



# NATIONAL REAL ESTATE AWARDS

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One World Hotel, Bandar Utama  
27th July 2019, Saturday

# PROGRAMME

5.00 pm  
6.30 pm

Cocktail Reception  
Arrival of Guest of Honour  
Welcome Remarks  
Welcome Address by Organising Chairman, Kelvin Yip  
Speech by MIEA President, Lim Boon Ping  
Speech by Guest of Honour, YB PUAN ZURAIDA BINTI KAMARUDDIN

## LIFETIME ACHIEVEMENT AWARD

### **Award Presentation - REAL ESTATE NEGOTIATOR CATEGORY**

MIEA-TRITERRA Real Estate Negotiator of the Year  
Rookie Real Estate Negotiator of the Year  
Residential Real Estate Negotiator of the Year  
Commercial Real Estate Negotiator of the Year  
Industrial Real Estate Negotiator of the Year

### **Award Presentation - MILLION DOLLAR PRODUCER**

Million Dollar Producer

### **Award Presentation - STATE CATEGORY**

State Real Estate Firm of the Year  
State Real Estate Negotiator of the Year  
State Residential Real Estate Negotiator of the Year  
State Commercial Real Estate Negotiator of the Year  
State Industrial Real Estate Negotiator of the Year

## MIEA CEO OF THE YEAR

### **Award Presentation - REAL ESTATE FIRM CATEGORY**

Real Estate Firm of the Year  
Residential Real Estate Firm (Medium & Small Size Firm)  
Commercial Real Estate Firm of the Year  
Industrial Real Estate Firm of the Year  
MIEA-MRCB Project Marketing Firm of the Year  
Most Innovative Marketing Idea  
Specialized Project  
MIEA-PropertyGuru Most Tech-Savvy Real Estate Firm

11.30 pm

Dinner Ends





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Website: [www.kozinRE.com](http://www.kozinRE.com)

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Email: [kuching@wtwy.com](mailto:kuching@wtwy.com)

## **MASTER REAL ESTATE**

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Email: [ambassador489@gmail.com](mailto:ambassador489@gmail.com)

## **IQI REALTY SDN BHD**

(E(1)1584/10)

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93350 Kuching, Sarawak

Tel: +6 08 226 8010

Email : [hello@iqirealty.com](mailto:hello@iqirealty.com)

Website: [www.iqirealty.com](http://www.iqirealty.com)

## **H. SIMON REAL ESTATE**

(E (3) 1176)

Lot 3165, 2nd Floor, Batu 2 1/2,

Block 10, KCLD, Jalan Rock,

93200 Kuching, Sarawak.

Tel: 082 252 312 Fax: 082 255 312

Email: [H.SimonRealEstate@gmail.com](mailto:H.SimonRealEstate@gmail.com)

Website: [h.simonrealestate@gmail.com](mailto:h.simonrealestate@gmail.com)

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93200 Kuching, Sarawak

Tel: +6 08 241 6808 Fax: +6 08 241 2260







# WELCOME MESSAGE BY ORGANISING CHAIR

One World Hotel, Bandar Utama  
27th July 2019, Saturday



**KELVIN YIP KWONG WAI**

A warm welcome to the MIEA National Real Estate Awards Gala Dinner 2019; a night of recognition and celebration of success.

Another year has passed and this year we received 58 submissions for 20 categories of Awards and this sets a new record. We are pleased with the overwhelming support of the practitioners. In view of the number of submissions, we have split up the judging to REA and REN categories. We had different set of judges for each category and judging done over two days.

We must thank the team of distinguished & experienced judges, our Chief Judge Mr. Kumar Tharmalingam, Yg Bhg Datuk Seri Michael Yam, Associate Professor Dr Sr Wan Nor Azriyati, Mr. Chris Tan, Mr. Sheldon Fernandez, Mr. Herman Yeo and Ms. Agnes Wong. They spent several hours diligently vetting through the submissions, assessing and awarding points for each criteria in the respective categories before selecting the winners for this year.

We also have two Invited Categories that we deliberated on and was approved by our Board of Directors, namely CEO of the Year and Lifetime Achievement Award.

