



A publication of the  
Malaysian Institute of Estate Agents

# D'REAM

## THE REAL ESTATE AGENT MAGAZINE

YOUR MONTHLY NEWS UPDATE @ JUNE 2023

FOR INTERNAL CIRCULATION OF MEMBERS ONLY



UNITED  
RELEVANT  
PROGRESSIVE

## ABOUT MIEA

The Malaysian Institute of Estate Agents (MIEA) serves as the esteemed organization representing all Registered Estate Agents, Probationary Estate Agents and Real Estate Negotiators in Malaysia. Since its inception in the 1970s, MIEA has made significant strides. In 1977, the association, known as MAREA, was officially registered after receiving approval for its initial constitution from the Registrar of Societies.

With the implementation of the Valuers, Appraisers, and Estate Agents Amendment Act in 1984, coupled with the dynamic property market and evolving development trends, MIEA made a strategic decision to transform its image from a trade association to a professional institute. Consequently, on May 3, 1989, the organization changed its name from the "Malaysian Association of Real Estate Agents" (MAREA) to the "Malaysian Institute of Estate Agents" (MIEA).

This new official name aimed to align MIEA as a professional body focused on upholding the standards of the estate agency profession, ensuring that it received the same level of recognition as other esteemed professions.



A publication of the  
Malaysian Institute of Estate Agents

# D'REAM

## THE REAL ESTATE AGENT MAGAZINE

### *Message From The President*

#### JUBILANT JUNE

Today, 30 June 2023 marks the end of my tenure as President of the Malaysian Institute of Estate Agents.

It is with a mix of emotions that I bid farewell, reflecting on an incredible journey we have undertaken together over the past 2 years. The journey can be described as nothing short of a roller coaster, navigating through a multitude of challenges and celebration of victories. We faced complex issues that demanded thoughtful decision-making, commitment and determination to steer the institute. It has been an amazing learning journey and has taught me the value of perseverance, the importance of effective communication and what it means to agree to disagree in a collective decision.



PRESIDENT CHAN AI CHENG

*Ai Cheng*

# Message From The President

It is interesting how the BOD is made out of “competitors” to certain extent but yet putting aside business and personal interest for the common good of the objectives of the Institute. By pooling our resources, expertise, perspective, together we created positive impact on the Institute and the industry. Willingness to embrace collaboration for the greater good.

The collection of activities, events and achievements of the Institute is documented not only in the Annual Report but the monthly D'REAM Bulletin since July 2021. I thought it best fit that the report card of the BOD should not just be one yearly presented at the AGM but monthly for better check and balance.

I would like to express my deepest gratitude to each and every member of the Institute for entrusting me with the responsibility of leading MIEA. Serving as your President has been an honour and privilege that I will forever cherish.



The success we have achieved for the Institute is not attributed to one individual, but rather a collective team effort. Not a one-man show but a team. Without the dedication and contributions of each member, we would not have reached new heights. Therefore, **I would like to express my heartfelt gratitude to every member of the BOD for their valuable contributions towards accomplishing the 6-frame manifesto set at the beginning of our term.**

We have amplified our voice as a united force in advocating for the interest of our profession. MIEA has become a recognized authority, driving positive change, and shaping the future of our industry.

As I pass the torch to the Incoming President and his team, I have confidence in their ability to lead MIEA to even greater heights. I encourage all members to extend your unwavering support and cooperation, just as you have done for me throughout my presidency. Remember, our strength lies in our unity and shared commitment.

*Thank  
you*

BOARD OF DIRECTORS  
[2021 - 2023]





## THE BOARD OF DIRECTORS 2021 – 2023



Chan Ai Cheng  
President



Kelvin Yip Kwong Wai  
Vice President



Evon Heng Yee Boon  
Secretary General



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Treasurer



Tan Kian Aun  
President Elect



Lim Boon Ping  
Immediate Past President



Haji Ahmad Zamzuri Bin Kamarudin  
Director



Dato' Adrian  
Wang Fook Ping  
Director



Selvem A/L Durasamy  
Director



Aldrin Tan Tong Heng  
Director



Matt Tian Kian Lim  
Director



David Tan Wee Peng  
REN Network Chairman



Noorzamani Bin Nooradin  
MIEA Perak Chairman



Veronica Ong Bin Ai  
MIEA Penang Chairperson



Susan Tan  
MIEA Johor Chairperson



Victor Wong Zhi Wen  
MIEA Sarawak Chairman



Rose Lai Len Fang  
MIEA Sabah Chairperson

# Message From The President



IN APPRECIATION OF YOUR CONTRIBUTION AND DEDICATION  
TO THE INSTITUTE DURING MY TERM 2021 - 2023



*You are Awesome!*

*Chan Ai Cheng*  
Chan Ai Cheng (DM0773)  
President

Last but certainly not least, I would like to express my heartfelt gratitude to the Secretariat team, whose contributions have been invaluable to the success of MIEA.

First and foremost, I want to acknowledge the exceptional commitment and passion of CEO PP K Soma Sundram. His unwavering dedication to MIEA is unparalleled, and his leadership in the Secretariat has been instrumental in driving the Institute forward.

*K Soma Sundram*

I would also like to extend my appreciation to our Office Manager, Ho Wai Ling, who consistently goes above and beyond, giving her utmost effort for the betterment of MIEA. Her hardwork and dedication are truly commendable.

*Ho Wai Ling*

A special mention goes to Faezah, who serves as the anchor for the education programmes of the Institute. Also Aishah who has been a reliable member of the team.

*Faezah & Aishah*

# Message From The President

Furthermore, I want to express my gratitude to Afina, whose capable hands have ensured the success of our events. Her meticulous planning and execution have made our events memorable and impactful. Not to mention her assistance in the D'REAM Bulletin.

*Afina*

Florence, our friendly voice of membership, has played a vital role in maintaining relationships with our members. Though new, she has proved herself a valuable team member within the secretariat.

*Florence*

I also want to recognize Mariya, who diligently keeps our books in order, ensuring our financial records are accurate and compliant. Her attention to detail and financial know-how are truly commendable.

*Mariya*

Additionally, a special shoutout goes to our outsources accounting firm, AdrianYeo, Annie & Jessie. For their diligent oversight of our accounts and compliance matters. Their expertise and thoroughness have provided us with an extra layer of assurance.

*Annie & Jessie*

Each member of the Secretariat team, from top to bottom, plays a crucial role in our achievements. It is their dedication, hardwork and collective efforts that have formed the backbone of our successes over the past 2 years.

I extend my deepest appreciation to the Secretariat team for their unwavering support, commitment and tireless work. It is through your contributions that MIEA has been able to thrive and make a difference in the industry.

Thank you once again. I have been so blessed to have all of you in the secretariat team during my term of office.

*thank you*

## CONFLICT OF INTEREST

In volunteering and holding office in an Association, it is important to address the issue of Conflict of Interest and how this can effect the running of an Association.

A conflict of interest arises when an individual is involved in a situation where their personal or financial interests may influence their judgment, actions, or decisions, potentially compromising their ability to act in the best interest of others or their responsibilities as elected office bearers. In addition to financial interest, personal relationships or connections influence decision making, dual roles when one holds multiple roles or positions with differing interest, professional advancements clash with their duties or responsibilities and others.

It is important to note that conflicts of interest may not always be intentional or malicious. However, they should be identified, disclosed, and appropriately managed to ensure transparency, fairness, and the best interests of all parties involved.

# MEAS

The Malaysian Estate Agency Standards (MEAS 3rd Edition) under Definition & Core Values also highlights aspects on "Conflict of Interest" and the disclosure :

### **Definition under MEAS 3rd Edition :**

Conflict of Interest means a conflict between an estate agent's obligation to the client and/or to any other party and his self-interest which may likely affect the estate agent's independent judgement.

### **Point 6 of Core Values :**

Estate Agents shall disclose any past, present or foreseeable future interest and/or relationships, either with the Client or the property being transacted that could lead to, or be construed as, possible conflicts of interest when accepting any terms of engagement for sale, purchase, let rent or lease.

**1****Identify****2****Disclose****3****Appropriately Manage**



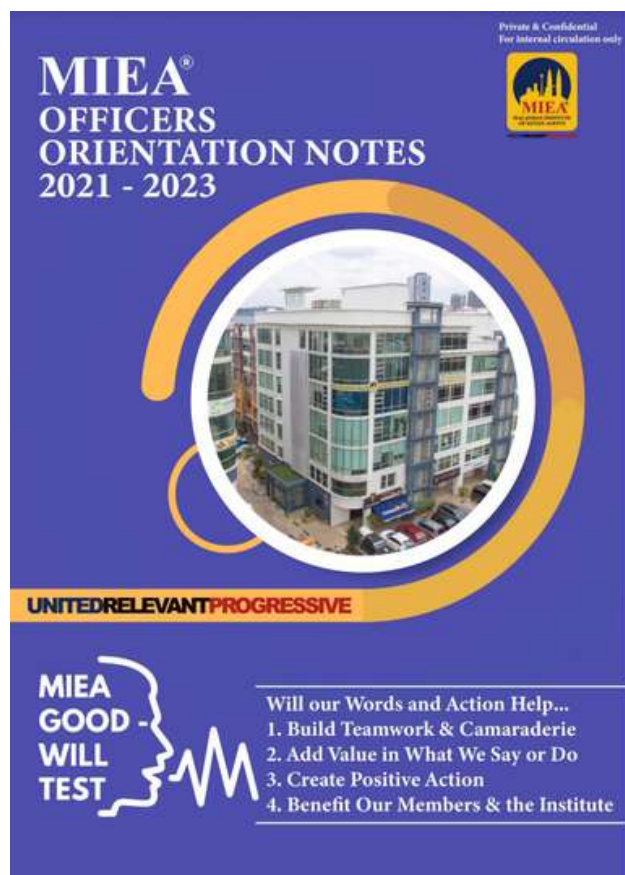
## POLICIES

The BOD has set in place various policies being formal statements or guidelines that define the Institute's rules, principles, and procedures to guide decision-making and behaviour. These policies serve as a framework for consistent and equitable practices within MIEA, providing clarity and direction to employees, office bearers and external parties, where relevant.

At the start of Term of Office July 2021 - June 2023, the Board of Directors, State Branch Chairman and Committees and Secretariat staff at HQ & branches attended an Orientation Programme on 12 June 2021 via Zoom.

During the zoom orientation the policies of the Institute was presented and explained, roles and responsibilities of each office bearer and committee, finance policies, "School Board" policies & working arrangement and more. A copy of the handbook with all the details was circulated for easy reference.

From July 2 to 4, 2023, the recently elected Board of Directors & committees for the term 2023-2025 will convene for an "Orientation" session. Regardless of the manner in which it is conducted, be it via online or physical, the primary objective of this orientation is to ensure that all office bearers are aligned and well-informed as they embark on their term of office.



Cover of the MIEA's Officer Handbook which contains the Policies for MIEA.



## Personal Views & Statements

A personal view is an individual's own perspective, opinion, emotions, preferences or belief regarding a specific subject. Personal views are often communicated through "I" statements, indicating the individual's personal thoughts and perspectives although at times they reference to "We" to garner support.

While every individual is entitled to their personal views & opinion, it is to be noted that his or her views may not represent that of the majority or the most popular view.

When confronted with views & statements, it is always best practice before forming any conclusion to work through the following 9 steps :

**1****Gather Information****2****Evaluate The Source****3****Cross-Reference Information****4****Assess Supporting Evidence****5****Consider Counterarguments****6****Engage in Critical Thinking**

- Analyzing the Logic, Coherence, & Consistency of the Statement

**7****Seek Expert Opinion****8****Consider Biases****9****Conclusion**



## BOARD OF DIRECTORS MEETING #27



The BOD held their 27th BOD Meeting on Saturday, 17 June 2023, the final BOD meeting for the Term of Office 1 July 2021 - 30 June 2023 at the Boardroom MIEA HQ.



Following the conclusion of the Board of Directors' meeting, the BOD gathered for an Appreciation Lunch at Coliseum Plaza33. This gathering held notable importance, as it presented a rare occasion for the BOD to get together in person. Their term of office commenced amidst the Movement Control Order (MCO) with the gradual reopening of the economy.

# 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

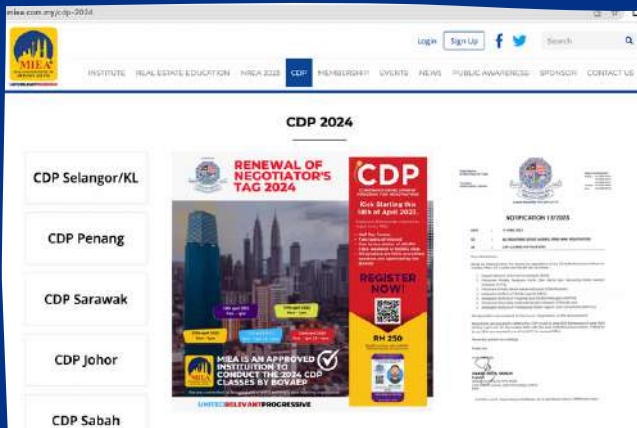
MLS Sub Sale

MLS Project

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



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## MIEA IN THE NEWS : Housing Affordability Issue



### Tackling the housing affordability issue

Despite government initiatives, affordable housing remains a challenge in Malaysia. The current policy requires private developers to build affordable...

# TheStar

10 JUNE 2023  
THE STAR

To make housing more affordable, Real Estate and Housing Developers' Association (Rehda) Malaysia president Datuk N.K. Tong says the government should be fully responsible for the delivery of affordable housing.

### Extract from the Article

Citing Singapore's Housing Development Board (HDB) as an example, Malaysian Institute of Estate Agents president Chan Ai Cheng says there should be only one central system, or government agency that should oversee the building of affordable homes in the country.

"It would be more structured and efficient. There would also be better control, unified policies, recourse optimisation, quicker decision making and coordination, as well as less room for error."

The HDB is Singapore's public housing agency, which is responsible for the development of affordable homes in the city-state.

"This would eliminate the current practise of cross-subsidies that raise the costs of regularly prices housing, making it more expensive for the M40 rakyat to afford hoes," he says in a statement.

Tong explains that developers are facing various challenges due to the affordable housing requirement that must be fulfilled in order to build residential developmet in the open market.

"Many of the issues stem from the cross subsidy measures that developers haver to undertake. As a result, the prices of homes in the open market have to be increased so that developers can build affordable housing which are often sold below the cost of construction"

## MIEA IN THE NEWS : SUBSALE HOUSES

二手房新房一脉相连中介协会盼更多奖掖

马来西亚房地产中介协会（MIEA）希望，政府能对二手和新房市场一视同仁，享有更多奖掖配套。



曾爱珍

Extract from Article

### 二手房新房一脉相连中介协会盼更多奖掖

马来西亚房地产中介协会（MIEA）希望，政府能对二手和新房市场一视同仁，享有更多奖掖配套。

会会 曾 珍接受《南洋商 报》访问时，一直渴望政府予新房的各种 惠，能延伸到二手房。犹如汽 售市 特定款式和牌子特 受市 迎，是因存在二手价 如果政府能通 各种 掖提高二手房的价 必定 提振新房的 量，一 得。”

“可惜，二手房市一直未有特定的 惠政策。”

Via Google Translate

Second-hand housing and new housing are connected in one line Intermediary Association hopes for more incentives

The Malaysian Association of Real Estate Agents (MIEA) hopes that the government will treat the second-hand and new housing markets equally and enjoy more incentive packages.

Chan Ai Cheng, the president of the association, said in an interview with Nanyang Siang Pau: "We have always hoped that the various preferential policies given by the government to new houses can be extended to second-hand houses. This is like the car sales market. Certain models and brands are particularly popular in the market. Because there is second-hand value, if the government can increase the value of second-hand housing through various incentives, it will definitely boost the sales of new housing, killing two birds with one stone."

"Unfortunately, there has been no specific preferential policy in the second-hand housing market."

She said that many first-time homebuyers like to buy new houses, and they are more concerned about the second-hand houses that have been lived in before. They think that moving into a new house is equivalent to a brand new start.



## MIEA IN THE NEWS : SUBSALE HOUSE

她表示，很多首购族都喜欢购买新房，比较介意二手房曾有人居住过，认为入住新房相当于一个全新的开始。

她指出，新房的售价只由发展商决定，购买者无法像买二手房般能讨价还价。

“现在要寻找好地点的新房屋非易事，特别是有地住宅，此时买家不妨考虑二手房，不管是自住或作收租投资用途，都比购买新房更省时。”

她表示，根据马来西亚房地产中介协会向会员进行的调查数据，2022年有高达65.9%会员完成更多的二手房交易，62.9%会员表示产业的售价比2021年更高，70.3%会员指出去年租金更高了。“这些数据都显示，二手市场已大步复苏中。”

曾爱珍预计，二手的有地住宅因“僧多粥少”，卖家不愁无人问津，将继续成为抢手货，而多单位的公寓或服务式公寓，则复苏较缓慢。

She pointed out that the selling price of new houses is only determined by the developer, and buyers cannot bargain like buying second-hand houses.

