



A publication of the
Malaysian Institute of Estate Agents

D'REAM

THE REAL ESTATE AGENT MAGAZINE

YOUR MONTHLY NEWS UPDATE @ JANUARY 2023

FOR INTERNAL CIRCULATION OF MEMBERS ONLY

Message From The President

JOYFUL JANUARY!

The start of the year is one of my favourite time of the year. Although essentially it is just a change to the last digit in the date (2022 to 2023) but still it is a chance for us to start afresh, leave behind unwanted baggages and to charge forward with renewed spirit for a better year. Many put in place New Year Resolutions and set plans and goals they wish to accomplish in 2023. As the saying goes, Failing to Plan is Planning to Fail.

At MIEA, we strive to continuously bring greater value to our members through the many initiatives through education, events, collaborations and better engagement with the regulators. Though it may seem an arduous task and many inefficiencies & frustration in the system, rest assured at MIEA we keep on keeping on.

We will be rolling out new collaborations which offers attractive packages to members, excellent products that will help you in your day to day business.

On behalf of the Board of Directors of MIEA, here's wishing all our members a VERY HAPPY NEW YEAR & to all our Chinese members "Gong Xi Fa Cai!" May we be as resilient as water in the year of the Water Rabbit.



PRESIDENT CHAN AI CHENG

Ai Cheng



MAREC 2023 is coming soon.

Mark your calendars

March 10 & 11, 2023

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

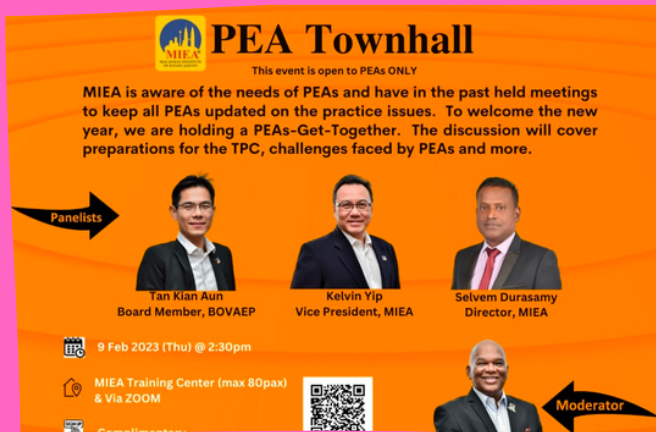
BUSINESS DEVELOPMENT

MLS Sub Sale

MLS Project

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

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10 & 11 March 2023

Berjaya Times Square Kuala Lumpur

MIEA IN THE NEWS : AFFORDABLE HOUSING

<https://property.enanyang.my/%E8%B6%8B%E5%8A%BF/%E5%9B%BD%E4%BA%E6%94%B6%E5%85%A5-%E5%8F%AA%E5%A4%9F%E6%89%BF%E6%8B%85%E5%8F%AF%E8%B4%9F%E6%8B%85%E5%B1%8B/>



曾爱珍

针对这点，大马房地产中介师协会（MIEA）会长曾爱珍指出，如果新房屋的面积较小，最重要的是，价格是否也跟着处于可负担水平。

“当我们提到可负担房屋，一般是指价格可负担，但如果房子空间太小按每平方尺计算的话，其实并非真正的可负担。

“人们需先弄清楚，可负担价格和可负担房屋的区别。如果面积只有400平方尺或更低，这并非真正价格可负担的房屋。”

Via Google Translate

Exclusive report: Li Zhihong, Wang Kangni

Rising interest rates and inflation make Chinese people overwhelmed, affordable housing becomes the first choice

Affordable Prices VS Affordable Homes

In response to this point, Chan Ai Cheng, president of the Malaysian Association of Real Estate Agents (MIEA), pointed out that if the size of the new house is small, the most important thing is whether the price is also at an affordable level.

“When we refer to affordable housing, we generally mean affordable, but if the house is too small and calculated per square foot, it is not really affordable.

“People need to figure out the difference between an affordable house and an affordable house. If it's 400 square feet or less, it's not really an affordable house.”



25 December 2022
NanYang Property

Relatively low interest rates in Malaysia

Chan Ai Cheng said that although Bank Negara is expected to raise interest rates further next year, the interest rates in our country are still relatively low and have only returned to the level of 2019, so home buyers do not need to worry too much.

She pointed out that when the political and economic stability stabilizes, the job market stabilizes, and the market regains confidence, the industrial market will also recover accordingly. The industrial data for the third quarter of this year released by the National Industrial Information Center (NAPIC) has already confirmed this point.

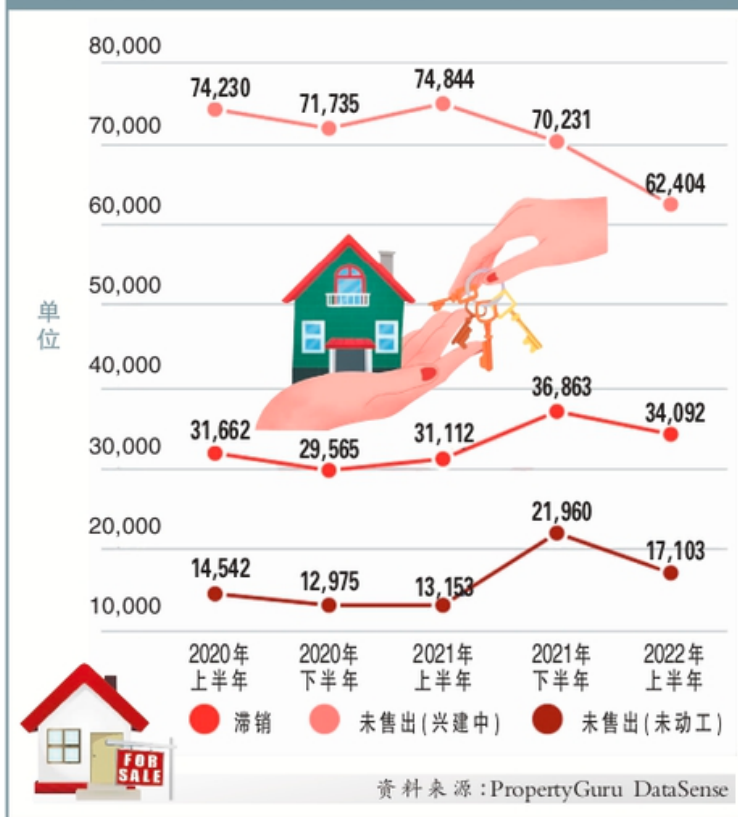
"Especially after the recent 15th general election in our country, a unity government was established, and the new Prime Minister Datuk Seri Anwar also passed a vote of confidence in Parliament, which further strengthened market confidence.

"As a result, we can see that people's confidence in the property market has returned, and the overall outlook for the property market next year is optimistic. Of course, we still face some headwinds, such as the growing shadow of a global economic recession and continued high inflation."

She believes that if potential house buyers still do not buy a house temporarily due to various considerations, renting a house is actually a good choice. "Of course, don't rent a house forever. If you like the area where the house is rented, you can consider looking for and buying the desired unit in the local area."

MIEA IN THE NEWS : AFFORDABLE HOUSING

大马房市2020年上半年至2022年上半年走势



"Upgraded" residential owner-occupiers on the rise

Chan Ai Cheng pointed out that in 2023, it will continue to be a market for home buyers, not an owner's market.

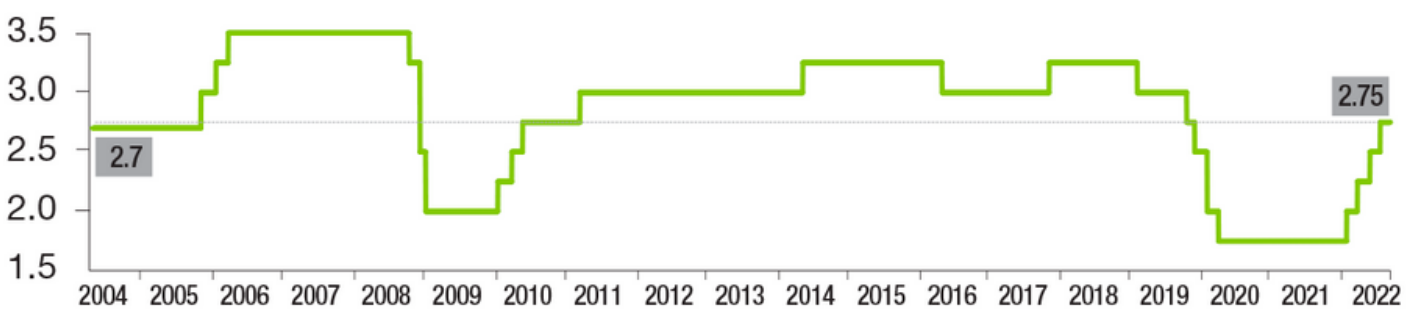
In other words, most house buyers buy houses for their own living, not for investment.

Overall, landed homes will continue to perform well, she said, while high-rise homes will depend on location.

Bank Negara OPR Trend extracted from TheEdge For Members Info

Bank Negara Malaysia OPR

OPR level (%)



Source: Bloomberg

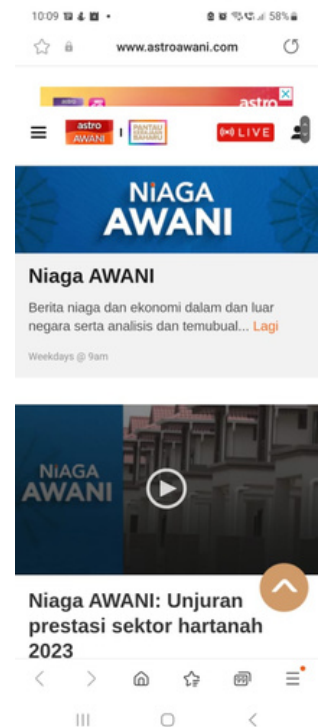
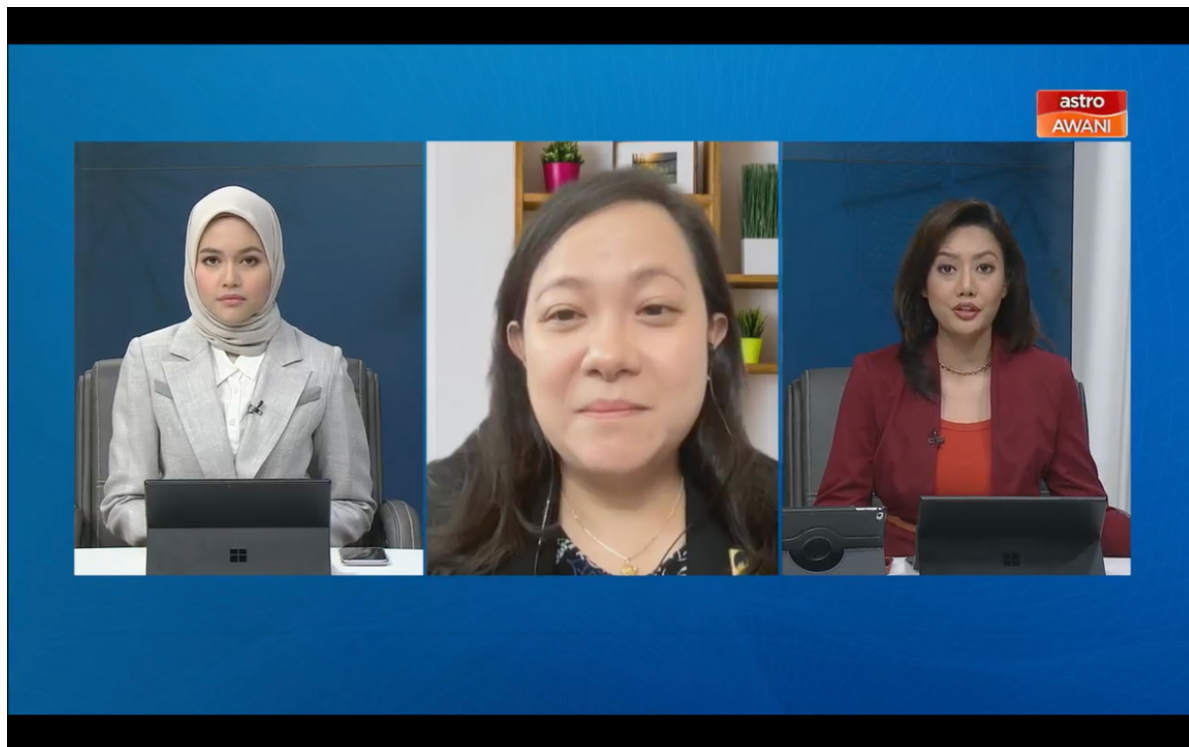
THE EDGE
MALAYSIA

Johor property market outlook: MRT helps digest unsold units

Chan Ai Cheng said that Johor is still the state with challenging property sales in the country, although property sales in certain areas of the state are not bad.

She believes that the root cause of the slower sales problem is oversupply, and it is necessary for the authorities and developers to return to the crux of the problem to solve it, including developers conducting more thorough research and market surveys before launching new real estate projects, rather than blindly optimistic forecasts. The project will definitely have a good sales performance.

