

Message From The President

METTLE MAY!

Firstly, I would like to wish all our Muslim members a very **Selamat Hari Raya!** A month of fasting (and daily celebration of breaking fast together) now followed by a month of getting together with friends and family. The traffic in KL/Selangor testifies that economic activities is back in full swing which is good news for us.

I have been catching up with members of the Institute over this past 2 weeks to get a feel of the happenings on the ground. Still too early to form a conclusion at this point. If you would like to share how your business is doing and how MIEA can assist you, do get in touch with secretariat and schedule a meet with me. We can only be relevant to the industry when we know the achievements and challenges of our members.

Congratulations REN Network Chairman and Committee for putting together yet another very powerful sharing session on 27 May 2022 - check the highlights in the following pages of the bulletin,

MIEA continues to be in the news on the state of the property market, beware of property scams, latest happenings on the announcement on the possible ban of homestay in Penang and more.

Do Share the Bulletin.



PRESIDENT CHAN AI CHENG

Ai Cheng

The AGM for 2022 was held via zoom on Saturday May 14, 2022. Special thanks to the BODs, Secretariat and members for supporting the AGM.

Next AGM will be a hybrid one to meet the needs of our local members and members from other states to join in.

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

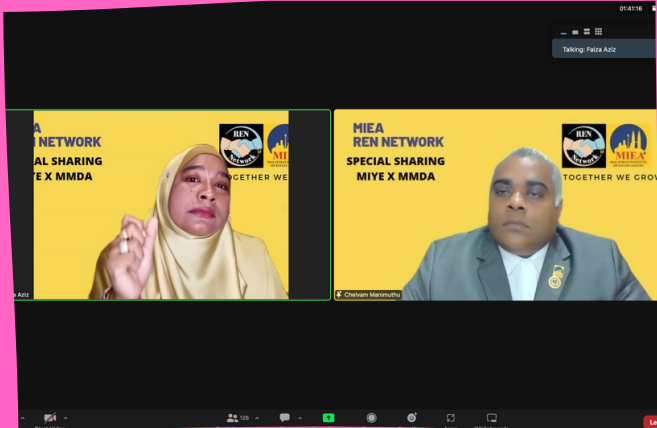
- Developer Initiative In Areas Of Project Marketing
- System To Track Bookings & Sales

Contents



Pasaran hartanah pulih pada 2022

PEMULIHAN yang kukuh pada 2021 dari 2020 mencerminkan keyakinan pengguna dan pasaran hartanah yang lebih baik bagi tahun ini, kata Institut Ejen Hartanah Malaysia (MIEA).



04 MIEA IN THE NEWS

- Rising Cost
- Property Market Report 2021
- Property Scam
- OPR
- Short Term Rentals

20 MEMBERSHIP BENEFITS

Membership has its priviledges

22 REGULATORY UPDATES

- BOVAEP
- AMLA - BNM
- LHDN - Withholding Tax
- HRDF
- MACC
- PERKESO

34 REN NETWORK

Negotiation & Closing - High Income Skills

38 NREA FEATURE

MIEA Million Dollar Achiever
Lionel Saw

MIEA IN THE NEWS : RISING COST

Construction Cost & Prices

27 April 2022

Via Google Translate

However, Chan Ai Cheng, Chairman of the Malaysian Association of Real Estate Agents, revealed that the price of landed housing in the secondary market has risen by about 20% since last year. Since this year, the price of domestic popular areas has almost hit a new high every month.

This is because people tend to have more spacious residential space during the epidemic, and the limited land has also led to a surge in landed properties, and then the popularity of related locations is very high



中國報
CHINA PRESS

ChinaPress 27 April 2022

Extract from City & Country TheEdge On Rising Construction Cost



"We have to do a lot of value engineering to [control] property prices; if not, future designs could have smaller built-up areas in order to maintain the pricing." – Zaini



"In 2021, developers reported that the cost of doing business had gone up by 18%, and one of the key components of this increase was construction costs." – Tong



"If the developer wants to maintain its profit margin, there would be an increase in the final selling price of the product. Based on the 19% increase in cost, easily there would be an 8% to 12% increase in selling price." – Ho

edgeprop.my/content/1902153/rehda-developers-face-balancing-act-

NEWS

Rehda: Developers face balancing act in pricing properties as construction costs expected to spike 19%

f Facebook t Twitter s WhatsApp i LinkedIn e Email



JUSTIN LIM / THEEDGEMARKET.COM
March 15, 2022 | Updated 2 months ago

MIEA IN THE NEWS : OPR

Pendapat beliau turut disokong Presiden Institut Ejen Hartanah Malaysia (MIEA), Chan Ai Cheng yang melihat situasi kenaikan OPR tidak begitu membimbangkan kerana harga hartanah masih dipengaruhi permintaan dan penawaran.

"Terdapat kenaikan tetapi jumlah atau kadarnya tidak begitu membimbangkan. Sebaiknya pemilik kediaman perlu buat semakan dengan bank mengenai kadar ansuran terkini bagi mengelak masalah tunggakan dan sebagainya.

"Bagi bakal pemilik kediaman pula, mereka tidak perlu panik membeli kediaman sebaliknya ikut kemampuan dan keperluan kerana itu membantu kawalan terhadap aliran kewangan masing-masing.

"Situasi pasaran atau harga rumah masih ditentukan penawaran dan permintaan. Faktor lain juga yang tidak boleh diabaikan ialah kenaikan harga bahan mentah dan juga kos pembinaan menyebabkan harga hartanah mengalami kenaikan," katanya.

Beliau turut menggesa pemilik hartanah untuk mengemas kini kadar semasa bagi ansuran pembiayaan kediaman perlu dilunaskan bagi mengelak sebarang masalah berpunca kenaikan OPR terbabit.

© New Straits Times Press (M) Bhd



Kenaikan tak merisaukan

KENAIKAN Kadar Dasar Semalaman atau Overnight Policy Rate (OPR) sebanyak 25 mata asas kepada 2.0 peratus dari 1.75 peratus seperti diumumkan Bank Negara Malaysia...

MSN

MSN 19 May 2022

→ ↺ 🔒 hmetro.com.my/PnP/2022/05/843760/kenaikan-tak-merisaukan



Harian Metro 20 May 2022

MIEA IN THE NEWS : PROPERTY MARKET REPORT 2021



Pasaran hartanah pulih pada 2022

PEMULIHAN yang kukuh pada 2021 dari 2020 mencerminkan keyakinan pengguna dan pasaran hartanah yang lebih baik bagi tahun ini, kata...

Harian Metro 4 May 2022

PEMULIHAN yang kukuh pada 2021 dari 2020 mencerminkan keyakinan pengguna dan pasaran hartanah yang lebih baik bagi tahun ini, kata Institut Ejen Hartanah Malaysia (MIEA).

Presiden MIEA Chan Ai Cheng berkata yang lebih penting, orang ramai perlu mengambil serius bahawa indeks harga rumah sudah menyaksikan peningkatan ketara kepada RM320,000, berbanding RM295,000, pada 2020.

Menurut laporan pasaran hartanah MIEA yang terkini, jumlah urus niaga untuk 2021, naik 1.5 peratus kepada 300,497 unit dengan nilai RM144.87 bilion, menokok 21.7 peratus dalam tempoh yang sama berbanding tahun sebelumnya.

"Peningkatan peratusan mungkin kelihatan kecil tetapi ia menandakan pemulihan.

"Suku terakhir 2021 menyaksikan penambahan yang mencetuskan jumlah transaksi sebanyak 99,462 unit, yang kami percaya mungkin sebahagian besarnya disumbangkan oleh insentif Kempen Pemilikan Rumah (HOC) yang berakhir pada Disember 2021," katanya.

Seperti pada tahun-tahun sebelumnya, Chan menjelaskan sektor kediaman adalah yang paling mantap, menyumbang 66.2 peratus dengan 198,812 transaksi bernilai RM76.9 bilion, manakala sektor pertanian mencatatkan 18.9 peratus dan sektor komersial menyumbang 7.5 peratus.

Negeri-negeri berikut menyumbang lebih daripada 50 peratus jumlah urus niaga, iaitu Selangor (61,507), Perak (36,893), Johor (36,145) dan Kedah (25,077).

Laporan itu juga menyerlahkan bahawa jumlah keseluruhan daripada 43,860 hartanah kediaman baharu sudah dilancarkan pada tahun lalu yang merangkumi 31,678 (43.3 peratus) hartanah bertanah dan 13,182 (25.9 peratus) bertingkat tinggi.

Namun, hanya 39.3 peratus daripadanya berjaya dijual, menghasilkan hartanah yang tidak terjual sebanyak 36,863, tertinggi sejak lima tahun lepas.

Laporan itu juga menjelaskan senario ini amat membimbangkan pemaju kerana ia boleh menjejaskan aliran tunai mereka.

"Pembeli perlu diberi amaran supaya tidak terlalu terkejut dengan kenaikan hartanah tidak terjual kerana ini bukan menggambarkan realiti bagaimana pasaran hartanah bergerak," katanya.



MIEA IN THE NEWS : PROPERTY MARKET REPORT 2021

PETALING JAYA: Buyers are going for more recreational facilities to be included in their housing projects.

“Environment and lifestyle now play a big part in their decision-making process.

“Gone are the days when home owners only want a roof over their heads,” said Malaysian Institute of Estate Agents president Chan Ai Cheng.

The top three facilities buyers would look for are a swimming pool, well-equipped gymnasium and games court, according to Chan.

In a gated and guarded community, buyers also want security, walk paths and cycling tracks, and extensive landscaping for that “resort feel”, she said.

Within a high-rise development, extensive facilities including rooftop gardens, car parks, impressive entrance statements and lift lobbies are much sought after.

To impress buyers, developers are building new and improved facilities.

“Developers are setting a new standard in terms of the number of facilities within a development.

“They are the key in attracting would-be home owners and as such, developers would go all out to impress buyers,” she said.

However, Chan said recreational facilities may not be enough, especially for teenagers who need more space for games and sports.

In the city, there is an issue of space due to high land cost, she said.

“This is where games centres could come into play.

“The centres could house tennis or badminton courts, swimming pools and other activities under one roof,” said Chan.

The Star 23 April 2022

TheStar

THE STAR, SATURDAY 23 APRIL 2022

People go for more recreational facilities when buying homes now

By FATIMAH ZAINAL
newsdesk@thestar.com.my

PETALING JAYA: Buyers are going for more recreational facilities to be included in their housing projects.

