cocktail Sponsor





A Program By



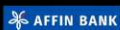
Preferred Property Portal



Award Sponsors



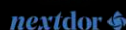
Preferred Mortgage Partner



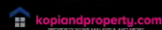
Award Auditors



PR Partner



Blog Partner



Cocktail Sponsor





# REN SUMMIT 2021

SUPPORTED BY



BANK SPONSOR



SUPPORTED BY



ORGANIZED BY



## BEHIND THE SCENES



Joseph Chan



MMDA Forum



Derek Soh



REN Network Committee



Joe Thor



David Tan



## NEW BREED AGENT 2022



REN SUMMIT 2021

SUPPORTED BY

MAIN SPONSOR

AFIN BANK

REN SUMMIT 2021

CHAN AI CHENG

President of MIEA

BANK SPONSOR  
AFFIN BANK

## Website Marketing



AGENT 2022

SUPPORTED BY

REN SUMMIT 2021

CLIFF SIOW

PROPERTIES REALTY (M) BHD

AGENT 2022

Umar Aiman, MC of the day

We are Living in  
Ever Evolving  
World.

A fast, global and rapidly changing world, that requires  
constant evolution on every levels.

Understand change is permanence.

REN SUMMIT 2021

SUPPORTED BY

REN SUMMIT 2021

TERRANCE YEO

EPF PROPERTIES (M) BHD

## INDUSTRIAL SUB SALES MUST HAVE 😊 MUST DO! 🤝



Juliana Teh



Alex Lee

## WFO, WFH, WFA



Work From Office



Work From Home



Work From Anywhere

Pak Joe

## Facts & Figures summarize for your Convenience

- Malaysia's property industry has been an important economic engine over the last 20 years, creating huge areas of investment and opportunity. It's also allowed tens of millions of Malaysians to find their dream homes.
- Luckily, we've got a well-regulated industry with clever people keeping track! That's why thanks to the hardworking folks at the National Property Information Centre (NAPIC), we can reflect on what that transformation looks like.

Enoch Khoo

## 6. Youtube

### Why?

- Is the 2<sup>nd</sup> largest search engine
- Gives better impression of your property
- Easily to broadcast

### How?

- Horizontal recording
- Use Inshot to edit
- Gimbal Stabilizer



AGENT 2022

SUPPORTED BY

REN SUMMIT 2021

JOSEPH CHAN

AT THE 2-400

# Participants Feedback



# REN SUMMIT 2021

SUPPORTED BY



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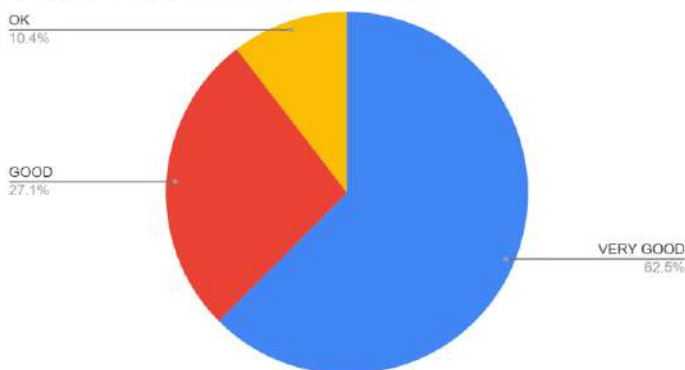
SUPPORTED BY



ORGANIZED BY



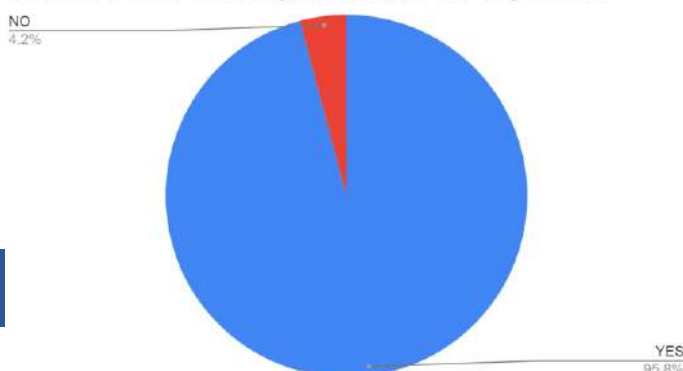
Count of Overall was the topics helpful?