MIEA IN THE NEWS : ASTRO AWANI - NIAGA AWANI



<https://www.astroawani.com/rancangan/niaga-awani/niaga-awani-unjuran-prestasi-sektor-hartanah-2023-2003531>

3 January
2023
Astro Awani

President Chan Ai Cheng was featured on Astro Awani updating viewers on property market updates, challenges, opportunities, warnings and also outlook for 2023.

Click on link for the video to the session.



MIEA IN THE NEWS : Unsafe Area, Property Market Outlook 2023



Move out fast if living in unsafe area, experts say

SHAH ALAM - Move out fast if you're living in an unsafe area, experts say. If your housing area is

Extract from the Article :

Commenting further, Malaysian Institute of Estate Agents President Chan Ai Cheng urged the occupants to move out for their own safety.

"Plans will need to be made to move out of the house within the shortest time possible for the safety of the occupants of the houses while action is being taken.

"There will be works that can be conducted to strengthen the slopes that are in question, and the authorities will need to advise the occupants on the next course of action," she reasoned.

However, as the status is unsafe, Chan opined, there would appear to be no compensation plan in place.

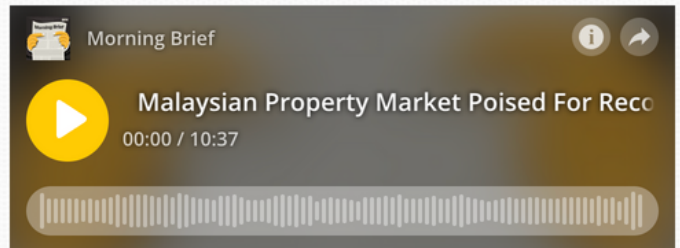


11 January 2023
Sinar Daily



Malaysian Property Market Poised For Recovery?

One of the biggest negatively impacted sectors from the pandemic was property, which saw sales



One of the biggest negatively impacted sectors from the pandemic was property which saw sales and launches decline. Recovery was seen in 2021 and also last year but still below pre-pandemic levels. Chan Ai Cheng, President, Malaysian Institute of Estate Agents tell us if recovery is in view for 2023 despite the economic slowdown and rising interest rates.

Image credit: Shutterstock

Produced by: Moh Heng Ying

Presented by: Wong Shou Ning, Chong Tjen San

Catch President Chan Ai Cheng on BFM 89.9 Podcast on the Morning Brief - Tuesday, 17 January 2023 on the Property Market 2022 and moving into 2023.

17 January 2023
BFM 89.9

BFM **89.9**
The Business Station

MIEA IN THE NEWS : China Capital Control



曾爱珍

中资金管制不利来马购屋

Via Google Translate

China's capital control is not conducive to buying houses in Malaysia

"At this stage, there will not be a large number of Chinese people pouring into Malaysia to invest in real estate, but in the future, more and more Chinese people will favor Malaysian real estate investment."

Chan Ai Cheng, president of the Malaysian Real Estate Agents Association (MIEA), said that although China has opened its borders, the implementation of capital controls has curbed potential buyers' willingness to invest in buying houses in Malaysia.

Over the years, China has implemented some form of capital controls, to varying degrees, that have helped the Chinese government maintain economic stability, but have limited the flow of money for Chinese people to invest abroad, she said.

She also said that the main purpose of the Chinese government's capital control is to curb economic volatility, thereby supporting and stabilizing the domestic market, and avoiding market speculation.

"If China liberalizes capital controls, it will be easier for capital to flow abroad for investment.

However, she believes that in the future, more and more Chinese people will favor real estate investment in Malaysia.

She said that KLCC is the most popular investment hotspot for Chinese people, followed by Mont'Kiara, because buyers are more inclined to invest in "super-premium" properties; Penang is another investment hotspot for foreigners.

She believes that in the second half of this year or the third quarter, there will be a clearer picture of whether the domestic real estate market will pick up.

财经新闻

【独家】保持政局稳定·多管齐下招资 外国人置产将回暖

2023年01月14日



14 January 2023
eNanyang

MIEA IN THE NEWS : PROPERTY MARKET SENTIMENTS



Will primary and secondary market property sales increase this year? | New...

Project sales in the primary market and transactions in the secondary market sales are likely to improve this year, according to the...

Project sales in the primary market and transactions in the secondary market sales are likely to improve this year, according to the Malaysian Institute of Estate Agents' (MIEA) annual Real Estate Market Sentiment Survey 2022/2023.

It revealed that 58.3 per cent of respondents believe the entire property market would improve, 18.3 per cent believe it will remain the same as in 2022, and 23.5 per cent believe it will fall.

Respondents are real estate practitioners who are engaged in the market and, more importantly, know and understand what is going on.

The survey was conducted on December 17, 2022, during the MIEA Real Estate Negotiators Summit, which was attended by 385 real estate professionals. The poll highlighted the opinions of sellers, purchasers, landlords, and tenants in 2022, as well as their expectations for market performance in 2023.

MIEA president Chan Ai Cheng said that 40.9 per cent of respondents believe project sales will increase this year, 30.4 per cent believe they will remain the same, and 28.7 per cent think they will drop.

As for the secondary market, 52.2 per cent felt that it will grow this year, 31.9 per cent said it will remain the same, and 15.9 per cent said it will see a decline.

Chan said there is always a high demand for new project launches since investors want to recoup their investment in 24 months for landed homes and 36 months for high-rise property, either through sale or rental.

"This market is picking up and 40.9 per cent feel that it will grow further in 2023. It is easier to purchase new projects as the outlay is much less thereby attracting those first-time house buyers.

"It is worthy to note that close to 60 per cent to 65 per cent of all transactions in the country are from the residential sector. Among these numbers also include project sales in the primary market.

"Agents play a critical role in assisting developers in project sales. As such, a bulk of the transactions are from the secondary market due to its volume all over the country. From a subdued market in 2020, 2021 and with an improving market, the secondary market is expected to grow," she said.

Market movements to improve

Respondents were asked about the number of inquiries received from purchasers through advertisements and marketing channels in the year 2022 compared to the same period January to November 2021 to identify market dynamics, particularly demand.

25 January 2023
New Straits Times

MIEA IN THE NEWS : PROPERTY MARKET SENTIMENTS

According to the data, 41.7 per cent of respondents indicated inquiries from prospective customers grew, 24.3 per cent said they were stable, and 33.9 per cent said they decreased.

"We are not surprised at the increase in inquiries as after the lockdown, the market opened up in the last quarter of 2021 and correspondingly the demand went up as movement became easy, people could look at properties again, more marketing and advertising activities took place, those who waited to invest could view properties, there was also a rise in the disposal of properties to wither the effect of the lockdown in some cases.

"This trend followed through till December 2022 and we can reconcile with the fact that Q1, Q2, and Q3 National Property Information Centre showed that the volume of transactions in 2022 reached 293,206, an increase of transactions by 46.86 per cent over the same period in 2021," Chan said.

In response to a question about the number of inquiries in 2023, respondents had a favourable perspective, with 49.6 per cent expecting it to increase, 31.3 per cent expecting it to remain the same, and 19.1 per cent expecting it to decline.

According to Chan, this can be attributed to the common belief that the market would perform well in 2023 due to better stability in the country as a result of the new government, actions made to develop the economy, and attempts to keep inflation under control.

"All these will help build confidence among end users and investors. In conclusion, we in MIEA feel the same as the country is stable. As long as the fundamentals vis a vis, economy, interest rate, loan accessibility, employment rate coupled with government support through incentives are in check, the property market will grow," she said.

Chan said that in the last proposed budget, there was a lack of government initiatives to support the property market except for the B40 group.

"The market is to improve and our wish is that all stakeholders need to support its growth," she said.

Selling price movements

Chan said property price movement is an important component since it reflects the asking price set by sellers.

In terms of the price adjustment in 2022 against 2021, 32.2 per cent said it climbed by 10 per cent to 20 per cent, 29.6 per cent said it kept the same, and 38.3 per cent said it declined by 10 per cent.

In general, the 38.3 per cent who claimed the price dropped was mostly due to the difficulties encountered during the lockdown. Property owners who were businessmen and employees were both impacted by lower income, and in the employment market, job losses and salary modifications had a significant influence.

According to Chan, several people had to sell their properties to make ends meet, avoid mortgage payments, and keep themselves afloat.

"Adjusting the price is also to create urgency in sales as they could very well have tried marketing the properties above market price and have to adjust to being competitive. 32.2 per cent indicated that there was an increase in the selling price and this could be largely attributed to sellers of landed properties in strategic locations," said Chan.

MIEA IN THE NEWS : PROPERTY MARKET SENTIMENTS

Meanwhile, a total of 35.7 per cent of the respondents believed that the price will increase by 10 per cent to 20 per cent in 2023 while 31.3 per cent projected that it will remain the same and 34 per cent said it would decrease by 10 per cent. Chan said there is a common feeling that the price adjustment could be minimal as the market is recovering and there will be resistance to any price increase.

"However, we anticipate that there will be some adjustments in some pocket locations by owners who feel that their properties can demand higher prices. There is also an equal feeling from 34 per cent of the respondents that the price will decrease by 10 per cent reflecting that in many other locations, the prices will see a slight drop. This can be accepted as purchasers will play a balancing factor in resisting price escalations and this is true in a recovering market," she said.

NEW
STRAITS TIMES



MIEA expects property market to grow in 2023

Kota Kinabalu: The Malaysian Institute of Estate Agents (MIEA) Real Estate Market Sentiment

KOTA KINABALU: The Malaysian Institute of Estate Agents (MIEA) Real Estate Market Sentiment Survey 2023 among practitioners and established facts on the ground show that as more marketing and advertising activities took place to boost an expanding property market, there was also a rise in the disposal of properties to weather the effect of the lockdown in some cases.

"Property owners who were businessmen and employees were both affected as there was reduced income and in the job market, the loss of jobs and salary adjustments had a great impact.

[Click on link to read more](#)

25 January 2023
Daily Express

Daily Express

INDEPENDENT NATIONAL NEWSPAPER OF EAST MALAYSIA
Established since 1963

MIEA IN THE NEWS : PROPERTY MARKET SENTIMENTS

Chan Ai Cheng: Housing prices are expected to rise by 20% this year as the economy recovers
January 20, 2023

(Kuala Lumpur, 20th) The domestic economy is recovering, and property prices are expected to be fine-tuned this year.

Chan Ai Cheng, president of the Malaysian Association of Real Estate Agents (MIEA), revealed that according to the response of 67% of the respondents, it is predicted that property prices will remain unchanged this year, or increase by 10% to 20%. The trend of "fine-tuning".

"We expect that properties in some favorable areas will raise prices, and owners may charge higher prices."

However, she said that 34% of the respondents also reported that property prices in several locations have dropped slightly. It is believed that the overall property price has dropped by 10%, which is acceptable, mainly because buyers play a role of checks and balances in resisting price increases. It is a real phenomenon in the market recovery.

In addition, she also said that with the increase in industrial transaction volume, population and employment opportunities, and the migration of suburban population to cities, further improving the economy and helping to push up the rental market, it is expected that the rental market will perform better this year.

Facing challenges during lockdown, property prices cut by 10% last year

Click Link for article on news portal

<https://www.enanyang.my/%E8%B6%8B%E5%8A%BF/%E6%9B%BE%E7%88%B1%E7%8F%8D%E5%9B%BD%E5%AE%B6%E7%A8%B3%E5%AE%9A%E4%BB%8A%E5%B9%B4%E8%B6%8B%E5%A5%BD-%E5%8D%8A%E6%95%B0%E4%BA%BA%E8%AE%A4%E4%B8%BA%E4%BA%8C%E6%89%8B%E4%BA%A7%E4%B8%9A%E5%B0%86%E5%9B%9E%E6%B8%A9>



趋势

曾爱珍:经济复苏 今年房价料涨20%

2023年01月20日



曾爱珍

(吉隆坡20日讯) 国内经济复苏，今年产业价格料微调。

马来西亚房地产中介协会（MIEA）会长曾爱珍透露，根据67%受访者的回响，预测今年产业价格保持不变，或调涨10%至20%的幅度，普遍上认为产业市场复苏，会出现“微调”的趋势。

“我们预计一些有利地区的产业会调涨价格，业主或会开出更高的价格。”

不过，她说，也有34%受访者则反映，数个地点产业价格略有下降，相信整体产业价格下调10%，这是可接受的，主要是买家扮演抵制价格上涨方面，发挥制衡的作用，更是市场复苏中的真实现象。

MIEA IN THE NEWS : PROPERTY MARKET SENTIMENTS

On the other hand, Chan Ai Cheng also analyzed the changes in property prices in 2021 and 2022.

She pointed out that compared with 2021, 38.3% of the respondents indicated that the price of the property was reduced by 10% last year, mainly because of the challenges faced during the national blockade, and the owners were forced to sell the property to cash out.

She said frankly that during the implementation of the control order, both owners and migrant workers will face the impact of income reduction, job loss and salary adjustment.