“Environment and lifestyle now play a big part in their decision-making process.

“Gone are the days when home owners only want a roof over their heads,” said Malaysian Institute of Estate Agents president Chan Ai Cheng.

The top three facilities buyers would look for are a swimming pool, well-equipped gymnasium and games court, according to Chan.

In a gated and guarded community, buyers also want security, walk paths and cycling tracks, and extensive landscaping for that “resort feel”, she said.

Within a high-rise development, extensive facilities including rooftop gardens, car parks, impressive entrance statements and lift lobbies are much sought after.

To impress buyers, developers are building new and improved facilities.

“Developers are setting a new standard in terms of the number of facilities within a development.

“They are the key in attracting would-be home owners and as such, developers would go all out to impress buyers,” she said.

However, Chan said recreational facilities may not be enough, especially for teenagers who need more space for games and sports.

In the city, there is an issue of space due to high land cost, she said.

“This is where games centres could come into play.

“The centres could house tennis or badminton courts, swimming pools and other activities under one roof,” said Chan.

Real Estate and Housing Developers’ Association Malaysia (Rehda) acting president Datuk NK Tong said: “There is a trade-off between providing more facilities and making homes more affordable.”

Tong said the amenities have maintenance costs as well.

“We don’t want to put in something that is too expensive to maintain,” said Tong, adding that open green spaces have remained a popular requirement among homebuyers.

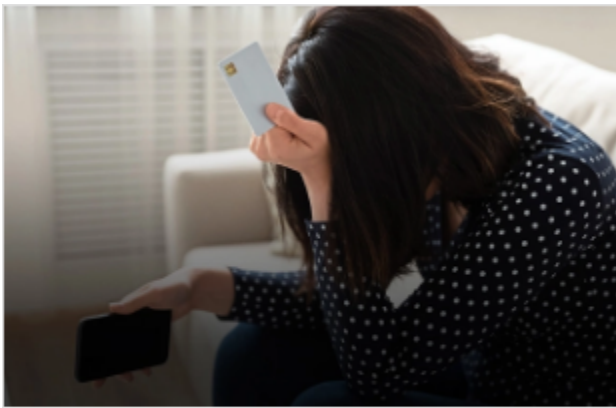
“Trends are changing all the time but for young families, open parks are still very popular,” he said.

For landed development, developers are required by the authorities to provide parks but there are also developers of bigger townships that go the extra mile by offering extra facilities, he said.

For development in city centres such as Kuala Lumpur, Tong said there were many public amenities such as the KLCC Park, Perdana Botanical Garden and Titiwangsa Park.

“Our parks are usually not crowded and recreational facilities are there for people. Our cities are not lacking in green and open spaces so it is up to people to take advantage of them,” he said.

MIEA IN THE NEWS : PROPERTY SCAM



Have property scams grown in the pandemic?

Home buyers should verify the authenticity of the real estate practitioners they are dealing with

By Yanika Liew

If you are new to the property scene, dipping your toes in can feel like taking a dive. It can be intimidating to wade through stories of digital impersonations, stolen deposits and backdoor deals. The digitalisation of commerce has skyrocketed as a result of the pandemic. Enterprising companies are launching platforms for their services in a changing market and property is no different. With more real estate businesses moving online, it is easier than ever for fraudulent transactions to take place.

Take the recent cases in Singapore where scams involved convincing victims to pay a home-viewing deposit to secure an appointment. Armed with unregistered identity cards, scammers impersonated property agents by sending a picture of their credentials to the victims. There are multiple instances of scammers uploading fraudulent listings on websites. By the time their victims realise they have been duped, it is already too late.



“Scammers use technology and social media to reach out to prospects more easily. It is very disturbing and there is very little anyone can do to help buyers and sellers who have been cheated by unregistered estate agents or unregistered real estate negotiators,” Malaysian Institute of Estate Agents (MIEA) president Chan Ai Cheng said.

Real estate transactions are a gold mine for scammers, as the process involves large amounts of money being transferred to another account. Scammers can create fake online websites to get customers to bank in the money to them, Propnex Realty chief operating officer Evon Heng commented, who is also MIEA secretary-general.

According to both Chan and Heng, many transactions involve collecting a deposit in a sale or rental, and this money is kept by the individuals. It is a very common case for scammers to abort the deal without returning the refund, causing the buyer to lose out on the deposit. Whereas a registered agent is required to transfer any and all deposits to an account managed by the firm, under the client’s name. This ensures that the buyer is protected by the law should anything happen, significantly reducing the risk of exploitation.

MIEA IN THE NEWS : PROPERTY SCAM

Another common scam involving property is the sale of a project that is non-existent, such as the scam promising victims affordable housing. Scammers claim they have access to units from a high-demand affordable housing scheme, without complying with the eligibility criteria.

While there are instances of affluent victims being caught up in these scams, Chan reports that a majority of property scam victims are in the B40 category, the second being the M40. These groups are less aware or experienced in real estate matters.

Similarly, those located away from the city, in small, rural towns are disproportionately targeted. These areas are especially vulnerable due to fewer safety nets available. With B40 families having fewer resources than other income groups, they have more to lose and fewer pathways to receive support, whether from authorities or their community.

So who do you have to watch out for? Chan outlined a framework the public can use when identifying these scams.

“The case of scams defined as defraud or embezzlement in an estate agency transactions is predominantly by illegal brokers as they are not regulated by law and also because they need not operate via a firm,” Chan said.

Real estate practitioners are required to follow strict guidelines when advertising, which include the practitioner’s real estate negotiator (REN) or real estate agent (REA) number and the registration number of the firm they represent.

This is crucial information that the public can use to verify with the Board of Valuers, Appraisers, Estate Agents and Property Managers (BOVAEA). Those who are unable to present proper paperwork should be questioned.

Chan also warned the public against real estate practitioners who pressure their clients into financial commitments, more so when they seem to be withholding information.

What can you do?

When you realise you have fallen for a scam, the first instinct is to panic. MIEA reported that one of the barriers to victims coming forward was the embarrassment they faced when they admitted to falling for a scam. Particularly in regards to transactions that do not involve a large sum of money, victims seldom choose to confront the situation.



MIEA IN THE NEWS : PROPERTY SCAM

Regardless of such inhibitions, Chan recommends victims lodge a report to the police. If the scam involves a housing development, victims should lodge a report with the Ministry of Housing and Local Government (KPKT). These reports will be able to provide authorities with data, assisting not just yourself, but future victims. In order to warn the rest of the public of such instances, she added that victims could contact the press for further outreach.

“Homebuyers are encouraged to work only with registered RENs or REAs, whose authenticity can also be verified via a written authorisation from the owners of the property being sold.

In the case of homeowners eager to rent or sell their property, reach out to professionals rather than appoint an unregistered broker, even if it is someone you trust. Especially when making deposits, ask yourself these questions; could it be an individual’s bank account you are sending your money to?

If it is a company, is it a registered one? “By no means it’s all safe and well, dealing with registered persons but at least they are known, the regulatory bodies are able to take more immediate action or even deregister them, there is accountability when one is registered,” Chan said.

As more and more Malaysians become comfortable handling transactions online, their vigilance begins to diminish.

“Not only are property scams more prominent, but other scams are also. Research and verification are vital for any transaction or purchase,” Heng said.

She noted that the digitalisation of real estate created other challenges for homebuyers and estate practitioners. Many people enjoy visiting the unit itself or its sales gallery when looking for property. These are preferences that will be easier to accommodate with the easing of Covid-19 pandemic restrictions, but the trend of digitalisation is not likely to falter in the coming years.

As the property industry continues to evolve, there will be new challenges for all stakeholders involved.

Learn more about protecting yourself in real estate transactions by visiting MIEA’s public awareness campaign, via www.instagram.com/myrealagents/



PULLOUT

**BEWARE OF
SCAMMERS**

MIEA IN THE NEWS : PROPERTY SCAM

12 FRIDAY 6 MAY 2022
SPECIAL FEATURE

StarProperty

Have property scams grown in the pandemic?

Home buyers should verify the authenticity of the real estate practitioners they are dealing with

By LIEW JIA YI (YANIKAI)
yanika.liew@thestar.com.my

If you are new to the property scene, dipping your toes in can feel like taking a dive. It can be intimidating to wade through stories of digital impersonations, stolen deposits and backdoor deals. The digitalisation of commerce has skyrocketed as a result of the pandemic. Enterprising companies are launching platforms for their services in a changing market and property is no different. With more real estate businesses moving online, it is easier than ever for fraudulent transactions to take place.

Take the recent cases in Singapore where scams involved convincing victims to pay a home-viewing deposit to secure an appointment. Armed with unregistered identity cards, scammers impersonated property agents by sending a picture of their credentials to the victims. There are multiple instances of scammers uploading fraudulent listings on websites. By the time their victims realise they have been duped, it is already too late.

"Scammers use technology and social media to reach out to prospects more easily. It is very disturbing and there is very little anyone can do to help buyers and sellers who have been cheated by unregistered estate agents or unregistered real estate negotiators," Malaysian Institute of Estate Agents (MIEA) president Chan Ai Cheng said.

Real estate transactions are a gold mine for scammers, as the process involves large amounts of money being transferred to another account. Scammers can create fake online websites to get customers to bank in the money to them, said Propnex Realty chief operating officer Ewon Heng, who is also MIEA secretary-general.

According to both Chan and Heng, many transactions involve collecting a deposit in a sale or rental, and this money is kept by the individuals. It is a very common case for scammers to abort the deal without returning the refund, causing the buyer to lose out on the deposit. Whereas a registered agent is required to transfer any and all deposits to an account managed by the firm, under the client's name. This ensures that the buyer is protected by the law should anything happen, significantly reducing the risk of exploitation.

Another common scam involving property is the sale of a project that is non-existent, such as the scam promising victims affordable housing. Scammers claim they have access to units from a high-demand affordable housing scheme, without complying with the eligibility criteria.

While there are instances of affluent victims being caught up in these scams, Chan reports that a majority of property scam victims are in the B40 category, the second being the M40. These groups are less aware or experienced in real estate matters. Similarly, those located away



from the city, in small, rural towns are disproportionately targeted. These areas are especially vulnerable due to fewer safety nets available. With B40 families having fewer resources than other income groups, they have more to lose and fewer pathways to receive support, whether from authorities or their community.

So who do you have to watch out for? Chan outlined a framework the public can use when identifying these scams.