“It is not easy to find new housing in a good location, especially landed housing. At this time, buyers may wish to consider second-hand housing. Whether it is for self-occupation or rental investment, it is less time-consuming than buying a new housing.”

She said that according to the survey data conducted by the Malaysian Association of Real Estate Agents to members, as many as 65.9% of members will complete more second-hand housing transactions in 2022, 62.9% of members said that the selling price of the property was higher than in 2021, and 70.3% of members pointed out that last year The rent is higher.

"These data show that the second-hand market has made great strides in recovery."

Chan Ai Cheng predicts that second-hand landed housing will continue to be a hot commodity due to "more monks and less food", and sellers will not worry about being sold, while multi-unit apartments or serviced apartments will recover more slowly.

17 JUNE 2023  
NANYANG

南洋商報  
NANYANG SIANG PAU



## MIEA IN THE NEWS : PENANG BAN STR



趋势

**【独家】产业代理:消费者被发展商宠坏 买二手房“要求多多”**

2023年06月18日

独家报道：何燕羚

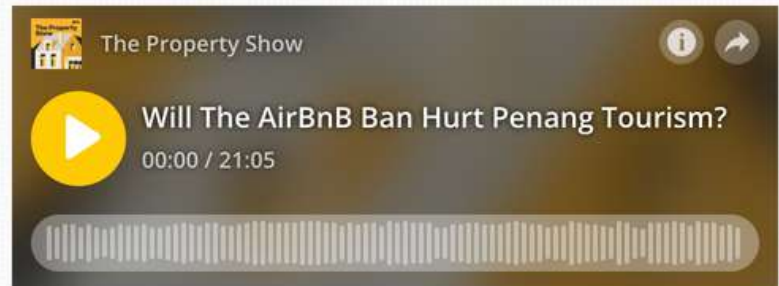
Via Google Translate

**【Exclusive】Industrial agency:**  
Consumers are spoiled by developers to buy second-hand housing "demanding a lot"



### Will The AirBnB Ban Hurt Penang Tourism?

On May 25, the Penang Island City Council Mayor announced a ban on short term rentals immediately af



On May 25, the Penang Island City Council Mayor announced a ban on short term rentals immediately affecting popular platforms such as AirBnB and **booking.com**. We talk to Chan Ai Cheng, President, Malaysian Institute of Estate Agents to seek her views on the impact to tourism, and who are the losers and winners of these new rules.

Image by: Shutterstock

Produced by: Mark Tan

18 JUNE 2023  
E-NANYANG



**BFM** **89.9**  
The Business Station

14 JUNE 2023  
BFM

## MIEA IN THE NEWS : Raising Professional Standards



### News : Raising professional standards in the real estate industry

It was recently reported that property agents in Singapore will have to meet a higher training

### Training requirements for RENs under review

Contributed by Matt Tian

It was recently reported that property agents in Singapore will have to meet a higher training requirement to renew their licences from October 2025 in a move by the Council for Estate Agencies (CEA) to raise professional standards in the industry.

A total of 16 hours of training a year is an increment from the current six to nine hours required. Property agents will be under structured learning with courses in areas including laws and regulations, property market updates and other related real estate knowledge.

In a similar move in Malaysia, on Sept 26 last year, the Malaysian Institute of Estate Agents (MIEA) had an audience with the Executive Committee of the Board of Valuers, Appraisers, Estate Agents and Property Managers Malaysia (BOVAEP), the regulators of the real estate profession in Malaysia and submitted a memorandum addressing key issues and recommended solution.

### 11 JUNE 2023 STARPROPERTY

One of the items in the memorandum addresses the issue of Education with syllabus expansion, examination and raising the bar in minimum requirement to be certified as a Real Estate Negotiator (REN).

Presently, for one to become a Real Estate Negotiator (REN) certified by BOVAEP with a REN Number, one must complete a two-day Negotiators Certification Course (NCC) as the base educational requirement. There have been proposals for a test to be conducted to ensure the learning is effective with a full understanding of the course modules.

MIEA proposes a revision of the two-day NCC to a 16-Module Course expanding the scope of knowledge, especially in the areas of laws and regulations, finance, property market data analytics and ethics, with examination. This move is necessary to progress the profession, particularly in the area of fiduciary duties. The present NCC syllabus is already 10 years old.

The proposal also includes raising the bar of minimum entry to be certified, beginning with SPM/O Levels with timelines to raise the minimum entry to Diploma/Degree qualification. Though education level accounts for only a part of an individual's success in the industry, it is nonetheless a necessary component as a base.

## MIEA IN THE NEWS : Raising Professional Standards

MIEA is ready and committed to working alongside the regulators, BOVAEP, on the necessary move and action to raise professionalism in the industry. In the long run, this will bring a higher level of trust and confidence in members of the public toward real estate practitioners.

Personally, I believe this is a good move and it should be implemented as soon as possible. Many people perceive the real estate business as an easy endeavour, assuming it merely involves opening and closing doors for property viewings, engaging in negotiations and ultimately securing sales to earn lucrative commissions.

However, the reality is that the profession demands an immense workload and consistent effort across various areas, including administrative tasks, marketing, sales, accounting, education, photography, videography and now even expanding to encompass skills such as drone operation, 360 virtual tours, website management, landing page creation, Google advertising, and social media promotions.

Furthermore, RENs must also possess knowledge of finance, laws and regulations, market updates, trends and other relevant subjects. This breadth of expertise is crucial for them to be competent and professional, particularly considering the significant financial responsibilities involved in real estate transactions.

While education level may only contribute partially to an individual's success, it remains important to train and educate RENs from a young age, before they enter into the real estate industry. This preparation ensures that they acquire the necessary knowledge and skills to deliver excellent practices and provide trusted services to their clients.

DID YOU KNOW ?

WHAT DOES A REN TAG CONTAIN?

All tags will have a hologram image of BOVEAP as a security feature

The QR Code could be scanned to verify if the negotiator is registered with BOVEAP

Name & registration number of the real estate firm that the negotiator is registered with

REN number obtained from BOVEAP



Top and bottom of the card is purple

Negotiator's image

Negotiator's I/C card number

Negotiator's name

Year of validity

@MIEA.on.fb

miea.com.my

www.

A Public Awareness Campaign by

# StarProperty



## MIEA IN THE NEWS : Klasifikasi Berasingan



### Klasifikasi berasingan

DEFINASI mudah untuk memahami rumah mampu milik adalah unit kediaman dengan nilai harga di bawah RM300,000 dan mampu dimiliki isi rumah...

#### Extract from Article

DEFINASI mudah untuk memahami rumah mampu milik adalah unit kediaman dengan nilai harga di bawah RM300,000 dan mampu dimiliki isi rumah dari golongan B40 dan M40. Malah, rumah itu perlu ideal termasuk keluasan sepadan keperluan masyarakat golongan itu yang sudah berkeluarga.

Isu terbesar adalah penawaran kediaman mampu milik ketika ini tidak seimbang dengan permintaan yang dikatakan tinggi bagi bandar utama seperti Kuala Lumpur, Shah Alam dan Johor Bahru.

Justeru, melihat kepada prospek penawaran produk lebih banyak bagi segmen mampu milik, terdapat inisiatif memperkenalkan rumah unit kecil seperti studio dan Pejabat Kecil Pejabat Rumah (SoHo) dalam segmen sama.

Dalam isu terbabit, Presiden Institut Ejen Hartanah Malaysia (MIEA), Chan Ai Cheng menyarankan supaya klasifikasi berasingan untuk unit kediaman kecil diwujudkan berbanding memperkenalkan ia sebagai produk rumah mampu milik.



Via Google Translate

An easy-to-understand definition of an affordable house is a residential unit with a price value below RM300,000 and affordable for households from the B40 and M40 groups. In fact, the house needs to be ideal, including an area that matches the needs of that group of people who are already married.

The biggest issue is that the supply of affordable housing is currently disproportionate to the said high demand for major cities such as Kuala Lumpur, Shah Alam and Johor Bahru.

Thus, looking at the prospect of offering more products for the affordable segment, there is an initiative to introduce small unit houses such as studios and Small Home Offices (SoHo) in the same segment.

In the issue involved, the President of the Malaysian Institute of Estate Agents (MIEA), Chan Ai Cheng suggested that a separate classification for small residential units be created instead of introducing it as an affordable housing product.



## MIEA IN THE NEWS : Klasifikasi Berasingan

"Saya melihat dari sudut pembeli atau klien yang mana kediaman unit kecil seperti studio atau SoHo tidak sepatutnya diletakkan di bawah rumah mampu milik.

"Sebaliknya segmen kediaman jenis ini diletakkan di bawah skim rumah pertama yang mana merujuk pembeli berpotensi adalah bujang atau pasangan muda baharu memulakan hidup.

"Objektifnya adalah memperkasakan milikan rumah dalam kalangan mereka yang tinggal di bandar berbanding menyewa.

"Ini dapat mengelak polemik atau rasa sangsi rakyat mengenai usaha untuk menyediakan kediaman selesa dan sesuai dengan bajet mereka," katanya.

Tambah Chan lagi, idea utama mampu milik ialah pembeli tinggal sendiri berbanding menjadikannya sebagai satu bentuk pelaburan.

"Jika keperluan rumah mampu milik diukur rasionalnya dengan demografik pembeli dari golongan berkeluarga dengan kediaman pada harga ketika ini ialah di bawah RM300,000.

"Takrifan itu berbeza mengikut kawasan kerana terdapat jurang pendapatan isi rumah. Pendapatan isi rumah penduduk di Kuala Lumpur berbeza dengan penduduk di Ipoh, Perak.

"Penetapan atau harga 'siling' rumah mampu milik antara cabaran terutama kerajaan dalam mencari nilai yang wajar.

"I see from a buyer's or client's point of view that small unit residences such as studios or SoHo should not be placed below affordable housing.

"On the other hand, this type of residential segment is placed under the first home scheme, which refers to potential buyers who are singles or young couples just starting life.

"The objective is to empower home ownership among those who live in the city instead of renting.

"This can avoid polemics or people's suspicions about efforts to provide comfortable homes that fit their budgets," she said.

Chan added that the main idea of affordability is that buyers live on their own instead of making it a form of investment.

"If the need for affordable housing is rationally measured by the demographics of buyers from families with homes at the current price below RM300,000.

"The definition varies by region because there is a gap in household income. The household income of residents in Kuala Lumpur is different from that of residents in Ipoh, Perak.

"Setting or the 'ceiling' price of affordable housing is one of the challenges, especially for the government in finding a reasonable value.

## MIEA IN THE NEWS : Klasifikasi Berasingan

"Opsyen memperkenalkan unit kediaman kecil seperti SoHo dan studio satu inisiatif boleh dipuji, tetapi terdapat kesan daripada tindakan itu.

"Walaupun nilai unit itu sepadan dengan takrifan rumah mampu milik di bawah RM300,000, tetapi keluasan tidak mencerminkan rumah itu dalam kategori sama," katanya.

Atas faktor itu objektif pasaran bagi segmen unit kediaman dilihat selalunya menyasarkan untuk tujuan pelaburan berlainan dengan dasar rumah mampu milik untuk kegunaan sendiri.

"Kerajaan perlu terus komited menawarkan kediaman mampu milik kepada rakyat dan insentif bagi mengurangkan beban rakyat terutama golongan B40 perlu diteruskan.

"Kediaman antara segmen paling rancak walaupun terkena 'tempias' berdasarkan laporan suku pertama pasaran hartanah mendapati 60 peratus jualan hartanah daripada 89,179 transaksi membabitkan kediaman dengan nilai RM20.87 bilion.

"Lebih 4,000 unit produk baharu dilancarkan, hampir 2,000 unit terjual menunjukkan pasaran hartanah masih kompetitif dan penawaran produk mampu milik dilihat memiliki potensi besar," katanya.

"The option of introducing small residential units like SoHo and studios is an initiative that can be commended, but there are repercussions from that action.

"Although the value of the unit matches the definition of an affordable house under RM300,000, but the area does not reflect the house in the same category," she said.

Based on that factor, the market objective for the residential unit segment is often seen as aiming for investment purposes different from the policy of affordable housing for own use.

"The government must continue to commit to offering affordable housing to the people and incentives to reduce the burden on the people, especially the B40 group, must continue.

"Residential is one of the most vibrant segments despite being hit by 'tempias' based on the first quarter report of the real estate market found that 60 percent of real estate sales out of 89,179 transactions involved residential with a value of RM20.87 billion.

"More than 4,000 units of new products were launched, almost 2,000 units were sold showing that the real estate market is still competitive and the supply of affordable products is seen to have great potential," she said.

**16 JUNE 2023**  
**HARIAN METRO**

## MIEA IN THE NEWS : Singapore High Cost



### Singapore won't be dethroned by high costs...yet

Singapore's post-Covid bull run has brought more than its fair share of grousing. The city-state basks in its status as Asia's destination of choice, a bonafide

Extract from Article :

The common thread, for sure, is the tie to Singapore. "If anything happens in the Singapore economy, we are very affected," Sr Vadeveloo Suppiah, a former chairman of the Johor chapter of the Malaysian Institute of Estate Agents, told me. There are Malaysians working in Singapore and seeking to trim overheads, or who are flush and can afford to stay on the island, but want to buy a home across the strait. There are Singaporean citizens who want to move to JB to save cash. Expats employed in Singapore, but without bulging relocation deals that cover rent and school fees, are an emerging group. Most of Vadeveloo's clients are Malaysians working in the city-state. It's not all about expats like me — for now at least.

As confident as agents are, the real test of JB's appeal and whether Singapore's star is dimming, if even slightly, will come in a few years. That's when a light-rail system joining downtown JB with the island's northern transport hub of Woodlands, and from there to the hyper-efficient underground train system, is scheduled to begin. Days before I visited, Singapore announced that construction on its side of the Rapid Transit System was halfway complete. "It's going to be a game changer," Vadeveloo declared.

2 JUNE 2023  
MALAYSIAN RESERVE







*Wishing All Our Muslim Members*

**Eid Al – Adha**



*From  
President & Board of Directors  
[2021- 2023]*

## CSR MIEA - HARI RAYA HAJI

MIEA initiated its second CSR event of the year, albeit with a slight delay. While we initially intended to organize one for Hari Raya Aidilfitri, unforeseen circumstances arose. Nevertheless, we promptly reached out to Masjid Tun Abdul Aziz (Masjid Bulat), Petaling Jaya and made a donation to provide groceries for the underprivileged during the Hari Raya Haji festivities. As the saying goes, "Sooner is better than later, but later is better than never." MIEA, we do our part for the community.



