

Message From The President

MEANINGFUL MARCH!

What An Exciting Month!

Firstly I want to Congratulate MAREC Summit 2023 Organising Chairman Hj Zamzuri, Organising Committee & Secretariat for putting together a Fantastic Summit. It is the first Hybrid MAREC and the reviews & feedback have been most positive. I would also like to thank all members who have supported the event in making it a success.

MIEA is constantly putting ourselves forward in meeting the needs of our members with new initiatives introduced this month :

- (1) Kick-Start of **MIEA Women in Real Estate Platform** - 11 March 2023
- (2) **Certification Course (MCRES)** Kick Start - 25 March 2023
- (3) MIEA appointed by BOVAEP as **Training Provider for CDP for REN Tag Renewal 2024**

D'REAM Bulletin has achieved another milestone and a new record in the number of pages - a testament to the initiatives, programmes and updates we share with members. Please do read the bulletin and share it.

BE PROUD YOU ARE A MEMBER OF A DYNAMIC ASSOCIATION!



PRESIDENT CHAN AI CHENG

Ai Cheng



Mark
YOUR
Calendar

**MIEA 47TH
ANNUAL GENERAL MEETING
SATURDAY, 13 MAY 2023**

MANIFESTO [2021 - 2023]



AUTHORITY & VISIBILITY

The Pen is Mightier Than The Sword

- Minimum of 3 Research Related Publications (Budget, PMR + 1)
- Sellers & Buyers Sentiments Surveys
- e-Publications On Real Estate Matters for Public Engagement

CERTIFICATIONS

Brand MIEA as The HUB For Anything Real Estate

To Step Up MIEA Real Estate Education - Our School

- MIEA Certified Courses For RENs
- 101 Certified Courses For Beginners
- Certified Specialist Courses

MEMBERSHIP & BENEFITS

Objective : **Recruitment & Retention Of Members**

- Communication With Members
- MMS in Mobile App Wrapping
- Membership Benefits Programme
- Work The Network
- Membership Focus Directory



MIEA AGENCY SUPPORT SERVICES

Pain Points Of Small Firms

- Office Administration
- Book Keeping & Accounting
- Compliance
- CRM System
- Tech Support
- Centralised Training

TENANCY ADMINISTRATION

To Assist Members To Better Manage & Grow Their Business In This Area - Recurring Income Stream

- Service Level Agreement Templates
- Tenancy Administration Software

BUSINESS DEVELOPMENT

MLS Sub Sale

MLS Project

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

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MIEA IN THE NEWS : PPR & SKIM PEMBIAYAAN



President Chan Ai Cheng was invited to present her views on the PPR and Financing of Affordable Housing Schemes in Astro Awani Live TV.

Catch it on :

<https://www.astroawani.com/video-terkini/100-hari-kerajaan-baharu-apa-skim-pembiayaan-terbaik-untuk-memiliki-rumah-2013079>

9 MARCH 2023
ASTRO AWANI LIVE TV

MIEA IN THE NEWS : Property Transaction Value in 2022



Property transaction values in 2022 expected to hit record high | New Straits...

Malaysia's total property transaction value in 2022 is likely to surpass the highest level ever recorded of RM161 billion back in 2014, driven by the...

10 MARCH 2023
NST ONLINE | ASTRO AWANI

Malaysia's total property transaction value in 2022 is likely to surpass the highest level ever recorded of RM161 billion back in 2014, driven by the recovery in demand.

Ahmad Zamzuri Kamarudin, a director on the Malaysian Institute of Estate Agents' (MIEA) board of directors, said that as of the third quarter (3Q) of 2022, Malaysia's total property transaction value stood near RM141 billion recorded in 2021.

Speaking to reporters at the Malaysian Annual Real Estate Convention here, today, he said the National Property Information Centre will announce 2022's figures next week.

"We foresee 2022 will surpass the said figure due to the promising 3Q 2022 print, and given the momentum, we expect the property market to be positive in 2023," he said.

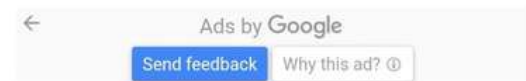
<https://www.astroawani.com/berita-bisnes/nilai-urus-niaga-hartanah-dijangka-catat-paras-tertinggi-untuk-tahun-2022-410158>

Meanwhile, MIEA president Chan Ai Cheng said buyers' confidence appears to have returned as inquiries for rental and sales had improved in the last quarter of 2022.

She noted that sentiments have already turned positive since December last year, based on the MIEA's sentiment survey.

Chan reckoned that the rise in the cost of loans due to the overnight policy rate (OPR) hikes last year seemed to have no effect on buyers in Malaysia.

"Despite all the gloom and doom in the whole economy, our local agents and practitioners are positive about 2022. About half of them feel that 2023 will be better," she added. - Bernama



Nilai urus niaga hartanah dijangka catat paras tertinggi untuk tahun 2022

Bernama
 Mac 11, 2023 04:00 MYT



Chan menganggap kenaikan kos pinjaman akibat kenaikan OPR tahun lepas nampaknya tidak memberi kesan kepada pembeli di Malaysia. - Foto BERNAMA

MIEA IN THE NEWS : Nilai Urus Niaga Hartanah



Nilai urus niaga hartanah hampir rekod tertinggi

KUALA LUMPUR: Jumlah nilai urus niaga hartanah Malaysia pada 2022 berkemungkinan melebihi

Sementara itu, Presiden MIEA, Chan Ai Cheng berkata keyakinan pembeli nampaknya telah kembali apabila jumlah pertanyaan untuk penyewaan dan jualan telah meningkat pada suku terakhir 2022.

Beliau berkata, sentimen telah pun bertukar positif sejak Disember tahun lalu berdasarkan tinjauan sentimen MIEA.

Ai Cheng menganggap kenaikan kos pinjaman akibat kenaikan Kadar Dasar Semalaman (OPR) tahun lalu nampaknya tidak memberi kesan kepada pembeli di Malaysia.

**10 MARCH 2023
BERITA HARIAN**

KUALA LUMPUR: Jumlah nilai urus niaga hartanah Malaysia pada 2022 berkemungkinan melebihi paras tertinggi yang pernah direkodkan sebanyak RM161 bilion pada 2014, didorong oleh pemulihan dalam permintaan.

Ahli Lembaga Pengarah Institut Ejen Hartanah Malaysia (MIEA), Ahmad Zamzuri Kamarudin, berkata setakat suku ketiga 2022, jumlah nilai urus niaga hartanah Malaysia hampir RM141 bilion yang dicatatkan pada 2021.

Pusat Maklumat Harta Tanah Negara akan mengumumkan angka 2022 minggu depan, katanya kepada pemberita di Konvensyen Tahunan Hartanah Kebangsaan di sini, hari ini.

"Kami menjangkakan 2022 akan melepasi angka berkenaan berikutan suku ketiga 2022 yang positif dan susulan momentum itu kami menjangkakan pasaran hartanah akan kekal positif pada 2023," katanya.

"Walaupun keadaan ekonomi yang suram, ejen dan pemain tempatan kami bersikap positif untuk tahun 2022.

"Kira-kira separuh daripada mereka berpendapat bahawa tahun 2023 akan menjadi lebih baik," katanya.

-BERNAMA



Nilai urus niaga hartanah 2022 dijangka di paras tertinggi

JUMLAH nilai urus niaga hartanah Malaysia pada 2022

**10 MARCH 2023
SINAR HARIAN**

MIEA IN THE NEWS : Market To Grow In 2023



财经新闻

MIEA:去年房地产交易或创新高

2023年03月10日

（吉隆坡10日讯）在需求复苏的推动下，我国去年的房地产交易总值，或会超过2014年创下的1610亿令吉历史水平。

马来西亚房地产中介师协会（MIEA）董事阿末占祖里说，截至去年第三季，马来西亚的房地产交易总值，接近2021年的房地产交易总值1410亿令吉。

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“国家房地产信息中心将在下周公布2022年的数据。”

他今天在马来西亚2023年度房地产大会记者会这么说。

“由于2022年第三季的前景看好，我们预计2022年将超过上述数字，鉴于这种势头，我们预计2023年房地产市场将是积极的。”



10 MARCH 2023
E-NANYANG

Via Google Translate

March 10, 2023
Kuala Lumpur

Driven by the recovery of demand, the total value of real estate transactions in the country last year may exceed the historical level of RM161 billion set in 2014.

Ahmad Zamzuri, director of the Malaysian Institute of Real Estate Agents (MIEA), said that as of the third quarter of last year, the total value of real estate transactions in Malaysia is close to the total value of real estate transactions in 2021 of 141 billion ringgits.

"The National Real Estate Information Center will publish figures for 2022 next week."

He said this at the Malaysia 2023 Annual Property Conference press conference today. "We expect these numbers to be exceeded in 2022 due to favorable prospects for the third quarter of 2022, and given this momentum, we expect a positive housing market in 2023."

MIEA IN THE NEWS : Market To Grow In 2023



趋势

买家积极情绪提早出现 曾爱珍:房地产市场好转

2023年03月10日



(吉隆坡10日讯) 马来西亚房地产中介协会 (MIEA) 总会长曾爱珍说, 大马房地产市场已经有好转迹象, 原本预测



10 March 2023
E NanYang

吉隆坡10日讯) 马来西亚房地产中介协会

(MIEA) 总会长曾爱珍说, 大马房地产市场已经有好转迹象, 原本预测今年下半年才会出现的购买者积极情绪, 已经提早于上半年出现。

她说, 随着房地产市场看俏, 中介也更有信心推销和销售房地产产品。

曾爱珍今早在马来西亚2023年度房地产大会记者会说, 随着2022年最后一个季度, 消费人对租赁和销售的咨询有所改善, 买家已逐渐恢复信心。

大会主题为“建立永续的房地产中介专业”。

她指出, 根据房地产中介协会的情绪调查, 自去年12月以来, 买家的情绪已经转为积极。去年隔夜政策利率 (OPR) 上调导致贷款成本上升, 似乎对马来西亚买家没有影响。

“房地产中介协会在2022年12月做了一项情绪调查, 针对2021年和2022年的差别访问中介, 进入2023年, 大部分受调查者回答说2022年是积极的, 尽管隔夜政策利率已上调。

她说, 现在的隔夜政策利率和冠病疫情前几乎是一样的, 这表示市场已经恢复了。

半数认为今年会更好

“人民感觉已经恢复到疫情前的时代, 在历史上, 现在的利率还是属于低利率的, 以阻止通货膨胀。”她举例, 如果贷款50万令吉, 供期30年, 基本上若隔夜政策利率上调0.25%, 利息增加60令吉, 而去年是上调了4次, 意味着是240令吉, 很多人感觉沉重, 但仍可以负担。

“而且, 尽管许多人说国际经济前景仍黯淡, 不过房地主中介和业者对未来抱持乐观态度。他们中约有一半认为2023年会更好。”

MIEA IN THE NEWS : Market To Grow In 2023

MIEA与HaloCheck合作

中介获取数据更方便

曾爱珍说，房地产中介协会和PropertyGuru集团及数据收集公司HaloCheck签署了解备忘录，以帮助中介更方便和有系统地获取数据，包括在国家银行下反洗黑钱和恐怖分子融资法的数据，因为房地产中介是其中一个需呈报买家资料的机构。

“中介需要调查购买者的背景，经过一个统一的系统，这些工作变得容易，以帮助中介符合国家银行的规则。”

HaloCheck是一个收集全世界，特别是马来西亚被列入黑名单人士数据的公司，以提高给客户展开个人背景调查。

曾爱珍说，房地产中介协会也会主持东盟房地产网络主席理事会会议，以推进中介在本区域的合作和互联。

“这个组织包括8个国家的房地产协会，即新加坡、印尼、菲律宾、泰国、越南、柬埔寨、缅甸和马来西亚。通过数字化的联系方式和区域整合的扩张，本区域的房地产中介也寻求开拓更广阔的市场和机会。”

Via Google Translate

(Kuala Lumpur, 10th) Chan Ai Cheng, president of the Malaysian Real Estate Agents Association (MIEA), said that the Malaysian real estate market has shown signs of improvement. The positive sentiment of buyers that was originally expected to appear in the second half of this year has already appeared earlier in the first half of the year.

She said that as the real estate market looked positive, agents were also more confident in marketing and selling real estate products.

Chan Ai Cheng said at the press conference of the Malaysia 2023 Annual Real Estate Conference this morning that with the last quarter of 2022, consumers' inquiries on leasing and sales have improved, and buyers have gradually regained confidence.

The theme of the conference is "Establishing a sustainable real estate intermediary profession". She noted that buyer sentiment had turned positive since December, according to the Association of Realtors' sentiment survey. The hike in the overnight policy rate (OPR) last year, which led to higher loan costs, appears to have had no effect on Malaysian buyers.

"The Real Estate Agents Association conducted a sentiment survey in December 2022, interviewing agents on the difference between 2021 and 2022, and going into 2023, the majority of respondents responded that 2022 was positive, despite the overnight policy rate raised.

She said the overnight policy rate was almost the same as it was before the pandemic, suggesting the market had recovered.

Half think this year will be better

"The people feel that they have returned to the pre-epidemic era. Historically, the current interest rates are still low to prevent inflation."

She gave an example, if the loan is 500,000 ringgits, the repayment period is 30 years, basically if the overnight policy rate is raised by 0.25%, the interest will increase by 60 ringgits, and last year it was raised 4 times, which means 240 ringgits, many people feel heavy, but still can afford.