"The case of scams defined as defraud or embezzlement in an estate agency transactions is predominantly by illegal brokers as they are not regulated by law and also because they need not operate via a firm," Chan said.

Real estate practitioners are required to follow strict guidelines when advertising, which include the practitioner's real estate negotiator (REN) or real estate agent (REA) number and the registration number of the firm they represent. This is crucial information that the public can use to verify with the Board of Valuers, Appraisers, Estate Agents and Property Managers (BOVAEA). Those who are unable to present proper paperwork should be questioned. Chan also warned the public against real estate practitioners who pressure their clients into financial commitments, more so when they seem to be withholding information.

With more real estate businesses moving online, it is easier than ever for fraudulent transactions to occur.

What can you do?

When you realise you have fallen for a scam, the first instinct is to panic. MIEA reported that one of the barriers to victims coming forward was the embarrassment they faced when they admitted to falling for a scam. Particularly in regards to transactions that do not involve a large sum of money, victims seldom choose to confront the situation.

Regardless of such inhibitions, Chan recommends victims lodge a report to the police. If the scam involves a housing development, victims should lodge a report with the Ministry of Housing and Local Government (KPKT). These reports will be able to provide authorities with data, assisting not just yourself, but future victims. In order to warn the rest of the public of such instances, she added that victims could contact the press for further outreach.

Homebuyers are encouraged to work only with registered RENs or REAs, whose authenticity can also be verified via a written authorisation from the owners of the property being sold. In the case of homeowners eager to rent or sell their

property, reach out to professionals rather than appoint an unregistered broker, even if it is someone you trust. Especially when making deposits, ask yourself these questions: could it be an individual's bank account you are sending your money to? If it is a company, is it a registered one?

"By no means it's all safe and well, dealing with registered persons but at least they are known, the regulatory bodies are able to take more immediate action or even deregister them, there is accountability when one is registered," Chan said.

As more and more Malaysians become comfortable handling transactions online, their vigilance begins to diminish.

"Not only are property scams more prominent, but other scams are also. Research and verification are vital for any transaction or purchase," Heng said.

She noted that the digitalisation of real estate created other challenges for homebuyers and estate practitioners. Many people enjoy visiting the unit itself or its sales gallery when looking for property. These are preferences that will be easier to accommodate with the easing of Covid-19 pandemic restrictions, but the trend of digitalisation is not likely to falter in the coming years.

As the property industry continues to evolve, there will be new challenges for all stakeholders involved. Learn more about protecting yourself in real estate transactions by visiting MIEA's public awareness campaign, via www.instagram.com/myrealagents/



"Scammers use technology and social media to reach out to prospects more easily," Chan said.



"Research and verification are vital for any transaction or purchase," Heng said.



MIEA IN THE NEWS : SHORT TERM RENTALS / HOMESTAY



Inside Story: Short-Term Rental Stays: Boon or Bane?

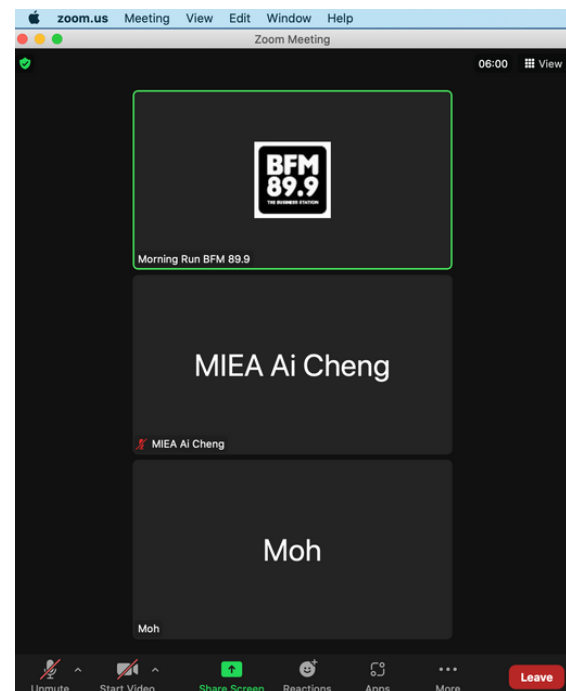
The Penang state exco has announced plans to ban short-term rentals and homestays, following complai



President Chan Ai Cheng was invited to share her thoughts on the recent announcement by the Penang State EXCO to ban homestay in Penang.

Do check the podcast for the replay of the interview by clicking on the image above.

29 April 2022



Morning Brief: Borders Are Open, So Should Short-Term Stays Be Allowed?

Short-term lets of the AirBnB variety have been excellent at mopping up excess supply but have been

 BFM 89.9 /

President Chan Ai Cheng was invited by BFM for Round 2 discussion on Short Term Rentals and HomeStays. This time on the morning brief at 7.45am Wednesday, 18 May 2022.

[Click on the image for link to the podcast.](#)

INTERESTING READS : SHORT TERM RENTALS

Extract from Skrine & Co

(Click Link Below For The Whole Article)

<https://www.skrine.com/insights/alerts/october-2020/federal-court-management-body-can-stop-short-term>

The Federal Court in the case of Innab Salil & Ors v Verve Suites Mont' Kiara Management Corporation [2020] 1 LNS 1131.

The High Court agreed with the MC's arguments and found that:

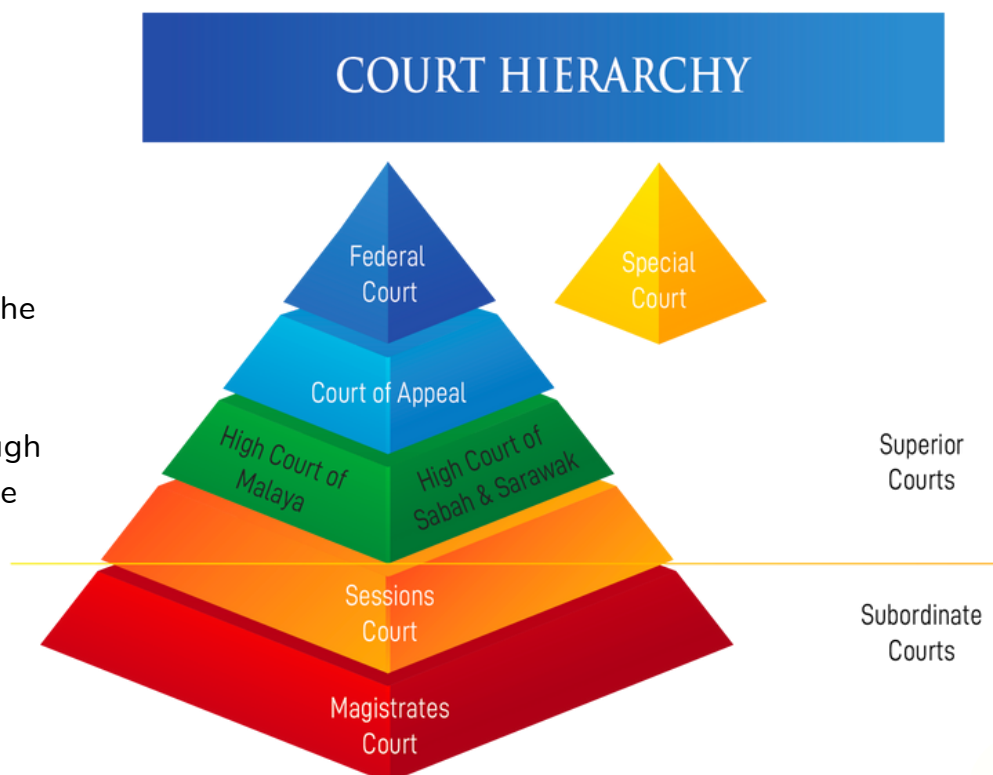
1. the relationship between the houseguests and the defendants is like that of hotel guests, that is, one of licensee and licensor;
2. the SMA is a social legislation wherein the MC is given the power to make by-laws for safety and security measures; and
3. the interest of the community in the strata body prevailed over the individual commercial interests of the defendants. Further, all parcel owners had signed a deed of mutual covenants comprising certain positive and negative commitments which tallied with the Rule.

The Court of Appeal Proceedings

The Court of Appeal upheld the decision of the High Court and stated that a tenancy exempt from registration under the National Land Code 1965 ("NLC") is not intended to cover short-term stays as it would be absurd to construe every booking for a short-term stay as a tenancy exempt from registration which must be endorsed on the document of title for the tenancy to be recognised.

CONCLUSION

This Federal Court decision cements the power of management bodies to curb the use of parcels for short-term rentals by way of passing additional by-laws, even though the category of land use of the development is commercial.



Accredited &
Recognized by:



MQA
Agensi Kelayakan Malaysia
Malaysian Qualifications Agency

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



APPLY
NOW

Executive Diploma in Real Estate Agency

(MQA/FA8131)

2 Years Course

MODE : Flexi/Face to Face

JUNE/JULY INTAKE

*Terms & Conditions Apply

Conducted by :



In collaboration with :



Special Exemption

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

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

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

For more information call
Pn.Faezah: 03 7960 2577

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

NAME: David Tan

POSITION: Board of Director, MIEA

PORTFOLIO: REN Network Committee

Career

- Entrepreneur in Healthcare & Tuition Industry 2003-2013
- REN & Senior REN 2014-2022
- Group Leader at Dutama Properties

Education

- Bachelor in Biomedical Science of UPM 2003

Recognition

- Frequent Top Achiever of his agencies
- MIEA Federal Territory REN of the year 2019

Contribution to MIEA

- Organizing Committee MAREC 2019-2022
- Speaker for MAREC 2019-2022
- Organizing Chair for REN Summit 2020 & 2021
- Speaker for REN summit 2020 & 2021
- MIEA REN Network chairman 2020-2022

Highlights

- Popularly known as David ThePropertyMan
- Produced >100 short educational real estate videos shared in David ThePropertyMan FB page
- Done >300 speaking and training assignments for his team, agencies, developers, and MIEA.
- Featured by Real Estate Malaysia (REM) magazine, JCI, Nanyang etc.

Hobbies

- Organizing educational events
- Meeting & learning from successful people of all walks of life.
- Watch educational short videos & Hollywood action movies
- Chinese chess, Bowling, Table tennis, basketball, jogging.



DAVID TAN

MIEA REN NETWORK CHAIRMAN



Will our Words and Action Help...