"Many people are forced to sell properties to avoid mortgage repayments and to make ends meet." She said emergency sales properties must adjust to more competitive prices despite trying to offer above-market prices.

In addition, 32% of the respondents believed that the increase in property prices last year compared to the previous year was mainly due to sellers selling properties in strategic locations.

此外，她也说，随着产业交易量、人口和就业机会增加，加上郊区人口迁移到城市，进一步改善经济，以及有助推高租赁市场，料今年租赁市场表现会更好。

封锁期间面对挑战 去年产业价格下调10%

另一方面，曾爱珍也剖析了2021年及2022年产业价格变动。

她指出，与2021年相比，38.3%受访者指去年产业价格下调10%，主要因为全国封锁期间面对挑战，业主被迫出售产业套现。

她坦言，实施管控令期间，无论是业主和打工一族，都面对收入减少、丢失工作和薪资调整的影响。

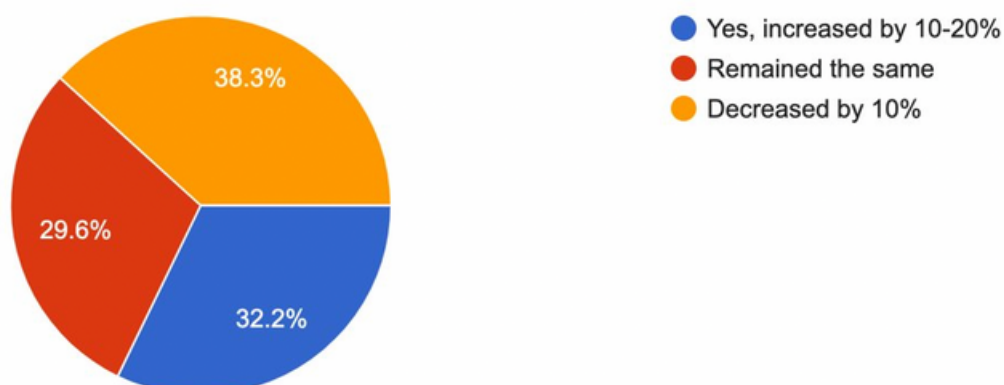
“为了避免抵押还贷和维持生计，许多人逼不得已出售产业。”

她说，尽管尝试开出高于市场价格，但紧急脱售产业也必须调整到更具竞争力的价格。

此外，32%受访者认为，去年产业价格比前年上涨，主要归因于卖家出售策略地理位置的产业。

Survey Findings

As compared to the period between Jan 2021 - Nov 2021, did your clients adjust their asking prices within the period from Jan 2022 - Nov 2022?



MIEA IN THE NEWS : PROPERTY MARKET SENTIMENTS

Chan Ai Cheng: National stability is getting better this year, half of the people think that the second-hand industry will recover

January 20, 2023

(Kuala Lumpur, 20th) According to the 2023 MIEA Real Estate Market Sentiment Survey, more than half (52.2%) of the respondents believe that the second-hand property market will pick up this year, 31.9% of the respondents believe that the second-hand property market will remain unchanged, and the remaining 15.9% will be affected. Interviewers held different views, predicting a decline in the second-hand industry market.

Chan Ai Cheng, president of the Malaysian Association of Real Estate Agents (MIEA), pointed out that combining the sales of the industry and the second-hand market, the stability of the country has made respondents generally feel that the industry market is improving this year.

"We also feel the same, the country has stabilized."

She said the property market will grow especially in the face of the economy, interest rates, availability of loans and employment through government incentives.

"In the 2023 budget mentioned by the previous government, except for low-income groups, the government did not mention measures to support the industrial market."



曾爱珍:国家稳定今年趋好 半数人认为二手产业将回温

2023年01月20日



曾爱珍

曾爱珍:国家稳定今年趋好 半数人认为二手产业将回温

2023年01月20日

(吉隆坡20日讯) 2023年MIEA房地产市场情绪调查显示, 过半(52.2%)受访者认为, 今年二手产业市场将回升, 31.9%受访者则认为二手产业市场保持不变, 其余15.9%受访者持不同的看法, 预测二手产业市场下滑。

马来西亚房地产中介师协会(MIEA)总会长曾爱珍指出, 结合产业与二手市场销售情况, 国家稳定令受访者普遍感觉今年产业市场趋向好转。

“我们也深感同受, 国家已稳定。”

她表示, 尤其在政府通过激励措施, 面对经济、利率、贷款的可及性和就业率, 产业市场将会增长。

MIEA IN THE NEWS : PROPERTY MARKET SENTIMENTS

She also called for concern for the housing needs of the middle-income group, and hoped that the unity government under the leadership of Prime Minister Datuk Seri Anwar would put Malaysians' housing first, just like the budget proposal submitted by the association to the government. Stimulate the second-hand industry market.

However, Chan Ai Cheng emphasized that it is worth noting that 60% to 65% of the transaction volume in our country is residential real estate, and these transactions include the new housing market.

"Real estate agents play a vital role in assisting developers in the sale of new projects."

She said that Malaysia is flooded with a large number of second-hand industries. From 2020 to 2021, the second-hand industry is in a downturn and will usher in signs of improvement.

At the same time, she also pointed out that as new property projects maintain high demand, investors are also waiting for 24 months for landed properties and 36 months for high-rise buildings, which can be used for resale or rental purposes after handover.

"The market is picking up, and 40.9% of respondents predict that the housing market will improve in 2023."

Many real estate developers offer various discounts, cash rebates, legal fees or no down payment, etc., to allow buyers to purchase new houses at a lower cost. Therefore, new industrial projects are more attractive to first-time buyers.

“前朝政府提及的2023年财政预算案中，除了低收入群体外，政府未提及措施去支持产业市场。”

她也呼吁关心中等收入群体的房屋需求，希望在首相拿督斯里安华领导下的团结政府，能把大马人的房屋放在首位，犹如该协会向政府提呈的预算案建议，以刺激二手产业市场。

但，曾爱珍强调，值得关注的是，我国有60%至65%的交易量都是住宅房产，这些交易包括新屋市场。

“房地产中介协助发展商在新项目销售上，扮演至关重要的角色。”

她说，全马充斥大量的二手产业，从2020年至2021年，二手产业处于低迷，将迎来好转的迹象。同时，她也指出，随着新产业项目维持高需求，投资者也等待24个月的有地房产及36个月高楼，交屋后作为转售或出租用途。

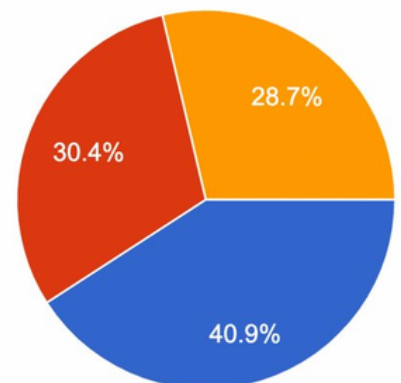
“市场正回暖，有40.9%受访者预测2023年房市好转。”

许多房地产开发商提供各种优惠、现金回扣、律师费或无需头期款等，让买家以较低的成本购买新房屋，因此新产业项目更能吸引首购族的青睐。

视频推荐：

Survey Findings

How do you foresee new project sales in 2023?



- To improve
- Remains the same
- To decline

MIEA IN THE NEWS : PROPERTY MARKET SENTIMENTS

MIEA is optimistic about the trend of real estate this year

January 20, 2023

KUALA LUMPUR (April 20): The Malaysian Institute of Estate Agents (MIEA) predicts that the real estate market will expand and grow this year.

According to the MIEA real estate market sentiment survey in 2023, with the end of the movement control order and the reopening of real estate in the fourth quarter of 2021, there will be more marketing and advertising activities. House buyers or those who intend to invest in real estate can freely choose to view properties.

This trend has continued until December 2022; data from the National Property Data Center (NAPIC) for the first to third quarters of last year showed that last year's transaction volume reached 293,206, an increase of 46.86% compared with the same period in 2021.

Zeng Aizhen, president of the association, said that the survey also found some interesting facts, helping real estate agents understand the sentiments of sellers, buyers, landlords and tenants across the country in 2022, allowing respondents to grasp the performance of real estate this year.

According to the survey, the interviewed real estate agents expressed optimism about the prospects of real estate this year, especially as the new government came into power, took measures to develop the economy, and tried to curb inflation, resulting in a stable political situation in the country. Performance.



趋势

MIEA看好今年房产走势

2023年01月20日



(吉隆坡20日讯) 马来西亚房地产中介师协会 (MIEA) 预测, 房地产市场将在今年扩大和增长。

根据2023年MIEA房地产市场情绪调查指出, 随着行动管控令结束, 房地产于2021年第四季重新开放, 更多营销及刊登广告活动, 购屋者或有意投资房地产者, 可自由选看物业。

这个趋势一直持续到2022年12月; 国家房地产数据中心 (NAPIC) 去年第一至第三季度的数据显示, 去年的交易量达29万3206宗, 成交量较2021年同期增长46.86%。

该协会总会长曾爱珍说, 调查也发现一些有趣的事实, 帮助房地产中介了解2022年全国各地卖家、买家、房东及租户的情绪, 让受访者掌握今年房地产的表现。

MIEA IN THE NEWS : PROPERTY MARKET SENTIMENTS

"All of this will help build confidence between end users and investors."

55.7% of intermediaries believe that the rent will increase.

In terms of leasing, the inquiry level of potential tenants in 2022 shows that 55.7% of the intermediaries interviewed believe that the rent will increase, 27% that it will remain unchanged, and 11.3% that the rent will decrease.

The strong increase in the number of inquiries suggests that after the MCO, rents may increase due to:

1. Existing tenants relocating to other locations
2. Working across state lines
3. Extend the lease term
4. The high cost of new houses affects the ability to buy houses
5. Some people sell their houses during the MCO period to realize investment and rent out
6. Young professionals are choosing to rent due to market uncertainty; in fact, rental properties have grown in popularity lately

The survey concluded that there has been a shift from buying to renting; the figures merely point to an increase in the number of inquiries last year compared to 2021.

It is widely believed that the rental market will perform better, the process is simpler, less down payment, and short-term commitments are some of the reasons why many people choose to rent rather than buy.

The second is that many young people entering the market choose to rent.

42.6% said the rent remained unchanged

调查显示，受访房地产中介对今年的房地产前景表示乐观，尤其随着新政府执政，采取措施发展经济，并试图抑制通货膨胀，促使国家政治局势趋向稳定，因此人们普遍认为，房地产今年会有良好表现。

“这一切将协助建立终端用户与投资者之间的信心。”

55.7%中介认为租金会增加

租赁方面，2022年潜在租户的查询水平显示，55.7%受访中介认为租金会增加，27%指会保持不变，以及11.3%指租金会下跌。

查询数量强劲增长，这显示在管控令后，租金可能受到以下因素而增长：

1. 现有租户搬迁至其他地点
2. 跨州工作
3. 延长租期
4. 新房造价高，影响购屋能力
5. 一些人在行管令期间出售房屋，以实现投资及从出租
6. 年轻专业人士因市场的不确定性而选择租房；事实上，近来出租物业越来越受欢迎

这项调查得出的结论是，从购买成为出租；这些数据仅仅指出，同比2021年，去年查询的数量有所增加。

人们普遍认为租赁市场会表现更好，过程更简单，预付款更少，短期承诺是促使许多人选择租房而不是购买的部分原因。

其次是，许多进入市场的年轻人选择租房。
42.6%指租金维持不变

2022年的租金变动方面，33.9%受访者指租金增长10至20%，42.6%指租金维持不变，以及10%认为租金下调10%。

去年租金增长介于10至20%，这是可接受的幅度，因为出租物业的需求不断上升。

MIEA IN THE NEWS : PROPERTY MARKET SENTIMENTS

In terms of rent changes in 2022, 33.9% of the respondents thought that the rent would increase by 10 to 20%, 42.6% said that the rent would remain unchanged, and 10% thought that the rent would be reduced by 10%.

Last year, rental growth ranged from 10 to 20%, which is an acceptable range given the rising demand for rental properties.

In any case, the majority of respondents indicated that rents remained unchanged. This, in turn, can be attributed to the fact that most homeowners want their homes to be occupied, not vacant.

The real estate market is also in recovery mode, and landlords will increase rents with a sense of restraint.

Forecasting the rent adjustment in 2023, 35.7% of intermediaries predict that the rent will increase by 10 to 20%, 47% think it will remain unchanged, and 17.4% think that the rent will drop by 10%.

Among the intermediaries interviewed, many believe that the rent will remain unchanged, which also reflects the situation in 2022.

Interestingly, 35.7% of respondents believe that rents will increase as demand for properties in certain locations increases; only a minority of respondents believe that rents will fall by 10% in some areas of low demand.

According to the overall leasing market in 2023, 67% of respondents believed that the leasing market would be better, 25.2% said it would remain unchanged, and 7.8% thought it would be weak.