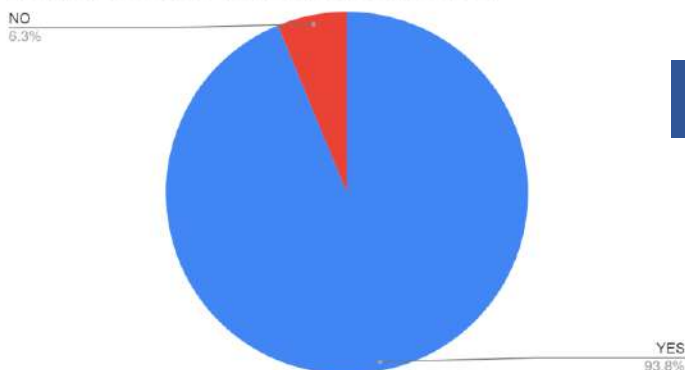
**Topics 62.5% VERY GOOD**

**Speakers 95.8% YES**

Count of Overall did the speakers know the subject well?



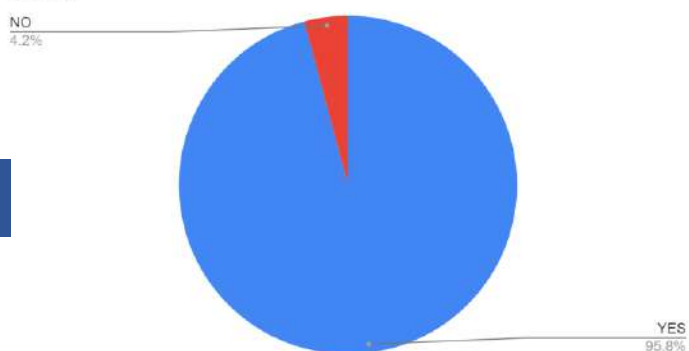
Count of Was there value based on the price?



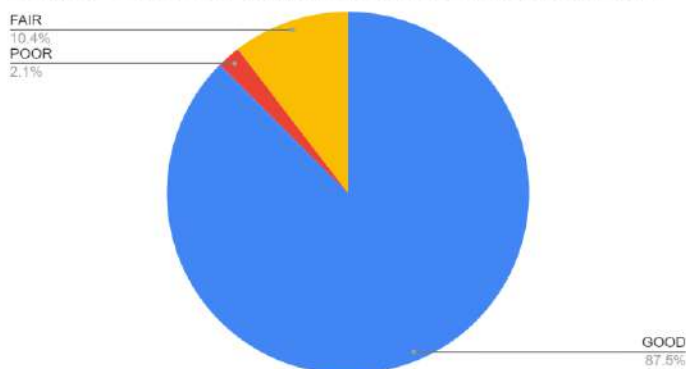
**Value 93.8% YES**

**Gain Ideas 95.8% YES**

Count of Overall did you gain many new ideas to help you in sales?



Count of Overall how would you rate this REN Summit 2022?



**Overall 87.5% GOOD**

We received very encouraging feedback from participants of the REN Summit. 93.8% responded Yes to Value For Money and 95.8% Gain Many New Ideas to help them close sales.

**Kudos to the REN Network Chairman David Tan, the REN Network Committee and the Secretariat Team for this successful event.**

# MIEA CONTRIBUTES TO FLOOD RELIEF FUND

MIEA did our part to support families who have been affected by the flood. Overnight some have lost their homes and belongings which they have toiled over the years to have. Our hearts goes out to them and our thanks to our members who have risen to the call to do their part to help.

**Truly it is more blessed to give than to receive.**



Reapfield Properties Powered by KW Malaysia

Yesterday at 12:00 · 🌐

Thank you Malaysian Institute of Estate Agents - MIEA for your generous donation in support of KW Malaysia Flood Relief Fund. Together, we are making a difference in the lives of those who have been impacted by the recent flood. ❤️

#KitaJagaKita #KWMalaysia #KWWorldwide #KellerWilliamsRealty

## KW MALAYSIA FLOOD RELIEF FUND

### THANK YOU



for your generous donation of  
**RM2,000**  
towards our flood relief efforts!

KW MALAYSIA  
KELLERWILLIAMS

### KW MALAYSIA FLOOD RELIEF FUND

Help us raise funds and various kinds of support for the people affected by the recent flood. We are focused on assisting the 1,000 victims currently sheltered at SMK USJ 23.