1. Build Teamwork & Camaraderie
2. Add Value in What We Say or Do
3. Create Positive Action
4. Benefit Our Members & the Institute

The MIEA Goodwill Test has been designed to help Real Estate Practitioners to be professional in their words and action.



DIPLOMA IN ESTATE AGENCY TUTORIAL CLASS



**Your Pathway
to a Professional
Career in
Real Estate**



Register Today

**03-79602577 | Ms. Faezah
education@miea.com.my**

REGISTRATION FEE
RM 200

CLASSES ON
MON - THURS (8-10PM)

Advantages to enrol the course with MIEA

- E-Notes & E-past year exam papers will be provided
- Experienced & Qualified Lecturers for each subject
- Save time & energy in the comfort of your home
- Q & A for 5 years exam papers
- After Work Learning Flexibility
- Direct interaction with lecturers during class
- Free revision class for each subject

MIEA MEMBERS IN THE NEWS!

We absolutely love celebrating the win of our members!

Congratulations Theresa! Fantastic feature in the Edge and we appreciate the kind words and reference to MIEA.

Quote :

"We've got the MIEA (Malaysian Institute of Estate Agents) to back us up and the BOVAEP (Board of Valuers, Appraisers, Estate Agents and Property Managers) for registered agents. When you say your fees are 3%, people don't really argue anymore because you are registered. You're not just some lady coming out to sell property with no licence."



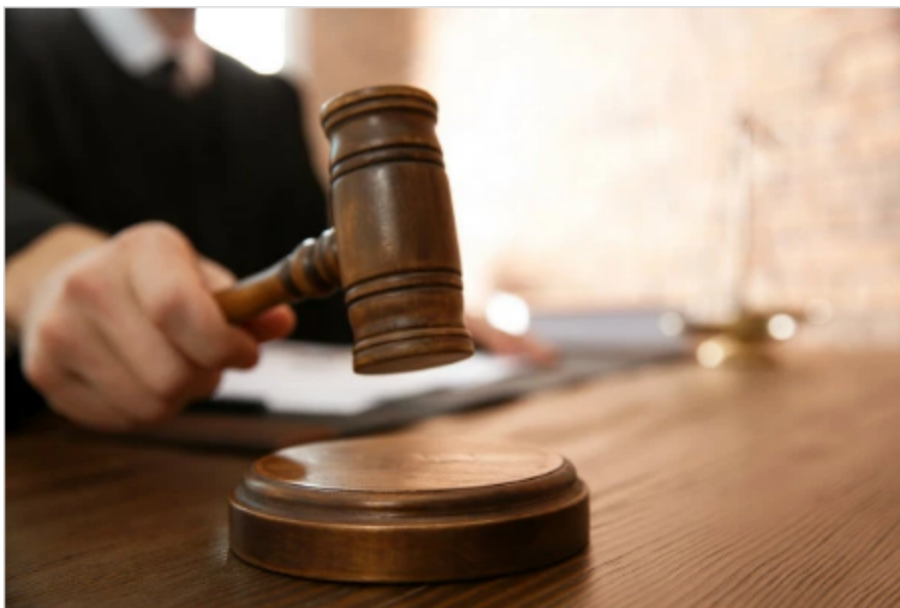
Watching the realtor field change through 35 years

Theresa De Silva caught a glimpse of the real estate industry in her mid-20s. "I started when I was 25." De

Have an achievement or a win to share with us?

Do email events@miea.com.my and let us know so that we can celebrate with you.

INTERESTING READ



Federal Court overturns Tribunal's ruling - balcony in show unit not part of SPA

The Federal Court recently delivered a significant ruling on the powers of the Tribunal for Homebuyer Claims and the principle of estoppel in housing ...

Extract from the Article :

The Federal Court recently delivered a significant ruling on the powers of the Tribunal for Homebuyer Claims and the principle of estoppel in housing development disputes. The ruling came on Feb 14 in the case of Country Garden Danga Bay Sdn Bhd v Tribunal Tuntutan Pembeli Rumah & Another (2020).



Exclusive Programme For
MIEA Member Only



STRUGGLING WITH RENOVATION?



Trouble finding
reliable contractor?



Expensive
renovation?



No time to
manage renovation?



Property not
appealing?

Oh My Gosh!
FREE RENO

General
renovation fee
RM3k - 10k?!

FREE RENO WORKS

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



INTERIOR
CONCEPTUAL
DESIGN



PROJECT
MANAGEMENT



CONCEPT
FEATURE
WALL



INSTALLATIONS



CURTAIN
FITTINGS



ELECTRICAL
& WIRING



DELIVERY



CLEANING
& DISINFECT

ULTIMATE SOLUTION



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



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



Enhance
property appearance,
increase value
- easy to find
tenants

JOIN OUR TRANSFORMER PROGRAM



Professional fees from
enhanced rental rates



Income from OMG
Free Reno incentives



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

Transformer Training:
Tuesday 2pm - 5pm

* Join our training to activate your Transformer ID



<https://omgfreereno.com>



We Will Rent Your Property!

Calling All Property Investors!

Have a condo that's been
vacant for months?

Invested property that's
not getting any returns?

Subscribe to our fully furnished package for as low as
RM499/month and get to participate in our “**Bao Kaliao**”
campaign.

- ✓ Fully furnished house
- ✓ Tenant secured
- ✓ Complete home transformation in 3 days!

LIMITED TO THE FIRST 100 UNITS!

Call or WhatsApp Us Now at 010 - 380 8983 !



Membership Benefits



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



UP TO 6% DISCOUNT
on selected models



PROTON
INSPIRING CONNECTIONS

Discount from RM500 to
RM1,200 depending on
the models



HYUNDAI **NEW BENEFIT**

3% DISCOUNT
First Unit
5% DISCOUNT
Subsequent Unit(s)



NEW BENEFIT

6% DISCOUNT
on selected models
Polo, Vento, Tiguan, Passat.
2% DISCOUNT
Golf & Beetle



- Basic Health Screening at RM250 (normal rate RM530)
- Dental Services 5% discount
- Nutridos + BP proprietary Products 10% Discount



Enjoy 10% off on food and beverage
valid at Starbucks 3 Two Square.
(Exclusive for MIEA members)

SAMSUNG

NEW BENEFIT

- Exclusive discounts for members;
- 15%-25% On All Products
 - Seasonal offers can be 30%-40%
 - Free Delivery Nationwide
 - Hassle Free Payments



BLACKBIXON™
Charging Your Life!

NEW BENEFIT

- BlackBixon Coffee machine package for home & office use
- BlackBixon Original Coffee in capsules
 - Free Use of 1 unit of coffee machine
 - Minimum monthly consumption of 2 tubes (20 coffee capsules) valued @RM50*
 - Refundable security deposit RM218 for coffee machine*
- Contact Jessly @ 016 3287888 for further details



Please note that these privileges are for MIEA members only. As such you need to show proof that you are an active member by showing your **E - Membership card** [this has been sent to you earlier and you need to download it and store on your phone]

Call our hotline for more information about Membership

03 7960 2577

010 425 1158

www.miea.com.my

MIEA.on.FB

#myrealagents

membership@miea.com.my

BUSINESS DEVELOPMENT : MIEA MLS PROJECT IS NOW MIEA PROJECT MARKETING NETWORK

MIEA Project Marketing Network has gained traction with sales performance to confirm its effectiveness. Opportunities plus Support towards successful sale.

PROJECT 1 : RESIDENTIAL

RM15,495,000

32 UNITS SOLD

PROJECT 2 : INDUSTRIAL

RM32,760,000

5 UNITS SOLD

TOTAL PRO FEES

RM1,450,200



Don't See Your Firm Here? Get In Touch!
Be Part of MIEA Project Marketing Network

BOVAEP UPDATES : REN Designation, CDP 2023

Designation Of REN in Business Cards

CIRCULAR 11/22

To : ALL REGISTERED ESTATE AGENTS/PROBATIONARY ESTATE AGENTS
Date : 9 MAY 2022
Re : NEGOTIATORS – DESIGNATION TO BE STATED IN BUSINESS CARDS

Dear Sir/ Madam

Our circular 10/95 dated 20 December 1995 refers.

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

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

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

Please be guided accordingly.

Thank you.

CIRCULAR 10/95

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

Dear Sir/Madam,

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

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

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

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

Please be guided accordingly.

CDP 2023 REN TAG RENEWAL

Yang Di-Pertuan
 Dato' Sri Haji Azmi bin Abdul Latiff O.S.P.N
 Pendaftar:
 Sumarni Binti A. Rahman



Pegawai Perkhidmatan
 Telefon : 03-2288 8815
 03-2288 8816
 03-2288 8817
 Hantutan : 03-2287 0066
 Fax : 03-2288 8819

Home Page: www.lppeh.gov.my

CIRCULAR 15/2022

To : ALL REGISTERED VALUERS, APPRAISERS AND ESTATE AGENTS
Date : 10th May 2022
Re : CDP 31st May 2022 – KUALA LUMPUR

Dear Sir/Madam

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

CIRCULAR 19/2022

To : ALL REGISTERED VALUERS, APPRAISERS AND ESTATE AGENTS
Date : 13th May 2022
Re : CDP 11th June 2022 – PERAK

CIRCULAR 13/2022

To : ALL REGISTERED VALUERS, APPRAISERS AND ESTATE AGENTS
Date : 10th May 2022
Re : CDP 22nd May 2022 – JOHOR

Dear Sir/Madam

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

CDP Classes are ongoing organised by BOVAEP for REN Tag Renewal 2023 including the various states. We encourage all RENs to not wait till the last minute and to make plans to attend the CDP classes as early as possible.

Do check the circulars online at :

<https://lppeh.gov.my/WP2016/latest-news/>

What Say You?

EVOLUTION OF JOB TITLES



Then

NOW

Human resource manager	Diversity and inclusion manager
Recruitment manager	Fair practices hiring manager
Customer service executive	Customer happiness executive
Receptionist	First impression director
Sales executive	Brand ambassador
Bartender	Chief beverage officer
Marketing positions	Growth hacker
Counsellor	Problem wrangler
Shop assistant	Retail Jedi

Source: JobStreet Malaysia, Indeed.com, Resume.io, Businessinsider.com

TheStar graphics

BOVAEP : Employment/ Correspondence Details

CIRCULAR 12/22

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

Date : 10 May 2022

Re : CHANGE OF EMPLOYMENT/CORRESPONDENCE DETAILS

Dear Sir/ Madam

With reference to the above, should there be any changes in your employment and correspondence address, kindly inform the Board in order for us to update the Board's BIS system. You may download of the Change Employment form, from the Board's website.