"And, while many say the international economic outlook remains bleak, homeowners' agents and industry players are optimistic about the future. About half of them think 2023 will be better."

MIEA IN THE NEWS : Market To Grow In 2023

去年交易料破1610亿

在需求复苏的推动下，我国去年的房地产交易总值，或会超过2014年创下的1610亿令吉历史水平。

马来西亚房地产中介师协会（MIEA）董事阿末占祖里说，由于2022年第三季的前景看好，预计2022年将超过上述数字。

“鉴于这种势头，我们预计2023年房地产市场将是积极的。”

截至去年第三季，马来西亚的房地产交易总值，接近2021年的房地产交易总值1410亿令吉，国家房地产信息中心将在下周公布2022年的数据。

“2020和2021年有一些复苏迹象，在去年突然增长超过10至15%，标准是2014年的1610亿令吉，应该会超过。让我们耐心等待数据的出炉。”

MIEA partners with HaloCheck

It is more convenient for intermediaries to obtain data

Zeng Aizhen said that the Association of Real Estate Intermediaries, PropertyGuru Group and data collection company HaloCheck signed a memorandum of understanding to help intermediaries more conveniently and systematically obtain data, including data under the National Bank's Anti-Money Laundering and Terrorist Financing Act, because real estate intermediaries It is one of the organizations that need to submit buyer information.

“Agents need to check the background of buyers and this is made easy with a unified system to help agents comply with Bank Negara's rules.”

HaloCheck is a company that collects the data of blacklisted people all over the world, especially in Malaysia, to improve the personal background checks for customers.

Chan Ai Cheng said that the Association of Real Estate Agents will also host the ASEAN Real Estate Network Chairman Council meeting to promote the cooperation and interconnection of intermediaries in the region.

“This organization includes real estate associations in 8 countries, namely Singapore, Indonesia, Philippines, Thailand, Vietnam, Cambodia, Myanmar and Malaysia. Through the expansion of digital contacts and regional integration, real estate agencies in this region are also seeking to open up a wider markets and opportunities.”

Last year's transaction was expected to exceed 161 billion

Driven by the recovery in demand, the total value of real estate transactions in Malaysia last year may exceed the historical level of RM161 billion set in 2014.

Malaysian Association of Estate Agents (MIEA) director Ahmad Zanzuri said the figures are expected to be surpassed in 2022 as the outlook for the third quarter of 2022 is positive.

"Given this momentum, we expect the housing market to be positive in 2023."

As of the third quarter of last year, the total value of real estate transactions in Malaysia was close to the total real estate transaction value of 141 billion ringgit in 2021, and the National Real Estate Information Center will release the data for 2022 next week.

"There are some signs of recovery in 2020 and 2021. Last year, it suddenly increased by more than 10 to 15%. The standard is RM161 billion in 2014, which should be exceeded. Let us wait patiently for the data to come out."

MIEA IN THE NEWS : Property Transactions 2022 Record High



Property transactions value in 2022 expected to hit record high

KUALA LUMPUR (March 10): Malaysia's total property transaction value in 2022 is likely to surpass the

KUALA LUMPUR (March 10): Malaysia's total property transaction value in 2022 is likely to surpass the highest level ever recorded of RM161 billion back in 2014, driven by recovery in demand. Ahmad Zamzuri Kamarudin, a director on the Malaysian Institute of Estate Agents' (MIEA) board of directors, said that as of the third quarter (3Q) of 2022, Malaysia's total property transaction value stood near RM141 billion recorded in 2021.

Speaking to reporters at the Malaysian Annual Real Estate Convention here on Friday (March 10), he said the National Property Information Centre will announce 2022's figures next week.

"We foresee (that) 2022 will surpass the said figure due to the promising 3Q2022 print, and given the momentum, we expect the property market to be positive in 2023," he said.

Meanwhile, MIEA president Chan Ai Cheng said buyers' confidence appears to have returned as inquiries for rental and sales had improved in the last quarter of 2022.

She noted that sentiments have already turned positive since December last year, based on the MIEA's sentiment survey.

10 MARCH 2023
EDGE | MALAY MAIL |
DAILY EXPRESS



Property transactions value in 2022 expected to hit record high, says Malaysia...



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Chan reckoned that the rise in the cost of loans due to the overnight policy rate (OPR) hikes last year seemed to have no effect on buyers in Malaysia.

"Despite all the gloom and doom in the whole economy, our local agents and practitioners are positive about 2022. About half of them feel that 2023 will be better," she added.

MIEA IN THE NEWS : Exclusive | Is House Prices Unreasonably High?



MIEA: 屋价与工资不同步

马来西亚房地产经纪人协会（MIEA）主席曾爱珍说，我国屋价的上涨和工资的增长不同步。

对于目前屋价是否不合理，以致很多人买不起的问题，她向星洲日报说，个人负担能力是一项挑战，而这不仅仅是在马来西亚。

10年平均涨21万

她指出，根据马来西亚房屋价格指数趋势（MHPI），2010年和2020年第二季度初值的价格相比，2010年大马所有类型房屋的平均价格是21万7857令吉，2020年涨至42万7882令吉。这意味，10年的平均屋价涨了21万25令吉。

根据图表，排屋价格涨了超过20万令吉；高楼超过16万令吉。至于半独立式房屋超过28万令吉，独立式超过27万令吉，10年涨幅惊人。

曾爱珍表示，根据MIEA在2022年12月对会员进行的一项最新调查显示，与2021年1月至11月同时期相较，购屋者查询房屋的数量有所增加，这反映许多人仍有兴趣购买房产。

此外，针对房产价格，32.2%会员指房价增加10至20%；29.6%指价格保持不变，38.3%的认为价格下降10%。

“38.3%指房价下降，主要是封锁期间，老板和员工收入减少，深受影响，一些屋主被迫卖掉产业维持生计；32.2%人认为，一些具战略位置的有地房产的屋价有上升。”

21 MARCH 2023
SIN CHEW DAILY

Via Google Translate

MIEA : Housing prices out of sync with wages
Chan Ai Cheng, President of the Malaysian Institute of Estate Agents (MIEA) said that the increase in housing prices in our country is not in sync with the increase in wages.

Regarding whether the current housing prices are unreasonable, so that many people cannot afford it, she told Sin Chew Daily that personal affordability is a challenge, and this is not just in Malaysia.

Average increase of 210,000 in 10 years
She pointed out that according to the Malaysian House Prices Index (MHPI), compared with the initial price in the second quarter of 2010 and 2020, the average price of all types of houses in Malaysia in 2010 was 217,857 ringgits, and it rose to 420,000 ringgits in 2020. This means that the average house price has increased by RM210,025 in 10 years.

According to the chart, the prices of terrace houses have increased by more than RM200,000; high-rise buildings have increased by more than RM160,000. As for semi-detached houses exceeding RM280,000 and detached houses exceeding RM270,000, the increase in 10 years is astonishing.

Chan Ai Cheng said that according to a latest survey conducted by MIEA among its members in December 2022, compared with the same period from January to November 2021, the number of home buyers' inquiries about houses has increased, which reflects that many people still have interest in buying property.

MIEA IN THE NEWS : Exclusive | Is House Prices Unreasonably High?

尽管如此，她指出，我国2022年的房地产交易额创下历史新高，达到1790亿令吉，超过了2014年的1629.7亿令吉。

提到如何降低屋价，以达居者有其屋，她表示，市场供求是决定房价的因素之一，“若有价无市，相关单位房价就得相应调低才能卖出去。”

去年3月，国家银行在其下半年金融稳定调查中报告说，马来西亚76%的家庭月收入低于8333令吉，只能负担价值高达30万令吉的房子。据报道，目前市面推出的房屋单位，只有36%的售价是低于30万令吉，这也导致市场出现超过30万令吉的房屋面对滞销问题。

PropertyGuru Malaysia在2023年上半年消费者信心调查中的一项调查详细说明，我国47%公民无法购买价值35万令吉及以上的房屋；在该调查中，四分之三受访者希望政府增加对房屋拥有权的奖励措施。

图表（一）

马来西亚各类房屋价格指数趋势（MHPI）

房屋种类	2010年平均价格（令吉）	2020年平均初值价格（令吉）	相差价格
排屋	18万8207	39万5923	20万7716
高楼	17万3713	34万888	16万7175
半独立	37万8294	66万885	28万2591
独立式	38万1512	65万8703	27万7191

Chart (1)

Malaysian House Price Index Trends (MHPI)

house type	2010 Average Price (RM)	2020 Average Initial Price (RM)	price difference
terraced house	188,207	395,923	207,716
tall building	173,713	340,888	167,175
Semi-detached	378,294	660,885	282,591
Detached	381,512	658,703	277,191

In addition, regarding real estate prices, 32.2% of the members said that the house prices increased by 10 to 20%; 29.6% said that the prices remained the same, and 38.3% thought that the prices dropped by 10%.

"38.3% refer to the decline in housing prices mainly due to the reduction in the income of bosses and employees during the blockade period, which was deeply affected. Some homeowners were forced to sell their properties to maintain their livelihoods; 32.2% believed that the housing prices of some landed properties strategic locations have increased"

Nonetheless, she pointed out that the country's real estate transactions in 2022 will hit a record high of RM179million, surpassing the RM162.97 billion recorded in 2014.

Referring to how to reduce housing prices to achieve home ownership, she said that market supply and demand are one of the factors that determine housing prices. "If there is a price but no market, the housing price of the relevant unit must be lowered accordingly before it can be sold".

MIEA IN THE NEWS : Exclusive | Is House Prices Unreasonably High?

图表 (二)

2020年第二季度初值的各州房屋平均价格 (令吉)

州属	价格
全国	42万7882
吉隆坡	78万3985
雪州	48万4873
柔佛	35万8961
檳城	43万8768
森美兰	26万2505
霹雳	22万8062
马六甲	19万5661
吉打	23万8635
彭亨	23万2308
登嘉楼	27万6684
吉兰丹	20万5360
玻璃市	20万4842
沙巴	45万6135
砂拉越	46万8494

Chart (2)

Preliminary second quarter 2020 average house prices by state (RM)

States in	price
the whole country	427,882
Kuala Lumpur	783,985
Selangor	484,873
johor	358,961
penang	438,768
Negeri Sembilan	262,505
Perak	228,062
malacca	195,661
Kedah	238,635
Pahang	232,308
Terengganu	276,684
Kelantan	205,360
Perlis	204,842
Sabah	456,135
Sarawak	468,494

(备注：资料由马来西亚房地产经纪人协会主席提供)

(Note : The information is provided by the President of the Malaysian Institute of Estate Agents)



Accredited &
Recognized by:



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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Executive Diploma in Real Estate Agency

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2 Years Course

MODE : Flexi/Face to Face

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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

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

For more information call
Pn.Faezah: 03 7960 2577

INTERESTING READS



The effect of keeping or raising the OPR on the housing market | New Straits Times

Will Bank Negara Malaysia (BNM) keep its overnight policy rate (OPR) at its current level for a longer...

Extract from Article :

Tong argues that, while an increase in OPR may be perceived as a headwind, people will soon recognise that real estate helps protect the value of their assets and keeps up with inflation.



Penang short-term rental operators warn of dire outcome

State government urged to reconsider enforcing new

Extract from Article :

Under the new rules that are expected to be enforced soon, such stays will not be allowed in an apartment building unless 75% or more of the owners agree to it.

If the property owners manage to secure their neighbours' blessings, they are only allowed to rent their units out for a maximum of three days a week.



Developers will start new projects, albeit with caution due to possible interest...

Local real estate developers are beginning new projects this year, but with caution due to growing building material costs, interest rate...

Extract from Article :

Local real estate developers are beginning new projects this year, but with caution due to growing building material costs, interest rate hikes, and a prolonged labour supply shortage.

Maybank Investment Bank (Maybank IB) said that developers under its coverage expect flat or lower property sales in the fiscal year 2023 (FY23), ranging from a 38 per cent reduction to a 2.2 per cent increase.

Sime Darby Property Bhd and Tambun Indah Land Bhd intend to hold down their debuts in 2023 to avoid greater construction costs and possible delays in 'product' delivery, according to analyst Wong Wei Sum.

Developers with solid balance sheets, like Eco World Development Group Bhd, are aiming to replenish their landbank (200 to 400 acres) for industrial development projects this year, she said, after their industrial property sales increased by 1.5x year on year (YoY) to RM753 million in FY2

INTERESTING READS



Revive the HOC, which is vital to this year's real estate market | New Straits Times

Property stakeholders are encouraging the new unity government to restore the house ownership campaign (HOC), citing the lack of catalysts for the property...

Extract from Article :

"(Previously) when you buy a 100-acre plot of land, you can develop 60 per cent of it right away. Then, about 2010, it dropped to 50 per cent. Currently, property developers' net saleable area is less than 45 per cent since they must give land to establish schools, community centres, places of worship, clinics, and hospitals. We had previously been requested to give up land. We now know that we are supposed to construct these schools, houses of worship, and facilities such as community centre. All of them are expenses for developers.

"Getting approvals takes about 24 months to 36 months after the pandemic. Imagine how much money or interest you have to pay. At the same time, we are being asked to make properties more affordable. How can we make properties more affordable when the process of getting approvals is getting longer? There is a minimum of 22 to 23 agencies involved just to get the approvals.