3 WAYS FOR YOU TO SUPPORT OTHERS IN NEED:

#### 1. Cash donation

Bank transfer to  
**Reapfield Academy Sdn Bhd**  
RHB Bank Berhad  
2126800081949

Label 'Flood Relief' at Recipient Reference

Scan QR code for e-payment gateway



and donate via GrabPay, TNG eWallet, etc!

#### 2. Donation of essential items

##### Urgent items needed:

1. Blankets
2. Comforters
3. Diapers
4. Face masks
5. Hand sanitizers
6. Kan batik
7. Sweaters
8. Tefelung
9. Towels

Please deliver the items to Market Centre 2:

**Reapfield Properties (S.J.) Sdn Bhd**  
No. 37, Jalan USJ 8/55,  
Subang Business Centre,  
USP Subang Jaya,  
47620 Petaling Jaya.

Hotline for donation of items: 03 - 8024 1663

#### 3. Volunteer

##### Assistance required to:

- Care for the elderly and pregnant women;
- Clean up the shelter;
- Distribute food and other essential items;
- Clean up affected homes (for when the floodwater has subsided)

If you would like to volunteer your time, please WhatsApp one of the PWG members of SMK USJ 23:

- 1) 013 - 336 2234
- 2) 019 - 443 3700
- 3) 011 - 6431 9491



# MIEA IN THE NEWS

马来西亚房地产经纪人协会（MIEA）主席曾爱珍说，若有购房的需求和能力，买家可以利用较低利率的好处和更公平的价格进入房市。



CHINA PRESS  
8 DECEMBER 2021

## Daily Express

INDEPENDENT NATIONAL NEWSPAPER OF EAST MALAYSIA  
Established since 1963

### Sabah realtor bags two awards at MIEA event

Published on: Wednesday, December 15, 2021

DAILY EXPRESS  
15 DECEMBER 2021

首页 财经 娱乐 王宝强 时事 社会 华社专区 社团 教育 专题 大讲堂

柔佛人头条 房产 刘国森 王文郎

### 柔佛人头条 汇款回国或征税影响 产业恐变惨业

2021年12月17日 10157浏览

报导：晏燕婷 谢芝妮

CHINA PRESS  
17 DECEMBER 2021



HARIAN METRO  
9 DECEMBER 2021

The Borneo Post

9 December 2021

## Property buyer-seller conundrum: Which force will be greater in 2022?

Sharon Kong

KUCHING: With experts optimistic that the property

and yet they're able to hold," Chan said. "And at the same time, we have the buyers who want to buy way below market value. I don't know

As such, Chan opined that the buyers and sellers need to come to some realistic expectation. "With the rise of the building material costs, I feel that actually

THE BORNEO POST  
9 DECEMBER 2021



Article MIEA, Photo Credit to Prognosis Sabah Facebook

14 DECEMBER 2021 405

### NREA 2021: MIEA Recognises Real Estate Practitioners Resilience During Pandemic

PROPERTY HUNTER  
14 DECEMBER 2021

## Gradual recovery of property market expected in 2022

Property Advisor - December 9, 2021 2:43 PM

35 Shares

f 27

t

WhatsApp

✉



FREE MALAYSIA TODAY  
9 DECEMBER 2021

中國報 中國網

中國網

Classified.my 好路

主页 > 财经 > 国内财经

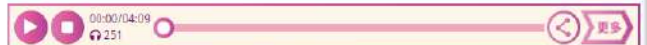
字 小 大

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

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

CHINA PRESS  
8 DECEMBER 2021

NEW STRAITS TIMES

NEWS BUSINESS LIFE & TIMES SPORTS WORLD MORE

12TH SARAWAK

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

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

12TH SARAWAK



NEW STRAITS TIMES  
8 DECEMBER 2021



# FREE

Usage Of BlackBixon™ Coffee Machine

## MIEA® PACKAGE

# RM50<sup>per month</sup>

Normal Price: RM88

EXCLUSIVE FOR MIEA® MEMBER ONLY

- \*FREE Usage Of Coffee Machine
- \*First Month Payment RM268  
(Inclusive Of Refundable Deposit RM218)
- \*Commitment Period 12 Months
- \*Minimum Monthly Subscription Fee RM50  
(For 20 Capsules of Original Coffee)



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\*Terms & Conditions Apply