As for the Probationary Property Managers, the form can be found in the Rules and Guidelines to the Test of Professional Competence for Registration as Property Managers booklet.

Please be guided accordingly.

AMLA

Record Keeping

What documents do I keep?

The records the reporting institution needs to keep includes:

- Documents obtained during the Customer Due Diligence (CDD) process, for example copy of identification card, passport, documents of incorporation etc.;
- Any document or records related to the customer's transactions including business correspondences; and
- Records of any analysis the reporting institution has conducted, for example the ML/TF risk assessment on customers and any analysis of suspicious transaction reports filed internally or submitted to Bank Negara Malaysia.

How long do I need to keep the records?

The records must be kept for at least 6 years following the date of completion of the transaction or termination of the business relationship or occasional transaction.

The records must be kept in a form that is admissible as evidence in court pursuant to the Evidence Act 1950.

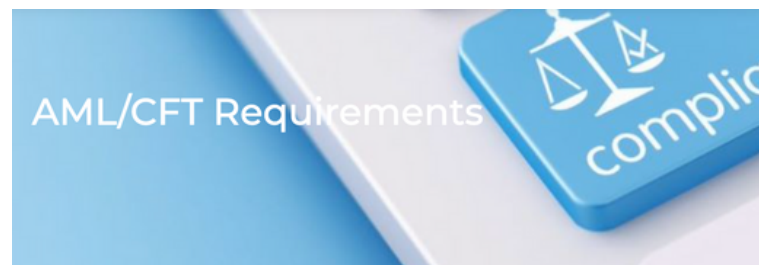
STATUTORY COMPLIANCE



AMLA

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

Bank Negara will conduct Audits on the Compliance of the Requirements by Reporting Institutions.



Are you a
Reporting
Institution?

Preventive
measures
for
reporting
institutions

Appointing a Compliance Officer

Who is a Compliance Officer (CO)?

A compliance officer is the reference point for anti-money laundering and counter financing of terrorism (AML/CFT) matters within the reporting institution (RI). The **Compliance Officer** is responsible for

<https://amlcft.bnm.gov.my/web/amlcft/apointing-a-compliance-officer#4>

MACC



SURUHANJAYA PENCEGAHAN RASUAH MALAYSIA (SPRM)


Suruhanjaya Pencegahan Rasuah Malaysia (SPRM) adalah sebuah suruhanjaya yang...



On 5 April 2018, the new Section 17A of the Malaysian Anti-Corruption Commission Act 2009 ("MACC Act 2009") was passed which introduces corporate liability on commercial organizations in Malaysia.

The introduction of Section 17A of the MACC Act 2009, which takes effect on 1 June 2020, enables commercial organizations and associated persons to be subjected to legal proceedings should the person associated with the commercial organization commits corruption offences.

Find out more on your compliance requirement as a real estate firm.



Section 17A of the MACC Act 2009: The Introduction of Corporate Liability

By TOMMY WONG and CHEW JIN HENG

Section 17A of the MACC Act 2009: The Introduction of Corporate Liability

mahwengkwei.com / May 29, 2020



Corporate Liability Provision u...

ADVOCATES AND SOLICITORS

Speaker: CALANDRIA NICOLE THOMASOS, Senior Associate

Speaker: TOMMY WONG, Associate

Speaker: ELISA TENG, Associate

Watch on  YouTube

May 1, 2020 02:00 pm (GMT+8) mwa.com/tales

Useful info and youtube video on Section 17A by Mah Weng Kwai - MIEA's Legal Advisor.

Click on the images to link you to the write up and video.

STATUTORY COMPLIANCE



2% WITHHOLDING TAX

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

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

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

LEMBAGA HASIL DALAM NEGERI MALAYSIA
INLAND REVENUE BOARD OF MALAYSIA

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

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

A. BUTIR-BUTIR PEMBAYAR / PARTICULARS OF PAYER	
1. Nama Penuh Pembayar Full Name of Payer	
2. No. Cukai Pendapatan (Sila lengkapkan) Income Tax No. (please complete)	
3. No. Rujukan (No. Pendaftaran Syarikat/Perniagaan) Reference No. (Registration No. of Company/Business)	
4. Alamat Surut-Menyurat Correspondence Address	
B. BUTIR-BUTIR PENERIMA / PARTICULARS OF PAYEE	
1. Nama Penuh Penerima (Seperti di Kad Pengenalan/Passport) Full Name of Payee (As in Identity card/Passport)	
2. No. Cukai Pendapatan (Sila lengkapkan) Income Tax No. (please complete)	
3. No. Kad Pengenalan/No. Passport Identity card No./Passport No.	
4. Alamat Surut-Menyurat Correspondence Address	
C. MAKLUMAT POTONGAN CUKAI TERHADAP BAYARAN BERBENTUK KEWANGAN / PARTICULARS TAX DEDUCTIONS ON PAYMENTS IN MONETARY FORM	
1. Tarikh Bayaran Kepada Ejen, Pengedar atau Pengagih Date of Payment to Agent, Dealer or Distributor	
2. Amaun Bayaran Kasar Gross Payment Amount	RM
3. Amaun Potongan Di Bawah Sekyen 107D (2%) Amount of Deduction Under Section 107D (2%)	RM
4. Amaun Instrumen Bayaran/Wang Tunai Payment Instrument Amount/Cash	RM
5. Nombor Instrumen Bayaran Payment Instrument No.	
D. AKUAN PEMBAYAR / PAYER DECLARATION	
1. Tandatangan Signature	
2. Nama Penuh Full Name	
3. No. Kad Pengenalan Identity card No.	
4. Jawatan Designation	
5. No. Telefon Telephone No.	
6. Tarikh Date	
7. Cap Rasmi Syarikat Company's Official Seal	

Kegunaan Pejabat / Office Use

Kod Bayaran / Payment Code: 394

** Borang CP107D mesti diisi dengan lengkap



Download Form - Withholdin...
hasil.gov.my

Extract from MIEA Advisory
Reference No: 18/01:2022

1. Complete Lampiran_CP107 D_1 & Borang CP107D
2. Issue cheque to LHDN for the Withholding Tax
3. Visit LHDN office to submit original copy and cheque payment
4. LHDN will issue payment receipt on the spot

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

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

STATUTORY COMPLIANCE

HRDF Registration Now Compulsory* For Firms



Employers FAQ

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

HRD Corp /



Who is eligible to register with HRDF?

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

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

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

How is the HRDF levy calculated?

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

Source :

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



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

STATUTORY COMPLIANCE

SELF-EMPLOYMENT SOCIAL SECURITY SCHEME



SELF-EMPLOYMENT SOCIAL SECURITY SCHEME

BACKGROUND

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

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

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

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

SCHEDULE OF CONTRIBUTION

The contribution is based on options of insurable earnings:

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



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**

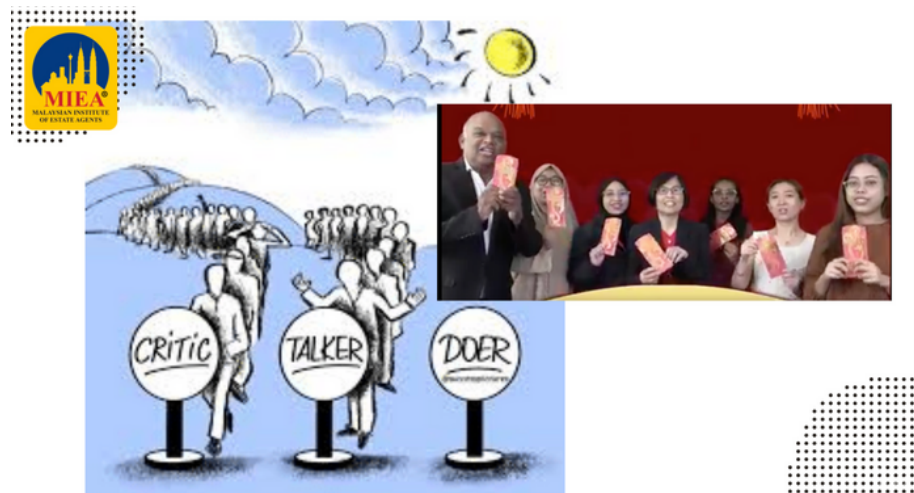
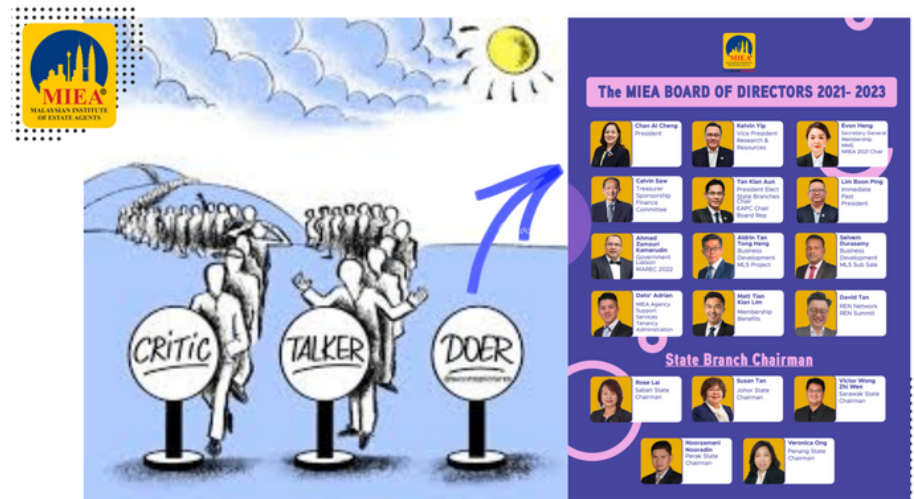
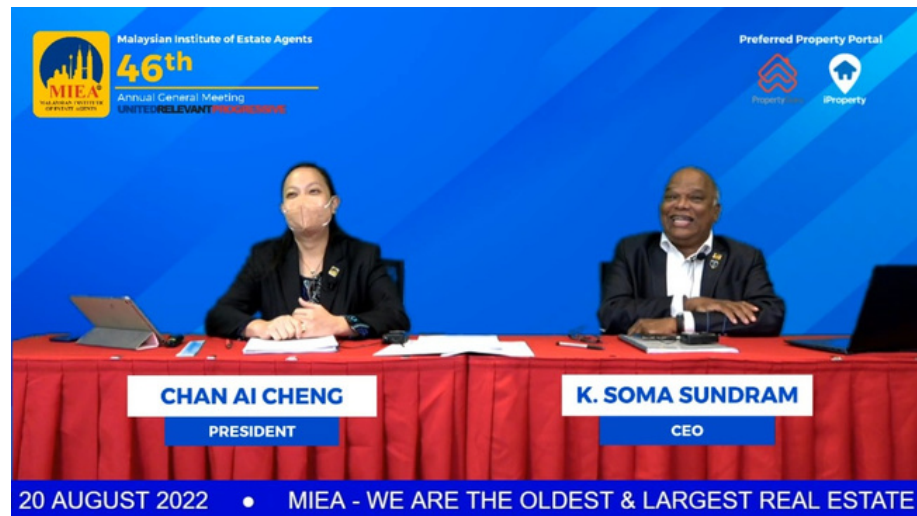
<https://www.perkeso.gov.my/uncategorised/51-social-security-protection/818-self-employment-social-security-scheme.html>

MIEA 46th AGM : 14 May 2022

MIEA held its 46th AGM on 14 May 2022 Via Zoom. A total of 38 members were in attendance at 10am and with the establishment of quorum by the Secretary General Evon Heng, President Chan Ai Cheng called the meeting to order. A minute of silence was observed while we remember our members who have departed from us in 2021.