"Another issue is end-financing. According to Rehda's Property Industry Study 2H 2022, 86 per cent of respondents had financing issues, particularly for their buyers. The top three reasons for end-funding rejections were discovered to be ineligibility owing to buyer's income, purchasers being provided lower margins of financing by banks, and a buyer's unfavourable credit history."

Subscribe

EdgeProp

Q

Singapore's public housing model possible in Malaysia only upon structural change

Dr Foo Chee Hung / MKH Bhd March 16, 2023 | Updated 15 hours ago



<https://www.edgeprop.my/content/1905560/singapore%E2%80%99s-public-housing-model-possible-malaysia-only-upon-structural-change>

Extract from Article :

In Malaysia, the affordable housing segment is partly funded by the free-market housing that is priced to cover the outstanding cost of developing the former.

The Singapore housing has long been regarded as a role model of successful affordable housing ownership. Nearly 80% of Singaporeans live in public flats that are sold with a 99-year lease below market value, of which 90% own their own homes.

The Ministry of Local Government Development (KPKT) has voiced its intention to have exchange sessions with Singapore's experts to help solve Malaysia's affordable housing woes.

In fact, this is not the first time KPKT attempts to study and incorporate the Singapore's public housing model within the local context. Back in 2018 during the Pakatan Harapan's administration, the then KPKT minister conducted a three-day official visit to Singapore to learn the developments, plans, history and background that drive housing developments there.

INTERESTING READS



Property agencies warn of scammers impersonating agents, asking for deposits...

SINGAPORE: Local property agencies have warned about a new type of scam, where scammers impersonate property agents and ask for deposits...

Extract from Article :

SINGAPORE: Local property agencies have warned about a new type of scam, where scammers impersonate property agents and ask for deposits to secure viewings.

Huttons Group said on Monday (Mar 14) that these scammers would **use fake identity cards** from the Council of Estate Agencies (CEA), and then **upload fake listings on "alternative platforms"**.

***Fake REN Tags? Scammers & Illegals are constantly at work. Be careful**

Extract from Article :

KUALA LUMPUR: Activity in the housing market continued to be robust in the second half (2H) of 2022, following the resumption of economic activities and improved employment conditions, said Bank Negara Malaysia (BNM).

In its Financial Stability Review (2H 2022) released today, the central bank said property market transactions continued to hover above the pre-pandemic levels in 2H 2022, primarily driven by transactions for purchasing properties priced at RM500,000 and below.



S'pore home sales hit 5-month high as buyers undeterred

Demand remains strong despite the tax hike on high-end residential property in February...

Extract from Article :

Singapore's home prices grew 8.6% last year. Private rents jumped 30%, and are set to continue climbing another 10% to 15% this year, closing in with pricey Hong Kong leases, according to Bloomberg Intelligence.



Housing market continues to be robust in 2H 2022 - Bank Negara

KUALA LUMPUR: Activity in the housing market continued to be robust in the second half (2H) of 2022, following the resumption of economic activities...

INTERESTING READS



Property market to grow in 2023 despite moderately lower economic growth | New...

KAJANG: The Malaysian property market is expected to grow this year despite the projection of a moderately lower economic growth due to the unpredictable...



Property market sees pick-up in sales

Residential segment the main driver of growth.



**All Arrows Points Towards
An Improved Property
Market For 2023**



Property market to grow in 2023 despite moderately lower economic growth

Deputy Finance Minister II Steven Sim: Residential sub-sector led the overall property market activity,

Extract from Article :

The national property market recorded more than **389,000 transactions worth RM179.0 billion in 2022** — an increase of 29.5% year-on-year (y-o-y) in terms of volume and a 23.6% y-o-y rise in value, he added.



The local property market will continue to perform strongly this year, notwithstanding...

The Malaysian property market would remain on an uptrend this year despite the expected weaker economic growth due to the uncertain external...

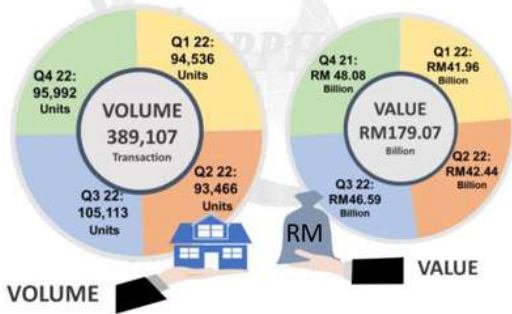


Property Market 2022 Snapshots

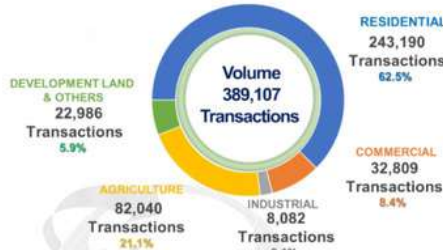


Market Activity: Property Transactions

Volume & Value by Quarter



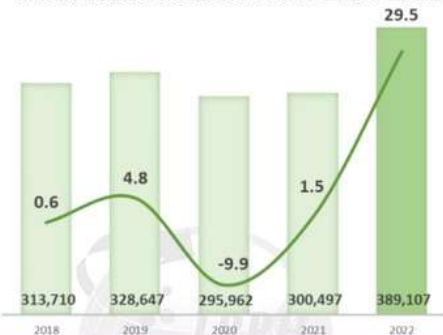
Volume by Sub-sector



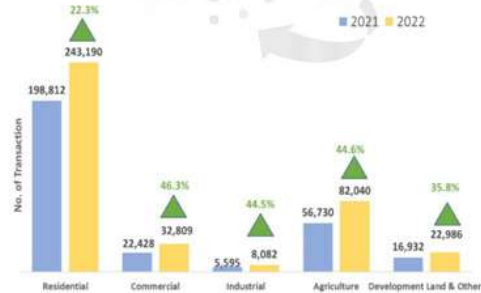
Value by Sub-sector



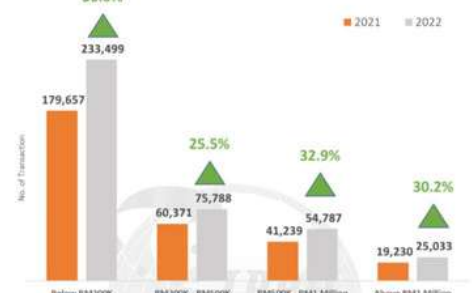
Transactions Volume Trend 2018-2022



Volume by Sub-sector



Volume by Price Range



Construction Activity

Property Inventory 2022

Property Type / Stage	Residential	Shops	SOHO	Serviced Apartment	Industry	Purpose-Built Office	Shopping Complex	Hotel
Existing Stock	6,080,283 units	547,854 units	55,627 units	319,152 units	120,233 units	2,585 Buildings (24.30 mil s.m.)	1,064 Buildings (17.51 mil s.m.)	3,517 Hotels (271,322 Rooms)
Incoming Supply	411,911 units	25,438 units	26,269 units	158,486 units	4,205 units	48 Buildings (1.53 mil s.m.)	40 Buildings (1.38 mil s.m.)	85 Hotels (17,919 Rooms)

Trend of completion, Starts & New Planned Supply (NPS) 2019 - 2022



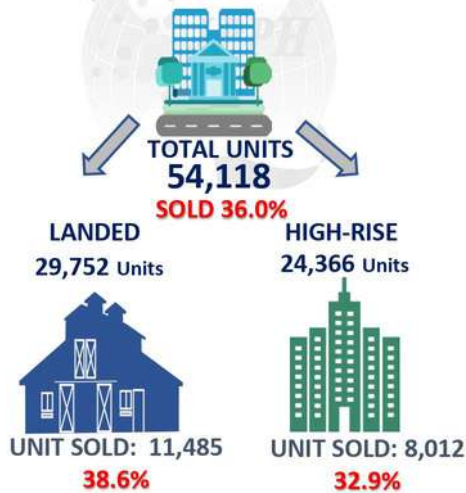


Property Market 2022 Snapshots



Market Status: Residential New Launches

Unit Launched & Sold



Price Range

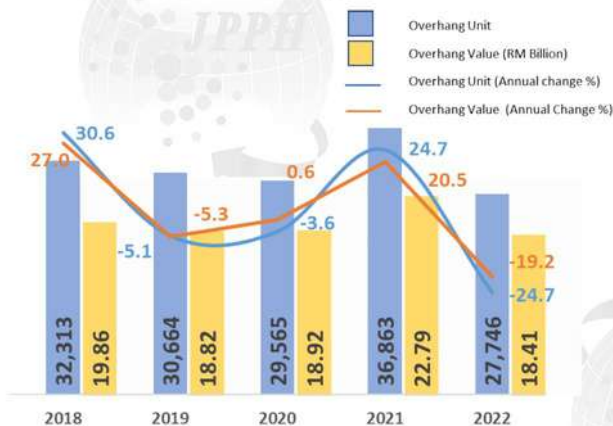
- 1 **Below RM300,000**
23,993 units (44.3%)
- 2 **RM300,001 – RM500,000**
16,737 units (30.9%)
- 3 **RM500,001 – RM1 Million**
11,652 units (21.5%)
- 4 **Above RM1 Million**
1,736 units (3.2%)

States with High New Launches



Market Status: Residential Overhang & Unsold Unit

Overhang Trend 2018 - 2022



Overhang by Price Range

- ☒ **Below RM300K**
Units: 6,509
Value: RM1.34 Billion
23.5%
- ☒ **RM300K – RM500K**
Units: 8,128
Value: RM3.29 Billion
29.3%
- ☒ **RM500K – RM1 Million**
Units: 9,323
Value: RM6.29 Billion
33.6%
- ☒ **Above RM1 Million**
Units: 3,786
Value: RM7.50 Billion
13.6%

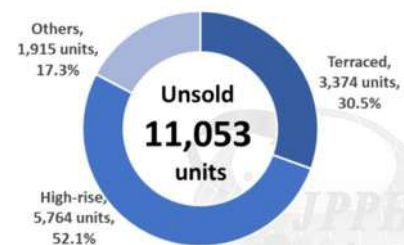
States with High Overhang Unit



Unsold Under Construction



Unsold Not Constructed



Price Range	Unsold Units	Percentage
Below RM300k	24,911	43.2%
RM300k - RM500k	14,975	26.0%
RM500k - RM1Mil	12,736	22.1%
Above RM1Mil	5,027	8.7%

Price Range	Unsold Units	Percentage
Below RM300k	5,568	50.4%
RM300k - RM500k	2,726	24.7%
RM500k - RM1Mil	2,465	22.3%
Above RM1Mil	294	2.6%



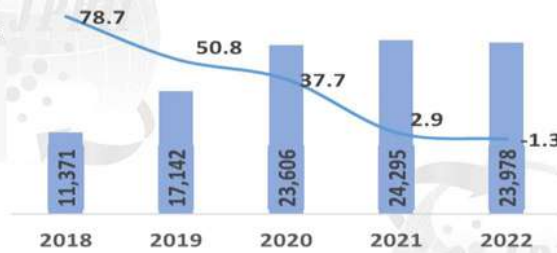
Property Market 2022 Snapshots



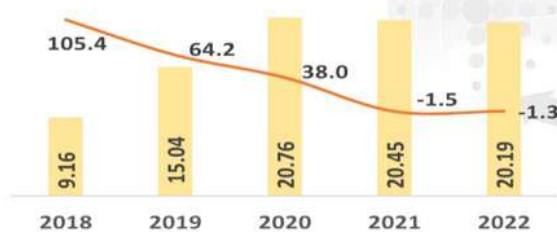
Market Status: Serviced Apartment Overhang & Unsold Unit

Overhang Trend 2018 - 2022

Overhang Unit



Value (RM Billion)



Overhang by Price Range

Below RM300K
Units: 386
Value: RM0.09 Billion

RM300K – RM500K
Units: 2,314
Value: RM0.98 Billion

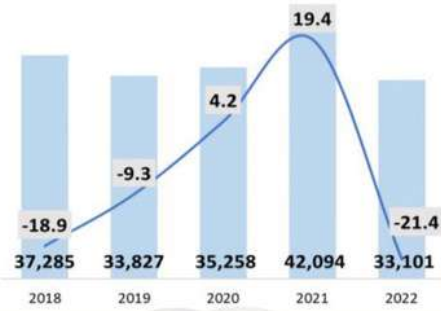
RM500K – RM1 Million
Units: 15,837
Value: RM11.88 Billion

Above RM1 Million
Units: 5,441
Value: RM7.24 Billion

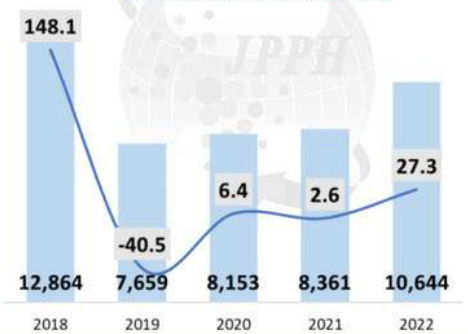
States with High Overhang Unit



Unsold Under Construction



Unsold Not Constructed



Purpose-Built Office & Shopping Complex: Supply and Occupancy

OCCUPANCY RATE



78.5%



75.4%



Purpose-Built Office



Shopping Complex

Total Space: **24.302** million s.m.

Total Occupied: **19.069** million s.m.

Total Space: **17.508** million s.m.

Total Occupied: **13.201** million s.m.