无论如何,大部分受访者表示,租金维持不变。这又可归因于大多数屋主希望他们的房屋有人居住,而不是空置。

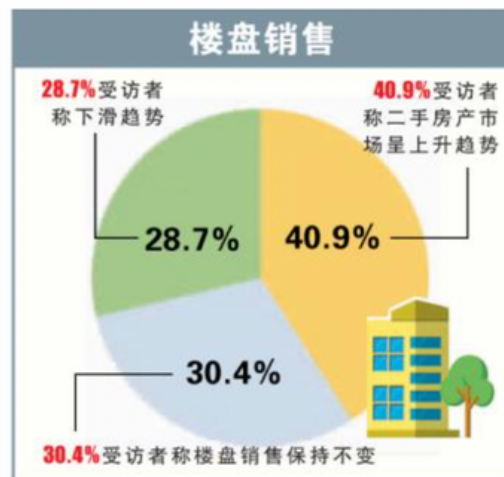
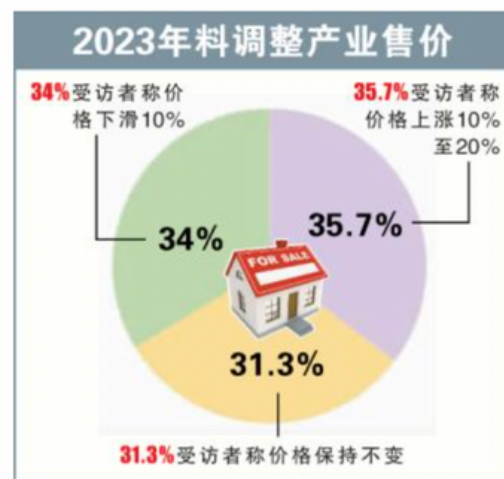
房地产市场也处于复苏模式,房东会以一个克制的心态来增加租金。

预测2023年的租金调整幅度,35.7%中介预测租金会上涨10至20%,47%认为维持不变,以及17.4%认为租金会下跌10%。

受访中介当中,很多大部分认为租金维持不变,这也反映出2022年的情况。

有趣的是,35.7%受访者认为,随着某些地点的房产需求增加,导致租金上涨;只有小部分受访者认为,在一些需求低的地区,租金会下跌10%。

2023年整体租赁市场显示,67%受访者认为出租市场会更好,25.2%指维持不变,以及7.8%认为会疲软。



MIEA IN THE NEWS : Property Stocks Gaining Traction



Property stocks gaining traction

While analysts and industry experts still remain cautious about the outlook for the local property sector, investor sentiment has, however, been slowly improving.

The Star

people's paper

28 January 2023
The Star

12 STARBIZWEEK, SATURDAY 28 JANUARY 2023

StarBizProperty

By EUGENE MAHALINGAM
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WHILE analysts and industry experts still remain cautious about the outlook for the local property sector, investor sentiment has, however, been slowly improving.

Since the start of the year, the share prices of a number of listed property firms have shown promise, although analysts have cautioned that it is still early days.

"Market sentiment has been buoyed by improving economic conditions and better political stability, especially now that the elections are finally over," an analyst tells *StarBizWeek*.

"However, concerns of rising inflation, higher construction costs and the prospect of an imminent global recession, do cast a shadow and could derail the positive sentiment going into 2023," he adds.

Since the start of the year, the share prices of S P Setia Bhd and Malaysian Resources Corp Bhd have risen more than 10%.

Other steady performers include Sime Darby Property Bhd (up 8%), Mah Sing Group Bhd (7%), IOI Properties Group Bhd (6%), Eco World Development Group Bhd (6%) and UOA Development Bhd (3%).

Meanwhile, the KL Property Index, which is made up of listed shares of property companies, has risen more than 5% since the start of the year.

The index has outperformed the FBM KLCI, which has risen less than 2% during the same period.

Promising outlook

According to the Malaysian Institute of Estate Agents (MIEA) in its annual Real Estate market sentiment survey 2022/2023, 58.3% of respondents believe that the property market will improve in 2023.

President Chan Ai Cheng says the improved sentiment is due to the fact that there is stability in the country.

"As long as the fundamentals vis-a-vis the economy, interest rate, loan accessibility, employment rate and government support through incentives are in check, the property market will grow."

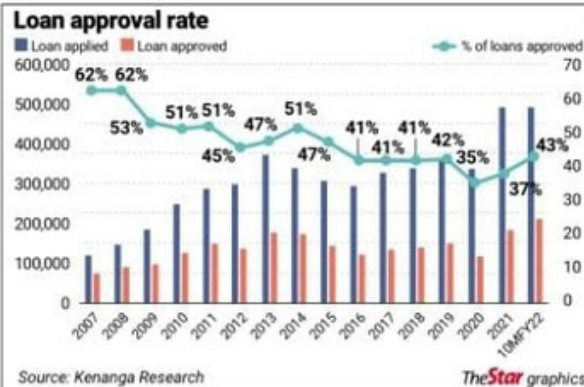
"In the last proposed budget, there was a lack of government initiatives to support the property market except for the B40 group."

Chan is hopeful that the M40 group's housing needs will be looked into.

"We urge the new government to include in the new budget some of the proposals made by MIEA in their budget proposal in 2022, to stimulate the secondary market."

Property stocks gaining traction

Sentiment spurred by improving economic conditions



"We will continue to support all government initiatives on the property market. The market is to improve and our wish is that all stakeholders need to support its growth."

Citing the MIEA survey, Chan says 40.9% of respondents expect the primary market to grow in 2023.

"There is always good demand for new project launches, as investors buy to realise their investment in 24 months for landed property and 36 months for high rise, either through a sale or rental."

"Furthermore, it is easier to purchase new projects as the outlay is much less, thereby attracting those first-time house buyers."

As for the secondary market, 52.2% are hopeful that this segment will improve this year, Chan notes.

"It is worthy to note that 60% to 65% of all transactions in the country are from the residential sector."

"Among these numbers also include project sales (primary market)."

She adds that agents play a critical role in assisting developers in project sales. "As such, the bulk of the transactions are from the secondary market, due to its volume all over the country."

"From a subdued market in 2020 and 2021, the secondary market is expected to grow this year."

Separately, Chan says 67% of the respondents in the MIEA survey are hopeful that rental rates will improve in 2023.

"This is expected as there are more transactions, population growth, rise in employment and transmigration from rural areas to the city, which will contribute to a better performing rental market."

On selling prices for 2023, the survey revealed that 67% believe that prices will remain and/or increase by 10% to 20% this year.

"There is a common feeling that the price adjustment could be minimal, as the market is recovering and there will be resistance to any price increase," says Chan.

However, she says that there will be some adjustments in selected locations by owners who feel that their properties can demand higher prices.

"There is also an equal feeling from 34% of the respondents that the price will decrease by 10%, reflecting that in many other locations there will be a slight drop in prices."

Not without headwinds

Meanwhile, Kenanga Research in a recent report said the operating environment for developers is expected to remain challenging in

"As long as the fundamentals, employment rate and government support through incentives are in check, the property market will grow."

Chan Ai Cheng



2023. "We foresee unfavourable industry trends during much of 2022 to persist into 2023."

"These include soft prices as reflected in a weak house price index, as seen in a quarter-on-quarter contraction in the third quarter of 2022 despite rising construction and land costs."

Additionally, the research house says the household debt-to-gross domestic product ratio still remains elevated (85% in the first half of 2022).

"While the loan approval rate for the first 10 months of 2022 already recovered back to pre-pandemic levels of 43%, it is still pale in comparison to the 45% to 51% seen during the upcycle in 2011-2014."

"Meanwhile, housing affordability is eroding on the back of rising interest rates and soaring construction costs."

Kenanga Research says property developers are struggling to pass on the higher construction costs to end-buyers, as price hikes will hurt take-up and place the viability of the new launches at risk.

"Most of them choose to sacrifice on margins."

Nevertheless, Kenanga Research says there is a bright spot for landed homes this year.

"Since the onset of the pandemic, we note that prices for terrace homes were the only sub-segment that have shown notable growth,

while prices of high-rises and detached homes have either declined or only grown marginally."

"Taking a cue from such a trend, we believe developers focusing on landed townships will fare better than the rest."

However, the research house cautioned that balance sheet concerns still linger.

"Going into 2023, we grow increasingly cautious over developers' high borrowings levels, which would translate to higher financing costs and potential liquidity crunch."

"Already faced with a tough operating climate, developers' earnings will be hurt further by the high financial leverage."

Meanwhile, MIDF Research is maintaining a "neutral" outlook on the property sector.

"Despite the weakness in the share price of property companies in 2022, we think that there are limited catalysts to spur the sector in the near term."

"The property sales outlook is expected to be subdued, judging from the weaker loan application, while demand for property could further drag by potential interest rate hikes in 2023."

The research house says it continues to favour companies with high exposure to affordable price range properties, due to resilient demand for projects in the mid-market and affordable segments.

MIEA IN THE NEWS : PROPERTY MARKET SENTIMENTS



Permintaan tetap rancak

KEGUSARAN orang ramai pada tahun 2023 adalah gelombang kemelesetan ekonomi akibat konflik kuasa besar dunia.

Permintaan tetap rancak

KEGUSARAN orang ramai pada tahun 2023 adalah gelombang kemelesetan ekonomi akibat konflik kuasa besar dunia.

Pelbagai sektor ekonomi dalam negara tidak terkecuali terkesan dan ia mempengaruhi tabiat berbelanja dalam kalangan masyarakat. Melihat senario itu, ramai mengandaikan sektor hartanah antara paling terkesan, namun hasil Tinjauan Sentimen Pasaran Hartanah 2023 oleh Institut Ejen Hartanah Malaysia (MIEA) baru-baru ini membabitkan 385 ejen hartanah berdaftar aktif di lapangan mendapati ia adalah sebaliknya.

Menurut Presiden MIEA Chan Ai Cheng, pihaknya mendapati reaksi atau permintaan hartanah jenis sewaan sangat menggalakkan dan segmen itu stabil apabila disumbangkan oleh beberapa faktor.

"Tinjauan mengenai sentimen situasi pasaran hartanah daripada ahli yang berada dalam lapangan termasuklah berurusan dengan pembeli dan penyewa mencatatkan peningkatan lebih positif dan stabil.

"Berdasarkan statistik, terdapat peningkatan daripada aktiviti membabitkan sewaan hartanah pada tahun 2021 sehingga 2022.

"Berdasarkan reaksi ahli, sebanyak 58 peratus mengakui ada peningkatan dalam permintaan terhadap sewaan kediaman. Ini berdasarkan ahli menerima banyak pertanyaan membabitkan sewaan kediaman sejak fasa pemulihan ekonomi pada tahun 2021.

"Malah 34 peratus mendakwa ada berlaku kenaikan kadar sewaan 10 hingga 20 peratus pada tahun lalu berbanding kadar sewaan 2020 dan 2021.

"Kami juga tidak menolak terdapat sebahagian ahli mendapati kadar sewaan hartanah mengalami penurunan dan selalunya hartanah jenis komersial lebih terkesan berbanding kediaman," katanya.

Kata Chan, sentimen itu dijangka terus positif atas lonjakan beberapa faktor terus membantu meningkatkan aktiviti berkaitan.

"Lonjakan jumlah pertanyaan membabitkan sewaan hartanah adalah disebabkan penyewa berpindah ke unit lain.

"Jika dilihat ada yang naik taraf kediaman sewaan mereka kerana masih bekerja dari rumah. Mereka sudah selesai beroperasi dari rumah dan menjadikan kediaman sebagai pejabat.

"Begitu juga ramai melakukan pergerakan merentas negeri untuk bekerja apabila aktiviti ekonomi semakin pulih. Selain itu, dua tahun lalu ramai yang menjual hartanah lebih selesa memilih menyewa sementara," katanya.

Tidak dinafikan 'tempias' menerusi spekulasi gelombang kemelesetan ekonomi turut terkena sektor hartanah tetapi kesan positif membabitkan generasi muda baru bekerja.

MIEA IN THE NEWS : PROPERTY MARKET SENTIMENTS

"Merujuk kepada gelombang kemelesetan ekonomi dunia, rasanya komoditi lebih terjejas berbanding hartanah. Antara yang menerima kesan positif adalah segmen sewaan.

"Profesional muda memilih untuk menyewa mengenai ketidaktentuan pasaran selain tidak mahu dibebani komitmen melebihi kemampuan kewangan.

"Sebagai contoh andai mereka menyewa, komitmen sewa kediaman hanyalah jangka pendek dan mereka boleh memilih untuk kekal di kawasan kediaman itu atau menyewa di tempat lain.

"Berbanding membeli hartanah itu, mereka terikat komitmen paling kurang 20 tahun. Tambah pula dengan situasi kos rumah baharu tinggi, kemungkinan mereka tidak ada keupayaan kewangan," katanya.

Chan juga menyarankan pemilik hartanah untuk menaik taraf unit mereka agar mewujudkan peluang lebih baik dalam pasaran sewaan yang kompetitif.

"Bagi pemilik rumah, untuk tempoh setahun ini saya sarankan elak naikan kadar sewa bagi mengelak penyewa mereka beralih 'arah'.

"Sempurnakan unit kediaman dengan kelengkapan asas seperti perabot dan perkakas elektrik.