Special thanks to Property Guru, Triterra and MRCB for their being joint award sponsors, BMW our preferred automobile partner not forgetting all wishers, award winners & advertisers

I would also like to record our appreciation to the Guest of Honour, YB Puan Hj Zuraidda Kamaruddin the Minister of Housing and Local Government for making time to join us on this auspicious occasion. Last but not least, my gratitude and thanks to the Organizing Committee for your contribution and effort towards the success of NREA Gala Dinner 2019.

Syabas to all the winners and I wish everyone have an enjoyable evening.

**Kelvin Yip**  
*NREA Organizing Chair &  
Vice President*



# BOARD OF DIRECTORS 2019-2021



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**Kelvin Yip**  
*Vice President  
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# WELCOME MESSAGE BY PRESIDENT

One World Hotel, Bandar Utama  
27th July 2019, Saturday



## LIM BOON PING

or have insufficient income to meet scheduled loan repayments, even without considering the prospect of a future increase in interest rates. We understand the importance of responsible lending by our central bank but the guidelines imposed for the last several years has affected the real estate industry badly. Many of our transactions were aborted due to the stringent requirements and the applicants' high ratio of household debts primarily on their personal loan, credit and hire purchase loan. The mismatch of supply and demand resulting to the overhang of certain properties in selected locations has created some confusion and uncertainty in the market. With proper coordination and comprehensive data, this should be minimised. Perhaps the banks can look into relaxing Debt Servicing Ratio especially for the first time homebuyers.

There are close to 40,000 REN and only about 20,000 of them are active in the market. I appeal to all fellow members and practitioners to uphold the high standard and good ethics of our profession in order to gain, if not increase, the confidence level investors and general public entrust on us including the foreigners. I always remember this quote from NAR, National Association of Realtor, which says "I am a Realtors, I live by the Code".

Looking ahead, in 2019/10, MIEA will continue to improve our service quality and management efficiency to better serve our members and the industry. Several adjustments have been made to encourage more members subscription and we are working at our best efforts to amplify the members benefits and rewards by adding values to you.

I would also like to record our appreciation to the Guest of Honour for making time to join us on this auspicious occasion. Last but not least, my gratitude to the Organising Committee for your contributions and efforts towards the success of the 2019 National Real Estate Awards Gala Dinner. Congratulations to all the winners and I hope the award you receive tonight will drum up your motivation and excel further.

**Lim Boon Ping**  
MIEA President

First and foremost, my heartfelt congratulations to all the recipients and deserving award winners in the MIEA's 2019 National Real Estate Award, an annual event to recognise the achievements of the firms and individuals. These awards are akin the Real Estate Oscar awards. Past award winners have benefitted and leveraged on these accolades to gain more business opportunities as well as industry recognition, both locally and regionally.

Despite the challenging market, we are pleased to observe many firms and individuals have done well in 2018. They have demonstrated themselves excellently in facing the challenges and to evolve and leverage on technologies. Real estate is a fast-changing industry and we cannot afford to remain static. The digital transformation is changing the real estate landscape. Members and practitioners must embrace the digital marketing approach and take advantage of these growing trends.

Besides digital marketing, cross border real estate transactions is becoming a trend and Malaysia has been a favourite destination for global investors. They were attracted by our liberal policy in property investment, political stability and also our culture. On the opposite, many Malaysians are also diversifying their properties portfolio to include overseas properties especially in London, Australia, Thailand and others. This has created an abundance of opportunity for our members and practitioners. To enhance cross border transaction and other opportunities, MIEA has formed an alliance with other ASEAN counterparts known as ASEAN Real Estate Network Alliance or in short ARENA. This year, MIEA will start organising trade missions for MIEA members.

Overall loan approval rates for property purchases have trended slightly lower at 71.3% in 2018, according to Bank Negara Malaysia's (BNM) Financial Stability and Payment Systems Report 2018.

Based on a survey conducted by the central bank, the primary reason for loan rejections last year was due to applicants being already too indebted

# PROGRESSIVE DESTINATION

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## Central Spectrum (M) Sdn. Bhd. (CSSB)

A home grown property development company based in Pulau Indah, Selangor, CSSB has been making its mark in the industry for over two decades since its establishment in 1994. CSSB is renowned for its success with the iconic development of Pulau Indah.