Property Market 2022 Snapshots



Malaysian House Price Index (MHPI)

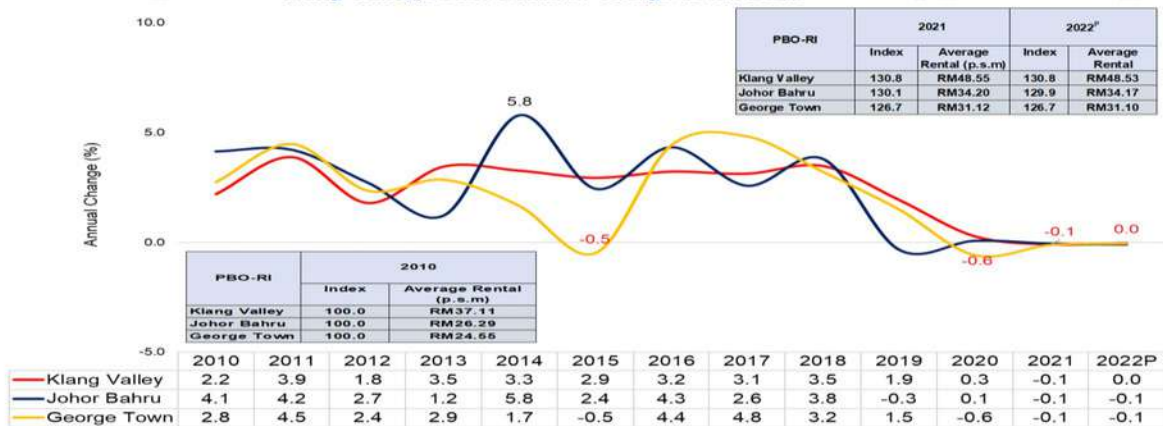
MHPI Index Point and Annual Change 2010 – 2022^P



MHPI: Base Year 2010

Purpose-Built Office Rental Index (PBO-RI)

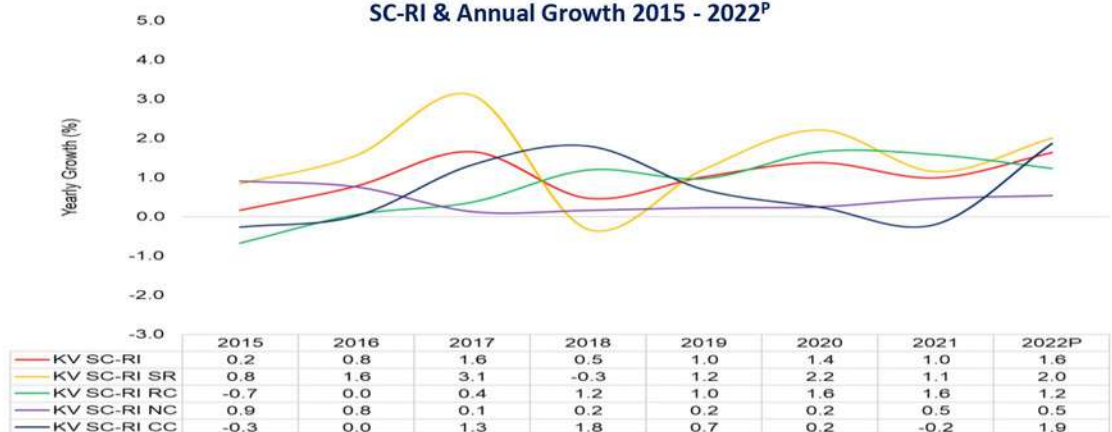
PBO-RI & Annual Growth
Klang Valley, Johor Bahru & George Town 2022^P



PBO-RI: Base Year 2010

Klang Valley Shopping Centre Rental Index (KV SC-RI)

SC-RI & Annual Growth 2015 - 2022^P



SC-RI: Base Year 2015



MAREC 2023

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

KUALA LUMPUR: The real estate industry encompasses Developers, Valuers, Bankers, Surveyors, Contractors, Lawyers, Conveyancing law, renovation, architecture, etc. However, Real Estate is driven by close to 30,000 Real Estate practitioners who are directly involved in the sales & marketing of secondary properties and new developments by developers and tenancy matters.

Many may not be aware that the Real Estate agency practice is governed by the Valuers, Appraisers, Estate Agents, and Property Managers Act 1981. As such it is a professional practice regulated by a board i.e. the Board of Valuers, Appraisers, Estate Agents and Property Managers.

Relatively young, the Estate Agency profession is at its crossroads, lacking both in recognition and image. The main setback is caused by the overrun of illegal brokers throughout the country and the lack of enforcement by the police. In view of this, there is a great need to develop and grow the profession to be relevant and progressive to meet the needs of the public. The Malaysian Institute of Real Estate Agents (MIEA) being the oldest and largest real estate association in the country, and representing the voice and interests of real estate practitioners is taking this opportunity, to share and discuss, ways to remain relevant and sustainable in their practice.

The organizing Chairman Hj Zamzuri said that MAREC is in its 37th year and MIEA has successfully organized this Convention annually. For the first time, MAREC will be a Hybrid version

and has attracted some 400 real estate agents, Probationary estate agents, and Real estate Negotiators, from throughout the country, and also participants from the USA, India, and ASEAN Real Estate Associations. The theme for this convention is "Building a sustainable Real Estate Profession". The keynote address will be presented by YBhg Tan Sri Dato' (Dr) Abdul Rahim Abdul Rahman, Executive Chairman of Rahim & Co International Sdn Bhd, a veteran and an icon in the profession. Seventeen papers will be presented with speakers from USA and ASEAN countries, while there will be 25 speakers including YBhg Tan Sri Abdul Wahid Omar, Chairman, Bursa Malaysia Berhad who will participate in a Dialogue on "The Malaysian Economy - Challenges Ahead".

Other topics to be presented include; "10 Issues Affecting Real Estate Practice; ARENA Forum - Developing a Regional Network Platform; The real estate profession - are we moving in the right direction; How firms can do fraud detection & prevention; Data-driven growth in becoming a successful real estate agent; Multiply your worth with 3 action plans by UOB; Top 10 issues affecting Real Estate Practise; Performance of the Real Estate Market 2022; Woman in real estate; How section 17A of the MACC act affects the practice; developing a regional networking platform in ASEAN and Changing trends & evolution in our practice.

Another highlight of this convention is celebrating the role of women in real estate. With over 30,000 practitioners

in the fraternity, ladies have remained the minority. However, in the last decade, women have played a significant role in the profession. Many are now principals of firms, team leaders, and top salespeople equalling the contribution of the other genders. Recognizing this MIEA in conjunction with "woman's year" is launching a platform within MIEA to recognize & promote the role of women in Real Estate, a great stride in our real estate journey. Said its President Ms. Chan Ai Cheng. MIEA will also be signing a partnership and collaboration agreement with Property Guru Group and Halo Check to signify our working relationship with partners to support our members.

On the side-line, MIEA will play host to the ASEAN Real Estate Network (ARENA) Council of Presidents (COP) Meeting, ARENA is a regional grouping of eight National Real Estate Associations, Singapore, Indonesia, Philippines, Thailand, Vietnam, Cambodia, Myanmar, and Malaysia. Established in 2013, they provide a platform for regional networking and the development of the practice through mutual cooperation.

Our main sponsors are UOB Malaysia, our preferred mortgage partner and PropertyGuru Group Malaysia, our preferred property market place; IQI Realty Sdn Bhd sponsors of the networking dinner and supporting sponsors, Homefield Real Estate Sdn Bhd, Knight Frank Malaysia Sdn Bhd, HaloCheck, and JLL Property Services (Malaysia) Sdn Bhd.

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PROGRAM

DAY 1

TIME	TOPIC
8:00 AM	Registration
9:00 AM	Welcome Address
9:30 AM	Tea break
10:00 AM	Keynote Address: Building a Sustainable Real Estate Profession YBhg Tan Sri Dato' (Dr) Abdul Rahim Abdul Rahman, Executive Chairman of Rahim & Co International Sdn Bhd
11:00 AM	Committed to Excellence (C2EX) Yoshi Takita, National Association of Realtors
11:45 AM	The Real Estate Profession - Are We Moving in the Right Direction? Moderator: Previn Singhe, Zerine Properties Panelists: Dato' Sivapathy, NREA 2022 MMDA Aldrin Tan, Esprit Estate Agents David Tan Wee Peng, REN Network Chairman
12:45 PM	Lunch
2:15 PM	How Firms Can Do Fraud Detection & Prevention through HaloCheck Application Mark Leow, Founder & Managing Director, HaloCheck
2:45 PM	The Next Horizon - Proptech Platforms, Disrupting The Disrupters Georg Chmiel, Co-founder and Non-Executive Chairman Juwai-IQI
3:00 PM	Data Driven Growth in Becoming a Successful Real Estate Agent Bob Koppes, Director of Strategy, Data & Software Solutions, PropertyGuru
3:45 PM	Multiple Your Worth With 3 Actions Plan Stanley Yin Wai Keong, Head of Secured Loan Sales
4:30 PM	Top 10 Issues Affecting Real Estate Practice Jonathan Lee, CEO, Reapfield Properties
5:30 PM	Networking Dinner (Ticketed Program)

DAY 2

TIME	TOPIC
8:00 AM	What Say You? - A Morning Warm Up Chat on Real Estate K. Soma Sundram, CEO, MIEA
9:00 AM	Tenancy Administration Department A Working Model For Firms Quek Wei Kin, Zerine Properties Urus Harta Sdn Bhd
10:00 AM	Teabreak
10:20 AM	A Dialogue on the Malaysian Economy - Challenges Ahead YBhg. Tan Sri Abdul Wahid Omar, Chairman, Bursa Malaysia Berhad Moderator: Tan Kian Aun, MIEA President Elect
11:10 AM	SOCSCO - Compulsory Social Security Scheme for Real Estate Practitioners Mohamad Haron bin Othman, Head of Division, Self-Employed Scheme, SOCSCO
11:55 AM	Performance of the Real Estate Market 2022 Sr Ari, Deputy Director, NAPIC
12:40 PM	Lunch
1:40 PM	Women in Real Estate Puan Munirah, NREA 2022 Real Estate Agent of the Year
2:20 PM	How Section 17A of the MACC Act effects Real Estate Practice Mohd Hasraff Hashim, Assistant Commissioner, Malaysian Anti-Corruption Commission
3:00 PM	Overview of Litigation Process in Malaysian Courts for Real Estate Agents Soh Gee Kian, Managing Partner, G K Soh & Partners
4:00 PM	BREAK-OUT SESSION 1: MANHATTAN II REA: ARENA Forum - Developing a Regional Network Platform BREAK-OUT SESSION 2: BRONX V PEA: From PEA to REA - The Road Ahead Wong Yau Long, Cornerstone Xstate
4:45 PM	Changing Trends & Evolution in our Practice Chan Ai Cheng, President, MIEA
5:30 PM	Closing Remarks & End of Convention
REMINDER: Please sign out - E-Certs will be emailed on Monday	

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Memorandum of Understanding - MIEA & Property Guru
Property Guru Data Sense Promo For MIEA Members



Memorandum of Understanding - MIEA & HaloCheck
e-KYC & CDD For AMLA Compliance For MIEA Members



Press Conference 10 March 2022 | Berjaya Times Square







43 KODAK PORTRA 400

KODAK PORTRA 400

43 KODAK PORTRA 400



CANVA STORIES



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MAREO

MALAYSIAN ANNUAL REAL ESTATE AWARDS
10 & 11 March | Berjaya Times Square
BUILDING A SUSTAINABLE FUTURE



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2023

REAL ESTATE CONVENTION

at The Square Hotel, Kuala Lumpur

REAL ESTATE PROFESSION



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Networking Dinner

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MARCH
FRIDAY | 10 | AT 5.30 PM
2023







MAREC 2023

MALAYSIAN ANNUAL REAL ESTATE CONVENTION

BUILDING A SUSTAINABLE REAL ESTATE PROFESSION

10 & 11 March
Berjaya Times Square Hotel, Kuala Lumpur

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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)

- 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.
- The payment is charged annually (for 12 months). There shall be no refund for cancellation of subscription.
- Payment shall be made to MIEA Resources Sdn Bhd, Affin bank A/C no. : 1000 6003 5520.
- Please read the pricing policy carefully before signing up.

AWESOME!



MIEA Real Estate Education Sdn Bhd

YOUR PATHWAY TO A PROFESSIONAL CAREER IN REAL ESTATE

ESTATE AGENTS EXAMINATION -TUTORIAL CLASSES (PART 1)



MAY 2023 INTAKE

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

COMMENCEMENT DATE : 29 MAY 2023

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)

رمضان كريم

★ RAMADAN Kareem ★



From
The President
& Board of Directors

MEETING WITH BOVAEP EXCO - 8 March



MIEA represented by President Chan Ai Cheng and CEO PP Soma Sundram met with the EXCO of the Board of Valuers, Appraisers, Estate Agents & Property Managers Malaysia on 8 March 2023 with representatives from the various associations to discuss on the way forward for REN Tag Renewal CDP Programmes. Stay tune for updates.

Property Market Report 2022 - 15 March 2023



VP Kelvin Yip represented MIEA at the launch of the Malaysia Property Market Report 2022. It is amazing that the total transaction volume for 2022 was at RM179 billion surpassing the peak time of 2014 of RM162.97 billion.