From Left : MIEA Office Manager Ho Wai Ling, Masjid Tun Abdul Aziz Puan Zaila Jus, President Chan Ai Cheng and President Elect Tan Kian Aun handing over the cheque donation with the background of Masjid Tun Abdul Aziz in Section 14 Petaling Jaya

*Selamat Hari Raya Haji*





# Property Market Q1 2023 Snapshots



## Market Activity: Property Transactions



Volume

**89,179** Transactions



Value of Transactions

**RM42.31** Billion

### Trend of Transactions Volume



### Volume By Sub-sector



### Value By Sub-sector



## Construction Activity

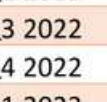
### Completion, Starts & New Planned Supply Q1 2023



Residential Landed & High-rise



SERVICE APARTMENTS



Shops & Stratified



Residential Landed & High-rise



SERVICE APARTMENTS

### Trend of Construction Activity

	Completions	Starts	New Planned Supply
Q1 2022	13,284	23,229	16,774
Q2 2022	18,415	18,371	20,223
Q3 2022	19,859	31,393	27,349
Q4 2022	20,423	24,811	24,765
Q1 2023	9,911	19,861	12,989

	Completions	Starts	New Planned Supply
Q1 2022	8,098	3,562	3,991
Q2 2022	1,579	3,420	2,031
Q3 2022	5,320	6,920	5,172
Q4 2022	8,950	6,837	3,197
Q1 2023	3,218	1,716	1,645





# Property Market Q1 2023 Snapshots



## MARKET STATUS

### Residential Newly Launches

#### Units Launched & Sold

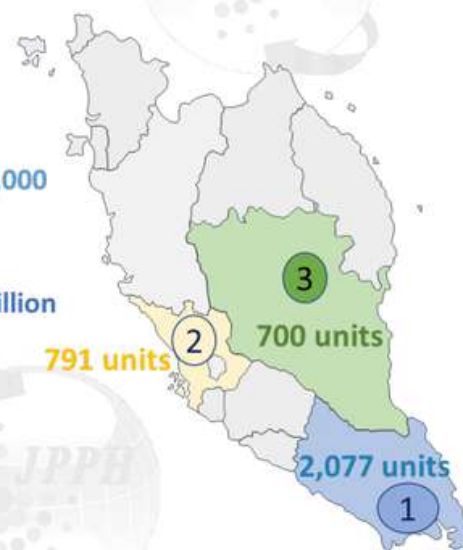
Total Units	
Launched	Sold
4,661 Units	1,197 Units (25.7%)



#### Price Range

- Below RM300,000  
25.6% (1,193 units)
- RM300,001 – RM500,000  
31.8% (1,482 units)
- RM500,001 – RM1 Million  
35.7% (1,663 units)
- Above RM1 Million  
6.9% (323 units)

#### States with High New Launches

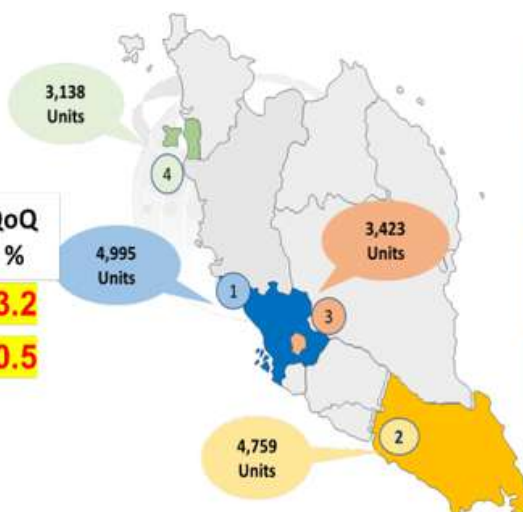


## Residential Overhang

#### Overhang



#### States with High Overhang Volume



#### Overhang by Price Range

Below RM300K Units: 6,239 Value: RM1.28 Billion	23.2%
RM300K – RM500K Units: 7,353 Value: RM2.98 Billion	27.4%
RM500K – RM1 Million Units: 9,409 Value: RM6.32 Billion	35.0%
Above RM1 Million Units: 3,871 Value: RM7.72 Billion	14.4%



# Property Market Q1 2023 Snapshots



## Market Status: Serviced Apartment Overhang

### Overhang



### Overhang by Price Range



### States with High Overhang Volume



## Malaysian House Price Index (MHPI)

### Index Point, Annual & Quarterly Change Q4 2017 - Q1 2023<sup>P</sup>



### Index by House Type & Average House Price Year-on-Year Change (Q1 2023<sup>P</sup> Vs Q1 2022)



## Occupancy: Purpose-Built Office (Private) & Shopping Complex





# PROPERTY GURU DATA SENSE



Solutions & Services ▾ Businesses We Serve ▾ News and Resources ▾ About Us

Sign in ▾

Get In Touch

## Discover the **Power** of Real Estate Data



### Stay Ahead of the Game

Gain access to real-time marketplace insights, transaction, demand/supply data and more with our monthly snapshots.



### Reap Rewards from Personalisation

Understand insights with price studies and buyer trends for a targeted location.



### Deep Dive into Perspective

Obtain further insights of targeted locations with geospatial data through our map integration.

MIEA is collaborating exclusively with PG DataSense to provide transaction data to help members be Relevant & Progressive in their work.

## MIEA PROPERTYGURU DATA SENSE PROGRAMME

The MIEA PropertyGuru transaction data is an exclusive programme for MIEA members only.

- There are four (4) basic modules on transactions data, details as follow :
  - Central Region (Selangor, Wilayah & Putrajaya)
  - Northern Region (Perlis, Kedah, Perak, Penang, Kelantan & Terengganu)
  - Southern Region (Negeri Sembilan, Melaka, Johor & Pahang)
  - East Malaysia (Sabah & Sarawak)

2. Map for each region is available to add on to the basic module subscription.

<https://www.emailmeform.com/builder/form/p2060NZ3e896C1YJbRcx>



- The charge is as follows :
  - RM70 per module (basic) per region per month
  - RM60 per month for each add on module.

4. The payment is charged annually (for 12 months). There shall be no refund for cancellation of subscription.

5. Payment shall be made to MIEA Resources Sdn Bhd, Affin bank A/C no. : 1000 6003 5520.

6. Please read the pricing policy carefully before signing up.

**AWESOME!**



# BOVAEP UPDATES CDP FOR REN TAG RENEWAL 2024

Yang Dipertua:  
Sr Abdul Razak bin Yusak

Pendaftar:  
Sumarni Binti A. Rahman



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

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03-2288 8817  
Hunting : 03-2287 6666  
Faks : 03-2288 8819

## NOTIFICATION 13/2023

DATE : 11 APRIL 2023  
TO : ALL REGISTERED ESTATE AGENTS, FIRMS AND NEGOTIATORS  
RE : CDP COURSE FOR YEAR 2023

Dear Sir/Madam,

Kindly be informed that the Board has appointed seven (7) Institutions/Associations to conduct the CDP course and the list are as follows: -

1. Royal Institution of Surveyors Malaysia (RISM)
2. Persatuan Penilai, Pengurus Harta, Ejen Harta dan Perunding Harta Swasta Malaysia (PEPSM);
3. Persatuan Penilai Sektor Awam Malaysia (PENILAISAMA);
4. Malaysian Institute of Estate Agents (MIEA);
5. Malaysian Institute of Property and Facility Managers (MIPFM);
6. Persatuan Perunding Hartanah Muslim Malaysia (PEHAM); and
7. Malaysian Institute of Professional Estate Agents and Consultants (MIPEAC)

Principals/Firms are required to inform your Negotiators on this arrangement.

Negotiators are required to attend the CDP course in year 2023 for renewal of year 2024 starting April until 31<sup>st</sup> December 2023 with the said Institutions/Associations. Failing to do so, RENs are required to re-sit for NCC for renewal 2024.

Please be guided accordingly.

Thank you.

Yours faithfully,

  
**SUMARNI BINTI A. RAHMAN**  
Registrar  
LEMBAGA PENILAI, PENTAKSIR,  
EJEN HARTA TANAH DAN PENGURUS HARTA  
SAR/sy

**IMPORTANT NOTE!**  
**MIEA has been**  
**appointed to conduct**  
**CDP for REN Tag**  
**Renewal 2024**



# RENEWAL OF NEGOTIATOR'S TAG 2024



**MIEA IS AN APPROVED  
INSTITUTION TO  
CONDUCT THE 2024 CDP  
CLASSES BY BOVAEP**



We are committed to bringing you a good and enjoyable learning experience

# CDP

CONTINUOUS DEVELOPMENT  
PROGRAM FOR NEGOTIATORS

Extensive Nationwide exercise to reach every REN.

- Half Day Course
- Two topics of interest
- You have a choice of AM/PM class, weekend or holiday class
- All speakers are MIEA accredited speakers and approved by the BOVAEP

**REGISTER  
NOW!**



**RM 250**

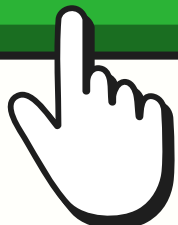
BOARD has fixed a fee of RM250.  
MIEA will absorb the service tax.



**UNITEDRELEVANTPROGRESSIVE**

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

**SIGN UP NOW**



**Highly Advised To Attend Early  
The CDP Classes For  
REN Tag Renewal 2024  
Avoid The Last Min Rush**



# FOR LIST OF CDP FOR REN TAG RENEWAL 2024 SESSIONS, PLEASE VISIT [www.miea.com.my](http://www.miea.com.my)

**RENEWAL OF NEGOTIATOR'S TAG 2024**

ACCREDITED BY

**Topic 1:**  
Getting Appointment Letters Signed

**Topic 2:**  
How Not To Lose money in a Co Agency Arrangement

Organized by  
Malaysian Institute of Estate Agents (MIEA)

**Speaker**  
**Judith Ng**  
1985 : 15 years (1985-1999) with HSBC Malaysian Management Office (HQ)  
2000 : Entered Real Estate after successful VSS from HSBC  
2004 : Diploma in Estate Agency  
2007 : Registered Real Estate Agent  
2009 : Established practice in Mont Kiara  
• MIEA Councilor (2012-2014) increased membership by more than 100% in 2 years Organising Chairperson - MIEA Annual Dinner & Awards Night 2013  
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)  
• MBA in Building & Facilities Management (OUM)  
2017 : MIEA Accredited Trainer  
• Associate Director, Resident Manager of IJCI Realty Sdn Bhd (Sri Hartamas)  
• Awarded FELLOW of MIEA

**CDP**  
CONTINUOUS DEVELOPMENT PROGRAMME FOR NEGOTIATORS

**Tuesday  
4th July**

Time  
2.00pm to 6.00pm

Venue  
MIEA National Training Centre  
Unit C-27-05,  
Dataran 3 Dua, No. 2  
Jalan 19/1,  
Petaling Jaya

Fixed Course Fee  
RM250.00 inclusive  
of refreshment

**REGISTER NOW**  
Call 03-79602577  
(Ramona)  
or register online below  
[www.miea.com.my/cdp-2024](http://www.miea.com.my/cdp-2024)

**RENEWAL OF NEGOTIATOR'S TAG 2024**

ACCREDITED BY

**Topic 1:**  
Getting Appointment Letters Signed

**Topic 2:**  
How Not To Lose money in a Co Agency Arrangement

Organized by  
Malaysian Institute of Estate Agents (MIEA)

**Speaker**  
**SR 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

**CDP**  
CONTINUOUS DEVELOPMENT PROGRAMME FOR NEGOTIATORS

**Saturday  
15th July**

Time  
9.00am to 1.00pm

Venue  
Kingwood Hotel  
Pekan Sibn  
96000 Sibn  
Sarawak

Fixed Course Fee  
RM250.00 inclusive  
of refreshment

**REGISTER NOW**  
Call 016 - 905 6822  
(Noreen)  
or register online below  
[www.miea.com.my/cdp-2024](http://www.miea.com.my/cdp-2024)

**RENEWAL OF NEGOTIATOR'S TAG 2024**

ACCREDITED BY

**Topic 1:**  
Getting Appointment Letters Signed

**Topic 2:**  
How Not To Lose money in a Co Agency Arrangement

Organized by  
Malaysian Institute of Estate Agents (MIEA)

**Speaker**  
**Selvem Durasamy**  
■ Selvem Durasamy - Registered Real Estate Agent E1741  
■ In real estate practice since 1998 - 25 years  
■ Principal of Richland Properties established in year 2002  
■ Board of Director of MIEA  
■ MIEA Accredited Trainer

**CDP**  
CONTINUOUS DEVELOPMENT PROGRAMME FOR NEGOTIATORS

**Sunday  
16th July**

Time  
9.00am to 1.00pm

Venue  
Dynasty Hotel Miri  
Lot 683, Block 9  
Jalan Pujut-Lutong, C.D.T. 20  
98009 Miri, Sarawak

Fixed Course Fee  
RM250.00 inclusive  
of refreshment

**REGISTER NOW**  
Call 016 - 905 6822  
(Noreen)  
or register online below  
[www.miea.com.my/cdp-2024](http://www.miea.com.my/cdp-2024)

**RENEWAL OF NEGOTIATOR'S TAG 2024**

ACCREDITED BY

**Topic 1:**  
Getting Appointment Letters Signed

**Topic 2:**  
How Not To Lose Money In A Co Agency Arrangement

Organized by  
Malaysian Institute of Estate Agents (MIEA)

**Speaker**  
**Kelvin Yip** Associate Director, Knight Frank Malaysia  
■ Kelvin is a registered estate agent (E1221) with the Board of Valuers, Appraisers, Estate Agents and Property Managers, Malaysia (BOVAEP) since 1994.  
■ He has completed the Real Estate Advance Practice (REAP), Certified Residential Specialist (CRS) & Train the Trainer course conducted by National Association of Realtors (NAR), USA.  
■ Kelvin is a Fellow of the Malaysian Institute of Estate Agents (MIEA). He has served many years in the Board of Directors of MIEA and is the current Vice President (2019-2021). He has also served as a Board Member of BOVAEP from 2001 to 2005 representing estate agents.  
■ He has worked several years in International Property Consultancy firms. Kelvin is currently the Associate Director for Agency in Knight Frank Malaysia.

**CDP**  
CONTINUOUS DEVELOPMENT PROGRAMME FOR NEGOTIATORS

**Friday  
7th July**

Time  
2.00pm to 6.00pm

Venue  
Hotel Grand Continental  
Kuching  
Lot 322, Section 46  
Jalan Ban Hock  
93100 Kuching, Sarawak

Fixed Course Fee  
RM250.00 inclusive  
of refreshment

**REGISTER NOW**  
Call 016 - 905 6822  
(Noreen)  
or register online below  
[www.miea.com.my/cdp-2024](http://www.miea.com.my/cdp-2024)

## Array of Speakers & Combination of Topics



## BOVAEP UPDATES CPD FOR REA & PEA

Yang Dipertua:  
Sr Abdul Razak bin Yusak

Pendaftar:  
Sumarni Binti A. Rahman



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

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

**\*Physical CPD  
Required!**

### CIRCULAR 5/2023

DATE : 15 MAY 2023

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

Dear Sir/Madam,

**CONTINUING PROFESSIONAL DEVELOPMENT (CPD) FOR REGISTERED VALUERS,  
APPRAISERS, ESTATE AGENTS, PROPERTY MANAGERS AND PROBATIONERS  
(FOURTH EDITION 2023)**

Please be informed that the Board at its meeting on 11<sup>th</sup> April 2023 has revised its Guidelines on Continuing Professional Development (CPD) with regards to the requirements when submitting the CPD credit hours for renewal of the following: -

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

- i) A total of ten (10) CPD credit hours per annum with a minimum of five (5) CPD credit hours to be attended physically for Registrants who are fifty-five (55) years old and below
- ii) A total of five (5) CPD credit hours per annum with a minimum three (3) CPD credit hours to be attended physically for Registrants who are above fifty-five (55) years old

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

- i) A total of five (5) CPD credit hours per annum with a minimum of three (3) CPD credit hours to be attended physically

The above requirements will take effect for the YEAR 2024 RENEWAL.

Please be guided accordingly.

# BOVAEP UPDATES DESIGNATIONS

Yang Dipertua:  
Sr Abdul Razak bin Yusak

Pendaftar:  
Sumarni Binti A. Rahman



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

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03-2288 8817  
Hunting : 03-2287 6666  
Faks : 03-2288 8819

## CIRCULAR 6/2023

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

Date : 13 June 2023

Dear Sir/Madam,

### DESIGNATIONS

Reference is made to the Board's earlier Circular 11/98 dated 23 March 1998 and Circular 12/98 dated 11 July 1998.

Registrants are reminded that the use of designations under any name, style or title must strictly comply with Sections 21, 22C and 22 J of the Valuers, Appraisers, Estate Agents and Property Managers Act 1981 (Act 242).

Only Registrants who have been issued with an authority to practice are allowed to use designations which may reasonably be construed to imply that he/she is a Registered Valuer or Registered Appraiser or a Registered Estate Agent or a Registered Property Manager or that he/she is engaged in the practice or business.

The Board views with great concern the rampant use of designations under various name, style and title for non-registered employees and for non-registered shareholders (body corporate under liberalisation) which imply that they are Registered persons.

Registrants are reminded to strictly abide by the provisions of the law as stipulated within Act 242 and refrain from using designation which are misleading.

Thank you.

Yours faithfully,

**SUMARNI BINTI A. RAHMAN**

Registrar  
Lembaga Penilai, Pentaksir, Ejen Harta Tanah  
dan Pengurus Harta  
SAR/nei

# BOVAEP UPDATES DESIGNATIONS

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

Pendaftar:  
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.

Yours faithfully  
LEMBAGA PENILAI, PENTAKSIR DAN  
EJEN HARTATANAH MALAYSIA

R MAHALETCHUMI  
Registrar  
SW5/CIR11/RM/sw

**\*Circular 6/2023  
made Ref to  
Circular 11/98 &  
Circular 12/98**



# BOVAEP UPDATES DESIGNATIONS

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

Pendaftar:  
R. Mahaletchumi



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.

Yours faithfully,  
LEMBAGA PENILAI, PENTAKSIR DAN  
EJEN HARTATANAH MALAYSIA

R. MAHALETCHUMI  
Registrar

C/CIRCULAR/RM/sw

**\*Circular 6/2023  
made Ref to  
Circular 11/98 &  
Circular 12/98**

# BOVAEP UPDATES DESIGNATIONS

Yang Dipertua:  
Sr Abdul Razak bin Yusak

Pendaftar:  
Sumarni Binti A. Rahman



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

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

## NOTIFICATION 18/2023

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

Date : 13 June 2023

Dear Sir/Madam,

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

Please be advised that Circular 2/2023 dated 4 January 2023 is hereby withdrawn.

Thank you.

Yours faithfully,

  
**SUMARNI BINTI A. RAHMAN**  
Registrar

Lembaga Penilai, Pentaksir, Ejen Harta Tanah  
dan Pengurus Harta  
SAR/nei

# BOVAEP UPDATES DESIGNATIONS

Yang Dipertua:  
Sr Abdul Razak bin Yusak

Pendaftar:  
Sumarni Binti A. Rahman



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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.

Thank you.