The company today continues to be a propelling force that creates endless business opportunities and quality living. Their flagship achievements are Pulau Indah Industrial Park (PIIP) and Selangor Halal Hub (SHH), two of the most prominent development projects in 24 years of operation. CSSB's portfolio also includes the landed residential development as well as shop offices dubbed as Laguna Park and Indah Point, respectively. The future promises rewarding growth for the company as it embarks on the development of Selangor Bio Bay, an integrated, biotechnology-themed smart city.



### Selangor Bio Bay (SBB)

Established as a bio valley that spans over 1,012 acres of land in Pulau Indah with a GDV of RM5.5 billion, it is host to bioscience pursuits that includes research institutes, laboratories and bioindustrial manufacturing activities. SBB is a master planned smart city that will propel the state to a new level of interconnectivity through its integrated city management system and green technology. It will be developed in three phases - Precinct 1, 2 and 3 over a 25-year development period, this science and business-driven development is ideal for residential, commercial and industrial needs.



### Pulau Indah Industrial Park (PIIP)

Nestled at the west end of Malaysia's largest port, Port Klang, Pulau Indah Industrial Park (PIIP) spreads over 3,500 acres of land, hosting more than 500 companies with core business activities that include manufacturing, logistics and warehousing. Featuring the gated and guarded concept, the first of three sectors, Phase 3A was launched in October 2013 and successfully sold out its entire 185 acres of industrial area. Phase 3C that spans over 213 acres is currently on sale and has witnessed a 90% take up rate as of June 2019. The final portion of PIIP will be launched in the near future.



### Selangor Halal Hub (SHH)

Officially launched on 2003, the development of 700-acre industrial land as the first one-stop halal hub in Malaysia was commissioned by the Selangor State Government, through Kumpulan Darul Ehsan Berhad, to meet the increasing demand for halal products which has witnessed substantial growth over the years. With the motto "Your Halal Gateway to the World", it focuses on a range of industries which include food and beverages, pharmaceuticals and consumables amongst others. SHH have successfully attracted numerous investors featuring a diverse line-up of prestigious organizations.



### Halal International Selangor (HIS)

Malaysia is the leading players in the global Halal business and Halal International Selangor (HIS) offers the country's most comprehensive hub, fully structured with facilities and instruments that enable anyone to achieve Syariah compliance for their products and services as required by the global consumers, it comes under the purview of the Selangor State Government and is able to provide the necessary regulatory, legal and institutional infrastructure and expertise to penetrate the global Halalan Toyib trade and industry.

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# MESSAGE BY PRESIDENT, THE BOARD OF VALUERS, APPRAISERS, ESTATE AGENTS AND PROPERTY MANAGERS

One World Hotel, Bandar Utama  
27th July 2019, Saturday



**SR AHMAD ZAILAN BIN AZIZUDDIN**

Salam Sejahtera!

On behalf of the Board of Valuers, Appraisers, Estate Agents and Property Managers Malaysia, my warmest greetings to all Practitioners!

I would like to record my heartfelt thanks to the Malaysian Institute of Estate Agents (MIEA) for inviting me to share my thoughts with you all today.

I am truly delighted to observe that MIEA has taken the initiative to recognise the pivotal role played by its members by introducing, launching and encouraging the Real Estate Practitioners who have excelled in their field of expertise during this Awards night. I understand since the inception of the National Real Estate Awards (NREA), the real estate fraternity has recognized the Real Estate Agents, their Firms and their Negotiators respectively, who are the role models of the profession having set high standards, providing excellent service, enriching experience and inspiring many fellow practitioners to emulate their business models.

Over the past years, MIEA has built itself a reputation of championing the cause of its practitioners and have progressed to become 'RELEVANT' as your theme suggest. The role you have played in enhancing the profession is testament of the key role you are playing in helping develop the standards of practice.

The property industry is seen as one of the main arteries of the economy whereby transactions worth RM140.33 billion were recorded by National Property Information Centre (NAPIC) in 2018. I believe MIEA will continue to assist in the growth of the property market and the economy by introducing new ideas to boost the property sales and the profession as a whole and thus taking it to greater heights.