BOVAEP UPDATES REMINDER - RENEWAL 2023

Yang Dipertua:
Sr Abdul Razak bin Yusak

Pendaftar:
Sumarni Binti A. Rahman



Laman Sesawang: www.lppeh.gov.my

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

NOTIFICATION SECOND REMINDER

DATE : 6 March 2023

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

RE : REMINDER – RENEWAL 2023

Dear Sir/Madam,

Reference is made to our earlier Notification dated 1 October 2022 and 2 January 2023.

A gentle reminder to all registrants that you are required to renew your individual and firm license **before 31 March 2023**. A grace **period of 90 days** have been given for the renewal under Section 25(1) (d) of the Valuers, Appraisers, Estate Agents and Property Managers Act 1981 (Act 242) and Rule, from its expiry on 31 December 2022.

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

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

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

Please be guided accordingly.

Thank you.

Yours faithfully,

SUMARNI BINTI A. RAHMAN
Registrar

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

IMPORTANT NOTE!
Renew Before 31 March 2023

BOVAEP UPDATES REMINDER - RENEWAL 2023

Yang Dipertua:
Sr Abdul Razak bin Yusak

Pendaftar:
Sumarni Binti A. Rahman



Laman Sesawang: www.lppeh.gov.my

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

NOTIFICATION THIRD REMINDER

DATE : 20 March 2023

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

RE : REMINDER – RENEWAL 2023

Dear Sir/Madam,

Reference is made to our earlier Notification dated 1 October 2022, 2 January 2023 and 6 March 2023.

A gentle reminder to all registrants that you are required to renew your individual and firm license **before 31 March 2023**. A grace period of 90 days have been given for the renewal under Section 25(1) (d) of the Valuers, Appraisers, Estate Agents and Property Managers Act 1981 (Act 242) and Rule, from its expiry on 31 December 2022.

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

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

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!
Renew Before 31 March 2023

BOVAEP UPDATES REMINDER - RENEWAL 2023

Yang Dipertua:
Sr Abdul Razak bin Yusak

Pendaftar:
Sumarni Binti A. Rahman



Laman Sesawang: www.lppeh.gov.my

Talian Perkhidmatan:
Telefon : 03-2288 8815
03-2288 8816
03-2288 8817
Hunting : 03-2287 8666
Faks : 03-2288 8819

NOTIFICATION FINAL REMINDER

DATE : 27 March 2023

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

RE : REMINDER – RENEWAL 2023

Dear Sir/Madam,

Reference is made to our earlier Notification dated 1 October 2022, 2 January 2023, 6 March 2023 and 20 March 2023.

A gentle reminder to all registrants that you are required to renew your individual and firm license **before 31 March 2023**. A grace **period of 90 days** have been given for the renewal under Section 25(1) (d) of the Valuers, Appraisers, Estate Agents and Property Managers Act 1981 (Act 242) and Rule, from its expiry on 31 December 2022.

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

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

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

Please be guided accordingly.

Thank you.

Yours faithfully,

SUMARNI BINTI A. RAHMAN
Registrar

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

IMPORTANT NOTE!
Renew Before 31 March 2023

BOVAEP UPDATES

BOARD INFORMATION SYSTEM (BIS)



TENDER STATEMENT

The Board of Valuers, Appraisers, Estate Agents and Property Managers

**Invites Applications from local companies for
Re-Development, Implementation and Maintenance of Software and
Application System [Board Information System (BIS)] for
Lembaga Penilai, Pentaksir, Ejen Harta Tanah dan Pengurus Harta (LPEPH)**

Those who are interested to participate in this tender may purchase the **tender documents at RM200.00 (Ringgit Malaysia Two Hundred Only) and payment to be made via credit card or cheque. The documents will be available from 1st April 2023 to 5th May 2023 at the Board's Office located at the following address:-**

The Board of Valuers, Appraisers, Estate Agents & Property Managers

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

The closing date of the tender is on 5th May 2023 at 4.00 p.m.

All proposals submitted shall be in **English** and must be submitted, enclosed and sealed in a bundle addressed to the:

Registrar

The Board of Valuers, Appraisers, Estate Agents & Property Managers

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

Any proposal received after the stipulated date and time stated herein **shall not be considered.**

For further enquiries regarding this tender, you may contact:

En Azizi bin Hashim at 03-22888815/22888816/22888817/22876666.

BOVAEP UPDATES REN MATTERS

Yang Dipertua:
Sr Abdul Razak bin Yusak

Pendaftar:
Sumarni Binti A. Rahman



Laman Sesawang: www.lppeh.gov.my

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

NOTIFICATION 10 /2023

**To : REGISTERED ESTATE AGENTS, REAL ESTATE NEGOTIATORS
AND FIRMS**

Date : 16 FEBRUARY 2023

RE : REAL ESTATE NEGOTIATORS (REN) MATTERS

Kindly take note of the following:

1. In respect of renewal of REN Tag for year 2023, all Registered Estate Agents are required to submit the CDP certificate for their REN via the Board's BIS system on or before 31st March 2023. In failing to do so, commencing 1st April 2023, REN are required to attend NCC for renewal of REN Tag for year 2023. Please take note that each Registered Estate Agent is allowed to have a maximum of 50 REN(s).
2. In respect of REN whose REN Tag was valid up to the end of year 2022 but failed to attend any one (1) of the CDP courses conducted in year 2022 or any one (1) of the final six (6) CDP courses as published in Circular 1/2023 dated 3rd January 2023, will be required to attend NCC in order to renew their REN Tag for year 2023.
3. REN whose REN Tag had not been renewed for year 2021 and year 2022, whereby the last valid REN Tag was for year 2020, are required to attend NCC in order to renew their REN Tag for year 2023.

BOVAEP UPDATES REN MATTERS

4. In respect of REN whose last valid REN Tag was for year 2021 and have attended a CDP course in year 2022, kindly proceed to make payment of RM 300 and attach the CDP course certificate for the attended in year 2022 for renewal of REN Tag for year 2023.
5. Please be informed that in order to receive the new REN Tag for year 2023 (PURPLE CARD), REN are required to return the expired REN Tags (RED CARD) for year 2022.
6. In respect of REN who attended NCC in the year of 2022 and subsequently obtain their REN Tag between the period 1st October 2022 until 31st December 2022, their REN Tag are valid until 31st December 2023.
7. In respect of REN whose REN Tag have been renewed for year 2023, CDP courses will be held from April 2023 until December 2023 for renewal of REN Tag for year 2024.

Please be guided accordingly.

Thank you.

Yours faithfully,



SUMARNI BINTI A. RAHMAN

Registrar

**LEMBAGA PENILAI, PENTAKSIR, EJEN HARTA TANAH
DAN PENGURUS HARTA**

For Full Circular, please click link :

<https://lppeh.gov.my/WP2016/renewal-2023/>



BNM UPDATES : COMPLIANCE OFFICER

BANK NEGARA MALAYSIA
CENTRAL BANK OF MALAYSIA

Compliance Officer (CO) Guide

What is the role of CO?

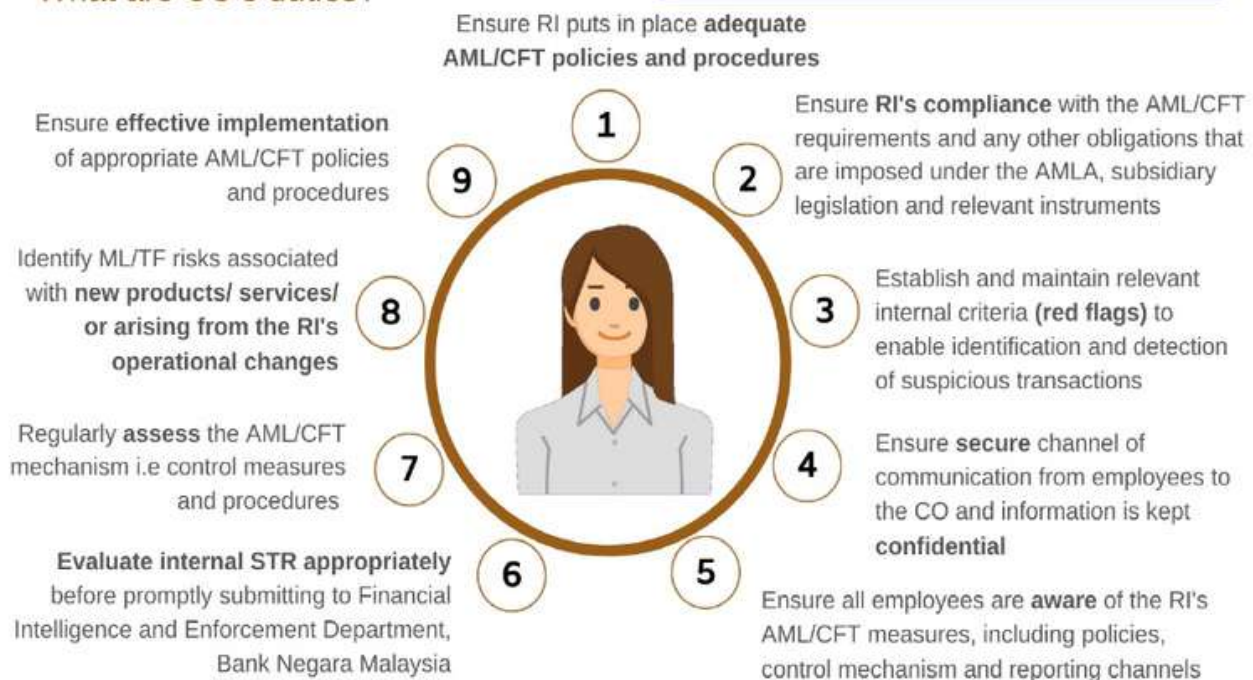
A CO is the **reference point** for anti-money laundering and counter financing of terrorism (AML/CFT) matters within the reporting institution (RI).

A CO is legally required to submit suspicious transaction reports (STRs) on behalf of the RI.

Criteria of CO

- Have sufficient stature, authority and seniority within the RI to participate and be able to effectively influence decisions relating to AML/CFT
- Be fit and proper to carry out AML/CFT responsibilities effectively
- Have necessary knowledge and expertise to effectively discharge roles and responsibilities

What are CO's duties?



Appointment of CO

Reporting institutions are required to notify Bank Negara Malaysia on the appointment of CO in **writing*** or by completing the **Compliance Officer Nomination Form** which can be found at the relevant appendix of Anti-Money Laundering, Countering Financing of Terrorism and Targeted Financial Sanctions for Designated Non-Financial Businesses and Professions (DNFBPs) & Non-Bank Financial Institutions (NBFIs) (AML/CFT and TFS for DNFBPs & NBFIs Policy Document) within 10 working days on the appointment or change in the appointment of CO via any of the following methods:

E-mail: fied@bnm.gov.my

Mail: Director

Financial Intelligence and Enforcement Department

Bank Negara Malaysia

Jalan Dato' Onn

50480 Kuala Lumpur

Fax: 03-26910368

* Please include details such as name, designation, office address, office telephone number, fax number, e-mail address

Note: Please refer to Section 19 of the Anti-Money Laundering, Countering Financing of Terrorism and Targeted Financial Sanctions for Designated Non-Financial Businesses and Professions (DNFBPs) & Non-Bank Financial Institutions (NBFIs) (AML/CFT and TFS for DNFBPs & NBFIs Policy Document)

Disclaimer:

This document is intended for your general information only. It does not contain exhaustive advice or information relating to the subject matter nor should it be used as substitute for legal advice. In the event that the information on Bank Negara Malaysia's official printed documents or any Acts differ from the information contained within this document, the information on such Act and official documents shall prevail and take precedence.



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CENTRAL BANK OF MALAYSIA

BNM UPDATES : COMPLIANCE OFFICER

<https://amlcft.bnm.gov.my/-/bnm-s-aml/cft-newsletter-01/2023>



ISSUE 1 / 2023
FEBRUARY

BNM AML/CFT NEWSLETTER

A Periodical Newsletter for DNFBPs and NBFIs Reporting Institutions



1. Inclusion of Myanmar in the list of high-risk jurisdictions subject to a call for action (black list)

FATF had in October 2022 included Myanmar in the black list due to its lack of progress in addressing its AML/CFT strategic deficiencies. The majority of Myanmar action items are still not addressed after a year beyond the action plan deadline in September 2021. FATF calls on its members and other jurisdictions **to apply enhanced due diligence** measures proportionate to the risk arising from Myanmar. When applying enhanced due diligence measures, countries should ensure that flows of funds for humanitarian assistance, legitimate NPO activity and remittances are not disrupted. Currently, Democratic People's Republic of Korea and Iran are in the list of jurisdictions subject to a call for action for countries to apply countermeasures.

2. Gazette Order on AMLA (Declaration of Specified Entities and Reporting Requirements) (Amendment) Order 2023

What do you need to do?

Reporting institutions are to act in accordance with the requirements under the Policy Document, including:

1. **Update** the relevant sanctions list within the firm;
2. **Screen** existing, potential, and new customers;
3. In the event of a **positive name match**:

- a. **Reject** transactions for **new/potential** customers;
- b. **Freeze** funds/ properties for **existing** customers;
- c. **Block** transactions (where applicable);



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BNM UPDATES : COMPLIANCE OFFICER

<https://amlcft.bnm.gov.my/-/bnm-s-aml/cft-newsletter-01/2023>

 **FATF Notice Public Statement October 2022**

What do you need to do?