Yours faithfully,

  
**SUMARNI BINTI A. RAHMAN**  
Registrar  
Lembaga Penilai, Pentaksir,  
Ejen Harta Tanah & Pengurus Harta

**\*Circular  
Withdrawn as at  
13 June 2023 via  
Notification  
18/2023**



# BOVAEP UPDATES REN MATTERS

Yang Dipertua:  
Sr Abdul Razak bin Yusak

Pendaftar:  
Sumarni Binti A. Rahman



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

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

## **CIRCULAR 3/2023**

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

Date : 10 January 2023

Dear Sir/Madam,

### **REN MATTERS**

#### **1) 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

#### **2) 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.

#### **3) 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.

**\*Circular 3/2023 Dated 10 January 2023.  
Published 23 June 2023**

## BOVAEP UPDATES REN MATTERS

### 4) 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](http://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 Valuer, 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  
SAR/nei

**\*Circular 3/2023 Dated 10 January 2023.  
Published 23 June 2023**

# BOVAEP UPDATES REN MATTERS - DESIGNATION

**Yang Di-Pertuan:**  
Sr. Haji A'zmi bin Abdul Latif

**Pendaftar:**  
Sumarni Binti A. Rahman



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

**Pegawai Perkhidmatan**  
Telefon : 03-2288 8815  
03-2288 8816  
03-2288 8817  
Hunting : 03-2287 6666  
Fax : 03-2288 8819

## CIRCULAR 11/22

**To : ALL REGISTERED ESTATE AGENTS/PROBATIONARY ESTATE AGENTS**

**Date : 9 MAY 2022**

**Re : NEGOTIATORS – DESIGNATION TO BE STATED IN BUSINESS CARDS**

Dear Sir/ Madam

Our circular 10/95 dated 20 December 1995 refers.

The Board once again would like to highlight to all registered estate agents that they are hereby directed by the Board to ensure that negotiators employed by them have their business cards reflecting their proper designation i.e. either as negotiator or senior negotiator only.


As a reminder to all registered estate agents, the Board also wishes to reiterate that negotiators should at all times be employed by the registered estate agent, directly under their control and not on loose attachments and affiliations.

The Board also wishes to warn registered estate agents that disciplinary action will be taken against any registered estate agent who is found to have sub-leased his authority to practice.

Please be guided accordingly.

Thank you.

Yours faithfully,

  
**SUMARNI BINTI A. RAHMAN**  
Registrar  
LEMBAGA PENILAI, PENTAKSIR, EJEN HARTA TANAH  
DAN PENGURUS HARTA  
SAR/ad

**\*Circular 3/2023  
made reference  
to Circular 11/22  
and Circular  
10/2018**



# BOVAEP UPDATES

## REN MATTERS - NUMBER OF REN PER ESTATE AGENT

Yang Di-Pertuan  
Sr Haji Nordin bin Daharom

Pendafat  
R. Mahalechumi



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

Pegawai Perkhidmatan  
Telefon : 03-2288 8815  
03-2288 8816  
03-2288 8817  
Hunting : 03-2287 6666  
Fax : 03-2288 8819

### CIRCULAR 10/2018

To : ALL REGISTERED VALUERS / APPRAISERS / ESTATE AGENTS / PROPERTY MANAGERS / PROBATIONARY VALUERS / PROBATIONARY ESTATE AGENTS

Date : 15<sup>TH</sup> NOVEMBER 2018

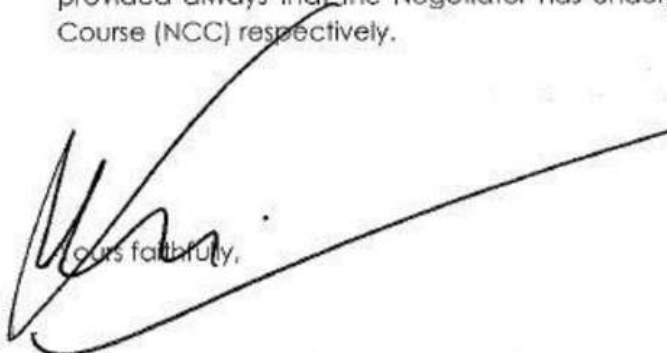
Dear Sir/Madam

#### INCREASE IN THE NUMBER OF NEGOTIATORS PER ESTATE AGENT

Please be informed that the Board has decided at its meeting on 14 November 2018 to allow all registered estate agents to employ 50 Negotiators to assist in their practice.

As a consequence, all registered estate agents can now increase the number of Negotiators accordingly and apply to the Board, REN tags for all the new Negotiators provided always that the Negotiator has undergone the Negotiator's Certification Course (NCC) respectively.

*Yours faithfully,*



**MAHALECHUMI**  
Registrar  
LEMBAGA PENILAI, PENTAKSIR, EJEN  
HARTA TANAH DAN PENGURUS HARTA  
C/Circular10.2018/RM/jss

**\*Circular 3/2023  
made reference  
to Circular 11/22  
and Circular  
10/2018**

# BOVAEP UPDATES REN MATTERS - DESIGNATION

Yang Di-Pertuan:  
Dato' Muhammad Nawawi Hj. Mohd Arshad  
D.I.M.P., JMN., K.M.N.

Pendaftar:  
R. Mahaleetchumi



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

## CIRCULAR 10/95

TO : ALL REGISTERED ESTATE AGENTS  
DATE : 20th DECEMBER, 1995.

Dear Sir/Madam,

Re : NEGOTIATORS - DESIGNATION TO BE STATED IN BUSINESS-CARDS

All registered estate agents are hereby directed by the Board to ensure that negotiators employed by them have their business cards reflecting their proper designation i.e. either as negotiator or senior negotiator only.

As a reminder to all registered estate agents the Board also wishes to reiterate that negotiators should at all times be employed by the registered estate agent, directly under their control and not on loose attachments and affiliations.

The Board also wishes to warn registered estate agents that disciplinary action will be taken against any registered estate agent who is found to have sub-leased his authority to practice.

Please be guide accordingly.

Yours faithfully,  
LEMBAGA PENILAI, PENTAKSIR DAN  
EJEN HARTATANAH MALAYSIA

R MAHALETCHUMI (MISS)  
Registrar

C/CIR10/RM/sw

**\*Circular 11/22  
made reference to  
Circular 10/95**

# BOVAEP UPDATES BNM

Yang Dipertua:  
Sr Abdul Razak bin Yusak

Pendaftar:  
Sumarni Binti A. Rahman



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

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Hunting : 03-2287 6666  
Faks : 03-2288 8819

## NOTIFICATION 19/2023

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

Date : 14 June 2023

Dear Sir/ Madam

### BNM's Letter Dated 07 June 2023

The Board has received an email from Bank Negara Malaysia with regards to Preparation for Malaysia's Mutual Evaluation 2024 – 2025 which is self-explanatory.

Please use the link provided in the [KM\\_654e-20230607153054 \(bnm.gov.my\)](https://www.bnm.gov.my/KM_654e-20230607153054)

Please be guided accordingly.

Thank you.

Yours faithfully,



**SUMARNI BINTI A. RAHMAN**  
Registrar

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





# BNM UPDATES : AMLA

**BANK NEGARA MALAYSIA**  
CENTRAL BANK OF MALAYSIA



**BANK NEGARA MALAYSIA**  
CENTRAL BANK OF MALAYSIA

Telephone 60(3) 2696-6044  
Facsimile 60(3) 2691-8850  
Web [www.bnm.gov.my](http://www.bnm.gov.my)

Jalan Dato' Onn  
50480 Kuala Lumpur  
Malaysia

7 June 2023

Accountants;  
Company secretaries;  
Licensed moneylenders;  
Licensed pawnbrokers;  
Licensed casino;  
Licensed gaming institutions;  
Registered estate agents;  
Trust companies;  
Leasing companies;  
Factoring companies;  
Non-bank financial institutions

who are reporting institutions under the Anti-Money Laundering, Anti-Terrorism Financing and Proceeds of Unlawful Activities Act 2001 (AMLA) (hereinafter referred to as designated non-financial businesses and professions (DNFBPs) and non-bank financial institutions (NBFIs).

Tuan/ Puan,

## Preparation for Malaysia's Mutual Evaluation 2024-2025

Reference is made to the above matter.

2. As a member of the Financial Action Task Force (FATF) and the Asia/Pacific Group on Money Laundering (APG), Malaysia is subjected to ongoing review i.e. Mutual Evaluation (ME) exercise, which assesses the country's level of compliance and effectiveness of international standards i.e. FATF Recommendations relating to anti-money laundering, countering the financing of terrorism, and countering the financing of proliferation of weapons of mass destruction (AML/CFT/CPF). Malaysia was previously assessed in 2014-2015, where the findings and recommendations are published in Malaysia's Mutual Evaluation Report 2015 (MER 2015).<sup>1</sup> The upcoming ME on Malaysia will take place between April 2024 to December 2025. Specifically, the DNFBP and NBFIs sectors will undergo a holistic and comprehensive assessment under the new Immediate Outcomes 4 and 3 respectively.

<sup>1</sup> MER 2015 is available on the FATF website:

<https://www.fatf-gafi.org/publications/mutualevaluations/documents/mer-malaysia-2015.html>



**BANK NEGARA MALAYSIA**  
 CENTRAL BANK OF MALAYSIA

## BNM UPDATES : AMLA

3. In this regard, Malaysia needs to demonstrate an effective AML/CFT/CPF regime, including effective preventive measures applied by reporting institutions (RIs) in managing their ML/TF/PF risks. This can be demonstrated through good understanding of the nature and level of ML/TF/PF risks by the DNFBPs and NBFIs; application of appropriate mitigating measures that are aligned with risks; as well as adequate detection and reporting of suspicious transactions. Please refer to **Appendix 1** for the characteristics of an effective system in relation to RIs based on the FATF 5<sup>th</sup> Round Assessment Methodology.

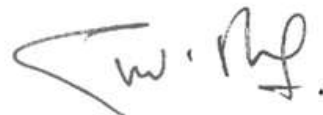
4. In supporting the RIs of DNFBP and NBFI sectors to implement risk-based approach in its AML/CFT/CPF control measures effectively, RIs are urged to take into account the results of National Risk Assessment (NRA) 2020,<sup>2</sup> particularly on the key ML/TF risks and trends in Malaysia which could be relevant to your respective sectors. RIs are required to put in place heightened controls when dealing with higher risk clients, products or transactions of your business.

5. BNM will continue to work closely with the licensing authorities, self-regulatory bodies and industry associations of the respective sectors to support industry-led initiatives to further elevate the overall AML/CFT/CPF compliance standards across the industry as well as to facilitate preparation towards the ME. RIs are also encouraged to continuously leverage your respective industry platforms, particularly for sharing of good practices and challenges faced by the industry.

6. Prompt preparation by each stakeholder within their respective areas is imperative to demonstrate an effective AML/CFT/CPF regime in Malaysia and ensure an overall positive report for Malaysia. An unfavourable rating will have serious impacts to the country including an increase in compliance costs by RIs. BNM is confident that RIs will continue to render their cooperation and commitment in supporting the ME process and the overall national AML/CFT/CPF efforts to effectively combat ML/TF/PF crimes.

Sekian, harap maklum.

Yang benar,



(Abd. Rahman Abu Bakar)  
 Penolong Gabenor

<sup>2</sup> The executive summary of NRA 2020, past NRAs and further information on Malaysia's AML/CFT regime including policies and guidance are available on BNM website: <https://amlcft.bnm.gov.my/publications>



**BANK NEGARA MALAYSIA**  
CENTRAL BANK OF MALAYSIA

## BNM UPDATES : AMLA

### Appendix 1

#### EXPECTATIONS OF REPORTING INSTITUTIONS

##### Immediate Outcome

Reporting institutions adequately apply AML/CFT preventive measures commensurate with the risks and report suspicious transactions.

##### Characteristics of an Effective System

1. Reporting institutions understand the nature and level of their money laundering and terrorist financing (ML/TF) risks. This includes demonstrating an understanding of the evolution of ML/TF risks over time.
2. Reporting institutions understand and apply AML/CFT obligations and mitigating measures and appropriate to their business activities, as follows:
  - a. develop and apply AML/CFT policies (including group-wide policies as appropriate), internal controls, and programmes to adequately mitigate those risks;
  - b. appropriate customer due diligence measures to identify and verify the identity of their customers (including the beneficial owners) and conduct ongoing monitoring;
  - c. enhanced or specific measures for politically-exposed persons, new technologies, and high-risk countries;
  - d. record-keeping measures;
  - e. adequately detect and report suspicious transactions; and
  - f. comply with other AML/CFT requirements.

This ultimately leads to a reduction in ML/TF activity within these entities.



# INCOME TAX SUBMISSION DEADLINE 2023



## Income Tax Submission Deadline 2023

Form Type	Form Details	Deadline
Form EA	Annual income statement prepared by company to employees for tax submission purpose	28.02.2023
Form E	Form used by company to declare employees status and their salary details to LHDN	31.03.2023 e-filing: 30.04.2023
CP 58	Commission / fees statement prepared by company to agents, dealers & distributors	31.03.2023
Form BE	Income tax return for individual who only received employment income	30.04.2023 e-filing: 15.05.2023
Form B	Income tax return for individual with business income	30.06.2023 e-filing: 15.07.2023
Form P	Income tax return for partnership	30.06.2023 e-filing: 15.07.2023
Form C	Income tax return for companies	7 months after financial year end
Form PT	Income tax return for LLP	7 months after financial year end

# 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



# MACC

EFFECTIVE  
JUNE 2020

## CORPORATE LIABILITY Section 17A of the MACC Act



1

Where a **person associated** with a commercial organisation...



corruptly  
gives

OR



agrees to  
give

OR



promises  
or offers

- any person any gratification
- whether for their benefit or someone else's
- with intent to obtain or retain...

business for their commercial  
organisation

OR

an advantage in the conduct of business  
for the commercial organisation

### "Commercial organisation"



- company incorporated under the Companies Act 2016
- partnership
- company wherever incorporated and carries on business in Malaysia



2

..the **commercial organisation**  
commits an offence.



3

The commercial organisation, unless proven otherwise, will be deemed to have committed that offence and shall be liable to...

10x

OR



OR



or both

fine of not less  
than 10 times the  
sum/value of  
gratification

one million ringgit  
fine (RM1,000,000)  
(whichever is higher)

imprisonment for a  
term not exceeding  
20 years

4



The commercial organisation's directors, partners, or management, will be deemed to have committed the same offence, **unless proven that it was committed without their consent and that due diligence to prevent the commission of the offence was exercised.**



## CPD TALK - MACC SECTION 17A

### CPD PROGRAMME

## Section 17A Malaysian Anti-Corruption Commission (MACC) Act

SPEAKER

**Agalya J Munusamy**

Senior Associate, MahWengKwai & Associates

- Area of expertise in Criminal Litigation, Civil Litigation and contractual disputes.
- She has represented clients in the Court of Appeal for anti-money laundering/white collar crimes and most recently in the Federal Court for breach of statutory duty against the Government of Malaysia.
- Other areas of practice include taxation, general civil litigation and debt recovery.
- Agalya has enrolled with the Malaysian Institute of Chartered Secretaries and Administrators for the Chartered Governance Qualifying Programme in March 2023.



Attend to learn how we need to protect ourselves by having adequate procedures implemented, such as an Anti-Bribery & Corruption Policy within your commercial organisation.

### PHYSICAL CLASS

**Wednesday, 28 June 2023**

**2.00pm to 5.00pm**

MIEA National Training Centre  
Unit C-26-07, Dataran 3 Dua, No. 2 Jalan 19/1  
46300 Petaling Jaya, Selangor, Malaysia

**REGISTER  
NOW**  
LINKS BELOW



For more information, contact:

Ramona / Aisyah / Faezah

**03 - 7960 2577**

education@miea.com.my



**Member  
RM350**

**Non-Member  
RM450**

<https://www.miea.com.my/reps/section-17a-malaysian-anti-corruption-commission-macc-act>

MIEA organised a CPD Talk (3 CPD hours) on 28 June 2023 (Wednesday) from 2pm - 5:pm at the MIEA Training Centre.

The purpose of this session is to assist members in having adequate policies in place in compliance with the amendment to the MACC Act which came into force in 2020

All participants received a copy of the Anti-Bribery & Corruption Policy template which they can customise for their firm's use. Special thanks to the speaker Ms Agalya Munusamy from Mah Weng Kwai & Associate.



Participants with the Speaker Ms. Agalya Munusamy and President Chan Ai Cheng



# STATUTORY COMPLIANCE

## SELF-EMPLOYMENT SOCIAL SECURITY SCHEME



### SELF-EMPLOYMENT SOCIAL SECURITY SCHEME

#### BACKGROUND

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

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

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

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

#### SCHEDULE OF CONTRIBUTION

The contribution is based on options of insurable earnings:

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



KEMENTERIAN  
SUMBER MANUSIA



### 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.



## 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 & DREAM - December 2022, we covered the key highlights of the changes to the Employment Act which has taken effect on 1 January 2023.