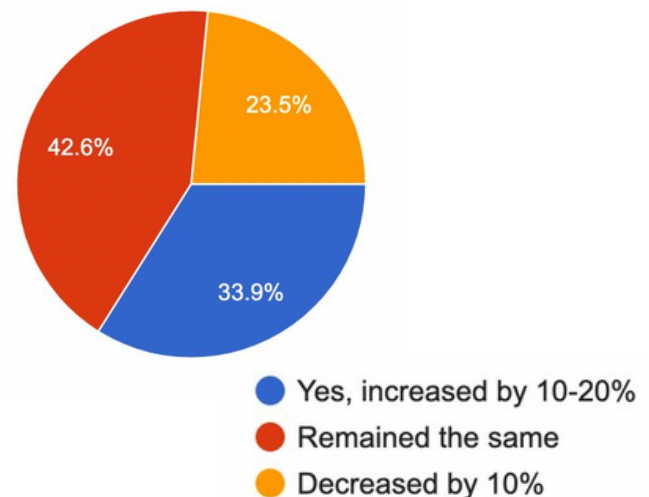
"Ini meningkatkan kebolehpasaran rumah atau unit hartanah sewaan mereka mendapat perhatian penyewa berpotensi dan sesuai dengan prospek klien dicari," katanya.



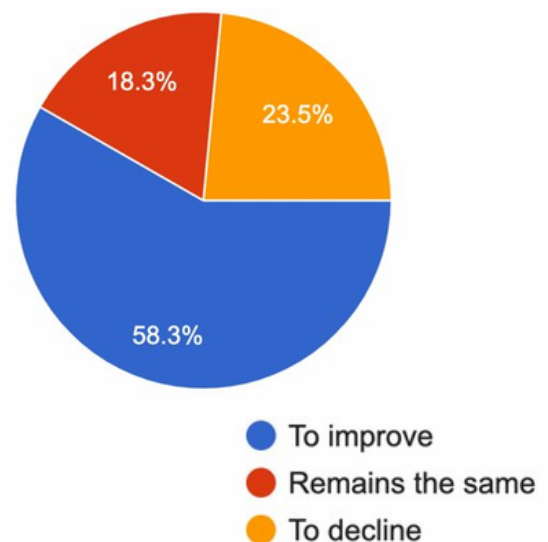
27 January 2023
Harian Metro

Survey Findings

As compared to the period for Jan 2021 - Nov 2021, did your clients adjust their rental rates between Jan 2022 - Nov 2022?



Overall, in your opinion, will 2023 be a better year for the property market compared to 2022?



MIEA IN THE NEWS : Negeri Sembilan

<https://property.enanyang.my/%e8%b6%8b%e5%8a%bf/%e8%8a%99%e9%9a%86%e4%ba%ba-%e5%b8%a6%e6%97%ba%e6%a3%ae%e5%b7%9e%e6%88%bf%e4%ba%a7/>



趋势

【独家】“芙隆人” 接受度高 芙蓉购屋者 有增无减

2023年01月30日



IJM置地推出Rimbun Impian项目，提供休闲公园及行人步道等各种设施，让购屋者享受户外休闲空间。（受访者提供）

Via Google Translate

Affordable landed properties preferred by migrant workers in KL city

Chan Ai Cheng, president of the Malaysian Association of Real Estate Agents (MIEA), said that the trend of "Fulong people" has continued unabated in the past 20 years. When choosing a house type, landed properties are given priority.

27 January 2023
Harian Metro

隆市打工族外移 首选可负担型有地房产

马来西亚房地产中介协会(MIEA)总会长曾爱珍表示，20年来“芙隆人”的趋势有增无减，在选择屋型方面，都以有地房产为优先。

她说，雪隆市区的房地产高密度和房价昂贵，导致近年隆市打工一族，纷纷往外移，选择在万挠、双溪毛糯、双溪龙等地区置产居住。

森购房产者自住居多

“‘芙隆人’的诞生，必须归功于芙蓉新城(S2)的崛起，让不少人在芙蓉买房，每日赴隆上班。”

她指出，可负担型的有地房屋是打工族的第一选择，有些“芙隆人”每日赴隆上班，但也有些“芙隆人”把芙蓉当作第二个家，每逢周末回到芙蓉休假。

她透露，在森州购买房产几乎以自住居多，投资方面则是人潮区或旅游景点区的商业单位。

电动火车45分钟抵隆

“吉隆坡堵车的路况是梦魇，我曾经从八打灵再也驾车到梳邦再也，短短约10公里车程，结果夸张到花了1小时半才能抵达。”

她说，“芙隆人”能躲过塞车的噩梦，就是乘搭公共交通(电动火车)上下班，每趟45分钟就能抵达吉隆坡，这也是许多人选择在芙蓉置产的关键。据她从iProperty所得的资料显示，2018年第二季度森州中价排屋的房价推高至35万令吉巅峰后，持续下滑至2019年第三季度的最低点，并在25万令吉以下“徘徊”至2020年第一季度，才逐渐回升，但在2021年第一季度回升至30万令吉，房价呈现持续下滑的情况直到2022年第三季，跌破25万令吉。

不过，她强调，中价排屋的价格有不少因素影响，也相信是房地产开发商为了满足可负担型房屋的需求，兴建更多中价房屋。

MIEA IN THE NEWS : Negeri Sembilan

She said that due to the high density of real estate and high housing prices in Klang Valley, migrant workers in KL have moved out one after another in recent years, choosing to buy properties in Rawang, Sungai Buloh, Sungai Long and other areas.

Mori buyers mostly live in themselves
 "The birth of 'Fulong People' must be attributed to the rise of Furong New City (S2), which has allowed many people to buy houses in Furong and go to Long to go to work every day."

She pointed out that affordable landed housing is the first choice of migrant workers. Some "Furong people" go to Long for work every day, but some "Furong people" regard Seremban as their second home. Back to Seremban for vacation.

She revealed that most of the properties purchased in Negeri Negeri are for self-occupation, while investment is for commercial units in crowded areas or tourist attractions.

Electric train arrives in Kuala Lumpur in 45 minutes

"The traffic jam in Kuala Lumpur is a nightmare. I once drove from Petaling Jaya to Subang Jaya. It was only about 10 kilometers away, and the result was exaggerated to the point that it took an hour and a half to arrive."

She said that "Furong people" can avoid the nightmare of traffic jams by taking public transportation (electric trains) to and from get off work, and each trip can reach Kuala Lumpur in 45 minutes. This is also the key to many people choosing to buy property in Seremban.

According to the information she obtained from iProperty, after the house price of the middle-priced terraced houses in Negeri Negeri reached a peak of RM350,000 in the second quarter of 2018, it continued to decline to the lowest point in the third quarter of 2019, and was below RM250,000. It was not until the first quarter of 2020 that it gradually recovered, but in the first quarter of 2021 it rose to 300,000 ringgits, and the house price continued to decline until the third quarter of 2022, when it fell below 250,000 ringgits.

However, she emphasized that there are many factors affecting the price of mid-priced terraced houses, and she also believes that real estate developers are building more mid-priced houses in order to meet the demand for affordable housing.



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Malaysian Qualifications Agency

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

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

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APEL C - RM 3,600

For more information call
Pn.Faezah: 03 7960 2577



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CONTACT PERSON:
Ms Faezah (03-79602577)
(education@miea.com.my)

BOVAEP UPDATES

CDP FOR 2023 REN TAG RENEWAL

Yang Dipertua:
Sr Abdul Razak bin Yusak

Pendaftar:
Sumarni Binti A. Rahman



Laman Sesawang: www.lppeh.gov.my

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

CIRCULAR 1/2023

To : Registered Estate Agents and Negotiators

Date : 3rd January 2023

Final Series



Dear All,
CDP FOR 2023 REN TAG RENEWAL

- Please be informed that the **final series** of the CDP course for 2023 renewal will be conducted in **January and February 2023** at the following venue as stipulated below:

No.	Date	Venue
1.	12 January 2023	The Wembley – A St. Giles Hotel, Penang
2.	17 January 2023	Nexus Hotel, Kuala Lumpur
3.	28 January 2023	Thistle Hotel, Johor Bahru, Johor
4.	04 February 2023	Tanahmas Hotel, Sibul, Sarawak
5.	09 February 2023	Nexus Hotel, Kuala Lumpur
6.	16 February 2023	Nexus Hotel, Kuala Lumpur

- Registered Estate Agents whose Negotiators have yet to attend the 2022 CDP course must ensure that the Negotiators attend the CDP course within the two (2) months.
- Negotiators who fails to attend the 2022 CDP INCLUDING those with expired REN Tags for more than 2 years shall have to undergo Negotiator Certification Course (NCC) in order to obtain 2023 Ren Tag.**
- Please be alert of the Notification published in the Board's website from time to time.

Please be guided accordingly.

For Full Circular, please click link :
<https://lppeh.gov.my/WP2016/renewal-2023/>

BOVAEP UPDATES RENEWAL 2023

Yang Dipertua:
Sr Abdul Razak bin Yusak

Pendaftar:
Sumarni Binti A. Rahman



Laman Sesawang: www.lppeh.gov.my

NOTIFICATION FIRST REMINDER

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

DATE : 2 January 2023

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

RE : REMINDER – RENEWAL 2023

Dear Sir/Madam,

Reference is made to our earlier Notification dated 1 October 2022, (attached herewith for your information).

A gentle reminder to all registrants that you are required to renew your individual and firm license **before 31 March 2023**. 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 2022.

Failing to renew your license **before 31 March 2023**, your name will be removed from the Board's Register with immediate effect.

Those who had made the payment for the renewal, kindly ignore this Reminder onwards.

In addition, kindly update your personal information profile for Board's safe keeping.

Please be guided accordingly.



For Full Circular, please click link :
<https://lppeh.gov.my/WP2016/renewal-2023/>

BOVAEP UPDATES ESTATE AGENTS EXAMINATION

Yang Dipertua:
Sr Abdul Razak bin Yusak

Pendaftar:
Sumarni Binti A. Rahman



Laman Sesawang: www.lppeh.gov.my

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

NOTIFICATION

**To : REGISTERED VALUERS, REGISTERED ESTATE AGENTS AND
REGISTERED PROPERTY MANAGERS
PROBATIONARY VALUERS, PROBATIONARY ESTATE AGENTS AND
PROBATIONARY PROPERTY MANAGERS**

Date : 02 January 2023

RE : ESTATE AGENTS EXAMINATION

Dear Sir/ Madam

Kindly be informed that those intending to sit for the Part I and Part II Estate Agents Written Examination may enrol themselves **from 2 January 2023 till 2 May 2023**. The Examination is held once a year. The Board will advise you via Circular on the exact date, time and venue of the examination in due course.

Candidates are required to register themselves for the Examination via the Board's BIS system. They may also purchase the Rules & Guidelines to the Part I and Part II Estate Agents Examination booklet at RM10.00 from the Board's office, for reference purposes.

For further enquiries, you may **contact Puan Nurul at her email: nurul@lppeh.gov.my**.

Please be guided accordingly.

Thank you.

BOVAEP UPDATES : FINAL CDP

NOTIFICATION 1/2023

To : ALL REGISTERED VALUERS, APPRAISERS AND ESTATE AGENTS
 Date : 3RD January 2023
 Re : CDP 12TH January 2023 – **PENANG, PERAK, KEDAH, PERLIS**
(FINAL SERIES OF THE CDP COURSE FOR 2023 RENEWAL)

NOTIFICATION 2/2023

To : ALL REGISTERED VALUERS, APPRAISERS AND ESTATE AGENTS
 Date : 3RD January 2023
 Re : CDP 17TH January 2023 – **KUALA LUMPUR**
(FINAL SERIES OF THE CDP COURSE FOR 2023 RENEWAL)

Yang Dipertua:
 Sr Abdul Razak bin Yusak

Pendaftar:
 Sumarni Binti A. Rahman



Laman Sesawang: www.lppeh.gov.my

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

NOTIFICATION 3/2023

To : ALL REGISTERED VALUERS, APPRAISERS AND ESTATE AGENTS
 Date : 3RD January 2023
 Re : CDP 28TH January 2023 – **JOHOR, MELAKA, NEGERI SEMBILAN**
(FINAL SERIES OF THE CDP COURSE FOR 2023 RENEWAL)

Dear Sir/Madam

RENEWAL OF NEGOTIATORS TAG - TRAINING PROGRAMME FOR THE YEAR OF 2023

The above matter refers.

Please be informed that the next Training Programme to renew your Negotiator's tag is scheduled on **Saturday, 28th January 2023 at Grand Ballroom, Hotel Thistle Johor Bahru, Jalan Sungai Chat, 80100 Johor Bahru, Johor, Malaysia at 8.00 a.m. to 1.00 p.m.**

The cost of the training is **RM 400.00 (RM 200.00 CDP + RM 200.00 PENALTY)** per Negotiator which is inclusive of materials and brunch. Kindly ensure that all of your Negotiators attend the training as failure to do so will result in the removal of the Negotiators from you and your firm's list.

Note : The Board of Valuers, Appraisers, Estate Agents & Property Managers Malaysia (BOVAEP) has imposed a penalty of RM200 per Negotiator. MIEA has written in for clarity and for waiver of the penalty. In the meantime, please be guided by the circular.