 **AML/CFT Guide for DNFBPs and NBFIs**

4. Report, if positive name match (both STRs and determination form in the Appendix 5 and 6A, 6b, 7A or 7B of the PD)

 **Infographic on Targeted Financial Sanctions**

Please find the relevant forms as linked:

 **STR forms**

 **Determination Form**

3. Call for Action: Suspicious Transaction Report (STR)

Do you have an internal mechanism to detect and submit STR to Bank Negara Malaysia?

WHAT IS AN STR?

STRs are documents that reporting institutions (RIs) are required to submit when having suspicion that a customer is involved in money laundering (ML), terrorism financing (TF) or other serious crimes

WHY SUBMIT STR?

STRs provide law enforcement agencies valuable information/intelligence of potential crime activities

WHEN TO SUBMIT STR?

Regardless of the amount being transacted, you are required to promptly submit an STR, whenever you suspect or have reasons to suspect that the transaction (including attempted transactions):

- appears unusual
- has no clear economic purpose
- appears illegal
- involves proceeds from an unlawful activity or instrumentalities of an offence
- indicates that the customer is involved in ML/TF

Do you know that an effective AML/CFT mechanism put in place in your institutions will enable you to detect suspicious transactions and report STR?



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<https://amlcft.bnm.gov.my/-/bnm-s-aml/cft-newsletter-01/2023>



What is suspicious transaction?



How do I identify suspicious transactions?



Please click for more information on STR (STR Infographic)

4. Outcomes of the FATF Plenary, 22-24 February 2023

a) International Cooperative Review

The February 2023 FATF Working Groups and Plenary meetings were held from 20 to 24 February 2023. The following are the other key outcomes of the Plenary meetings:

- **North Korea, Iran and Myanmar** remain in the list of high-risk jurisdictions subject to a call of action (blacklist) - Reporting institutions are required to apply "**enhanced due diligence**" on customers from these jurisdictions.
- Inclusion of **South Africa and Nigeria** in the list of jurisdictions under increased monitoring (grey list) - Reporting institutions are required to conduct risk assessment on the customers from these jurisdictions and apply risk mitigating measures according to the risk level.
- Removal of **Cambodia and Morocco** from the list of jurisdictions under increased monitoring (grey list).

5. Implementation of Beneficial Ownership (BO) Requirements by Legal Sector

Bank Negara Malaysia (BNM) is issuing a thematic report on the Implementation of Beneficial Ownership (BO) Requirements to the legal sector to deter and prevent the misuse of legal persons for money laundering, terrorism financing or other crimes through the legal sector.

The report highlights on the best practices in identification and verification of BOs of legal persons by law firms as well as common gaps or challenges faced by the sector.

The report is issued as **limited circulation** to the **legal sector** and will be circulated through the **nominated Compliance Officer, self-regulated bodies and industry association** of the legal sector.

6. AML/CFT Data & Compliance Report



BANK NEGARA MALAYSIA
CENTRAL BANK OF MALAYSIA


BNM UPDATES : COMPLIANCE OFFICER

<https://amlcft.bnm.gov.my/-/bnm-s-aml/cft-newsletter-01/2023>

b) Policy Development

The FATF Plenary finalised a **guidance document** which will help countries implement the revised requirements of Recommendation 24 on transparency of legal persons. This also includes assessing and mitigating the money laundering and terrorist financing risks associated with foreign companies countries are exposed to. In addition, this guidance aims to facilitate the implementation of the measures to prevent shell companies from being safe havens for illicit proceeds from crime or terrorism. This Guidance have been published in March 2023 as below:

 [Please click for the link for FATF Guidance on BO of Legal Person](#)

 [Please click for the link for Outcomes FATF Plenary, 22-24 February 2023](#)



BNM will not be issuing the DCR for year 2023 to DNFBP and NBF reporting institutions (RIs).

Nevertheless, RIs including those who have received their respective report cards, are expected to fully comply with the requirements of the AMLA and AML/CFT and TFS for DNFBPs and NBFIs Policy Document. Bank Negara Malaysia will be pursuing enforcement actions for non-submission of the DCR.

7. Other Updates

a) SSM National Conference 2023 (SSMNC2023)

Register now for the 2023 SSM National Conference with the theme "Shared Responsibility in Strengthening AML/CFT Compliance: Risks, Challenges and Collaboration". This 2-day virtual conference on 25 & 26 July 2023 aims to bring closer collaborative efforts among all players in the anti-money laundering / countering financing of terrorism (AML/CFT) ecosystem and instil a stronger compliance culture.

For more information on the Conference, please visit www.ssm.com.my or click here or scan the QR Code.



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BNM UPDATES : COMPLIANCE OFFICER

<https://amlcft.bnm.gov.my/-/bnm-s-aml/cft-newsletter-01/2023>



[Link to Conference information](#)

[Link to FAQs of SSMNC 2023](#)

b) AML/CFT Compliance Programmes for Accountants [2023 MIA Webinar Series]

Malaysian Institute of Accountant ("MIA") is organising webinars on AML/CFT Compliance Programmes as follows:

- AML/CFT Masterclass: **Workshop 1** - Anti-Money Laundering & Counter Financing of Terrorism (AML/CFT) for Designated Non-Financial Businesses and Professions (DNFBPS): An overview for Accountants and Company Secretaries (**19 April 2023**)
- AML/CFT Masterclass: **Workshop 2** - Guidance to comply with Anti-Money Laundering & Counter Financing of Terrorism (AML/CFT) for Accountants and Company Secretaries - Advance level (**25 May 2023**)
- AML/CFT Masterclass: **Workshop 3** -Risk based Approach to comply with Anti-Money Laundering & Counter Financing of Terrorism (AML/CFT) for Accountants and Company Secretaries - Advance level (**8 June 2023**)
- Suspicious Transaction Report (STR) - Effective AML/CFT Transaction Monitoring (NEW) (**22 June 2023**)

Please refer to the brochures as per below link for more details:

[Please click for the link for the Masterclass's brochures](#)

[Please click for the link for the STR's brochures](#)



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CENTRAL BANK OF MALAYSIA

BNM UPDATES : COMPLIANCE OFFICER

<https://amlcft.bnm.gov.my/-/bnm-s-aml/cft-newsletter-01/2023>

DNFBPs and NBFIs AML/CFT Awareness

Notification on Appointment of Compliance Officer

For RIs that have yet to notify BNM on the appointment of, or changes to, the appointed Compliance Officer (CO), please click on the link below for the notification. The e-form is preferred as the process could be fully automated in dispensing the CO reference number.

Click to request for CO's Notification Form

Or copy paste the URL address below to your internet browser:

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

Access to BNM's AML/CFT E-Platform

The private E-Platform hosts a repository of awareness video materials including all the AML/CFT Webinar series for the DNBP and NBFIs sectors.

For RIs that have yet to register for access to the E-Platform, do so by clicking on the button below:

Click to register for E-Platform access

Or copy paste the URL address below to your internet browser:

<https://amlcft.bnm.gov.my/ep/>

STATUTORY COMPLIANCE



2% WITHHOLDING TAX



**NEW
UPDATE**



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

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

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

Extract from ey.com

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

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

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

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

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

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

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

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

STATUTORY COMPLIANCE



NEW VERSION OF FORM CP58

This is to inform that the Inland Revenue Board of Malaysia (IRBM) has uploaded the new version of Form CP58 in PDF and Excel format together with the Guideline in the website, <http://www.hasil.gov.my>:

Home Page > Forms > Return Forms > Other Forms > Form CP58

If the old version of the form (form CP58 [2011]) was used for the year ended 31 December 2012, the payer company need not prepare it again using the new version of the form (form CP58 [Pin. 1/2013]).

For the year ended 31 December 2012, a payer company need only prepare and render form CP58 to its agents, dealers and distributors if the amount of monetary and non-monetary incentive exceeds RM 5,000. If required to furnish a listing of CP58 information to IRBM, a payer company has to submit the information including incentive amounts of RM 5,000 and below.

Thank you.

Issued by:
Tax Policy Department
Inland Revenue Board of Malaysia
J005900/Media/irbm

CP58

Page 1 of 1

CP58



Download Form - Other Form

hasil.gov.my

Extract from New CP58 Form

BAHAGIAN C / PART C: MAKLUMAT BAYARAN INSENTIF / PARTICULARS OF INCENTIVE PAYMENT

1. Nilai insentif berbentuk wang tunai / Value of monetary incentive

- (a) Komisen / bonus / Commission / bonus
- (b) Lain-lain / Others

(Sila nyatakan / Please specify)

JUMLAH A / TOTAL A:

2. Nilai insentif berbentuk bukan wang tunai / Value of non-monetary incentive

- (a) Kenderaan / Vehicle
- (b) Rumah / House
- (c) Pakej pelancongan / perjalanan / Tour / travel package
- (d) Lain-lain / Others

(Sila nyatakan / Please specify)

JUMLAH B / TOTAL B:

JUMLAH KESELURUHAN / TOTAL AMOUNT:

- 3. Jumlah potongan cukai 2% di bawah seksyen 107D ACP / An amount of 2% tax deduction under section 107D ITA
2% X Jumlah A / 2% X Total A

New! No. 3

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 Road 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>

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.**

NCC ALL OVER MALAYSIA



NCC Ipoh, Perak



NCC Kota Kinabalu, Sabah



NCC JB, Johor



NCC Kuching, Sarawak

Register Now
WWW.MIEA.COM.MY/NCC



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



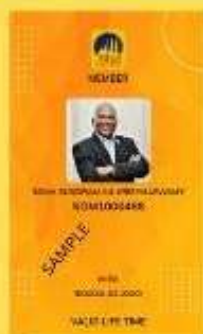
Fraud Detection & Prevention Service
to help Institutions comply with Bank
Negara Malaysia's AMLA requirements



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



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
1st Intake**
Commencement
date on
25 March 2023

**This programme will be held over 4 consecutive
Saturdays from 10.00am to 4.00 pm.**

- ✓ **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)



REGISTER TODAY



MIEA CERTIFICATE IN REAL ESTATE SALES (MCRES)

MIEA CERTIFICATION COURSES



Module 1 of CRES Certification Class kickstarted on Saturday, 25 March 2023 with 5 pioneer students!
Find out more about this exciting programme - contact Faezah or Aisyah at 03-79602577 for more info.

Class Schedule

WEEK	DAY	TIME	MODULE
WEEK 1	25-03-23,Sat	10.00am – 12.30pm	Module 1: Introduction & Developing Your Business Plan
		1.30pm – 4.00pm	Module 2: Prospecting & Lead Generation
WEEK 2	01-04-23,Sat	10.00am – 12.30pm	Module 3: Listing Process
		1.30pm – 4.00pm	Module 4: Marketing
WEEK 3	06-05-23,Sat	10.00am – 12.30pm	Module 5: Viewing & Handling Objections
		1.30pm – 4.00pm	Module 6: Closing the Sale
WEEK 4	20-05-23,Sat	10.00am – 12.30pm	Recap & Review & Certificate Presentation

MIEA BRANCHES : NOTICE OF AGM

Extract From MIEA Constitution on Branch AGM

ARTICLE 47 BRANCH AGM

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

47.2 The National secretariat must be notified and all notices must be sent to the Secretary General of the Institute.

47.3 The elected office bearers of the respective State branches will be ratified at the AGM of the Institute and the results of the elections of the respective branches will be announced at the AGM

47.4 The AGM shall be facilitated by a member of the Institute who has been appointed by the BOD.

47.5 The Branch Secretary shall forward a copy of the Minutes of each meeting to the Honorary Secretary General not later than 14 days after the State AGM.

47.6 The Branch Chairman shall during his term of office preside at all general and committee meetings and shall be responsible for their proper conduct. The Branch Chairman shall have the casting vote

47.7 The Branch Chairman or the Secretary shall be alternate signatories of the Branch Bank Account(s).

47.8 The Branch Secretary shall conduct the business of the Branch in accordance with the rules of the Institute, and shall carry out the instructions of the general meeting and of the Committee. He shall be responsible for conducting all correspondence and keeping all books, documents and paper except the accounts and financial records. He shall attend all meetings, and record the proceedings.

47.9 The Branch Treasurer shall be responsible for the finances of the Branch. He shall keep accounts of all its financial transactions and shall be responsible for their correctness on behalf of the Branch.

47.10 The Ordinary Committee Members shall carry out such duties as directed by the Branch Committee.

47.11 In the event the Branch fails to hold an AGM or elect the Branch Committee within the stipulated date than the newly elected BOD shall appoint the Chairman and the State Branch Committee.

47.12 The procedure for the nominations and elections for the State Branch Committee shall be the same as the procedure for the ballot for the election of the members of the BOD, except that officers of the Branch Committee shall be elected directly by all members of the State Branch.

ARTICLE 48 QUORUM

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

MIEA BRANCHES : NOTICE OF AGM



MIEA Penang AGM
@ 2pm, 14 March 2023
Unit 9 Level 3 Axis Complex
35 Jalan Cantonment
10250 Penang



MALAYSIAN INSTITUTE OF ESTATE AGENTS

(Penang Branch Reg. No.: 9984-001-10-14041977)
 UNIT 9, LEVEL 3, AXIS COMPLEX, NO. 35, JALAN CANTONMENT,
 10250 PULAU PINANG, MALAYSIA
 Tel. No. : +604-2288 333 / +6018-3803 333
 Email: secretariatpg@miea.com.my

Date : 12 Feb 2023

Dear Members,

NOTICE OF ANNUAL GENERAL MEETING (MIEA PENANG)

Notice is hereby given that the State Branch Annual General Meeting will be held at Unit 9, Level 3, Axis Complex, No. 35, Jin Cantonment, 10250 Penang on 14 March 2023 (Tuesday) at 2.00pm.