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

### Scope of Employee

After the Employment (Amendment) Act 2022, the provisions of the Act will be applicable to anybody who has signed an employment or service contract. Certain elements, however, such as pay for work performed on rest days and public holidays, overtime payments and termination, layoff benefits, and more, would only be applicable to a specific class of workers earning RM4,000 and lower.

### 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>



**Will this  
affect your  
business?**

**FIND OUT MORE FROM  
A HR CONSULTANT**



# STATUTORY COMPLIANCE

## MYSST

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

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

### Services Tax

#### Group G

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

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

any statutory fees paid to the government or statutory body

#### Rate of tax

Fixed at a rate of 6%.

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

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

# Threshold RM500,000

**MANDATORY  
REGISTRATION**

**MySST**  
SALES & SERVICE TAX

# STATUTORY COMPLIANCE

## HRDF Registration Now Compulsory\* For Firms



### Employers FAQ

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

HRD Corp /



### Who is eligible to register with HRDF?

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

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

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

### How is the HRDF levy calculated?

HRDF levy for each Malaysian employee =  
 $\text{HRDF Levy\%} \times (\text{Basic Salary} + \text{Fixed Allowances})$

Source :

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



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



# JABATAN WILAYAH PERSEKUTUAN - RMKE-12

President Elect Tan Kian Aun represented MIEA at the Jabatan Wilayah Persekutuan (Session 2) on the 12th Malaysia Plan Review and Townhall. This invitation highlights MIEA's ongoing commitment to sharing our insights and perspectives within the Malaysian Property landscape.

Yang Berhormat/ YBhg. Datuk Seri/ Dato' Seri/ Datuk/ Dato'/ Tuan/ Puan,

## JEMPUTAN KE SESI LIBAT URUS KAJIAN SEPARUH PENGAL RANCANGAN MALAYSIA KEDUA BELAS (KSP RMKe-12) OLEH KEMENTERIAN EKONOMI BERSAMA JABATAN WILAYAH PERSEKUTUAN (SESI 2)

Dengan segala hormatnya saya merujuk kepada perkara tersebut di atas.

2. Untuk makluman Yang Berhormat/ YBhg. Datuk Seri/ Datuk/ Dato'/ Tuan/ Puan, Kementerian Ekonomi sedang dalam proses menyediakan KSP RMKe-12. Bagi tujuan tersebut, beberapa sesi libat urus akan diadakan bagi membincangkan prestasi semasa, mengenal pasti isu, cabaran dan cadangan penambahbaikan berkenaan pembangunan ekonomi di peringkat negeri berdasarkan dasar dan strategi RMKe-12.

3. Jabatan Wilayah Persekutuan telah diberi mandat untuk melaksanakan sesi libat urus di peringkat Wilayah Persekutuan. Perincian berhubung sesi libat urus tersebut adalah seperti berikut:

**Tarikh** : 20 Jun 2023 (Selasa)  
**Masa** : 10.00 pagi hingga 12.30 tengah hari (SESI 2)  
**Tempat** : Dewan Grand Garden Pavillion,  
 Hotel Pulse Grande, WP Putrajaya

4. Sehubungan dengan itu, sukacita Yang Berhormat/ YBhg. Datuk Seri/ Datuk/ Dato'/ Tuan/ Puan dijemput untuk hadir ke Sesi Libat Urus KSP RMKe-12 Peringkat Wilayah Persekutuan. Bersama-sama ini dikemukakan tentatif program seperti di **Lampiran A** untuk rujukan pihak Yang Berhormat/ YBhg. Datuk Seri/ Datuk/ Dato'/ Tuan/ Puan.

### LAMPIRAN A

#### SESI LIBAT URUS KAJIAN SEPARUH PENGAL RMKe-12 BERSAMA KERAJAAN NEGERI PERINGKAT WILAYAH PERSEKUTUAN

TARIKH : 20 JUN 2023 (SELASA)

MASA : 10.00 PAGI – 12.30 TENGAH HARI (SESI 2)

#### TENTATIF PROGRAM

Sesi 2: Rundingan Dasar Bersama Awam (Dewan Grand Garden Pavillion)	
10.00 Pagi	Pendaftaran
11.00 Pagi	Pembentangan Kajian Separuh Pengal Rancangan Malaysia Kedua Belas (KSP RMKe-12) oleh Kementerian Ekonomi
11.15 Pagi	Ucapan oleh YB Menteri Ekonomi
11.30 Pagi	Sesi dialog awam (townhall) jemputan bersama YB Menteri Ekonomi
	Rumusan dan penutup Sesi 2 oleh YB Menteri Ekonomi
12.30 Tengah Hari	Tamat Sesi 2

- Etika pakaian : Semi Formal
- Buggy disediakan daripada tempat letak kereta ke lobi utama Hotel Pulse Grande, WP Putrajaya



[Utama](#)
[Informasi](#)
[Dokumen](#)
[Program](#)
[Media](#)
[Pandangan Awam](#)
[KSP](#)
[BM | EN](#)





## RANCANGAN MALAYSIA KEDUA BELAS 2021-2025

### Makmur, Inklusif, Mampan



Kementerian Ekonomi







rmke12.ekonomi.gov.my

Video Pembentangan



Video Pembentangan

RANCANGAN MALAYSIA KEDUA BELAS 2021-2025

Tonton

Ucapan Pembentangan



Ucapan 108 POKERASA MENTERI

27 SEPTEMBER 2021

RANCANGAN MALAYSIA KEDUA BELAS 2021-2025

Muat turun

Dokumen Utama



RANCANGAN MALAYSIA KEDUA BELAS 2021-2025

Muat turun

Ringkasan Eksekutif



Ringkasan Eksekutif

RANCANGAN MALAYSIA KEDUA BELAS 2021-2025

Muat turun

Risalah



Risalah

RANCANGAN MALAYSIA KEDUA BELAS 2021-2025

Muat turun

<https://rmke12.epu.gov.my/bm>

56





# MIEA CERTIFICATE IN REAL ESTATE SALES (MCRES)

## MIEA CERTIFICATION COURSES

MIEA School of Real Estate has now embarked on a series of Certification Courses recognized as the Industry Standard in the respective course specialization.

For a start we are introducing the MIEA Certificate in Real Estate Sales [MCRES] designed and developed for new RENs who has completed the NCC course or those who want to learn the fundamentals in Real Estate Sales. This is the foundation course to start your career in sales.

**CLASS MCRES  
2nd Intake**

Commence date  
on  
10 July 2023

**This programme will be run every Monday & Tuesday for  
4 weeks (6.00pm-8.30pm)**

- ✓ **CRES MODULE 1**  
**Preparation - Developing your Business Plan**
- ✓ **CRES MODULE 2**  
**Prospecting & Lead Generation**
- ✓ **CRES MODULE 3**  
**Listing Process**
- ✓ **CRES MODULE 4**  
**Marketing**
- ✓ **CRES MODULE 5**  
**Viewing & Handling Objections**
- ✓ **CRES MODULE 6**  
**Closing the Sale**

**Member Rate: RM588.00**  
**Non - Member Rate : RM688.00**



**CONTACT PERSON:**  
**03 7960 2577**  
**(Faedah/Aisyah)**



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Recognized by:



**MQA**  
Agensi Kelayakan Malaysia  
Malaysian Qualifications Agency

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



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NOW

# Executive Diploma in Real Estate Agency

(MQA/FA8131)

**2 Years Course**

MODE : Flexi/Face to Face

**JUNE/JULY INTAKE**

Conducted by :



In collaboration with :



## Special Exemption

- # An applicant must be 18 years of age
- # Posses a SPM/MCE, O Level or UEC with not less 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**

\*Terms & Conditions Apply

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

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





**MIEA Real Estate Education Sdn Bhd**

# **YOUR PATHWAY TO A PROFESSIONAL CAREER IN REAL ESTATE**

## **ESTATE AGENTS EXAMINATION -TUTORIAL CLASSES (PART 1)**



### **PART 1 - SUBJECTS**

1. Introduction to Law
2. Principles of Economics
3. Principles of Accounting
4. Principles & Practice of Marketing
5. Property Taxation
6. Building Technology 1

**CLASSES ON: Mon-Thu (8pm-10pm)**  
**Online via Zoom**

### **WHY ENROL WITH MIEA?**

- E-Notes & E-past year exam papers to guide you through the course
- Experienced & Qualified Lecturer for each subject to ensure you get your questions answered
- Class via Zoom saving you time & stress free of traffic & parking
- Small Group Setting for maximum attention and retention
- Free Revision Class For Each Subject

**REGISTER NOW**

<https://www.miea.com.my/estate-agents-examination-tutorial-classes-part-1>

**REGISTRATION FEE: RM200.00**

**TUITION FEE: RM4,998.00**

**CONTACT PERSON:**

Ms Faezah (03-79602577) ([education@miea.com.my](mailto:education@miea.com.my))



# NCC ALL OVER MALAYSIA



## NEGOTIATORS CERTIFICATION COURSE

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

### Our Value Statement

- Pioneer in Conducting NCC Classes
- MIEA Accredited Speakers
- 7 Subjects + 2 Bonus Modules
- Comprehensive Lecture Notes

### REGISTRATION

Scan QR Code  
to Register



FEE : RM636.00

OR Proceed with Online Registration  
<https://www.miea.com.my/ncc>



*Register Now*  
[www.miea.com.my/ncc](https://www.miea.com.my/ncc)



# CDP ALL OVER MALAYSIA



CDP Perlis



NCC Pahang



CDP Kuala Lumpur



CDP Kota Kinabalu, Sabah



CDP Johor



CDP Penang

*Register Now*  
[www.miea.com.my/cdp-2024](http://www.miea.com.my/cdp-2024)

## HOW TO ACCESS YOUR MEMBERSHIP CARD

**1**

### Go to mieamls.com

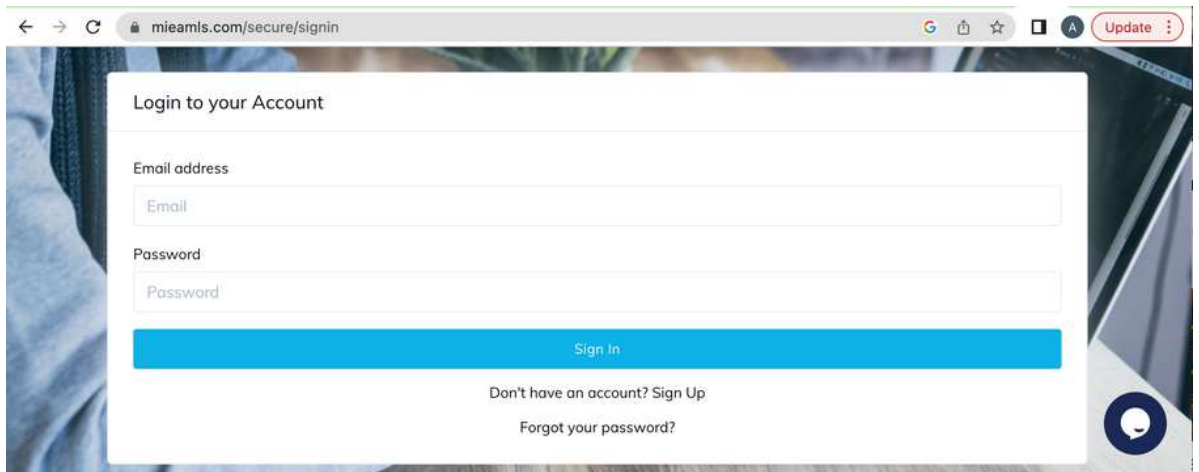
**MIEA MLS - A trusted platform to find exclusive real estate listings for sale and rent in Malaysia**

 mieamls.com

**2**

### Click Register/Sign In

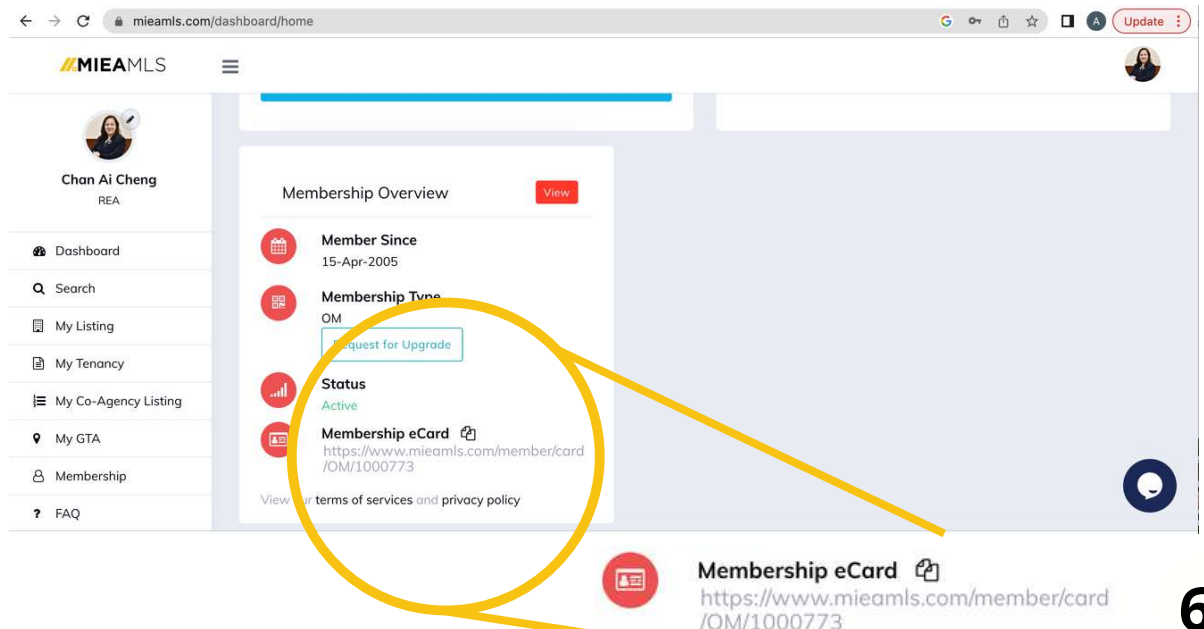
<https://www.mieamls.com/secure/signin>



The screenshot shows a web browser window with the URL [mieamls.com/secure/signin](https://www.mieamls.com/secure/signin). The page has a title "Login to your Account". It contains two input fields: "Email address" with a placeholder "Email" and "Password" with a placeholder "Password". Below these fields is a blue "Sign In" button. Under the button, there are two links: "Don't have an account? Sign Up" and "Forgot your password?". A chat icon is visible in the bottom right corner.

**3**

### Dashboard will show options for Membership eCard



The screenshot shows the MIEA MLS dashboard for user Chan Ai Cheng (REA). The left sidebar contains a menu with items: Dashboard, Search, My Listing, My Tenancy, My Co-Agency Listing, My GTA, Membership, and FAQ. The main content area is titled "Membership Overview" and includes a "View" button. It displays the following information:

- Member Since:** 15-Apr-2005
- Membership Type:** OM, with a "Request for Upgrade" button.
- Status:** Active
- Membership eCard:** <https://www.mieamls.com/member/card/OM/1000773>

At the bottom, there is a link to "View our terms of services and privacy policy". A yellow circle highlights the "Membership eCard" section, and a yellow arrow points from it to the "Membership eCard" link in the bottom right corner of the dashboard.

**Membership eCard**  
<https://www.mieamls.com/member/card/OM/1000773>





# 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



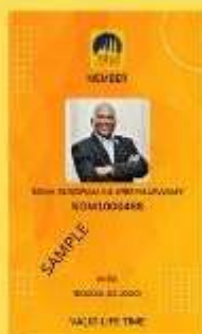
Fraud Detection & Prevention Service  
to help Institutions comply with Bank  
Negara Malaysia's AMLA requirements



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**

# The President's Report

## Chan Ai Cheng

President



Dear Members,

Allow me to start off with this Quote :

"LEADERSHIP IS NOT A POSITION OR TITLE; IT IS ACTION AND EXAMPLE"

In reference to the quote above, the Presidency of MIEA starts with a resolve towards achieving the Vision and Mission as set out in the manifesto. Only with the Vision & Mission, we are able to measure the actions and examples of the elected Board of Directors as we would be judged on the performance of the duty and role entrusted upon each of us by the membership at the beginning of the term.

It is my hope that the reports contained herein would be a reference point on the achievements for the year 2022. When I took office as President on July 1, 2021, we were in MCO 3.0 with restrictions on every turn. In 2022, we saw the reopening of all sectors and the return to some form of normalcy in our lives. It was also an interesting year as NAPIC reported that the Value of Transaction of the property sector saw the highest value of transaction at RM179 billion surpassing the 2014 height at RM161 billion signifying the return of confidence in the property market.

Throughout the pandemic and endemic years, MIEA has taken many initiatives to lead, add value and to meet the needs of our members through the many programmes that we carried out. It would only be fair to state that our achievements are as a result of the many leaders in my team who has been assigned the various portfolios. For further details of these programmes, please peruse the monthly D'REAM Bulletin available for download at [www.miea.com.my](http://www.miea.com.my) under Publications.