President Chan Ai Cheng delivered the President's Address covering briefly the state of the economy, the property market and the activities of the Institute. She encourage all members to download, read and share MIEA D'REAM Bulletin which during her term as President will be a monthly publication to update all members on not only the happenings of the Institute but Regulatory Updates, MIEA in the News and lots more.

President Chan Ai Cheng expressed her appreciation to the team of Board of Directors who are "DOERS" and have contributed much of their time and resources in their various portfolio. Special acknowledgement to the Secretariat Team who are "DOERS" for the support and tireless labouring behind the scenes.

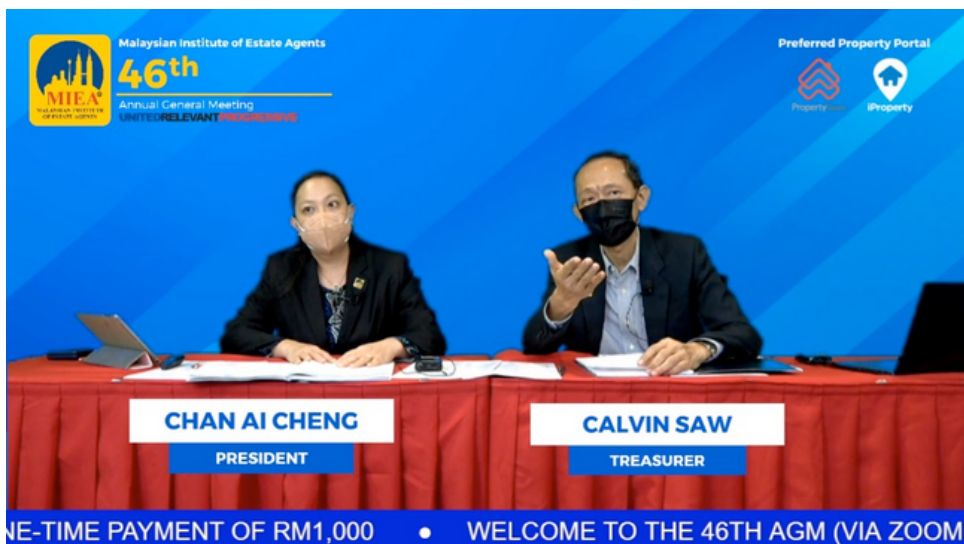


**GREAT
WORK** *BODs &
Secretariat Team!*

MIEA 46th AGM : 14 May 2022

President Chan Ai Cheng then took members through the agenda of the AGM Item by Item, Portfolio by Portfolio, State by State.

President Elect Tan Kian Aun addressed queries raised by members on issues relating to Estate Agency Practise.



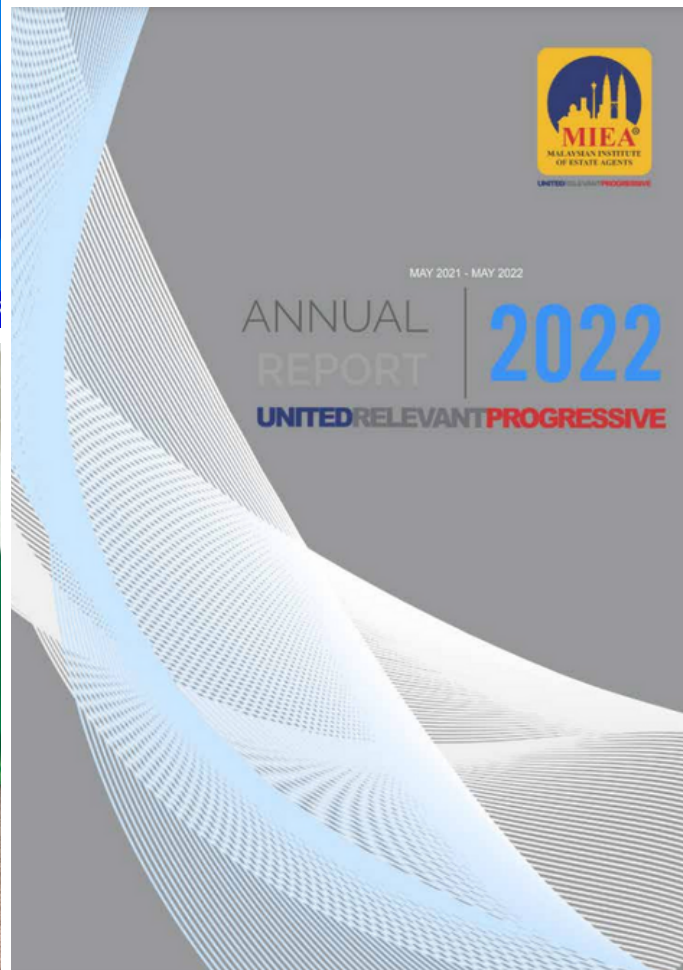
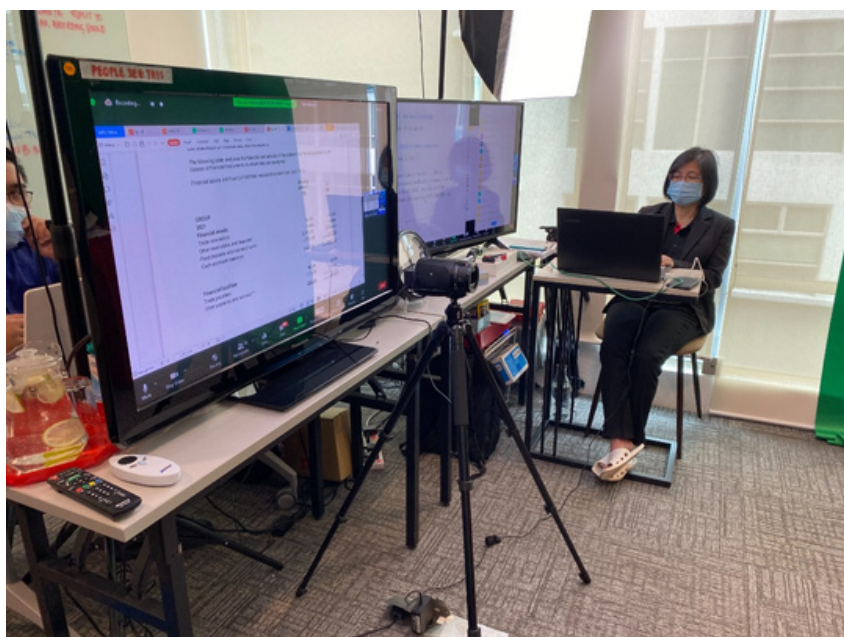
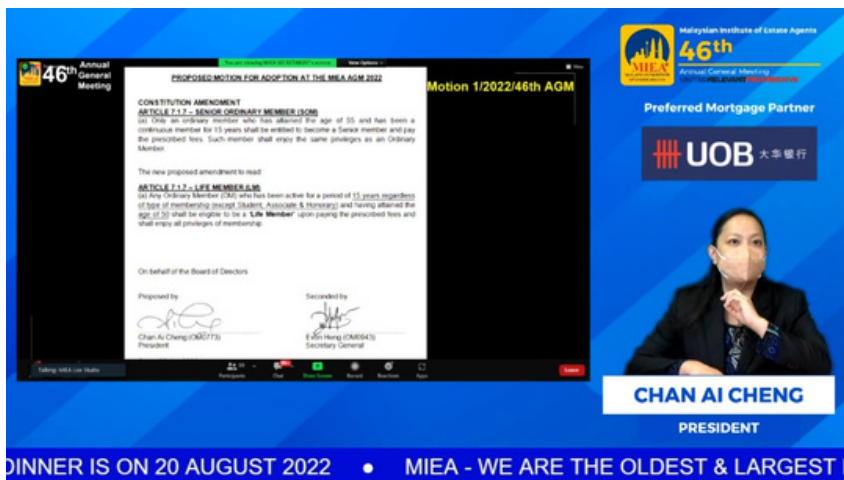
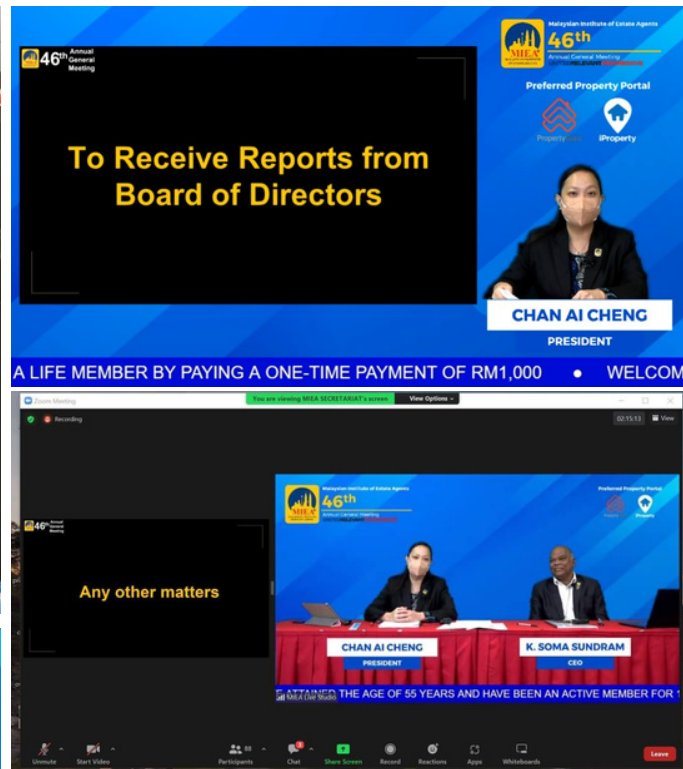
Treasurer Calvin Saw then took members through page by page of the Audited Accounts for the Year 2021. Members raised concerns on the cost to conduct NCC classes - this is due to the SOP requirements where classes are smaller in size and more frequent hence increase in cost. We are indeed pleased that the auditors confirm that our record keeping and accounts are in order and reflects a true and fair view. Special thanks to BT & Associates & AdrianYeo.