The agenda following :

1. Establishment of quorum.
2. Meeting called to order.
3. Chairman's address
4. To confirm the minutes of the 2022 Annual General Meeting
5. Matters arising therefrom
6. To receive the Annual Report of the Branch Committee Members.
7. To receive the Statement of Income and Expenditure for the year ended 2022.
8. To adopt the Income and Expenditure Budget for 2023.
9. To elect State Branch Committee for term 2023 - 2025.
10. To consider Notices of Motions, if any, where due notice of not less than 14 days has been given.
11. Other matters.

Thank you.

Yours faithfully,
 MALAYSIAN INSTITUTE OF ESTATE AGENTS


 HELEN TEOH
 State Branch Secretary



MIEA BRANCHES : NOTICE OF AGM



MALAYSIAN INSTITUTE OF ESTATE AGENTS PERAK BRANCH

E - G - 18, GreenTown Square, Jalan Dato' Seri Ahmad Said, 30450 Ipoh, Perak, Malaysia
Tel No. : +605 - 2497 566 • Fax No. : +605 - 2497 565 • secretariat.perak@miea.com.my

Date : 11 Feb 2023

Dear Members,

NOTICE OF ANNUAL GENERAL MEETING (MIEA PERAK)

Notice is hereby given that the 10th State Branch Annual General Meeting will be held at **Regency 3, Level 11, Hotel & Apartments Sdn Bhd, 6-8, Jalan Dato' Seri Ahmad Said, 30450 Ipoh, Perak** on 13 March 2023 (Monday) at 10:00am.

The agenda following :

1. Establishment of quorum.
2. Meeting called to order.
3. Chairman's address
4. To confirm the minutes of the 2022 Annual General Meeting
5. Matters arising therefrom
6. To receive the Annual Report of the Branch Committee Members.
7. To receive the Statement of Income and Expenditure for the year ended 2022.
8. To adopt the Income and Expenditure Budget for 2023.
9. To elect State Branch Committee for term 2023 - 2025.
10. To consider Notices of Motions, if any, where due notice of not less than 14 days has been given.
11. Other matters.

Thank you.

Yours faithfully,
MALAYSIAN INSTITUTE OF ESTATE AGENTS


YUEN CHEE KEONG
State Branch Secretary

BRANCH OFFICES

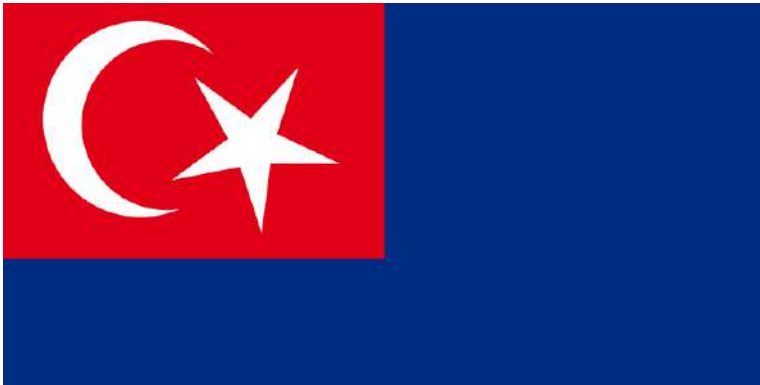
HQ : Unit C-37-01, Dataran 3 Oka, No 2 Jalan 191, 45000 Puchong Jaya, Selangor Darul Ehsan • Tel : +603 - 7960 2177, Fax : +603 - 7960 3757 • Email : secretariat@miea.com.my • www.miea.com.my
Penang : Unit 8 & 10, 10th Floor, Axis Complex, 35, Jalan Cantonment, 10300 Penang, Malaysia • Tel/Fax No. : +604 - 228 8333 • secretariat@miea.com.my
Johor : No. 33-02, Jalan Putra 1, Taman Sri Putra, 81200 Johor Bahru, Johor, Malaysia • Tel No. : +607 - 962 8370, Fax No. : +607 - 962 8371 • secretariat.johor@miea.com.my
Sarawak : 1st Floor, No. 18-5, Lot 2995, Wilmar Kamplaz, Jalan Tun Ahmad Zaidi Adrus, 92000, Kuching, Sarawak, Malaysia • Tel No. : +6082 - 234 811 • secretariat.sarawak@miea.com.my
Selah : 1st Floor, Lot 24, Borneo Centre, Off Jalan Kipem, 83000 Kota Kinabalu, Sabah, Malaysia • Tel No. : +6088 - 286 088 • secretariat.sabah@miea.com.my

www.miea.com.my

**MIEA Perak AGM
@ 10 am, 13 March 2023
Regency 3 Level 11 Hotel & Apartments
6 - 8 Jalan Dato Seri Ahmad Said
30450 Ipoh**



MIEA BRANCHES : NOTICE OF AGM



MALAYSIAN INSTITUTE OF ESTATE AGENTS (JOHOR BRANCH)

NO 33-02, Jalan Putra 1, Taman Sri Putra, 81200 Johor Bahru, Johor.

Tel: 07-562 8370 Fax: 07-562 8371

Email: secretariat.johor@miea.com.my

11th February 2023

Dear members,

NOTICE OF ANNUAL GENERAL MEETING (MIEA JOHOR BRANCH)

Notice is hereby given that the 18th State Branch Annual General Meeting will be held at Johor Cultural and Sports Club (JCSC), No PTB 21338, Jalan Tun Abdul Razak, 80100 Johor Bahru, Johor on **14th March 2023 (Tuesday)** at **5.00pm**.

The agenda following:

1. Meeting called to order
2. Establish of quorum
3. Chairman's address
4. To confirm the minutes of the 2022 Annual General Meeting
5. Matters arising therefrom
6. To receive the Annual Report of the Branch Committee Members
7. To receive the Statement of Income and Expenditure for the year ended 2022
8. To adopt the Income and Expenditure budget for 2023
9. To elect State Branch Office Committee Members as follows for term 2023-2025
 - Chairman
 - Chairman Elect
 - Secretary
 - Treasurer
 - Committee members - minimum of two (2) and not more than eight (8) committee members
10. To consider Notices of Motions, if any, where due notice of not less than 14 days has been given
11. Other matters

Thank you.

Yours faithfully,

MALAYSIAN INSTITUTE OF ESTATE AGENTS (JOHOR BRANCH)



Khor Soo Ling
Secretary
MALAYSIAN INSTITUTE OF ESTATE AGENTS
JOHOR BRANCH

MIEA Johor AGM
@ 5pm, 14 March 2023
Johor Cultural & Sports Club (JCSC)
No. PTB 21338 Jalan Tun Abdul Razak
80100 Johor Bahru



MIEA BRANCHES : NOTICE OF AGM



MALAYSIAN INSTITUTE OF ESTATE AGENTS INSTITUT EJEN HARTANAH MALAYSIA (SABAH BRANCH)

Date : 6 February 2023

Dear Members,

NOTICE OF ANNUAL GENERAL MEETING (MIEA SABAH)

Notice is hereby given that the State Branch Annual General Meeting will be held on:

Date	7 th March 2023 (Tuesday)
Time	2.00pm
Venue	MIEA Sabah Secretariat (No. 11-3, 3 rd Floor, Lot 22, Block C, Lintas Square)

The agenda following :

1. Establishment of quorum.
2. Meeting call to order.
3. Chairman's address
4. To confirm the minutes of the 2022 Annual General Meeting
5. Matters arising therefrom
6. To receive the Annual Report of the Branch Committee Members.
7. To receive the Statement of Income and Expenditure for the year ended 2022.
8. To adopt the Income and Expenditure Budget for 2023.
9. To elect Branch Office Bearers for the Term 2023-2025
10. To consider Notices of Motions, if any, where due notice of not less than 14 days has been given.
11. Other matters.

Thank you.

Yours faithfully,
MALAYSIAN INSTITUTE OF ESTATE AGENTS



FIONA WONG
State Branch Secretary

SECRETARIAT OFFICE

DBKX NO. 11-3, 3RD FLOOR, LOT 22, BLOCK C, LINTAS SQUARE, LUYANG, 88300 KOTA KINABALU, SABAH
Phone: 011-5112 3482

MIEA Sabah AGM
@ 2pm, 15 March 2023
MIEA Sabah Secretariat
11-3 (3rd Floor) Lot 22
Block C Lintas Square



MIEA BRANCHES : NOTICE OF AGM



**MIEA Sarawak AGM
@ 4pm, 15 March 2023
The Brooke Chamber, Sarawak Club
Jalan Taman Budaya
93000 Kuching**



MALAYSIAN INSTITUTE OF ESTATE AGENTS (SARAWAK BRANCH)

c/o ULTIMATE PROFESSIONAL CENTRE (UPC), 2nd Floor, No 16, Jalan Bukit Mata,
93100 Kuching Sarawak

Tel / Fax : 082 – 23 4811 Email : secretariat.sarawak@miea.com.my

Date : 06th February, 2023

Dear Members,

NOTICE OF ANNUAL GENERAL MEETING

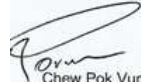
Notice is hereby given that the 10th State Branch Annual General Meeting will be held at **The Brooke Chamber, Sarawak Club, Jalan Taman Budaya, 93000 Kuching, Sarawak** on 15th March 2023 (Wednesday) at 4.00pm.

The agenda following :

1. Meeting called to order.
2. Establishment of quorum.
3. Chairman's address
4. To confirm the minutes of the 9th Annual General Meeting
5. Matters arising there from
6. To receive the Annual Report of the Branch Committee Members.
7. To receive and adopt the Statement of Income and Expenditure for the year ended 2022.
8. To adopt the Income and Expenditure Budget for 2023.
9. To elect State Branch Committee Members.
10. To consider Notices of Motions, if any, where due notice of not less than 14 days has been given.
11. Other matters.

Thank you.

Yours faithfully,
MALAYSIAN INSTITUTE OF ESTATE AGENTS


Chew Pok Yun
SECRETARY 2021/2023



MEMBERSHIP RENEWAL

Extract from Email to Members on Membership Renewal.

Warm greetings from the Board of Directors and Membership Committee!

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

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

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

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

Attached proforma invoice for your kind action.

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



MIEA Members

**Thank
you!**

**your support
for 2022**

MIEA TOASTMASTERS CLUB

MIEA Toastmasters Club meeting #107

Theme : *Embracing Change*

Word of the Day : *INTROSPECTION

Date: 20 February 2022 (Monday)

Time: 7.30pm-9.30pm

MIEA Toastmasters are committed to personal growth and development. Introspection is a vital tool in navigating change, and it helps us to understand ourselves better, our values, our strengths, and areas for improvement.

On behalf of the members of MIEA Toastmasters Club, we would like to express our sincere appreciation to Past District Director DTM Srinivas K M - Maxwell Leadership Certified Coach for taking the time to serve as the General Evaluator for our meeting #107.



MIEA Toastmasters Club Meeting #108

Theme : Embracing Change

Word of the Day : Equality

Date : 20 March 2023

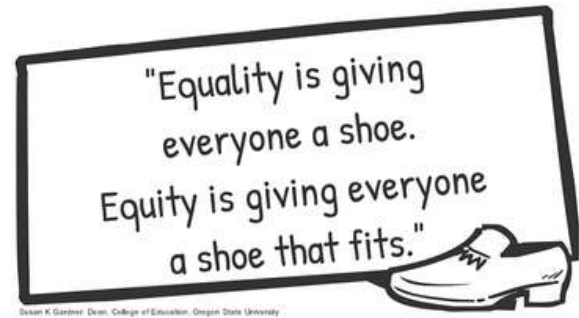
Special thanks to the General Evaluator & Table Topic Evaluator Charles Tan for taking 2 role players at this meeting.



INTERNATIONAL WOMENS DAY - 4 March 2023

MIEA jointly organised the International Women's Day with Majlis Perwakilan Penduduk Zone 4 MBSJ, and Damen Mall USJ1 on March 4, 2023.

This year's theme is Embrace Equity. Equity recognizes that each person has different circumstances, and allocates the exact resources and opportunities needed to reach an equal outcome.



Amazing women volunteered to be apart of this and special thanks goes out to Sec Gen Evon Heng, RNC Juliana Teh & Carol Yong for putting up a great event.



INTERNATIONAL WOMENS DAY - 4 March 2023



Women In Real Estate Celebrated By MIEA In The Run Up To International Women's...

An International Women's Day Event was jointly organised by Malaysian Institute of Estate Agents (MIEA), Majlis Perwakilan Penduduk Zone 4 MBSJ,...

An International Women's Day Event was jointly organised by Malaysian Institute of Estate Agents (MIEA), Majlis Perwakilan Penduduk Zone 4 MBSJ, and Damen Mall USJ1 on March 4, 2023. The Guest of Honor, Michelle Ng, ADUN Subang Jaya delivered the Keynote Address and moderated a forum on the role of women in society.

Some 30 booths were operated solely by women entrepreneurs in the 2-day event signifying the increasing role of woman in entrepreneurship.

Other Speakers & Panellists included, MIEA President Chan Ai Cheng, Sheila Wong (SWET Group), Carrie Lee (Ms Chinese Cosmo), Priscilla Alfred (Air Selangor), Ainal Maryam (Homefield), Evelyn Woon (DaMen), Mandy Low (Medi Beaute), Dr Elaine Loo (Parent First) and Evon Heng (PropNex).