### AUTHORITY & VISIBILITY

To this end, we have taken all efforts to be in the forefront whose views are being sought after by members of the media of relevance in the real estate sector as Key Opinion Leaders. We have achieved this via two channels (1) As the Key Spokesperson & the Face of MIEA, I have attended to all request from members of the media for interviews and comments no matter how urgent the deadline (2) In the issuance of timely press releases with useful information for members of the public especially in the areas of education of registered persons and MIEA Market Sentiments Survey results.

### Summary Of Press Releases, Statements and Interviews which were done in-house :

#### January 2022

Topic	Media
1 情勢“所逼”順應發展 托兒所遷商區更靈活 The situation is “forced” to adapt to the development, and the relocation of the nursery to the business district is more flexible	eNanyang.com
2 “Forced” to adapt to the new development, and to relocation nursery to the business district	eNanyang.com
3 Sukar jual rumah di kawasan berisiko banjir	Berita Harian
4 Landlord gets fine from TNB after his tenant was suspected of tampering with the electricity meter	a. Free Malaysia Today b. China Press c. Kwong Wah d. We Are United e. Star TV f. 8TV Bulletin g. MSN h. e-Nanyang i. Guang Ming Daily j. Oriental Daily k. Sin Chew
5 The real estate market in the disaster-stricken areas is	China Press
6 The rental market's long, slow road to recovery	The Malaysian Insight
7 Buyer will take into consideration housing area that are low	China Press
8 Property Market Show	BFM

#### February 2022

8 Purchasing A Property - Invest Based On Need & Ability	a. New Straits Times b. Business Today c. TheEdge d. Selangor Journal e. Penang Property Talk f. Berita Harian g. Star Property h. Harian Metro i. PropertyGuru j. e-Nanyang
10 MIEA Chide “Illegal Broker” For Ramming Car Into	China Press
24 The provisions of the RTA is imperfect and inadequate and needs to further engage with stakeholders to improve its weaknesses	a. Kopiandproperty.com b. The Star c. Nanyang Siang Pau d. Daily Express
25 Residential property market recorded substantial price increases over 20 years to 1Q2021	TheEdge

#### March 2022

1 Launching Of The MIEA-OMG Collaboration	The Sun Daily
7 MAREC 2022 Forum Requests Robust Changes To The Real Estate Practice	a. Kopiandproperty.com b. Star Property
11 Which property developer in Malaysia should you avoid?	New Straits Times
11 Tech firms are exploiting the loopholes : Realtors	Daily Express
14 Uneasiness over the proposed Residential Tenancy Act	New Straits Times
18 Heed concerns on RTA, estate agents tell Government	Daily Express



## The President's Report

### April 2022

1 Tax incentives can solve property overhang, ex-deputy minister tells government	Free Malaysia Today
2 2021 Property Market Report Gives Signs Of A Return Of Confidence In The Property Market	a. Kopilandproperty.com b. Sarawak Voices c. Agenda Daily d. Daily Express e. e-Nanyang f. Focus Malaysia g. MSN.com h. The Vibes i. The Malaysia Reserve j. The Star k. Penang Property Talk
4 Residential overhang due to poor project planning and research by property developers?	a. New Straits Times b. Penang Property Talk
6 Average house price rises to RM320K: Realtors	Daily Express
7 滞销屋不断增加, 不一定代表行情不好。The continuous increase of unsalable houses does not necessarily mean that the market is not good.	e-Nanyang
7 房价大涨, 楼市更加热络了。Housing prices have risen sharply, and the property market has become more heated	e-Nanyang
8 去年房市买家们, 最爱的产业类型是? What type of property did buyers like most in the housing	e-Nanyang
15 Racism in the property market	The Star
19 Sarawak – Stable and growing in 2022	New Straits Times
20 Public space is for all	The Star
23 People go for more recreational facilities when buying homes now	a. The Star b. Penang Property Talk
27 建材涨价外劳短缺房价2年后涨30% The price of building materials has risen, and the shortage of foreign labor has increased housing prices by	China Press
29 Short-Term Rental Stays : Boon Or Bane?	BFM

### May 2022

4 Pasaran hartanah pulih pada 2022	Harian Metro
6 Have Property Scams Grown In The Pandemic?	The Star
18 Borders Are Open, So Should Short-Term Stays Be Allowed?	BFM
20 Get up-to-date property market data with Hartamas Group and EdgeProp collaboration	TheEdge
20 Kenaikan Tak Merisaukan	MSN
21 缩小房屋面积缩短建造时间发展商抗涨求双赢 Reduce The Size Of The House And Shorten The Construction Time. Developers Resist The Increase And Seek A Win-Win Situation	China Press

### June 2022

3 如何在马来西亚投资和出租房地产? How To	iProperty
18 一场疫情打乱阵脚 房子也要免疫力 An Epidemic Disrupts The House And Also Needs Immunity	e-Nanyang
30 A Popular Location For Properties And Food!	iProperty

### July 2022

6 Retaining A Resilient Team In Real Estate Amidst Headwinds	TheEdge
16 The Edge Real Talk 2022: Navigating a volatile market	TheEdge
29 Who is in control – the owner or agent?	The Star

### August 2022

1 Property Market Hit By Inflation, Economic Uncertainty, Say Experts	a. The Malaysian Insight b. The Sun Daily
1 Navigating The Volatile Market	TheEdge
1 通膨工作不稳定与经济压力 影响租客和购房者置业 Inflation, job instability and economic stress impact renters and homebuyers.	The Malaysian Insight
2 Have Property Prices Reached Its Peak?	BFM
2 Avoid the generic, be specific	TheEdge
3 Navigating Risks And Opportunities	TheEdge
10 B40无力还贷-流入市场拍卖-可负担屋落富人手 B40 can't repay the loan and enter the market to auction the affordable housing and the rich	e-Nanyang
18 Controls Needed To Ensure Affordable Housing Benefit B40, Not Speculators	The Sun Daily
22 Judges' Comments : Raising the bar in Malaysian real estate	TheEdge
23 Sabah realtors raise Malaysia property sales	Daily Express
23 NREA 2022 catat penerima anugerah teramai dalam sejarah	DagangNews.com
23 Real Estate Practitioners Beat All Odds In 2021 Performance	Star Property
24 曾爱珍:确保交易受保障应聘合法房产经纪 Make sure the transaction is guaranteed and apply for a legal real estate brokerage	Nanyang Siang Pau e-Nanyang
24 NREA 2022 catat penerima teramai	Utusan Malaysia
24 大马房地产经纪表现突破房产劣势MIEA有史以来 Malaysia real estate outperformed – MIEA recorded the highest Million Dollar Achievers recipients	The Entrepreneur
25 大马房产经纪, 劣势中状态猛 Malaysian real estate remains vibrant	e-Nanyang
25 Real Estate Practitioners beat all odds in 2021 performance	PropertyGuru
27 Sarawak scoops 5 awards at National Real Estate Awards	Borneo Post
29 Controls needed to ensure affordable housing benefit B40, not speculators	The Sun Daily

### September 2022

12 Housing price adjustment is not a bad market road, Chai Zi Jin : high end housing prices have dropped to the standard	a. Sin Chew b. Nanyang Siang Pau
12 Sluggish property market predicted for next year	The Star
12 EdgeProp collaboration to strengthen WERE Properties' branding	TheEdge
15 房地产建筑业盼政府出手 推大型项目和房市利惠措施 The real estate construction industry expects the government to take action to promote large-scale projects and housing market	The Malaysian Insight
15 You have no degree, but you want to be a real estate agent? Fine, but...	TheEdge
17 高级签证招商引资 工业产业看高一线 Premium visa programme attracts industrial investors	Nanyang Siang Pau
19 Malaysia Home Prices Decline 1.2% In Q2 2022, Malaysia's Overhang Situation Improves In 1H 2022 And, More	PropertyGuru
23 Real estate institute beefs up profession to spot money laundering	TheEdge
23 MIEA sokong gesa pengamal hartanah kesan penggabungan wang haram	a. Malaysia Gazette b. Astro Awani
26 MIEA signs MOU with tech firms to provide better due diligence services	TheEdge

## The President's Report

### October 2022

2	业主拖欠房产税 柔州滞销房屋更难卖 Owners default on property tax, Johor slow-moving homes more difficult to sell	e-Nanyang
2	新元兑令吉攀升 带动越堤族城置产租赁 Demand of properties led by the raised in Singapore dollar against Malaysia Ringgit	e-Nanyang
6	Budget 2023 wish list – Release government agencies' and GLCs' surplus land for affordable housing joint ventures	TheEdge
6	Insentif rangsang pasaran hartanah sekunder	Berita Harian
11	Please wear your masks, condo managements say	TheEdge
12	Budget 2023 unlikely to catalyse property market	BFM
14	Do it with property	BFM
29	Sarawak needs more real estate agents especially in Sibul, Miri, Bintulu (Message by Dr Sim at MIEA Sarawak Dinner on 29 Oct 2022)	Dayak Daily

### November 2022

4	StarProperty pull out on National Real Estate Awards	StarProperty
11	Always going the extra mile for success	Top 10 of Malaysia
11	Bank of China has raised interest rate by 100 basis points and the willingness of Chinese people to buy houses is low	China Press
24	Pan Borneo boon for Sabah property sector (NREA recipient)	Daily Express
28	地产中介协会分会办常年晚宴7500 捐3慈善机构 光华网 MIEA Penang Branch holds an annual dinner and donated RM7,500 to 3 charity organisations	Kwong Hwa Daily

### December 2022

5	Stronger Property Market 2023	KopiandProperty.com
6	NAPIC shows high overhang for affordable homes – study needed, says MIEA	TheEdge
9	Sparks of enthusiasm – Confidence is growing in the property market based on JPPH Q3 2022 performance review	The Star
16	Industry players expect PKPT minister to solve housing woes	TheEdge
22	BOVEAP明年起发紫色执业证 公众受促警惕非法产业经纪 BOVEAP will issue purple practice certificates next year, the public is urged to be vigilant against illegal industrial brokers	e-Nanyang
29	Do your research and hire a lawyer homebuyers advised.	The Sun Daily

### E-PUBLICATION

e-Publications themed Real Estate & You Series is another initiative meant to educate members of the public on working with an agent. The idea behind this is to provide an authoritative view from the Malaysian Institute of Estate Agents to bridge the gaps to foster better working relationship with better understanding. Director Selvem Durasamy have been reassigned to undertake this portfolio in the year 2022 and a host of e-Publications will be released in 2023.

### CERTIFICATIONS

In our effort to level up the education & professionalism of our members and practitioners, a series of MIEA certification courses will be designed and introduced i.e. MIEA Certified Tenancy Specialist, MIEA Certified Industrial Specialist and more. The first certification, is the 'MIEA Certificate in Real Estate Sales (CRES)' which is in progress and will launch in March 2023. CRES is meant to dive deeper into the day to day task of a real estate practitioner, an intermediate course following the Negotiators Certification Course (NCC).



Under the above objectives, we have made great strides to help firms in providing support services through third party companies. We have also had many sessions to educate practitioners on Tenancy Management. To this end, we are in the midst of finalizing a service provider to support firms who wants to develop Tenancy Administration. MLS Project renamed MIEA Project Marketing Network has provided firms with an opportunity to market new projects.

The other segments of the Vision & Mission will be covered under the reports of the various portfolios headed by the respective chairs as follows:



### D'REAM Bulletin

I deem the D'REAM Bulletin as the Monthly Report Card of the President & the Board of Directors of the Malaysian Institute of Estate Agents. So instead of just a yearly report presented at the Annual General Meeting (AGM), the report card of the President & Board of Directors of MIEA are within the pages of the monthly D'REAM Bulletin. It also serves to bridge the communication gap between the President, BODs with members of MIEA. Details are in the D'REAM Bulletin Report.

### WEBSITE & FACEBOOK

Many are not aware that our website has a wealth of information for our members. From market updates, resources materials, BOVAEP updates, educational schedules etc. Please always check our website for updates. Our Engagement with MIEA Members & Real Estate Practitioners have also increased and in measurable ways on our FB Page.

Extract of data from MIEA.on.FB

	As at 24 Jun 2021	As at 31 Mar 2023	Increase	% Increase
Likes	16,867	21,630	4,763	28%
Followers	22,141	30,186	8,045	36%



## The President's Report

### GROUP PERFORMANCE

It is important for me to introduce and establish a new term i.e. "Group Performance." This is in line with the fact that other than the Institute, we have Malaysian Real Estate Education Sdn Bhd [MREE] & MIEA Resources Sdn Bhd [MRSB]. Both companies are fully and wholly owned by the Malaysian Institute of Estate Agents. In reference to this we are happy to state that our revenue grew by 42.20% from 2021 to 2022 signifying the growth of the Institute. We must all be proud that from a small association in 1974 we have grown by great strides.

### MREE

Under the School of Real Estate, we have introduced:

1. The Test of Professional Competence Mentoring Programme to help PEAs prepare themselves for the TPC. We believe in the years to come we will be able to help hundreds of RENs become PEAs and then REAs.
2. The MCRES an acronym for MIEA Certificate in Residential Sales, is an industry standard certification course for those who wants recognition in Residential Sales.

### REN NETWORK

Probably one of the highlights of my term would be the establishment of the REN Network. An MIEA initiative to unite RENs under MIEA. The PROTEM committee have organized themselves under the leadership of REN Network Chairman David Tan. They have organized the REN SUMMIT, many educational programs for RENs and supported us in many activities and projects of the Institute. We envisage that the REN Network will be one of the biggest assets to drive our profession forward.

### ARENA

MIEA having been the founders of ARENA we have contributed much to the development of ARENA. There are nine National Associations affiliated to it. The Member Associations include MRESA, VNREA, MIEA, IEA, PAREB, AREBI, CVEA and now Thai Real Estate Network Alliance. Our CEO K. Soma Sundram is the Secretary General of ARENA and MIEA play host to the ARENA Secretariat and also manage their funds.

### BOVAEP EAPC CHAIRMAN

We are indeed proud that MIEA has provided the leadership at BOVAEP level by having the confidence of its President to nominate our representative President Elect Tan Kian Aun to be the EAPC Chairman for the Year 2021 -2023.

### CONTINUED LEADERSHIP

We need New Cream of Leaders. We recognize that there are many capable leaders in the profession who are not rising to the occasion to serve and we are always caught in the conundrum of able and willing. It is time for those who are willing to rise up to the calling to serve for the good of the Institute and the Profession. MIEA is a Champion that has helped practitioners over the last 49 years. It is time for you to join us to continue with the good work that so many have contributed. I would like to acknowledge and appreciate all our Past Presidents of MIEA who have soldiered on before, whose contributions have each collectively led to the growth of the Institute to where we are today. We cannot achieve this new height of our Institute without the sacrifices of our Past Leaders both on the National and State levels.

### Acknowledgements

Though recognition is not what Office Bearers should seek for, I deem it fit to recognize and record my deepest thanks to all the dedicated team of Board of Directors for the term 2021 – 2023. I would like to express my deepest gratitude for their support and for undertaking their portfolios with much dedication and that includes State Committees, Sub Committees and all who have served in one way or another. You have left in place your footprint in the history of MIEA.

### SECRETARIAT TEAM

Special thanks and acknowledgement to the Secretariat Team headed by our ever committed CEO, K Soma Sundram, and Amazing Ho Wai Ling for being the backbone in all aspects of the Institute; Faezah & Nuraishah – for the fantastic coordination and execution of all the Training & Educational programs; Afina – single-handedly putting together successful events - NREA, MAREC, REN Summit; Mariya for keeping our book keeping in check. It takes all hands on deck to turn Thoughts into Ideas into Reality. The glory in any achievement is always in the TEAM, and we have by all measures, the BEST!

### MY FINAL CALL

In my final thoughts I quote Marjorie Moore;

"Volunteering is the ultimate exercise in democracy, you vote in elections once in two years but when you volunteer, you vote everyday about the kind of community you want to live in"

I hope that I have served you and the institute well and taking into stride that I have given my best. Thanks for the opportunity to serve you and my profession.

Be Proud to be a member of MIEA - Let us stand UNITED, to be RELEVANT & to continue to be PROGRESSIVE.

Thank You.

### Special Highlight:

#### CONTINUOUS DEVELOPMENT PROGRAMME [CDP]

We have since 2016 played a big role wanting BOVAEP to allow Real Estate Associations to organize the CDP Programme and this year (2023) we have managed to get BOVAEP's blessings to do so and we record our sincere thanks to the BOVAEP President, Board Members and Registrar. In this respect, we seek our members to support us in this endeavor. We will do our part to ensure that sufficient CDP classes are held throughout Malaysia to meet the needs of our members and RENs in the fraternity. Check out MIEA website ([www.miea.com.my](http://www.miea.com.my)) for schedule of classes.