BOVAEP UPDATES USE OF DESIGNATION

Yang Dipertua:
Sr Abdul Razak bin Yusak

Pendaftar:
Sumarni Binti A. Rahman



Laman Sesawang: www.lppeh.gov.my

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

CIRCULAR 2/2023

To : All Registered Valuers, Appraisers, Estate Agents, Property Manager,
Probationary Valuers, Probationary Estate Agents,
Probationary Property Managers,
Firms,
All Institutions and Organisations

Date : 4 January 2023

Dear Sir / Madam,

USE OF THE DESIGNATION 'MANAGER', 'DIRECTOR' OR UNDER ANY NAME, STYLE OR TITLE

Reference is made to the Board's earlier Circular 11/98 dated 23 March 1998 and Circular 12/98 dated 11 July 1998. The Board would like to reiterate that **ONLY** Registered Valuers, Appraisers, Estate Agents and Property Managers are **ALLOWED** to use the designation 'Manager', 'Director', 'Property Guru', 'Property Consultant', 'Specialist' or under any name, style or title.

Please be guided accordingly.

BOVAEP UPDATES USE OF DESIGNATION



Yang Di-Pertua:
Datuk Hj. Sahari bin Hj. Mahadi
D.M.S.M., K.M.N., A.M.N.

Pendafatar:
R. Mahaletchumi

Pegawai Perkhidmatan:
Telefon: 03-2937839
Fax: 03-2931808

CIRCULAR 11/98

To : ALL REGISTERED VALUERS, APPRAISERS, ESTATE AGENTS,
PROBATIONARY ESTATE AGENTS & PROBATIONARY VALUERS

Date : 23 March 1998

Dear Sir / Madam

DESIGNATION OF MANAGER

The Board views with great concern that a number of unregistered persons, registered probationary valuers / registered probationary estate agents and negotiators employed by registered firms have been designated as Managers.

Registrants are reminded that the usage of the term "**Manager**" is restricted to registered valuers, appraisers and estate agents only. Thus registered probationary valuers / probationary estate agents and negotiators in registered firms shall not be designated as Managers and any over generous usage of the said term is prohibited.

Please be guided accordingly.

BOVAEP UPDATES

USE OF DESIGNATION

Yang Di-Pertua:
 Datuk Hj. Sahari bin Hj Mahadi
 D.M.S.M., J.M.N., K.M.N., A.M.N.

Pendaftar:
 R. Mahalechumi



Pegawai Perkhidmatan:
 Telefon: 03-2937839
 Fax: 03-2931808

CIRCULAR 12/98

To : ALL REGISTERED VALUERS, APPRAISERS, ESTATE AGENTS,
 PROBATIONARY VALUERS AND PROBATIONARY ESTATE AGENTS
 Date : 11 July 1998

Dear Sir / Madam

USE OF THE DESIGNATION "MANAGER"

Further to the Board's Circular 11/98 dated 23 March 1998 the Board would like to elaborate as follows :-

The underlying reason for not permitting the usage of the designation "Manager" to non-registered persons in estate agency firms is to ensure that the practice of estate agency is conducted by duly registered persons. The registered estate agent is responsible for all actions of the estate agency firm and the registered estate agent cannot claim that he or she is unaware of actions taken by those under his or her employ, including negotiators.

Thus the Board does not permit persons who work under the direction of registered estate agents and who are directly involved in assisting the registered estate agent in the day to day practice of estate agency to be designated as manager unless such persons are themselves registered estate agents.

However the Board does not object to persons in a firm who are not involved directly in the day to day practice of estate agency from being called managers. For example persons in a firm who undertake accounting work or training work or office management may be designated as Accounts Manager or Training Manager or Office Manager as the case may be.

BOVAEP UPDATES REN MATTERS

Yang Dipertua:
Sr Abdul Razak bin Yusak

Pendaftar:
Sumarni Binti A. Rahman



Laman Sesawang: www.lppeh.gov.my

Talian Perkhidmatan:

Telefon : 03-2288 8815

03-2288 8816

03-2288 8817

Hunting : 03-2287 6666

Faks : 03-2288 8819

CIRCULAR 3/2023

DATE : 10th JANUARY 2023

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

Dear Sir/Madam,

1) PARTICIPATION OF NON-REGISTERED PERSONS IN ESTATE AGENCY

Reference is made to the Board's earlier Circular 1/94 dated 22 April 1994, which states that Valuers, Appraisers, Estate Agents and Property Managers are prohibited from allowing non-registered persons to participate in their practice or in the profits of their professional work. Therefore, all Registrants and negotiators are **NOT ALLOWED** to collaborate with non-registered persons when conducting estate agency practice in accordance to Section 22B of the Valuers, Appraisers, Estate Agents and Property Managers Act 1981 (Act 242) & Rules.

2) REGISTERED NEGOTIATOR

All Registered Estate Agents are required to register their RENs with the Board otherwise they are not allowed to conduct their estate agency business.

3) RESTRICTION OF USAGE OF DESIGNATION FOR REN

Reference is made to the Board's earlier Circular 11/22 dated 9 May 2022 which states that all Registered Estate Agents are directed by the Board to ensure that negotiators employed by them have their business cards reflecting their proper designation either as **NEGOTIATOR OR SENIOR NEGOTIATOR** only and no other.

BOVAEP UPDATES REN MATTERS

Notification

PAGE 2

4) NUMBER OF NEGOTIATORS PER ESTATE AGENT

Reference is made to the Board's earlier Circular 10/2018 dated 15 November 2018 which states that each Registered Estate Agent is only allowed to employ 50 negotiators to assist in their practice.

5) REN TAG

Registered Estate Agents are compulsory to return the old REN tags to the Board upon renewal.

It is compulsory for all RENs to wear their REN tags during their course of business. The public are advised to be alert when appointing a REN and they are requested to check the Board's website at www.lppeh.gov.my as to whether the REN is registered with the Board.

Please note that you are required to follow all instructions given by the Board via Standards, Circulars, Guidelines, Directives and Notifications, which relates to the Malaysian Estate Agency Standards and the Valuers, Appraisers, Estate Agents and Property Managers Act 1981 (Act 242).

Please be guided accordingly.

Yours faithfully,



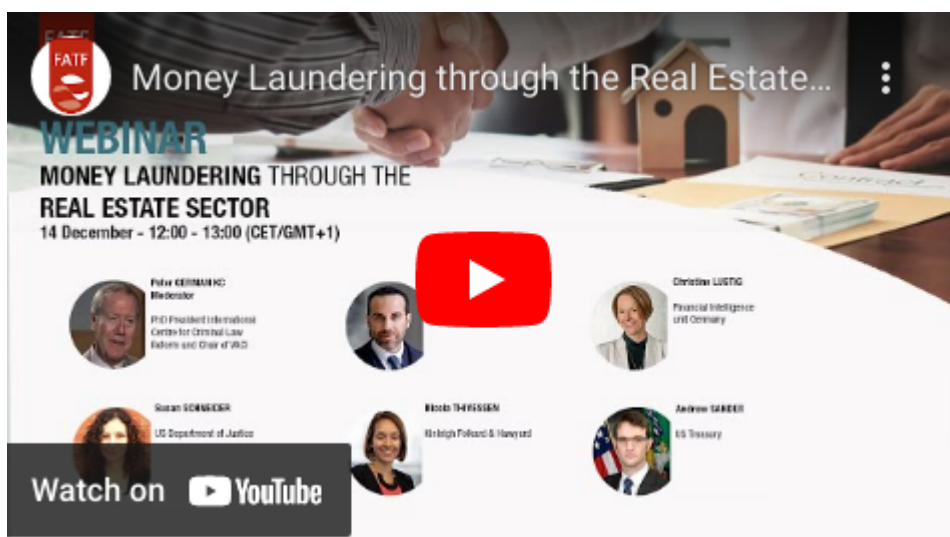
SUMARNI BINTI A. RAHMAN

Registrar

LEMBAGA PENILAI, PENTAKSIR, EJEN HARTA TANAH DAN
PENGURUS HARTA

Note : As at time of printing, this circular has been removed from BOVAEP's website. MIEA has written in for clarity.

BNM UPDATES : AML/CFT ON-SITE EXAMINATION



Informative webinar on Money Laundering through the Real Estate Sector.

It shows the challenges faced by REAs to comply with the AML/CFT guidelines and also their suggested methods to facilitate compliance. The challenges we face here in Malaysia is not unique to us. While clients and customers will be more willing to provide documents to lawyers, they may not be as willing to provide to agents. We will need to constantly educate our clients/prospects of the agents requirements under the AML/CFT.

MIEA has sample letters for Compliance Officers (COs) of REA Firms for clearer explanation on the need to collect their relevant documents in compliance with the AML/CFT guidelines on Customer Due Diligence (CDD).

In situations where the client/prospects are in the high risk category, agents must do the Enhanced Due Diligence (EDD).

Suspicious Transaction Report (STRs) should be issued by the COs if there are any questions regarding source of funds or wealth especially in cases of cash payments or if you feel that something is amiss. STRs submitted to Bank Negara is completely confidential and the identity of the sender is protected. BNM and the FATF rely on the STRs issued by COs to deprive criminals of their dirty money. How do they do this?

There are MANY players (REAs, lawyers, banks, financial institutions, etc) in a RE transaction (sale, rental, lease etc)....if ALL the players for the SAME transaction issue STRs for the SAME CUSTOMER or client, BNM will act. Becos the SAME individual or company has caused the COs of the different players in a RE transaction to be suspicious of the SAME transaction.

While we may lament the need for us to do the CDD, EDD, STRs - this is required by law. Non compliance will lead to penalties which include a fine of up to RM1million or jail sentence of up to 3 years or both. Please be advised.

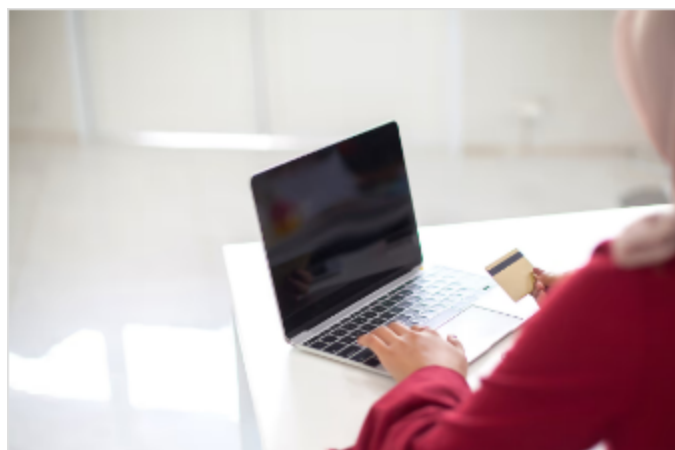
STATUTORY COMPLIANCE



2% WITHHOLDING TAX



NEW
UPDATE



Updates on WHT on payments made to agents, dealers and distributors

Updates on withholding tax (WHT) on payments made to agents, dealers and distributors (ADDs)

1. Complete Form CP107D - Pin 2/2022 (pdf) & Appendix CP107D(2) (excel)
2. Email to the branch where you will submit the payment
3. Visit LHDN office to submit the cheque payment with copy of email
4. LHDN will issue payment receipt on the spot

Extract from ey.com

Updates on withholding tax (WHT) on payments made to agents, dealers and distributors (ADDs) Pursuant to the Finance Act 2021, effective from 1 January 2022 Section 107D was introduced into the Income Tax Act 1967 to provide that companies making payments in monetary form to ADDs arising from sales, transactions or schemes carried out, will be required to withhold tax at a rate of 2% on the gross amount (see Tax Alerts No. 2/2022, 5/2022 and 7/2022).

The Inland Revenue Board (IRB) issued a media release dated 9 July 2022 announcing the following administrative requirements:

Companies making payments to ADDs are required to compute the total WHT applicable for a specific month (i.e., on a monthly basis) and remit the accumulated amount to the IRB by the end of the following month. For example, the WHT for payments made to ADDs in August 2022 (i.e., from 1 August 2022 to 31 August 2022) must be remitted to the IRB latest by 30 September 2022.

Companies are required submit the latest **Form CP107D – Pin 2/2022 and Appendix CP107D(2) to the relevant IRB payment centres, by way of e-mail, before remitting the WHT. A copy of the e-mail must be presented to the payment centre for verification and checking purposes when the WHT payment is made.**

The e-mail addresses of the respective payment centres are as outlined below:

Kuala Lumpur payment centre:
pbkl-cp107d@hasil.gov.my

Kuching branch:
pbkc-cp107d@hasil.gov.my

Kota Kinabalu branch:
pbkk-cp107d@hasil.gov.my

STATUTORY COMPLIANCE

SELF-EMPLOYMENT SOCIAL SECURITY SCHEME



KEMENTERIAN
SUMBER MANUSIA



SELF-EMPLOYMENT SOCIAL SECURITY SCHEME

BACKGROUND

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

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

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

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

SCHEDULE OF CONTRIBUTION

The contribution is based on options of insurable earnings:

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



SELF-EMPLOYMENT SOCIAL SECURITY SCHEME BENEFITS

BENEFITS UNDER THE SCHEME :

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

BENEFITS



**CLICK Here
To Find Out More**

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

AMENDMENT TO THE EMPLOYMENT ACT



Amendments to Malaysia's Employment Act to Come into Force January 1, 2023

The proposed amendments to Malaysia's Employment Act hopes to bring the act to international standards as required by ILO and others.