MIEA President Chan Ai Cheng, who is the third lady and a first, second Generation President of the Institute, is the daughter of MIEA Past President Charlie Chan (SKB Real Estate). MIEA the oldest and largest Real Estate Association is a co-organizer of this event. She led the forum on "Being a Woman in a Male Dominated Industry".

Women have made grounds in a male dominated real estate profession comprising of approximately 30,000 practitioners. They contributed the foray of woman in real estate due to the fact that the profession is firmly on the grounds of a no gender, age nor race culture and thrust by professionalism, passion and dedication while maintaining high values and moral standards in their practice. Real Estate practice gives a level playing field for all gender and that woman still has much room to play a leadership role at all levels in real estate profession.

"Men and Women both have a part to play in the development of a nation and gender alone should not be the determinant of what one can contribute" says MIEA President Chan Ai Cheng.

In line with International Women's Day, MIEA will kickstart a "Women in Real Estate" platform for women realtors to network with other professionals in the field, to share ideas and insights; provide a learning environment; help improve their skills & knowledge and promote advocacy for women to advocate their rights and raise awareness of their issues.

The platform will also provide mentorship opportunities to younger women starting out in the field of real estate.

This is considered a positive step to attract woman and to help them grow in the real estate profession.

On this International Women's Day, let us all show appreciation, respect, and love, to all the incredible women in our lives, be it your mother, wife, or daughter. Let us show, that we are proud of their efforts and pledge to create a world where women can also thrive alongside the other gender.

INTERNATIONAL WOMENS DAY - Star Feature

StarProperty

FRIDAY 3 MARCH 2023

www.starproperty.my

@StarProperty

StarProperty

StarPropertyTV

Women powerhouses

In an industry that is historically dominated by men, these successful women in real estate step up to the plate.

> See inside pages



From front left are Malaysian Institute of Estate Agents president Chan Ai Cheng, Tropicana Corporation Bhd (Tropicana) deputy chief executive officer (CEO) Joanne Lee, Mah Sing Group Bhd (Mah Sing) group strategy and operations director Jane Leong and Veritas Design Group vice president Lillian Tay. From back left are KIP REIT executive director Valerie Ong, ILP Realty chief executive officer Iyon Lai, Titi Jaya Land Bhd executive director Charmaine Lim Puay Fung and SDB managing director Teh Lip Kim.

INSIDE
THIS
ISSUE



FEATURED DEVELOPMENT

Live well in exquisitely
crafted space at Bon Kiara
> 4



FEATURED DEVELOPMENT

Technology in vogue at
the heart of Nada Embun
> 8



SPECIAL FEATURE

All the
single ladies
> 10 & 11



To spur the property sector, both market segments need to be looked into, said Chan.



A real estate negotiator has flexible working hours so it's beneficial to working mothers, said Lai.



The challenges go back to the traditional societal expectation of women, said Mardiana.

Women's say

When asked about how women thrive in an industry where they are the minority, they said that they adapted by embracing professionalism in their work.

Malaysian Institute of Estate Agents president Chan Ai Cheng said the most common misperception in her profession is that men were viewed as more competent when it comes to business dealings and are more able to close deals in commercial and industrial property segments, while women are better in the residential segment only.

"But at the end of the day, though stereotyping exists, it is easily overcome when one is knowledgeable, able to hold and carry themselves well and deliver the results," she said.

Real estate agency iLP Realty chief executive officer Ivon Lai said being passionate about the industry has kept her moving despite having to put in extra hard work to

prove herself and build her agency's reputation.

"I needed to put in double, triple or even more effort to prove myself through results. Apart from (delivering) results, (building) integrity and reputation is very important. My passion for the property industry has kept me moving. I constantly keep myself up-to-date about market trends and review my company's (strategic) position. I'm always thinking out of the box and going towards the blue ocean strategy to provide total solutions for our clients," she told StarProperty.

She also encourages women to join real estate businesses as it is advantageous to women in its own way.

Flexible working hours

"A real estate negotiator has flexible working hours so it's beneficial to a working mother. Besides a lucrative income, a healthy work-life balance is achievable. This industry (allows) for more exposure (to a variety of) people every day. For women (who are equipped with) property investment knowledge, joining this industry can help them become an investor-manager of their own properties in order to achieve financial freedom," she said.

Ai Cheng concurs that real estate is a suitable vocation for women, adding that female agents are viewed as more trustworthy by buyers and sellers as well as landlords and tenants.

"Generally women agents are more patient, show empathy and build rapport with clients. Real estate is

a very suitable business for women. The ability to set your own schedule is ideal for women who have other responsibilities at home such as taking care of children or ageing parents. As real estate is a people-centric business, women can put into good use their communication and relationship-building skills. The monetary rewards correlate to the effort," she said.

UEM Sunrise Bhd chief development officer Mardiana Rahayu said women are synonymous with the ability to multi-task, sensitivity to details, assertiveness and steadfastness. These are important qualities in the construction industry.

"Women are known to be assertive and no-nonsense in their views and opinions and tend to steer projects towards timeliness of delivery. Our inherent ability to juggle and manage priorities, and our resourcefulness are often needed to ensure cost is well within what has been allocated," she said.

She said the challenges go back to the traditional societal expectation of women to be a homemaker and child-rearing while men are expected to be the breadwinner.

"This is still the case in 2023 Malaysia for many of us," she said, adding that more women will be attracted to join the sector if the opportunity for advancement in terms of promotion and wage are improved for women.

"Statistics have shown that there is still a wage difference between men and women in the construction sector with men either earning more, getting promoted faster or simply given more opportunities to say, take on international roles that require frequent travelling," she pointed out.

← → ↻ edgeprop.my/iwd2023/?fbclid=IwAR0aiQVE1sYNRiUx2dMT6FQZMmmOm0_tah5bb2VKpjlwnMolmoENvddjvcU

☆ □ A Update

EdgeProp

Technology know-how is crucial for success

Having a growth mindset has led to me where we are today. In 2018, I faced a significant hurdle when I had to close our previous company and transition to PropNex (Singapore).

However, by embracing their principal values, we were able to establish operations in Malaysia and build a sustainable business model from scratch.

Challenges are constant in our evolving industry, but experimentation and digitization keep us connected and adaptable.



EVON HENG

Chief Operating Officer
PropNex Malaysia

WOMEN IN REAL ESTATE PLATFORM

In line with International Women's Day (celebrate 8 March each year), MIEA kickstart “Women in Real Estate Platform” to provide a platform for women to network with other professionals in their field –

- To share ideas and insights, learn about new trends and developments in the industry;
- Education & Training opportunities to help women improve their skills and knowledge in the field;
- Advocacy as a forum for women to advocate for their rights and raise awareness of these issues;
- Mentorship opportunities to provide guidance and support to younger women starting out in the field of real estate.



President Chan Ai Cheng & Puan Munirah Muhammad launched the Women in Real Estate Platform within MIEA on March 11, 2023 in conjunction with MAREC Summit 2023.

Interested to be apart of this platform? Get in touch
secretariat@miea.com.my
 Ref : MIEA - WIRE



REN NETWORK (RNC)



MALAYSIAN INSTITUTE OF ESTATE AGENTS

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

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



NOTICE IS HEREBY GIVEN THAT THE FIRST ANNUAL GENERAL MEETING OF THE REN NETWORK SHALL BE HELD ON A HYBRID FORM AS FOLLOWS :

Date : 5 May 2023, Friday
Time : 2:30pm
Venue : MIEA Training Centre
C-26-07, Level 7, Blk C, 3 Two Square
No. 2, Jln 19/1, 46300 Petaling Jaya, Selangor

And Via ZOOM

AGENDA

1. The meeting called to order
2. Establishment of Quorum
3. REN Network Protom Chairman's address
4. Address by President of MIEA
5. Presentation of Annual report by Protom Sec Gen
6. Appointment of Returning officer
7. To present the new By-Laws and election procedures
8. To elect the office bearers for the term 2023-2025
9. Acceptance speech by the new Chairman
10. To deliberate and vote on any motions received
11. Any other matters
12. Meeting Adjourned

By order of the REN Network Committee



LYNNE TAN (RENM3000264)
Secretary

Date : 31 Mar 2023

BRANCH OFFICES

Penang : Unit 9 & 10, 5th Floor, Axis Complex, 35, Jalan Cantonment, 10350 Penang, Malaysia • Tel/Fax No. : +604 - 228 8333 • secretariatpg@miea.com.my
Perak : No. 155 & 157, Jalan Sultan Iskandar Shah (Hugh Low St), 30000 Ipoh, Perak, Malaysia • Tel No. : +605-253 8014 • secretariat.perak@miea.com.my
Johor : No. 33-02, Jalan Putra 1, Taman Sri Putra, 81200 Johor Bahru, Johor, Malaysia • Tel No. : +607 - 562 8370, Fax No. : +607 - 562 8371 • secretariat.johor@miea.com.my
Sarawak : 1st Floor, No. 18-S, Lot 2995, Wisma Keretapi, Jalan Tun Ahmad Zaidi Aducci, 93200, Kuching, Sarawak, Malaysia • Tel No. : +6082 - 234 811 • secretariat.sarawak@miea.com.my
Sabah : T1-3, 3rd Floor, Lot 22, Block C, Lintas Square, Luyang, 88300 Kota Kinabalu, Sabah, Malaysia • Tel No. : +6088 - 266 066 • secretariat.sabah@miea.com.my

INTERNATIONAL UPDATES - ARENA COP 9 MARCH



From Left : IEA Sam Ong, CVEA Sorn Seap, VREA Phan Huu Thang, MRESA Khin Maung Than, TAF Ms Pattama Chantranukul, PAREB Mary Daphne, MIEA President Chan Ai Cheng, AREBI Indonesia Jessica, VREA Duong Kim Dzung, ARENA Founders K Soma Sundram, Jeff Foo and Nelson Arquiza



The ARENA Council of Presidents met on 9 March 2023 to discuss plans to connect members of the associations within ARENA for cross border learning and business collaborations.



INTERNATIONAL UPDATES - ARENA Online Campus

Hosted by IEA
via zoom



ARENA
ASEAN REAL ESTATE NETWORK ALLIANCE

ONLINE
REAL ESTATE EDUCATIONAL
CAMPUS

To be held last Wednesday of every month
at 3.00pm (Singapore Time)

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




Wednesday | 29/03/2023 | 3:00 pm
(Singapore Time)

Register Here:
https://us02web.zoom.us/join/register/WN_3yXf5DpTX6Ewy1mg1Xn8w

**Malaysia Real Estate
Practice & Law**

Guest Speakers:

Ms Chan Ai Cheng
President
MIEA Malaysia

Mr Soh Gee Kian
Managing Partner
GK Soh & Partners
Malaysia



Hosted by IEA
via zoom





President Chan Ai Cheng was invited as the first speaker to kick start the ARENA Online Campus, a monthly webinar hosted by IEA Singapore. Special thanks to IEA President Sam Ong for hosting and Lawyer Soh Gee Kian for his insightful presentation.

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.

•19/04/2023 – All About Johor Real Estate & MM2H.
(Bring forward a week due to IEA AGM on Wed 26/04)

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.

Introduction



ACT 242 RULES 1986 STANDARDS
(Malaysian Estate Agency Standards 3rd Edition 2020)

CIRCULARS
DIRECTIVES
GUIDELINES




ASSOCIATION - NAR ASIA PARTNER UPDATE

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

TUESDAY // MARCH 28 FOR ASIA/PACIFIC
(Monday, March 27 from 9:00-10:00pm CT)

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

QUESTIONS?

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



MIEA CEO PP Soma Sundram represented MIEA at the NAR Asia Partner Update & Virtual Networking Event on March 28, 2023. It was a good time of update and also reconnecting with NAR members from across Asia Pacific.

Vicky Silvano is NAR's Global Ambassador to Malaysia, Singapore & Philippines.



ASSOCIATION - REHDA 50TH 15 MARCH



MIEA supported REHDA's 50th Anniversary Dinner to join in the celebration of a momentous milestone for REHDA. The Guest of Honour was our PM YAB Dato Seri Anwar Ibrahim & MOHLG YB Nga Kor Ming.

President Chan Ai Cheng was invited as a guest seated with the Presidents of Associations.



ASSOCIATION - FIABCI Malaysia Property Awards 2022



MIEA supported FIABCI's Malaysia Property Award 2022 held at One World Hotel on 18 March 2023.

VP Kelvin Yip represented President Chan Ai Cheng on the VIP table as Vice President in the FIABCI National Council.



ASSOCIATION -MALAYSIAN BAR COUNCIL



PE Tan Kian Aun and CEO PP Soma Sundram represented MIEA at the Bar Council's Annual Dinner & Dance 2023. More updates to follow on MIEA's involvement with the Bar Council.





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	2.00pm - 5.00pm	3 Hours	21 Feb 2023, Tue
Module 2 - Task 1 Agency Process	2.00pm - 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

Past Sessions



**Module 1 : Orientation, Work Diary,
Record of Experience**
Tuesday, 21 February 2023



Module 2 : Task 1
Tuesday, 28 Feb 2023



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

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

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



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

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

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

For Google Play



For App Store





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



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

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

Key Contact Persons:

Name Position Contact No. and email address

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



Flexibility to save more with UOB Mortgage

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

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

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

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



Right By You