# Secretary General State of The Association Report

## Evon Heng

Secretary General



### 1. OVERVIEW

As Secretary General I am happy to report that MIEA is in good grounds and growing stringer by the day. While I am to manage the general affairs of the Institute through the Secretariat, the role has taken more responsibilities.

### 2. HUMAN RESOURCE - SECRETARIAT STAFF

As compared to before the secretariat is not only the heartbeat of the Association but are very much supportive of all the Directors & Committees in carrying their role and activities. As of this report, we have 8 full time staff employed by MIEA group.

- a. K. Soma Sundram - Chief Executive Officer
- b. Ho Wai Ling - Office Manager
- c. Wan Nor Afina Bte Ridzuan - Events Executive
- d. Siti Faezah Muhamadesan - Senior Admin Executive
- e. Nuraisyah Hassim - Admin Assistant
- f. Florence Cecelia Sandanasamy - Membership Support Executive
- g. Maria Jane Morris - Accounts Assistant
- h. Noreen Sikot - MIEA Sarawak Administrator
- i. Farah - MIEA Johor Administrator

### 3. MEMBERSHIP

The membership status as of 31st December 2022 stood at 6,883 members.

### 4. FINANCE

We are a strong and financially dependent association. This is due to our sound financial management and prudent financial policies. Our reserves in fixed deposits amounts to RM2,270,135 and RM1,376,128 in our current account (as a group). Full details provided in the Financial Report.

### 5. BOARD MEETINGS

We have had a total of 13 board meetings with an average attendance of 87%.

### 6. BRANCHES

MIEA has 5 branches namely in Penang, Perak, Johore, Sabah and Sarawak.

### 7. MEMBERSHIP SUPPORT

Our "partnership Program" to support our members are as follows;

- a. MIEA MLS - Cloudaron Group Berhad
- b. MIEA Insure – Howden Insurance Brokers Sdn Bhd
- c. Firm Management software - Propsage
- d. Firm Management software - Property 213
- e. Firm Management software – SAMS
- f. Datasense – PG Group
- g. AMLA software

### 8. GOVERNMENT ENGAGEMENT

This year we engaged with the Ministry of Housing, BOVAEP, LHDN, SOCSO and MACC. The engagements are all reflected in the other reports.

### 9. EDUCATION

Our wholly owned subsidiary 'MIEA Real Estate Education Sdn Bhd' to provide education and training. The President, Sec Gen, Treasurer and the President Elect are its Four Board of Directors and IPP Mr. Lim Boon Ping as the advisor. The school, is administered by PP Soma Sundram the CEO and assisted by Wai Ling, the Office Manager.

### 10. ADVISORIES

Advisories were introduced in 2018 which is similar to the circulars issued by BOVAEP. In this accounting year 2022, we have issued 2 advisories and they are as follows;

Date & Ref No.	Advisories
12 Jan 2022 Reference No: 17:01:2022	Renewal Of REN Tags for 2022 & CDP Classes for Renewal in 2023
18 Jan 2022 Reference No: 18:01:2022	Imposition of withholding tax by firms on income earned by Agents

### 11. PROPERTIES

The following properties are owned by MIEA;

- a. MIEA HQ - A corner strata office on the 5th Floor at 3 Two Square, Selangor;
- b. MIEA National Training Centre - A strata office on the 7th Floor at 3 Two Square, Selangor;
- c. Johore Branch Office - Two adjoining strata office in Taman Sri Putra, Johore;
- d. Penang Branch office - A strata office in Axis Complex, Jln Cantonment, Penang; and



## Secretary General State of The Association Report

- e. Sabah Branch Office - One strata office on 3rd Floor  
at Likas Square, Kota Kinabalu, Sabah.

The above premises are maintained by the secretariat and I am happy to report the properties are fully insured, in good condition and in good state of repairs. The above premises are tenanted and we have introduced policies for the branches to pay a minimal rental commencing January 2023.

### 12. SUBSCRIPTION PAYMENT

Collection of subscription from members is always a challenging process. All subs are due and payable on the 1st of January each year and many forgets or take a lackadaisical attitude in making payments. One needs to understand that subscription helps to manage the institute and to partially help finance our activities. We call upon the membership to take heed of this call to pay up the subscription for year 2023 and also advised to link with our management system to update their personal information.

### 13. MIEA TRAINING & STUDIO

Our National Training Centre and fully equipped studio are available for rental to members at a nominal rate. Please contact the secretariat at [secretariat@miea.com.my](mailto:secretariat@miea.com.my).

### 14. CONCLUSION

MIEA is not an ordinary or small association, we are large and our activities are varied and exemplary and we have been cited as a very well-run association. Our roots are deep and our finance strong. Let us unite to grow further as we celebrate our 50th anniversary next year. A great milestone in our journey.

Thank You  
Evon Heng  
Secretary General

## Council of Past Presidents

On Friday, June 23, 2023, the Council of Presidents gathered at At Lake Club KL. When great individuals get together, remarkable discussions and ideas ensue. We have in place the Past, Present & Future of MIEA.



Standing From Left : PP Nixon Paul, President Chan Ai Cheng, PE Tan Kian Aun and PP Siva Shanker  
Seated From Left : PP Soma Sundram, PP Stephen Tew and PP Eric Lim

### ARTICLE 17 PAST PRESIDENTS COUNCIL



22 MAY 2023

9

SALINAN DIAKUI SAH

NORLIDAR BTE MAHD RASHID  
PENOLONG PENDAFTAR PERTUBUHAN  
JABATAN PENDAFTARAN PERTUBUHAN MALAYSIA  
KUALA LUMPUR

17.1 A Past Presidents Council shall be established as an advisory body to help advice, support the BOD of the Institute and to carry out such duties as determined from time to time by the BOD.

17.2 The Past Presidents Council shall meet four (4) times per year.

17.3 The President of that time shall preside at all such meetings. In the absence of the President, the Immediate Past President shall act as Chairman.

17.4 The Past Presidents Council is not a committee of management and cannot therefore determine the policy nor manage the affairs of the Institute.



THANK YOU PAST PRESIDENTS



PP Siva Shanker  
(2013-2015)



PP Erick Kho  
(2015-2017)



Protém President Late Paul Lee  
(1974 - 1977)



PP Dr. Ernest Cheong Yong Ying  
(1977 - 1978)



PP Late Tony Lee Yoke Tet  
(1978 - 1980)

## COUNCIL OF PAST PRESIDENTS



PP Nixon Paul  
(2011-2013)



PP Eric Lim  
(2017-2019)



IPP Lim Boon Ping  
(2019-2021)



PP Late V. Arunasalam  
(1980 - 1985)

**Leadership is the capacity to  
translate vision into reality.**

Warren Bennis



PP Julie Wong  
(2009-2011)



PP Khatijah Abdullah  
(1991-1995 & 2003-2007)



PP Late Wong Tai Kong  
(1988-1991)



PP Late Datuk T. Mahima Singh  
(1987-1988)



PP Late Lew Chin Chuan  
(1985-1987)



PP Soma Sundram Krishnaswamy  
(2007-2009)



PP Stephen Tew Peng Hwee  
(2001-2003)



PP Late Raymond Tang King Seng  
(1999-2001)



PP Thinhara Kumar A/L Nagalingam  
(1997-1999)

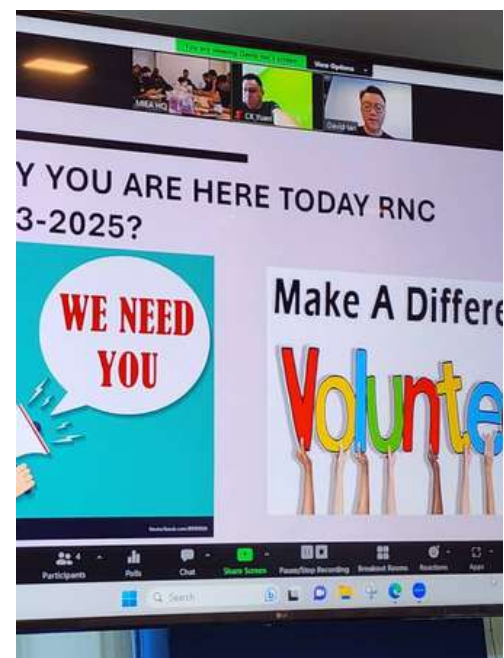


PP Charlie Chan  
(1995-1997)



## REN NETWORK (RNC)

REN Network Committee held their 43rd REN Network Committee Meeting on 8 June 2023 (Thursday) at MIEA Boardroom conducted both physically and via Zoom. This was the handover meeting between the outgoing committee and the incoming committee. It was a good session of sharing and bonding amongst the REN Network Committee Members. Also present in the meeting was President Elect Tan Kian Aun, CEO PP Soma and Office Manager Wai Ling.





## REN NETWORK (RNC) PROTEM COMMITTEE



**David Tan**  
**Chairman**



**Lynne Tan**  
**Secretary**



**Juliana Teh**  
**Committee**



**Umar Aiman**  
**Committee**



**Chelvam**  
**Committee**



**Gary Chan**  
**Committee**



**Casey Cheong**  
**Committee**



**Jericho Loh**  
**Committee**

**We want to express our deepest thanks to RNC  
Chairman David Tan and the Committee  
for 2021 - 2023 for amazing 2 years of  
Contribution & Growth of RNC in MIEA.**

*Thank You*

## BRANCH UPDATES - PENANG



MIEA Penang organised a session on Master The Art of Selling on Wednesday, 28 June 2023. A total of 60 pax attended the session (both members and non-members). Special thanks to the speaker MJ Zie and MIEA Penang for putting together a successful event.

Connecting Through Fellowship - Elevating Your Professionalism

**MASTER THE ART OF SELLING**

Chorus by the Quay  
@ E&O Straits Quay

Wednesday  
28th June, 2023  
(3.00pm to 5.00pm)

Registration Fee:  
Member : FREE\*  
Non-member : RM30 nett per pax  
\*(Light refreshment will be served)

**SPEAKER**  
**MJ Zie**  
REN14147

**REGISTER NOW!**  
Scan QR Code

Organised by  
Malaysian Institute of Estate Agents (Penang Branch)





## BRANCH UPDATES - PERAK



Thursday, 22 June 2023

MIEA Perak arranged a gratitude luncheon to express appreciation to the outgoing committee while extending a warm welcome to the incoming committee of MIEA Perak. During the event, special recognition was given to Noorzamani, the Chairman of MIEA Perak, for his valuable contributions during the 2021-2023 term. Over the past two years, he led the branch with enthusiasm, fostering enjoyable moments and cherished memories.

MIEA Perak greeted the Incoming Chairman, Beh Yang Toh, during the luncheon. President-Elect Tan Kian Aun also graced the occasion with his presence.

Keep up the good work!



Berdiri, kanan ke kiri : Mr D.Henrey Arther, Mr Soo Wing Onn, Mr Chua Eng Chuan, Kyo, Mr Lee Jun Liang, En Jamal Afindi Bin Hassan, Mr Alan Chan Hong Loon and Mr Victor Chu Kien

Duduk, kanan ke kiri : En Mohd Shalan Bin Walat, Mr Yuen Chee Keong, Mr Beh Yang Toh, Mr Tan Kian Aun, En Noorzamani Bin Nooradin and En Ahmad Al Amin Bin Mohammad Hanafiah



NCC & CDP Classes are now held each month in Perak. Special thanks to the trainers & organisers for making each event successful.

Do check [miea.com.my](http://miea.com.my) for upcoming schedule.

<----- CDP @ 26 June 2023



## BRANCH UPDATES - SABAH

MIEA Sabah has been active with NCCs (April 16 & 17, May 20 & 21 and June 17 & 18 and CDPs (24 May & 24 June) organised throughout Q2 2023.

Special thanks to Trainers & Speakers and Organisers who put together these events successfully. Great work!



Sabah Members attending AGM on 13 May 2023 @ Petaling Jaya



Committee Meeting on 26 June 2023 & Handing Over Ceremony to Incoming Chairman Stephanie Wong followed by Dinner hosted by MIEA Sabah Chairman Rose Lai



Dinner with President Elect Tan Kian Aun & Sabah Committee on 23 May 2023

Left : Lillian Lai Admin, Mary Yu IPC, Steven Lim REN Network, Sr Sunny Kelvin Committee Member, Henry Tai Training Chair & Rose Lai MIEA Sabah Chairman

Right : Fiona Wong Secretary, Stephanie Wong Treasurer, Nelson Chong Committee Member, Christopher Liew Incoming Secretary, Victor Wong Membership & Terry Wong Committee Member



## MIEA SECRETARIAT APPRECIATION LUNCH

The secretariat team had a special opportunity to gather for a luncheon with the President, creating a rare occasion for everyone to come together. Throughout the term, the team has demonstrated remarkable synergy alongside President Chan Ai Cheng, making it fitting to conclude with a gesture of gratitude and good food!

Despite being a small team, their actions and accomplishments speak volumes. Words fall short in capturing the true essence of the camaraderie and team spirit fostered among the secretariat team members. You are awesome!



From left : Faezah, Florence, Wai Ling, President Chan Ai Cheng Afina and Mariya





# THE TPC-MENTORING PROGRAMME FORMULATED TO HELP EACH PEA IN THEIR JOURNEY TOWARDS THE TPC



An MIEA 2 Year

## Test of Professional Competence – Mentoring Programme (TPC-MP)

**REGISTER NOW FOR FREE  
PREVIEW ON:**

9th February 2023

**TPC-MP 1 – COMMENCEMENT:**  
21st February 2023

Special Rates for members

- # First time in Malaysia
- # Comprehensive Course & Notes
- # A 2-Year Mentoring Programme
- # Experienced Lecturers
- # Can lock into the course at a scheduled time
- # Easy payment scheme available

Contact Person : Faezah/Aisyah  
(03-79602577)

## YEAR 1

### MODULE 1

How to keep a Diary and work Experience

### MODULE 2

Agency Process – Task 1

### MODULE 3

Preparing a Project Marketing Proposal – Task 2

### MODULE 4

Review on Assignment

### MODULE 5 & 6

Estate Agency Principles & Techniques – Part 1 & 2

## YEAR 2

### MODULE 7 & 8

Estate Agency Act , Rules & Guidelines – Part 1 & 2

### MODULE 9 & 10

Laws & Regulations related to Estate Agency –  
Part 1 & 2

### MODULE 11

Topical matters & review Project Marketing

### MODULE 12

Professional Mock Interview

ORGANIZED BY:





# THE TPC-MENTORING PROGRAMME FORMULATED TO HELP EACH PEA IN THEIR JOURNEY TOWARDS THE TPC

## Dates & Time

### TPC - Class Schedule

Module	Time	Duration	Intake 1 (2 years)
Module 1 - Orientation, Diary & Work experience	9.00pm - 5.00pm	3 Hours	21 Feb 2023,Tue
Module 2 - Task 1 Agency Process	9.00pm - 5.00pm	3 Hours	11 Apr 2023,Tue
Module 3 - Task 2 Project Marketing Proposal	2.00pm - 5.00pm	3 Hours	13 Jun 2023,Tue
Module 4 - Review Diary & Task 1	2.00pm - 5.00pm	3 Hours	15 Aug 2023,Tue
Module 5 - Estate Agency Principles & Techniques-Part 1	2.00pm - 5.00pm	3 Hours	17 Oct 2023,Tue
Module 6 - Estate Agency Principles & Techniques-Part 2	2.00pm - 5.00pm	3 Hours	12 Dec 2023,Tue
Module 7 - Estate Agency Act, Rules & Guidelines Part 1	2.00pm - 5.00pm	3 Hours	6 Feb 2024,Tue
Module 8 - Estate Agency Act, Rules & Guidelines Part 2	2.00pm - 5.00pm	3 Hours	2 Apr 2024,Tue
Module 9 - Laws & Regulations Related to Estate Agency Part 1	2.00pm - 5.00pm	3 Hours	4 Jun 2024,Tue
Module 10 - Laws & Regulations Related to Estate Agency Part 2	2.00pm - 5.00pm	3 Hours	6 Aug 2024,Tue
Module 11 - Topical Matters / Review Project Marketing	2.00pm - 5.00pm	3 Hours	8 Oct 2024,Tue
Module 12 - Professional Mock Interview	2.00pm - 5.00pm	3 Hours	3 Dec 2024,Tue



**Module 3 : Project Marketing Proposal**  
**Tuesday, 13 June 2023**



## INTERNATIONAL UPDATES

This is a strategic alliance of all the National Associations / Institutes representing the ASEAN countries to promote and facilitate cross-border businesses through networking, trade missions, and knowledge exchange, and to adopt the best practices that enhance a high professional standard among their members in this region.

29/03/2023 – Malaysia Real Estate Practice, Law & Tax.



No Event in April

31/05/2023 – The Philippines Real Estate Practice, Law, Tax & SRRV.



28/06/2023 – Indonesian Real Estate Practice, Law, Tax & 2H Visa.



26/07/2023 – Thailand Real Estate Practice, Law, Tax & Elite Visa.