LATEST: EMPLOYMENT ACT TO APPLY TO ALL EMPLOYEES

SOME SECTIONS SUBJECT TO
INCREASED SALARY THRESHOLD
OF RM4,000/MONTH

**Employment Act to apply to all employees
from 1 January 2023, some sections subjec...**

[Note: When this article was first published on 16 August 2022, the amendments to the Employment Act were scheduled to come into force on 1...

In the DREAM - June 2022 Edition, we covered the key highlights of the changes to the Employment Act that will take effect on 1 January 2023.

Should you have employees who fall under the Employment Act, below are just some of the key highlights :

Flexible working arrangements

A new proposal will allow employees to apply for flexible working arrangements to vary their working hours, place of work, or days. The application must be submitted to the employer in writing, and within 60 days from when the application is received, the employer will inform the employee if their request is approved.

Working hours

The Act proposes a reduction in the number of working hours to 45 hours per week from 48 hours.

Maternity Leave

Maternity leave extension from 60 to 98 days.

Paternity Leave

The implementation of paternity leave of seven days

For Copy of the Act :

<https://lom.agc.gov.my/act-detail.php?type=amendment&act=A1651&lang=BI>



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WWW.MIEA.COM.MY/NCC



January 1/2023



MIEA Membership Benefits

MIEA AUTOMOTIVE PARTNERS



**UP TO 6%
DISCOUNT**



**3% DISCOUNT
FIRST UNIT**



**6% DISCOUNT
ON SELECTED MODELS**

MIEA BENEFITS PARTNERS



-Flight Booking
-Hotel Booking
-Tour Package



Corporate discount
rate for MIEA
Members



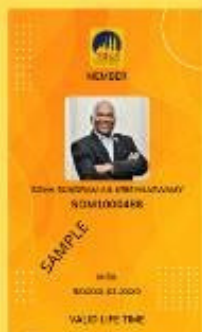
Fraud Detection & Prevention Service
to help Institutions comply with Bank
Negara Malaysia's AMLA requirements



Corporate Office Online
Listing Platform



-RM250 for Basic Health Screening
-5% off on Dental Services
-10% off BP proprietary products



Please note that these privileges are for active MIEA members only. As such you need to show proof you are an active member by showing your e-membership card.

E-membership card has been sent to members via email, download it on your phone for easier reference.

Contact us for more information about Membership



03-7960 2577



03-7960 2577



MIEA.on.FB



miea.com.my



membership@miea.com.my

HOW TO ACCESS YOUR MEMBERSHIP CARD

1

Go to mieamls.com

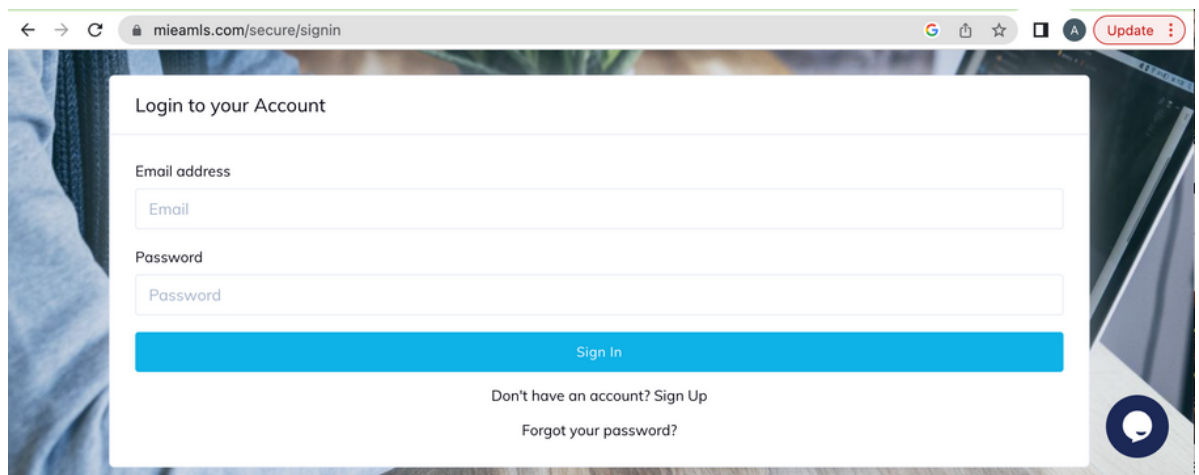
MIEA MLS - A trusted platform to find exclusive real estate listings for sale and rent in Malaysia

 [mieamls.com](https://www.mieamls.com)

2

Click Register/Sign In

<https://www.mieamls.com/secure/signin>



← → ↻ mieamls.com/secure/signin

Login to your Account

Email address

Email

Password

Password

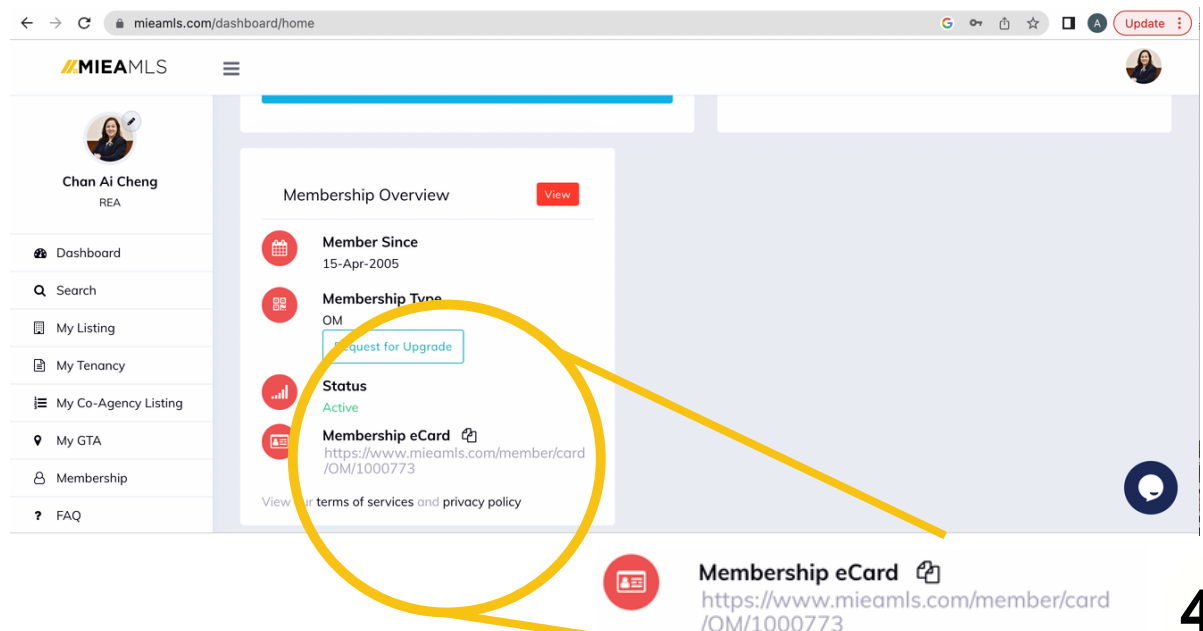
Sign In

Don't have an account? Sign Up

Forgot your password?

3

Dashboard will show options for Membership eCard



← → ↻ mieamls.com/dashboard/home

MIEAMLS

Chan Ai Cheng
REA

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15-Apr-2005
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MIEA SURVEY : CDP 2022

SHARE YOUR EXPERIENCE ATTENDING THE CDP CLASSES CONDUCTED BY BOVAEP IN 2022 !

We have received many comments on the above and we wanted to conceptualize what the majority of RENs felt. Therefore, it is very important that your comments be translated into this feedback questionnaire to establish your key concerns, experiences, and positive elements of you attending the CDP class conducted by the Board of Valuers, Appraisers, Estate Agents & Property Managers (BOVAEP). The feedback should be based only on the CDP class you attended in 2022. The overall evaluation will be analyzed and used in whatever way to further improve the CDP experience to holistically help RENs to gain knowledge under the best organizing environment. The feedback should reach MIEA Secretariat by 1 Feb 2023.

Please forward this to all RENs in your circle.

Thank you.

[Sign in to Google](#) to save your progress. [Learn more](#)

RENs Feedback on CDP 2022

MIEA received many verbal comments from RENs on CDP 2022. We feel that it is important to compile the feedback in a formal manner. We seek the cooperation from RENs to share your comments in the link below :

<https://docs.google.com/forms/d/e/1FAIpQLScAzH0co8wcFktqt9qagabKRDMNhWB4lQi4CQeX8nV1TlBpVQ/viewform>

Please spare 5 mins of your time to complete the survey by **1 February 2023**.



MEMBERSHIP RENEWAL

Extract from Email to Members on Membership Renewal.

Warm greetings from the Board of Directors and Membership Committee!

We hope you have had a rewarding year and achieved your goals.

We wish to inform you that your membership subscription is due for renewal on 1 January 2023.

MIEA looks forward to having your continuous support as an active member and continuing to enjoy the members' benefits.

Your continuous support will help strengthen MIEA as the voice for the Real Estate Practitioners and to stand up for issues affecting the fraternity. Please help us to serve you better by updating your personal contact records in the form (EmailMeForm).

Attached proforma invoice for your kind action.

We take this opportunity to wish you a great and successful 2023!



MIEA Members

**Thank
you!**

**your support
for 2022**

MIEA BOARD OF DIRECTORS

MIEA Board of Directors [2021 - 2023] got together for CNY Loh Sang luncheon at the Lake Club after the BOD Meeting on Saturday, 14 January 2023.

From left (clockwise) : Victor Wong (Sarawak Branch Chairman), Matt Tian (Membership Benefits), Calvin Saw (Treasurer), David Tan (REN Network Chairman), PP Soma Sundram (CEO), Kelvin Yip (Vice President), Lim Boon Ping (Immediate Past President), Tan Kian Aun (President Elect), Aldrin Tan (Director), Veronica Ong (Penang Branch Chairman)



UPCOMING CSR EVENT



Majlis Sumbangan Bakul Makanan kepada keluarga B40
 Disempurnakan oleh YB Lee Chean Chung, Ahli Parlimen Petaling Jaya

SABTU 4 FEBRUARI 2023
Kompleks Arena Petaling Jaya
 (2.00 – 4.00 petang)

DENGAN KERJASAMA DARIPADA
 AHLI MAJLIS MBPJ

Tuan Bryan Ng
 Tuan Sugumaran Anamalai &
 Puan Ermeemarina Binti Saadon

DIANJURKAN OLEH



MIEA
 MALAYSIAN INSTITUTE
 OF ESTATE AGENTS
 UNITED RELEVANT PROGRESSIVE



**JOIN
US!**

MIEA will be organising a CSR Event during this Chinese New Year to do our part to brighten up the lives of others during this season of celebration and in the spirit of caring & sharing.

Do come and be part of this on Sat, 4 February 2023.



Gong Xi Fa Cai



MAY THE NEW YEAR BRING YOU
GOOD HEALTH AND FORTUNE

FROM THE PRESIDENT & THE BOARD OF DIRECTORS
MALAYSIAN INSTITUTE OF ESTATE AGENTS (MIEA)

Collect Your
Ang Pow Here!

SCAN ME 



Touch 'n Go eWallet

Money Packet



1. Launch TNG eWallet's "Scan" function
2. Scan the QR directly or;
3. Scan from gallery when you download the QR image

Transforming Commercial Real Estate Together



We strive to be the information leader in providing high-quality, accurate, real-time and historical data to the Commercial Real Estate Ecosystem.



EXCLUSIVE TO MIEA MEMBERS

Join us as a individual practitioner.



ACCESS TO LANDLORDS DIRECTLY

Complete access to all building specifications and vacancies from multiple landlords.



PROSPECT FOCUSED

Build a comprehensive and interactive option list for future prospects

RM40 PER MONTH ONLY

50%

OFF ONLY TILL 4TH NOV 2022
REGISTER AT [APP.BRIQBLOQ.COM](https://app.briqbloq.com)



PEA TOWNHALL



PEA Townhall

This event is open to PEAs ONLY

MIEA is aware of the needs of PEAs and have in the past held meetings to keep all PEAs updated on the practice issues. To welcome the new year, we are holding a PEAs-Get-Together. The discussion will cover preparations for the TPC, challenges faced by PEAs and more.

Panelists



Tan Kian Aun
Board Member, BOVAEP



Kelvin Yip
Vice President, MIEA



Selvem Durasamy
Director, MIEA



9 Feb 2023 (Thu) @ 2:30pm



MIEA Training Center (max 80pax)
& Via ZOOM



Complimentary



60 19 318 8219



Moderator

Soma Sundram
Chief Exe Officer, MIEA

Programme

- 2:30pm Registration
- 3:00pm Welcome address by Emcee
- 3:05pm Address by Ms Chan Ai Cheng, President of MIEA
- 3:10pm Update on practice issues by Mr Tan Kian Aun
- 3:45pm MIEA TPC plan by Mr Soma Sundram
- 4:05pm Expectation of PEAs at TPC by Mr Kelvin Yip & Mr Selvem Durasamy
- 4:45pm Questions & Answers
- 5:00pm Refreshment & Networking

What is a Townhall

These are meetings held in organizations to bridge the communication gap between with members, allows every member of the organization informed about updates, plans and to inspire teamwork and collaboration.