I urge all Real Estate Practitioners to cultivate good practices by adopting the highest ethical standards of professionalism when delivering their services. The real estate practice needs to evolve to become a more dynamic and progressive profession to meet the demands of the public at large. I understand there are some challenges faced by the practitioners currently but needless to say I have full confidence in the estate agents as they will most certainly overcome all these challenges.

My best wishes to the New President and his members in taking over the new term of office. I believe the awards night will be a success and my congratulations to all award winners and it's my sincere hope you will all be a beacon of motivation to others to excel. Aside, please take this opportunity to spend quality time to network and renew old friendships apart from forging new ones.

Thank You.

**Sr Ahmad Zailan Bin Azizuddin**

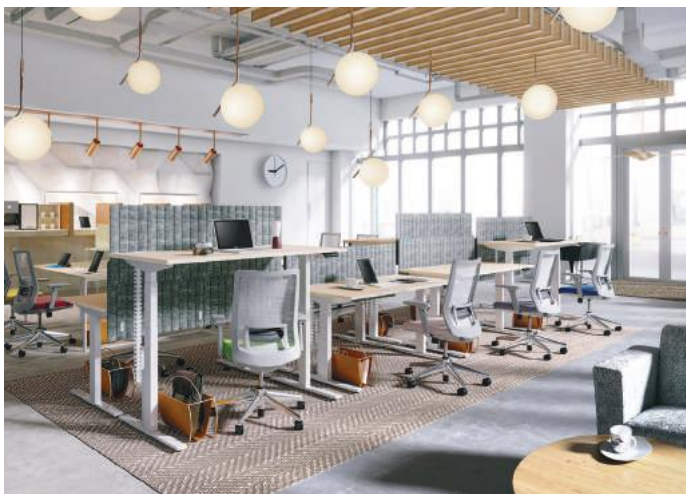
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One World Hotel, Bandar Utama  
27th July 2019, Saturday

# MESSAGE BY MINISTER OF HOUSING AND LOCAL GOVERNMENT YB PUAN HJH ZURAIDA KAMARUDDIN



**YB PUAN HJH ZURAIDA KAMARUDDIN**

Salam Sejahtera,

It gives me great pleasure to share my thoughts in conjunction with the MIEA National Real Estate Awards Gala dinner. It is an important day for the handful who had worked hard to excel in their pursuit of success and achievement. Nevertheless, it is also an important day for those who are present tonight to witness the 'gold standards' in the profession. There is a famous quote that says

I understand that there are many awards in the real estate industry and that the MIEA National Real Estate Awards is the most recognized Real Estate Agents awards in our country. More so, it's not presented by a business entity but by an association that represents and supports the real estate profession. That gives credibility to the awards. My congratulations on a job well done.

I am aware that a new President is being installed today for the term 2019-2021. The change of guards is yet another significant moment for any association for it will allow a new succession of leadership to work towards benefitting the profession.

MIEA has been in the forefront of the profession for the past 43 years and have stood up for the unity of the profession, relevant in what they are doing and supporting practitioners to be progressive. More so this

has to be appreciated and commended as this is perpetuated by volunteers. MIEA has also played a key role in the housing industry by lending their support to market overhang housing projects nationwide. MIEA has also helped sell PRIMA projects through their members and my ministry sees this as a mutually beneficial collaboration which could help elevate and reduce the challenges faced by the housing industry.

I am also pleased to record MIEA's contribution in the planning of the Residential Tenancy Act and of the view that you can play an active role in the development of policies in areas related to real estate.

MIEA being the national Institute has come a long way in the advancement of the fraternity through education, advocacy work and network with international associations. These efforts not only will uplift the Real Estate profession but most importantly place Malaysia as one of the top investment countries.

My best wishes to the winners of the National Real Estate Awards who are the cream of the profession. We are proud of your achievement and being role model to all. Once again, congratulations to all the winners and MIEA for hosting this awards night.

Thank you.