**AUGUST 2023** – ARENA Convention & Exhibition (**ACE**).

27/09/2023 – Cambodia Real Estate Practice, Law, Tax & Golden Visa.

25/10/2023 – Vietnam Real Estate Practice, Law & Tax.

29/11/2023 – Myanmar Real Estate Practice, Law & Tax.





## INTERNATIONAL UPDATES

This monthly webinar hosted by IEA Singapore is an initiative of the ASEAN Network Alliance (ARENA). It is designed to foster closer working collaboration amongst members of the ARENA Associations for cross border transactions. Special thanks to **IEA President Sam Ong** for hosting.

This Month June- the focus is on how to own property in Indonesia share by Ms Jessica Leonard and Jay Cahyadi of AREBI Indonesia. Valuable insights were shared on how foreigners can own properties in Indonesia and hot spots.

See you at the next webinar!



**ARENA**  
ASEAN REAL ESTATE NETWORK ALLIANCE

# ONLINE REAL ESTATE CAMPUS

## Own your Dream Property in Indonesia

**28<sup>th</sup> Wednesday 3PM June 2023**

**Via Zoom**

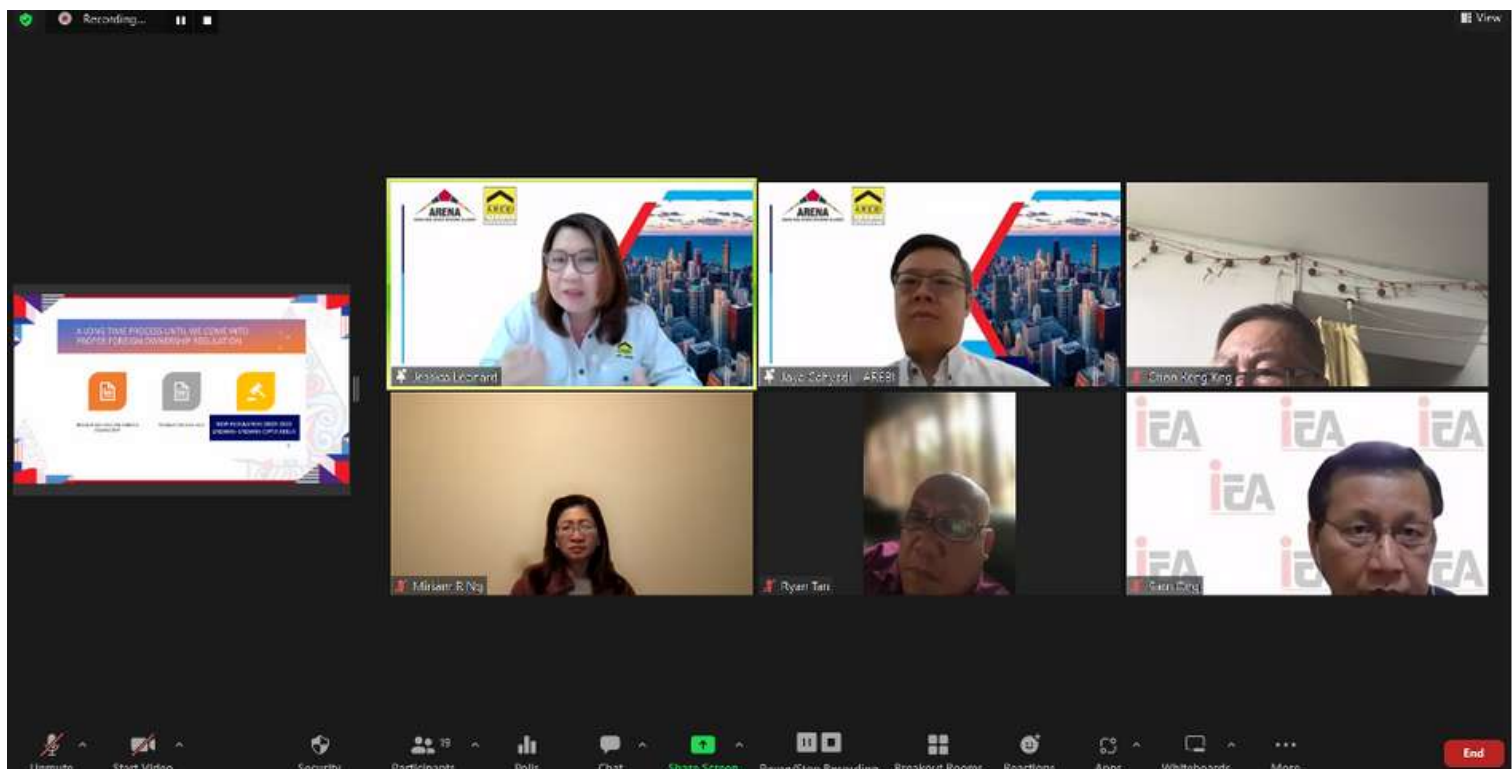
**To be held last Wednesday of every month at 3:00PM (Singapore time)**

**All members of ARENA associations are invited for FREE**

**Moderated by Sam Ong, President IEA**

**Speakers:**  
**Jaya Cahyadi** (Executive Director of AREBI Indonesia)  
**Jessica Leonard** (International Relations Team Lead AREBI)

**Participating Associations:**  
 MALAYSIA: MIEA (Malaysian Institute of Estate Agents)  
 SINGAPORE: IEA (Institute of Estate Agents Singapore)  
 PHILIPPINES: Philippine Association of Real Estate Boards, Inc.  
 INDONESIA: AREBI (Asosiasi Real Estate Broker Indonesia)  
 THAILAND: Thai Appraisal Foundation  
 CAMBODIA: Cambodian Valuers And Estate Agents Association  
 VIETNAM: Vietnam National Real Estate Association  
 MYANMAR: Myanmar Real Estate Services Association





## MIEA TOASTMASTERS



MIEA Toastmasters Club introduces their Executive Committee for the Term 2023-2024

President : Sue Ding

Vice President Education: Eason Tee

Vice President Membership : Evon Heng

Vice President Public Relations: Kee Yoke Yew

Secretary: Carol Yong

Treasurer: Vincent Tan Sergeant-At-Arms: Tan Chin Wei

Immediate Past President: Jericho Loh

On 19 June 2023, there was a simple ceremony on the Discharge of the Current EXCO and the Installation of the New EXCO.

Keep up the good work MIEA Toastmasters!





Login/Signup :

# IDENTIFY & VERIFY

## FAST + EASY + RELIABLE

HaloCheck is a Fraud Detection & Prevention e-Commerce Service that helps Reporting Institutions comply with **BNM AMLA** requirements.



### Risk Check



Instant access to the largest blacklist, watchlist and criminal database.



### e-KYC

Digitize your ID verification and Onboarding.



### Community Watchlist [coming soon]

Upload a case to our Community Watchlist to help protect one another.



Home



Account



Buy Credits

# Introducing HaloCheck New Package

## Effective 15th June 2023

Basic

**MYR20**

Monthly

5 Credits

**MYR230**

Yearly

61 Credits

Standard

**MYR50**

Monthly

13 Credits

**MYR570**

Yearly

158 Credits

Pro

**MYR100**

Monthly

28 Credits

**MYR1080**

Yearly

318 Credits

**+6012 352 4600**

\*Existing active subscribers enjoy unchanged early bird prices



halocheck

AWARDS CLASSIFICATION	
Nomination	
Recognition Awards	
Recognition	Lifetime Achievement Award of the Year
Recognition	Real Estate Agent of the Year
Combination of all branch	
National Real Estate Firm Awards	
Category 1	Super Large Firm of the Year (1001 or more RENs)
Category 2	Large Firm of the Year (501 – 1000 RENs)
Category 3	Medium Firm of the Year (101 – 500 RENs)
Category 4	Small Firm of the Year (100 or less RENs)
Category 5	Residential Real Estate Firm of the Year
Category 6	Commercial Real Estate Firm of the Year
Category 7	Industrial Real Estate Firm of the Year
Category 8	Project Marketing Firm of the Year
Category 9	Most Innovative Marketing Idea of the Year
Category 10	Tech Real Estate Firm of the Year
Firm or Individual	
National Distinctive Real Estate Project Award	
Category 11	Distinctive Real Estate Project Award
Individual	
National Sales of the Year Awards	
Category 12	Residential Sale of the Year
Category 13	Commercial Sale of the Year
Category 14	Industrial Sale of the Year
Individual	
National Rental Deal of the Year Awards	
Category 15	Residential Rental Deal of the Year
Category 16	Commercial Rental Deal of the Year
Category 17	Industrial Rental Deal of the Year
Individual	
MIEA Million Dollar Achievers (MMDA) Award	
Category 18	MIEA Million Dollar Achiever (MMDA)
Individual	
National Real Estate Negotiator Awards	
Category 19	Real Estate Negotiator of the Year
Category 20	Rookie REN of the Year
Category 21	Residential REN of the Year
Category 22	Commercial REN of the Year
Category 23	Industrial REN of the Year
State Awards	
These states are eligible to participate for all state categories: Johor, Kedah, Kelantan, Malacca, Negeri Sembilan, Pahang, Penang, Perak, Perlis, Sabah, Sarawak, Selangor, Terengganu, Federal Territory (Kuala Lumpur, Labuan, Putrajaya)	
A firm or a branch in the respective state	
State Real Estate Firm Awards	
Category 24	State Real Estate Firm of the Year
Category 25	State Residential Real Estate Firm of the Year
Category 26	State Commercial Real Estate Firm of the Year
Category 27	State Industrial Real Estate Firm of the Year
Individual	
State Real Estate Negotiator Awards	
Category 28	State REN of the Year
Category 29	State Residential REN of the Year
Category 30	State Commercial REN of the Year
Category 31	State Industrial REN of the Year



**FIRMS  
INDIVIDUALS  
NATIONAL  
STATES**





## NREA 2023 - Distinguished Panel of Judges



Preferred Mortgage Partner



Preferred Property Portal



Awaras Sponsor



Standing from left: K. Soma Sundram, MEIA CEO; Jeff Foo, Past President, IEA Singapore; Assoc. Prof. (Ind.) Ar. Sarly Adre Sarkum, President, Pertubuhan Akitek Malaysia (PAM); Dr Yu Kee Su, Honorary Advisor, FIABCI Malaysian Chapter; YBhg Datuk Chan Kin Meng, Vice President, REHDA; Sheldon Fernandez, Country Manager, Malaysia, PropertyGuru Group.

Seated from left: Agnes Wong, Managing Partner, Syarikat Ong; YBhg Datuk Seri Dr Michael Yam Kong Choy, MD & CEO, Impetus Alliance Advisors Sdn Bhd; Dr. Sr Ainoriza binti Mohd Aini, Head of Real Estate Department, Faculty of Built Environment, University of Malaya.







**The National Real Estate Awards** organized by MIEA is now recognized as the most valuable award for Real Estate practitioners in Malaysia. We are celebrating the 15th anniversary since the Awards debut in 2009. As we are all aware the NREA awards has grown to be recognized nationwide by all real estate stakeholders including the Ministry of Finance and the Board of Valuers, Appraisers, Estate Agents and Property Managers.

Winning an award is a measure of the pinnacle of achievement of the Firms, Real Estate Agents, and Real Estate Negotiators. It is undeniably a statement of their standing and contribution to the industry and the fraternity. The recipients' have also gained National recognition and respected by their peers and practitioners.

We are honouring the recipients of the award for 2023 in the 'NREA Award Recipient's Commemorative Handbook' in conjunction with our 15th anniversary gala dinner celebrations. We kindly seek your support in this endeavour which will go a long way towards the success of this event.

Thanking you in advance.

**Malaysian Institute of Estate Agents  
(MIEA)**

Unit C-27-05, Dataran 3 Dua, No. 2,  
Jalan 19/1, 46300 Petaling Jaya, Selangor  
Darul Ehsan  
Call/WhatsApp: 60379602577

Presented By



# National Real Estate Awards

## 2023

29 July 2023

### TECHNICAL DETAILS:

Trim Size:	21 x 29.7cm
Bleed Size:	21.5 x 30.2cm
Text Area:	20 x 28cm
Color:	4 Color (CMYK)
Material Deadline:	<b>7 July 2023</b>



### Size Guide

	<b>Bleed Zone</b>
	<b>Trim Zone</b>
	<b>Text Zone</b>

### Media Requirements

PDF files prepared for commercial printing (all fonts embedded CMYK objects key lines or crop marks). Application files (AI, PSD, CDR, DOC, etc.) should be converted to PDF before submission. Bit mapped files (JPG, TIF, etc. at 300 dpi and CMYK) will be accepted, but advertiser assumes responsibility for final appearance.





# **ADVERTISEMENT BOOKING FORM**

We hereby confirm our booking of:

**ADVERTISEMENT IN PROGRAM BOOK (Sample on next page)**

☐ Full Page (Run-on-page): \_\_\_\_\_ pages x **RM1,000** = RM \_\_\_\_\_

☐ Double Spread (2 pages): \_\_\_\_\_ set x **RM3,500** = RM \_\_\_\_\_

Name / Company: \_\_\_\_\_

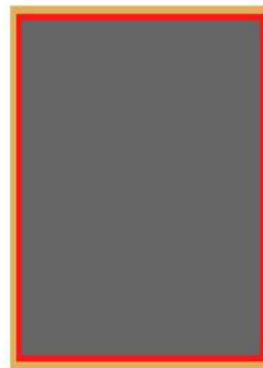
Person to contact: \_\_\_\_\_ Mobile: \_\_\_\_\_

E-mail: \_\_\_\_\_

## **TECHNICAL DETAILS:**

Trim Size: 21 x 29.7cm  
Bleed Size: 21.5 x 30.2cm  
Text Area: 20 x 28cm  
Color: 4 Color (CMYK)

**Material Deadline: 7 July 2023**



### **Size Guide**

 **Bleed Zone**  
 **Trim Zone**  
 **Text Zone**

**\*\*All transfers are made payable to:-**

**Payee : MALAYSIAN INSTITUTE OF ESTATE AGENTS**  
**Account No : 3184-1974-10 (PUBLIC BANK BERHAD)**

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SCAN THE EARLY BIRD OFFER - ENDS 10 FEB 2023




### D'REAM

THE REAL ESTATE AGENT MAGAZINE

YOUR MONTHLY NEWS UPDATE & MEMBER BENEFITS

MESSAGE FROM THE PRESIDENT

**NOCTALGIC NOVEMBER**

What a month it has been. Started off with a bang of November's opening event on 1st Nov. and ended with the annual dinner on 30th Nov. A month of many ups and downs, but we made it through. A month of many ups and downs, but we made it through. A month of many ups and downs, but we made it through.

We have had especially a very interesting week with the 100th anniversary of the formation of the Federation of Malaya. A month of many ups and downs, but we made it through. A month of many ups and downs, but we made it through. A month of many ups and downs, but we made it through.

As I reflect on the month, I am grateful for the support and encouragement of all my colleagues and members. A month of many ups and downs, but we made it through. A month of many ups and downs, but we made it through. A month of many ups and downs, but we made it through.

My heartfelt congratulations & appreciation to MIEA's staff & members for putting together a wonderful 100th Anniversary Special. A month of many ups and downs, but we made it through. A month of many ups and downs, but we made it through. A month of many ups and downs, but we made it through.

**Congratulations!**

PRESIDENT CHENG ALI CHENG



February 2023

### BOARD UPDATES AND MATTERS



### NOTIFICATION 10/2023

To: All Registered Agents, REAL ESTATE AGENTS

Date: 10 February 2023

RE: REAL ESTATE AGENTS' (RE) MATTERS

Dear Members of the Institute,

In respect of the 10th year of MIEA, as Registered Agents, you are required to submit the 10th anniversary of the MIEA to the Board of Directors.



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



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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.

Name	Position	Contact No	Email address
Tan Mun Seng	Head of Mortgage Sales	016-2914357	<a href="mailto:tan.munseng@uob.com.my">tan.munseng@uob.com.my</a>
Gan Peng Peng	Head of Mortgage Sales Central	012-6767448	<a href="mailto:gan.pengpeng@uob.com.my">gan.pengpeng@uob.com.my</a>
Wong Hui Hock	Central Group Sales Manager	012-6328705	<a href="mailto:huihock.wong@uob.com.my">huihock.wong@uob.com.my</a>
Yeo Lee Heong	Central Group Sales Manager	012-3373359	<a href="mailto:yeo.leeheong@uob.com.my">yeo.leeheong@uob.com.my</a>
Jeff Siau	Central Group Sales Manager	012-3786679	<a href="mailto:siau.chenyan@uob.com.my">siau.chenyan@uob.com.my</a>
Kenny Kang	Northern Group Sales Manager	012-4096912	<a href="mailto:kang.chinchiat@uob.com.my">kang.chinchiat@uob.com.my</a>
Tan Kien Yung	Southern Group Sales Manager	012-7378768	<a href="mailto:tan.kienyung@uob.com.my">tan.kienyung@uob.com.my</a>
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