9 Feb 2023 (Thursday)

2:30pm

MIEA Training Center & Zoom

☎ 6019-3188219

<https://www.emailmeform.com/builder/form/jedU5fL0RbV89Gol9x5>

MIEA recognises PEAs as the next generation of Estate Agents and valued members of the fraternity.

MIEA has over the last few years taken initiatives to engage PEAs through, WhatsApp group discussions, meetings and our TPC course. In this continued effort, we are organizing a "TOWNHALL" to once again update PEA members on the many issues faced by the profession and a get together for networking and to build camaraderie.

PROGRAMME

2.30pm - Registration

- Address by MIEA President Chan Ai Cheng
- Updates on practice - BOVEAP Board Member Tan Kian Aun
- TPC and Its relevance - MIEA VP Kelvin Yip
& Board Of Director Selvam Durasamy
- Questions and Answers
- Refreshments & Networking

5.00pm - End

The Townhall will be moderated by MIEA CEO K. Soma Sundram

let's
TALK

A PROGRAM BY



MAREC 2023

MALAYSIAN ANNUAL REAL ESTATE CONVENTION

10 & 11 March | Berjaya Times Square Hotel, Kuala Lumpur

BUILDING A SUSTAINABLE REAL ESTATE PROFESSION

MAREC 2023 is in its 37th year, making it one of the longest running Real Estate Conference in Malaysia. We have returned to a physical event for all to meet, network with friends in the practice. The CPD topics will intrigue you to meet the daily challenges faced and this first ever dual mode event is to help reach all practitioners in the country. Support and join us to be relevant and progressive in your practice.

'FIRST HYBRID MAREC'

Be part of Malaysia's Largest Real Estate Agents Convention



PHYSICAL (10 CPD)



VIRTUAL (6 CPD)

The registration fee below is applicable for both physical and virtual event

DATE	RATE	MEMBER (RM)	NON-MEMBER (RM)	ARENA
CLOSED	Pre-Registered	599	649	USD180
Now - 10 February	Early Bird	649	699	
11-28 February	Advance	699	749	
1-9 March	Regular	749	799	
10 March 2023	On-Site	799	849	
Networking & Fellowship Dinner	Ticketed Event	99		

Networking & Fellowship Dinner

We have planned to hold the above event on the first day (10 Mar) at 5.30pm.

10-11 MAR 2023
9:00AM-6.00PM

Register now



Call For More Information :
+603 7960 2577

www.miea.com.my | events@miea.com.my

GRAB THE EARLY BIRD OFFER - ENDS 10 FEB 2023



Overview of Program

10 & 11 March 2023 - Topics

10

Friday

8:00 AM	Registration
9:00 AM	Address by Organising Chairman Opening Address by President Speech by Guest of Honour
9:30 AM	Teabreak
10:00 AM	Keynote Address: Building a Sustainable Real Estate Profession
11:45 AM	Tech Tools to Help Agents
12:30 PM	Lunch
2:00 PM	Roundtable: Developing a sales team to be top achievers (MIEA Million Dollar Achievers Club)
3:00 PM	Data Revolution for Agents
3:45 PM	UOB Mortgage Sales Referral Programme for Agents
4:30 PM	Top 10 Issues Affecting our Real Estate Practice
5:30 PM	Networking Dinner (Ticketed Program)

11

Saturday

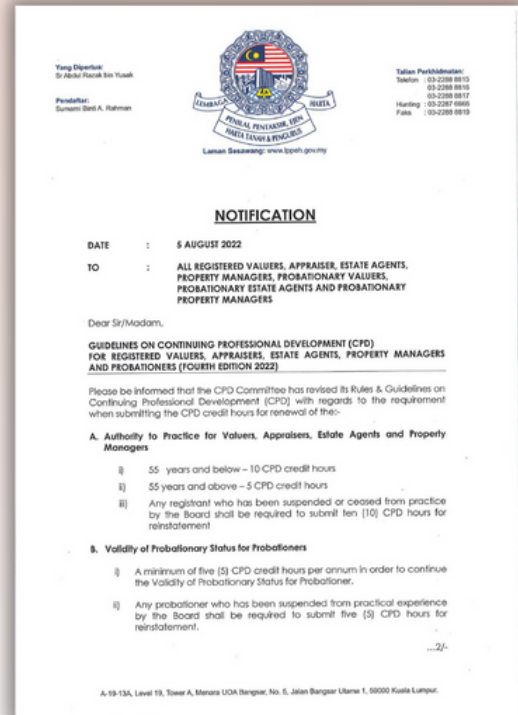
8:00 AM	What Say You? - A Morning Warm Up Chat on Real Estate
9:00 AM	Tenancy Administration Department - A working model for firms
10:00 AM	Teabreak
10:20 AM	Dialogue - Malaysian Economy - Challenges Ahead
11:10 AM	How Agents Can Help Reduce Overhang Properties - A Developers Perspective
11:55 AM	Performance of the Real Estate Market 2022
12:40 PM	Lunch
1:40 PM	Women in Real Estate
2:20 PM	MACC Sec 17A & How It Effects our Practice
3:00 PM	A Case Study on Court Decisions Relating to Real Estate
4:00 PM	BREAK-OUT SESSION
4:45 PM	Changing Trends & Evolution in our Practice
5:30 PM	Closing Remarks

The Organizer reserves the absolute rights to change, amend, delete or add to the program without prior notice at any time.

Continuing Professional Development

or short title - CPD

"Continuing Professional Development," means "a programme for systematic maintenance, improvement and enhancement of knowledge and skills for the development of personal qualities necessary for execution of relevant professional and technical duties throughout the practitioner's working life."



Who needs CPD points?

Based on Guidelines On Continuing Professional Development (CPD) For Registered Valuers, Appraisers, Estate Agents, Property Managers And Probationers (Fourth Edition 2022)

Values, Appraisers, Estate Agents and Property Managers	55 years and above	5 CPD
	55 years and below	10 CPD
	Any registrant who has been suspended or ceased from practice by the Board	10 CPD hours for reinstatement

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



PHYSICAL
10 CPD hours
applied for

VIRTUAL
6 CPD hours
applied for

Convention Rate

10 & 11 March 2023



The registration fee below is applicable for both physical and virtual event

DATE	RATE	MEMBER (RM)	NON-MEMBER (RM)	ARENA
CLOSED	Pre-Registered	599	649	USD180
Now - 10 February	Early Bird	649	699	
11-28 February	Advance	699	749	
1-9 March	Regular	749	799	
10 March 2023	On-Site	799	849	
Networking & Fellowship Dinner	Ticketed Event	99		

Networking & Fellowship Dinner

For the first time, we have planned to hold a 'networking event' on the first day (10 Mar) at 5.30pm to have fellowship, network and to re-establish connections - with food & music!

This is a ticketed event.

Register now



Call For More Information :
+603 7960 2577

www.miea.com.my | events@miea.com.my

Sponsorship Packages




This is a self-funded event and we seek the support of Real Estate firms, Partners, Developers and Ordinary Members to make this event more meaningful. Please refer to the packages to lend a hand in funding this event. Thank you.

PLATINUM SPONSOR	DIAMOND SPONSOR	GOLD SPONSOR
BRANDING <ul style="list-style-type: none"> One-minute promo video to be played Two times Big slider homepage banner (clickable banner) on the landing page Clickable logo (linked to the website) on the landing page One-page advertisement in the program book One-page advertorial in the program book Logo on all collaterals One item/collateral to be inserted in the event bag ENGAGEMENT <ul style="list-style-type: none"> Two exhibition booth Official sponsor of Networking Dinner on Day One for 100 pax (10th March 2023) <ul style="list-style-type: none"> Speaking slot – Representative to address gathering Banner placement across the room indicating sponsorship Two posts on MIEA official Facebook page (pre & post event) Ten physical complimentary tickets for two days (Valued at RM6,990) Ten virtual complimentary tickets for two days (Valued at RM6,990) Ten complimentary tickets for Networking Dinner (Cocktail) valued at RM1,650 	BRANDING <ul style="list-style-type: none"> One-minute promo video to be played two times One-page advertisement in the program book Clickable logo (linked to website) at landing page Logo on all collaterals One item/collateral to be inserted in the event bag ENGAGEMENT <ul style="list-style-type: none"> One Exhibition Booth Two Facebook posts on MIEA official Facebook page (before and after event) Three physical complimentary tickets for two days (Valued at RM2,097) Seven virtual complimentary tickets for two days (Valued at RM4,893) Five Networking Dinner tickets (subject to confirmation) 	BRANDING <ul style="list-style-type: none"> One-minute promo video to be played Two times One-page advertisement in the program book Clickable logo (linked to website) on landing page Logo on all collaterals One item/collateral to be inserted in the event bag ENGAGEMENT <ul style="list-style-type: none"> Two Facebook posts on MIEA's official Facebook page (before and after the event) Two physical complimentary tickets for two days (Valued at RM1,398) Five virtual complimentary tickets for two days (Valued at RM2,097) Three Networking Dinner tickets (subject to confirmation)
RM25,000	RM10,000	RM5,000

SILVER SPONSOR	EXHIBITION PACKAGE
<ul style="list-style-type: none"> One-page advertisement in the program book One physical complimentary tickets for two days (Valued at RM699) One virtual complimentary tickets for two days (Valued at RM699) One Networking Dinner tickets (subject to confirmation) 	<ul style="list-style-type: none"> One exhibition booth One advertisement page in the program book One networking dinner ticket (Valued at RM165)
RM2,500	RM3,850

CONVENTION BAG SPONSOR	ADVERTISEMENT
Sponsor the convention bag	One advertisement page in the program book
RM5,000	RM1,000




MAREC 2023
 MALAYSIAN ANNUAL REAL ESTATE CONVENTION
 10 & 11 March | Berjaya Times Square Hotel, Kuala Lumpur
 BUILDING A SUSTAINABLE REAL ESTATE PROFESSION


My motivation to attend MAREC.
Tick if YES:

1. Do I need CPD hours to renew my ATP for 2023? ☐
2. Is my Real Estate firm sustainable? ☐
3. Do you want to meet old real estate acquaintances? ☐
4. To know whether the 2023 property market support your firm? ☐
5. Do you want to know the state of affairs of our profession? ☐
6. Learn how to build a successful in-house sales team? ☐
7. How will the Malaysian economy perform? ☐
8. Would you like to get out and feel the vibrations of Real Estate ☐
9. Play a role in supporting MAREC ☐
10. Get to do Networking ☐

IF YOU TICK 5 OUT OF 10 YOU SHOULD SIGN UP NOW!!!



Register now



events@miea.com.my
 +603 7960 2577

www.miea.com.my

Practitioners! Attending or not -
 Can't decide?
 Do this checklist and be
 motivated!

If you tick 5 out of 10 you should
 sign up for MAREC now:
[https://www.miea.com.my/landin
 g-page/marec-2023](https://www.miea.com.my/landing-page/marec-2023)

(The registration fee is applicable
 for both physical and virtual
 events)

**LEARNING
 NEVER
 ENDS**



UOB Malaysia (UOBM) recently launched the Certified Mortgage Advisor (CMA) Programme as part of our ongoing partnership with Asian Banking School (ABS). This new certification program is one of the building blocks to cement UOB's position as one of the leading banks in Mortgage business in the country.

It is the 1st in the banking industry and successful graduates will earn the designation "Certified Mortgage Advisor". With this certification, we will be able to elevate and streamline the level of professionalism of its mortgage sales teams where the mortgage specialists will be instilled with a strong sense of responsibility and ethics that would ultimately benefit the customers.

"With this certification, our Mortgage Specialists will be the trailblazers of UOBM's mortgage business and the industry, in which many others will try to emulate and follow for years to come," Ronnie Lim, MD & Country Head, PFS said. It is hoped that through this program, UOB's Mortgage Specialists will be a step ahead in the industry, ever ready with the agility for future changes, constantly growing and expanding together with the Bank.



Photo caption: From left, Lai Tak Ming, UOB Malaysia Executive Director & Country Head, Human Resources; Ronnie Lim, UOB Malaysia MD & Country Head, PFS; Professor Dr. David Colyn Gardner, CEO of Asian Banking School and Dr. Lim Guan Chye, Director of Commercial Banking, Asian Banking School.

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

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

For Google Play



For App Store





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



Scan the QR code to explore more about the Intelligent Mortgage Calculator.

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

Key Contact Persons:

Name Position Contact No. and email address

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



Flexibility to save more with UOB Mortgage

**Stretch or shrink your mortgage tenure and
save on interest payments – you decide.**

Enjoy the flexible weekly, fortnightly or monthly repayments
to give you full control over:

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

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



Right By You