**YB Puan HjH Zuraida Kamaruddin,**  
*Minister of Housing and Local Government, Malaysia.*



# ROLL OF HONOUR

One World Hotel, Bandar Utama  
27th July 2019, Saturday

## PAST PRESIDENTS

- 1 Paul Lee - Founding President (Late)
- 2 Dr Ernest Cheong Yong Yin
- 3 Tony Lee Yoke Tet (Late)
- 4 V. Arunasalam (Late)
- 5 Lew Chin Chuan
- 6 Datuk T. Mahima Singh (Late)
- 7 Wong Tai Kong (Late)
- 8 Khatijah Abdullah
- 9 Charlie Chan Tian Inn
- 10 Thinahara Kumar A/L Nagalingam
- 11 Raymond Tang King Seng (Late)
- 12 Stephen Tew Peng Hwee
- 13 Soma Sundram Krishnaswamy
- 14 Julie Wong Poh Gaik
- 15 Nixon Dadon Harris (Nixon Paul)
- 16 Sivashanker G Balakrishnan
- 17 Erick Kho Ying Tian
- 18 Eric Lim Chin Heng

## HONORARY MEMBERS

1. Yg Bhg. Datuk Ravindra Dass (Late)
2. Dr. Alyosius B. Marbeck
3. Mr Kok Shoo Yin
4. Mr Harpal Singh Graewal
5. Yg Bhg. Datuk Hj. Sahari Bin Hj. Mahad
6. Yg Bhg Dato' Alan Tong Kok Mau
7. Yg Bhg. Dato' Mani Usilappan
8. Mr Paul Lee (Late)
9. Mr Bhag Singh
10. Mr David Kok Weng Tuck
11. Yg Bhg. Datuk Sr Hj Faizan Bin Abdul Rahman
12. Yg Bhg. Datuk Seri Michael Yam
13. Ms Au Foong Yee
14. Dato' Sr Lau Wai Seang





# ROLL OF HONOUR

One World Hotel, Bandar Utama  
27th July 2019, Saturday

## FELLOWS

1. PP Mr Lew Chin Chuan (Late)
2. PP Mr Tony Y T Lee (Late)
3. PP Puan Khatijah Abdullah
4. Mr John Chan Kim Foh, AMN (Late)
5. PP Mr Charlie Chan Tian Inn
6. PP Mr Thinahara Kumar Nagalingam
7. PP Mr Raymond Tang King Seng (Late)
8. Mr Beh Yang Toh
9. Mr Lim Ah Leck
10. Y. Bhg. Dato' Leslie Lee Kim Guan
11. PP Mr Paul Lee (Late)
12. PP Dr. Ernest Cheong Yong Yin
13. PP Mr Stephen Tew Peng Hwee
14. PP Mr Soma Sundram Krishnaswamy
15. Mr Kelvin Yip Kwong Wai
16. Ms Jaslyn Sim Miow Choon
17. PP Ms Julie Wong Poh Gaik
18. Mr Danny Ooi Lye Beng
19. Mr Low Weng Soon
20. Ms Wendy Tan Suit Mooi
21. PP Mr Nixon Dadon Harris (Nixon Paul)
22. Ms Tan Guat Eng
23. PP Mr Sivashanker G Balakrishnan
24. Mr Lim Boon Ping
25. Mr Stephen Wong Kian Hin
26. Mr Victor Wong Tay Kow
27. Mr Simon Hii Sing Sing
28. Sr Mark Saw
29. Mr Liew Toh Sen
30. Mr Alex Joseph Gomez
31. Mr Wong Ho Ming
32. IPP Mr Erick Kho Ying Tian
33. Mr Aubrey Chan
34. Sr Vadeveloo a/l Suppiah
35. Sr Loo Kung Hoe
36. Ms Monica Chuah
37. Mr Vincent Ng Eng Sim
38. Ms Shirley Chai Gut Yang
39. Mr Chang Keok Hai
40. Dr Teoh Poh Huat
41. Ms Mary Yu Yen Tshin
42. Ms Tan Soo Hia
43. Ms Kayte Teh Yoke Kwee
44. Mr Bao Kiew Wu
45. Ms Shiela Lee Tzer Mean
46. Mr Johnny Khoo Kay Chee
47. Mr Henry Tai Shun Hien
48. Ms Juliana Thian Sai Fah
49. Mr Calvin Saw Lep Ong
50. Mr Asokkumaran A/L P Kesavan
51. Ms Susan Tan
52. Ms Teo Lee Hia
53. Mr Tan Meng Kay
54. Mr Roland Low Lim Seng
55. Ms Lau Yock Yin
56. Mr Wan Choy Heng
57. Mr Govindasamy Balaguru
58. Mr Edward Eow Teong Beng
59. Ms Jannie Voo Fui Yung
60. Ms Robert Ting Kang Sung