Appointment of Legal Advisors :
 MahWengKwai & Associates
 David Kok & Partners
 Adha Selvi & Associates

Appointment of External
 Auditors
 BT & Associates



MIEA 46th AGM : 14 May 2022

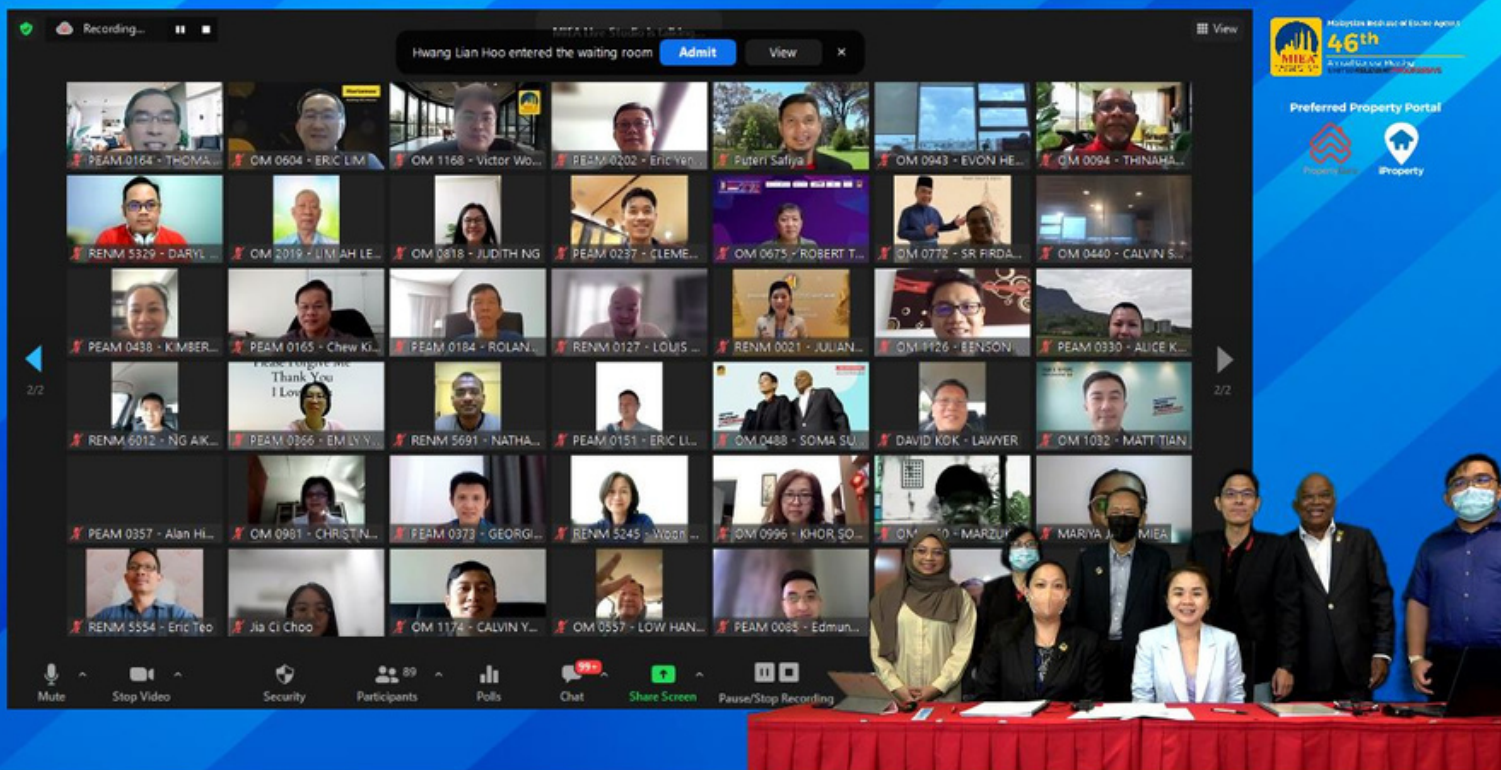


Special Thanks To The Crew Behind The Scene To Put The ZOOM AGM -
Secretariat Team

MIEA 46th AGM : 14 May 2022



RAWAK & SABAH • INVITING MEMBERS WHO HAVE ATTAINED THE AGE OF



G MEMBERS WHO HAVE ATTAINED THE AGE OF 55 YEARS AND HAVE BEEN AN A

Special Thanks To Past Presidents, Fellows of the Institute, Legal Advisors, Auditors and All Members Who Attended The 46th AGM

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 PUBLIC OUTREACH FORUM



27 MAY 2022 (FRIDAY)
3.00 PM

PUBLIC OUTREACH FORUM

The public at large are invited to join us

TAN KIAN AUN
 Board Member & EAPC Chairman

CHIA ZI JIN
 MIEA Johor Chairman Elect

JASON LIM FUNG NIAN
 MIEA Johor Membership Chairman

The objective of this OUTREACH program is to enhance public participation & engagement on real estate issues & challenges faced. The forum will address these concerns by providing education, understanding and solutions through internal and external interventions which will ultimately support the sustainability of the real estate practice standards and the service delivery of agents to the Malaysian public

You can also email us at secretariat@miea.com.my in advance of any questions you would like to raise for us to address on that day.

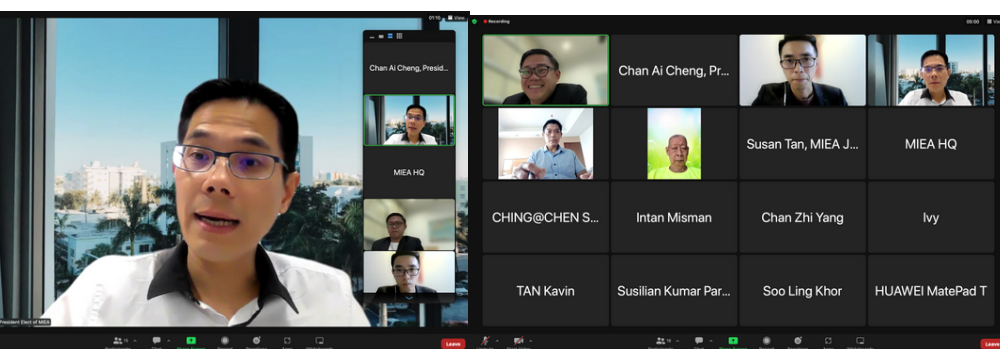
We hope to bridge any gaps in communication and at the same time share what MIEA stands for.

[HOST BY MIEA JOHOR STATE BRANCH]

This is the 4th in the Series of MIEA Public Outreach organised since July 2021. This programme provides a platform for members of the public to find out more about estate agency, to understand the workings of estate agents and to have their queries on their transactions addressed.

The gist of the discussion were on the conduct of RENs in transactions, in advertising as well as industry matters.

Special thanks to **MIEA Johor** for organising this event!



Past Forums



Zoom Event
 Please Register at this Link QR Code

MIEA Public Outreach

FRIDAY 27th Aug | **3 PM - 4 PM** | Inviting the public to join us in this Q & A session

MIEA has reintroduced the Meet The Public Programme with a Brand New Name entitled "MIEA Public Outreach". This is meant for members of the Public to meet Senior Agents to raise questions you may have on real estate; challenges you are facing on matters relating to property; or just to share your views on the real estate practice.

You can also email us at secretariat@miea.com.my in advance of any questions you would like to raise for us to address on that day.

We hope to bridge any gaps in communication and at the same time share what MIEA stands for.

Panelist: Chan Ai Cheng, **Panelist:** Tan Kian Aun, **Moderator:** K. Soma Sundaram



Zoom Event
 Please Register at this Link QR Code

MIEA Public Outreach

FRIDAY 15th Oct | **3 PM - 4 PM** | Inviting the public to join us in this Q & A session

MIEA has reintroduced the Meet The Public Programme with a Brand New Name entitled "MIEA Public Outreach". This is meant for members of the Public to meet Senior Agents to raise questions you may have on real estate; challenges you are facing on matters relating to property; or just to share your views on the real estate practice.

You can also email us at secretariat@miea.com.my in advance of any questions you would like to raise for us to address on that day.

We hope to bridge any gaps in communication and at the same time share what MIEA stands for.

Moderator: James Tan, **Panelist:** Victor Wong, **Panelist:** Nixon Paul



MIEA PUBLIC OUTREACH FORUM
 The public at large are invited to join us.

3-4pm on Friday, 22 Apr 2022

Zoom

MIEA has reintroduced the Meet The Public Programme with a Brand New Name entitled "MIEA Public Outreach".

This is meant for members of the Public to meet Senior Agents to raise questions you may have on real estate; challenges you are facing on matters relating to property; or just to share your views on real estate practice.

You can also email us at secretariat@miea.com.my in advance of any questions you would like to raise for us to address on that day.

We hope to bridge any gaps in communication and at the same time share what MIEA stands for.

Panelist: Tan Kian Aun, **Panelist:** Long Soo Keat, **Moderator:** Soma Sundaram

May 5/2022



REN NETWORK COMMITTEE

27 MAY 2022

MIEA REN Network Committee organised A **Special Sharing Session : MMDA (MIEA Million Dollar Achiever 2019) ft MIYE (Top 100 Most Influential Young Entrepreneur 2019)**. Below are just a small sample of key takeaways. We encourage all members to attend these inspirational sessions to get the most of the sharing.

Top 100 Most Influential Young Entrepreneur (MIYE) 2019 - Kristina shared Why, What, Which, Who, When + How in Real Estate.