One World Hotel, Bandar Utama  
27th July 2019, Saturday

# HISTORY OF THE AWARDS

The year 2009 was an important year in the history of the fraternity as the then President PP K. Soma Sundram introduced the MIEA National Real Estate Awards as part of his MIEA National Programme. The inaugural launch at the 32nd Annual Dinner saw five winners from seven categories. Today we have grown to twenty categories with thirty over winners. What seemed impossible then has now proven to be the most important recognition on the achievements of real estate practitioners in Malaysia.

The MIEA National Real Estate Awards has grown in stature & popularity and is now well received by its members, the practitioners, the public and even the government. As anticipated the MIEA National Real Estate Award has not only become a measure of success but a symbol of achievement of excellence in the practice by Real Estate Agents, Firms and Real Estate Negotiators.

The past winners have achieved numerous recognition through the awards. Business opportunities have widened, recruitment of Staff has become easier, public confidence has deepened and catapulted them on the international stage. It is a proven fact that the NREA awards has had a powerful impact on those who have won the awards. The profession has gained recognition from all angles and the NREA awards is the only National Award that truly recognizes the 'Gold Standards' in the real estate profession.





One World Hotel, Bandar Utama  
27th July 2019, Saturday

# ROLL OF HONOUR

## 2009

### REAL ESTATE AGENCY OF THE YEAR

Reapfield Properties Sdn Bhd

### COMMERCIAL AGENCY OF THE YEAR

GDS Properties

### REAL ESTATE AGENT OF THE YEAR

Previndren Sathurhasinge - Zerín Properties

### SPECIALISED AWARD

Hartanah Consultants

### REAL ESTATE LEADERSHIP AWARD

Dato' Haji Abdul Rahim Rahman

## 2010

### REAL ESTATE AGENT OF THE YEAR

David Ong - Reapfield Properties Sdn Bhd

### SPECIALISED AWARD

Zerín Properties

### REAL ESTATE LEADERSHIP AWARD

Datuk Ravindra Dass

## 2011

### RESIDENTIAL REAL ESTATE AGENCY OF THE YEAR

Large - Reapfield Properties Sdn Bhd

### COMMERCIAL REAL ESTATE AGENCY OF THE YEAR

Small - GDS Properties

Medium - Hartamas Real Estate (M) Sdn Bhd

### MIEA REAL ESTATE NEGOTIATOR OF THE YEAR - RESIDENTIAL SECTOR

Julie Yong Mooi Lai, CBD Properties

### SPECIALIZED AWARD

GDS Properties

### REAL ESTATE AGENT OF THE YEAR

Adrian Wong, CBD Properties

### REAL ESTATE AGENCY OF THE YEAR

Medium - Hartamas Real Estate (M) Sdn Bhd

Large - Reapfield Properties Sdn Bhd

### STATE REAL ESTATE AGENCY OF THE YEAR

Sarawak - Borneo Real Estate

### REAL ESTATE LEADERSHIP AWARD

Datuk Alan Tong Kok Mau

## 2012

### RESIDENTIAL REAL ESTATE AGENCY OF THE YEAR

Medium - Property Hub Sdn Bhd

### COMMERCIAL REAL ESTATE AGENCY OF THE YEAR

Hartamas Real Estate (M) Sdn Bhd

CBD Properties Sdn Bhd

### REAL ESTATE NEGOTIATOR OF THE YEAR - RESIDENTIAL SECTOR

Ivan How, CBC Properties Sdn Bhd