Who are You?

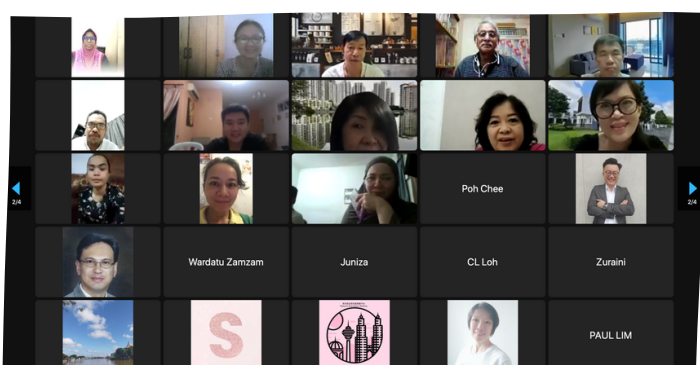
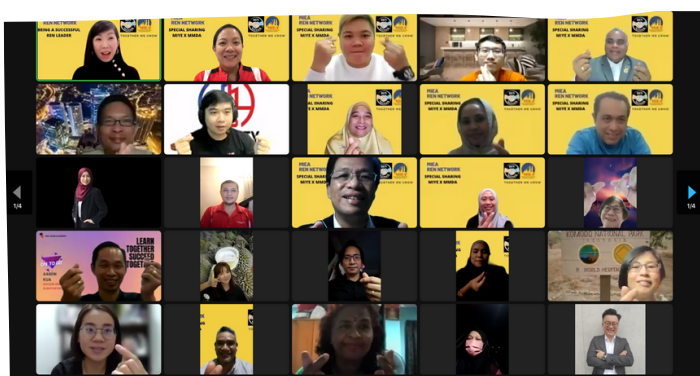
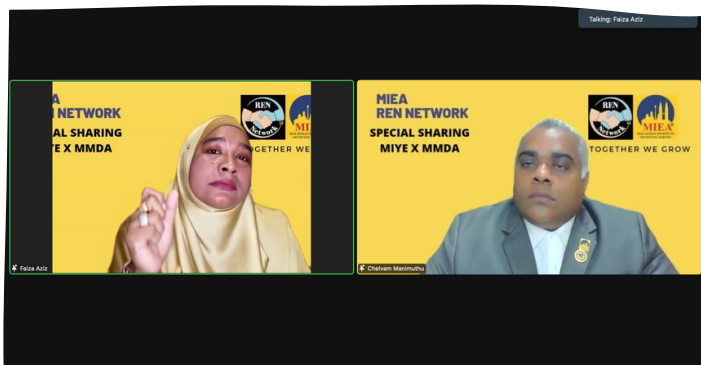
- Position yourself in the marketplace
- Social Media
- Do Video marketing
- Do story about yourself in video form
- Are you a trustable person in the industry
- Update fb and social media

MMDA 2019 Kak Faiza shared on the Topic : Mindset & Strategies to become a Million Dollar REN

- We need to work very very hard to be successfull in this Profession
- Have Good Mentor in your life to learn from their experience
- don't work for commission, it will come when you give good service
- Be in the market as REN for long haul ,the longer you are in the Profession you will see the Result
- To sell more Properties you must LIST

Simple, Practical and Effective Tips shared with participants.

Special thanks to Chelvam for moderating the event as well as the pointers for this update.





The Organizing Committee of the National Real Estate Awards 2022 are happy to announce that the submission dateline has closed on 27th May 2022. As in the past, the awards is being recognized by the practitioners as important and necessary to showcase their excellence in their work. The number of applicants for the award has gained traction and we are very happy to announce that we have received an overwhelming response exceeding 100 bids, a new record by its own standards!

We take this opportunity to thank all Firms, REAs, PEAs and RENs who has participated.

Please be advised of the following;

Judging date:
10th & 11th June 2022

The Gala Dinner to be held on:
20th August 2022

Once again these awards will showcase to the world, our standards, achievements and contribution to the country and profession.

THE NATIONAL REAL ESTATE AWARDS
EVENTS@MIEA.COM.MY
0379602577

National Real Estate Awards (NREA) 2021



MIEA RECOGNIZES MALAYSIA'S TOP REAL ESTATE PRACTITIONERS 2021



TOP REAL ESTATE



ROOKIE REN OF THE YEAR
Ewora Chan Pw Tei
CORRESPONDENCE YUTATE Sdn Bhd
KBN 2021



RESIDENTIAL REN OF THE YEAR
Phoebe Tan Yee Yee
PROPERTY HUB Sdn Bhd
PRA 2021



INDUSTRIAL REN OF THE YEAR
Ameen Saz Khatir Wab
CIB REAL ESTATE Sdn Bhd
KBN 2021



FF REN OF THE YEAR
Ameen Saz Khatir Wab
CIB REAL ESTATE Sdn Bhd
KBN 2021



JOHOR REN OF THE YEAR
Alia Rahman Eka Alhamdulillah
88 AL PROPERTIES Sdn Bhd
KBN 2021



KEDAH REN OF THE YEAR
Abdulrahman Eka Alhamdulillah
VIBO PROPERTIES Sdn Bhd
KBN 2021



PERAK REN OF THE YEAR
Alondra Eka Alhamdulillah
DISCOVER PROPERTIES Sdn Bhd
PRA 2021



SABAH REN OF THE YEAR
Roseline Eka Alhamdulillah
PROSPERITY REAL ESTATE Sdn Bhd
KBN 2021

TOP REAL ESTATE FIRMS



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



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



**RESIDENTIAL REAL ESTATE
FIRM OF THE YEAR**



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



**INDUSTRIAL REAL ESTATE
FIRM OF THE YEAR**



**PROJECT MARKETING
FIRM OF THE YEAR**



**SPECIALISED PROJECT
OF THE YEAR**



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



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



**KEDAH
REAL ESTATE
FIRM OF THE YEAR**



**PERAK
REAL ESTATE
FIRM OF THE YEAR**



**SABAH
REAL ESTATE
FIRM OF THE YEAR**



**SARAWAK
REAL ESTATE
FIRM OF THE YEAR**

Preferred Property Portal



Preferred Mortgage Partner



Award Sponsor



Award





LIFETIME ACHIEVEMENT AWARD
Siva Shanker



REAL ESTATE AGENT OF THE YEAR
Dato Alex Ting Kuang Kuo



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



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



REAL ESTATE NEGOTIATORS



SARAWAK REN OF THE YEAR
Emily Lee Yuen Kuan
APPLIANCE PROPERTIES
REN 1200



FT RESIDENTIAL REN OF THE YEAR
Phoebe Tan Saw Yean
PROPERTY TRUST SDN BHD
REN 2254



SABAH RESIDENTIAL REN OF THE YEAR
May Lim Siu Ling
PROPERTY TRUST SDN BHD
REN 2019



SARAWAK RESIDENTIAL REN OF THE YEAR
Ethel Lee Kuan Fung
KOZIN REAL ESTATE SDN BHD
REN 1996



SABAH COMMERCIAL REN OF THE YEAR
Doris Tan Ah Hong
IQI REALTY SDN BHD
REN 2000



FT INDUSTRIAL REN OF THE YEAR
Norman Soo Kein Wah
CID REALTORS SDN BHD
REN 18355



JOHOR INDUSTRIAL REN OF THE YEAR
Rachel Chai Shu Jeng
PFC TEAM REALTY
REN 1986



SELANGOR INDUSTRIAL REN OF THE YEAR
Angela Tan Siew Eeng
CID REALTORS SDN BHD
REN 18355

MIEA MILLION DOLLAR ACHIEVERS (MMDA)



Phoebe Tan Saw Yean
PROPERTY TRUST SDN BHD
REN 2254



Amos Soo Kein Wah
CID REALTORS SDN BHD
REN 18355



Lionel Saw Jin Seng
CORNERSTONE ESTATE SDN BHD
REN 04956



Eva Tan Yee Hwa
VPC REALTORS (M) SDN BHD
REN 09416



SELANGOR
REAL ESTATE
FIRM OF THE YEAR



SABAH
RESIDENTIAL
REAL ESTATE
FIRM OF THE YEAR



SARAWAK
RESIDENTIAL
REAL ESTATE
FIRM OF THE YEAR



SELANGOR
RESIDENTIAL
REAL ESTATE
FIRM OF THE YEAR



FEDERAL TERRITORY
RESIDENTIAL
REAL ESTATE
FIRM OF THE YEAR

Auditor

PR Partner

Blog Partner

Presented By

ASSOCIATES

WE ARE
15nextdor



kopiandproperty.com
PROPERTY NEWS MALAYSIA AND MORE



EXCLUSIVE INTERVIEW

NREA 2021

for D'REAM Bulletin April 4/2022



Lionel Sazw

MIEA Million Dollar Achiever (MMDA)



When and why, you found that Real Estate is your key calling?

After working in the sales industry for more than 15 years, I decided to switch over to Real Estate because many people that I know mentioned that the risk reward is higher in the Real Estate profession as compared to other traditional businesses.

Once I started in Real Estate, I found that it gives me the financial opportunity that I want and also at the same time opened up other opportunities to myself. This was when I knew that Real Estate is for me.

How do you define success?

My definition of success is when I have the financial means to enjoy my everyday life with my family while doing something I love to do at the same time.

How do you balance your work and home life?

When at work, I will fully commit myself to achieve what I have to do for

my clients but when I am home, my family is the number 1 priority.

What is the biggest challenge your group has faced in the past year?

CoVid had interrupted daily and work life. Finding ways around the situation were only temporary and not possible many a time.

This caused many plans to be amended or dropped.

What change do you wish to see for Real Estate industry?

Improve in the level of professionalism by our fellow colleagues and also the protection of our Interest from non-registered agents.

Do you foresee any developments that will significantly change the Real Estate profession?

Social media has become increasingly important and is already moving towards the dominant factor in generating business, as such this will impact many who are not well versed in this area.

What is the best part of this job?

The potential of having a high income as the industry is able to generate this opportunity.

How winning the Award helped you in your career?

It motivates & encourages me that hard work does pay off. This keeps me positive to overcome obstacles when I am faced with difficulties.

How was your life before and after winning the Award?

Clients and fellow colleagues do value the award hence it gives me more credibility and motivates me in my daily work.



Selamat Hari Raya
Aidilfitri
Maaf Zahir dan Batin



UNITED RELEVANT PROGRESSIVE