### REAL ESTATE NEGOTIATOR OF THE YEAR - INDUSTRIAL SECTOR

Danny Luo, CBD Properties Sdn Bhd

### SPECIALIZED AWARD

Reapfield Properties Sdn Bhd

### REAL ESTATE AGENT OF THE YEAR

David Ong, Reapfield Properties Sdn Bhd

### REAL ESTATE AGENT OF THE YEAR

Small - GDS Properties

Medium - Hartamas Real Estate (M) Sdn Bhd

Large - Reapfield Properties Sdn Bhd

### STATE REAL ESTATE AGENCY OF THE YEAR

Johor - Tiram Realty

Sarawak - Borneo Real Estate

### REAL ESTATE LEADERSHIP AWARD

Dato' Leslie Lee

## 2013

### MILLION DOLLAR REAL ESTATE "ROOF TOP" ACHIEVER

Govindasamy, GDS Properties

Wong Yau Long, Reapfield



# ROLL OF HONOUR

One World Hotel, Bandar Utama  
27th July 2019, Saturday

## REAL ESTATE LEADERSHIP AWARD

K. Soma Sundram

## RESIDENTIAL REAL ESTATE AGENCY OF THE YEAR

Small - Reapfield Properties (Klang) Sdn Bhd  
Medium - Property Hub Sdn Bhd  
Large - Reapfield Properties Sdn Bhd

## COMMERCIAL REAL ESTATE AGENCY OF THE YEAR

Hartamas Real Estate (M) Sdn Bhd

## REAL ESTATE NEGOTIATOR OF THE YEAR - RESIDENTIAL SECTOR

Bernice Chee Siew Lan, CBD Properties

## SPECIALIZED AWARD

Knight Frank Malaysia Sdn Bhd

## REAL ESTATE AGENT OF THE YEAR

Govindasamy Balaguru, GSD Propertie

## REAL ESTATE AGENCY OF THE YEAR

Hartamas Real Estate (M) Sdn Bhd

## STATE REAL ESTATE AGENCY OF THE YEAR

Reapfield Properties (Penang) Sdn Bhd

## 2014

## REAL ESTATE WEBSITE OF THE YEAR

Zerin Properties

## MILLION DOLLAR ROOF TOP - REA

Goh Kim Yang, Royale Rich Real Estate Agent  
Teo Zi Lin, Zilin Properties

## MILLION DOLLAR ROOF TOP - REN

Shermine Lim Kwee See, CBD Properties Sdn Bhd  
Gerard Chan, Three Acres Real Estate Sdn Bhd  
Wong Yau Long, Cornerstone Realty

## TOP REN OF THE YEAR

Wong Yau Long, Cornerstone Realty

## TOP STATE REN OF THE YEAR

Sarawak - Colin Wong YekFong, H. Simon Real Estate

## ROOKIE REN OF THE YEAR

Chris Tee Hwa Khuan, Property Hub Sdn Bhd

## TOP RESIDENTIAL REN OF THE YEAR

Nick Lu Weng Kong, CBD Properties (Mont Kiara) Sdn Bhd

## TOP COMMERCIAL REN OF THE YEAR

Y. S. Lim, Hartamas Real Estate (M) Sdn Bhd

## MIEA - PROPERTYGURU TOP ONLINE REN

Norafiza Arifen, Chester Properties Sdn Bhd

## MIEA - THEEDGEPROPERTY.COM TOP ONLINE REN

Irene Chua Hui Siang, Leaders Real Estate

## REAL ESTATE LEADERSHIP AWARD

Mr Lim Ah Teck

## RESIDENTIAL AGENCY OF THE YEAR (MEDIUM)

Medium - Property Hub Sdn Bhd  
Small - Realproperty.my

## COMMERCIAL REAL ESTATE AGENCY OF THE YEAR

Hartamas Real Estate (M) Sdn Bhd

## REN OF THE YEAR - RESIDENTIAL

Wong Yau Long, Reapfield Properties Sdn Bhd

## REN OF THE YEAR -COMMERCIAL

Shawn Adriano Valerio, Carey Real Estate Sdn Bhd

## REN OF THE YEAR -INDUSTRIAL

JaclynYee Siew Fong, Carey Real Estate Sdn Bhd

## SPECIALIZED AWARD

Zerin Properties

## REAL ESTATE AGENT OF THE YEAR

Eric Lim Chin Heng, Hartamas Real Estate (M) Sdn Bhd

## REAL ESTATE AGENCY OF THE YEAR

CBD Properties Sdn Bhd

## STATE REAL ESTATE AGENCY OF THE YEAR

Perak - New Ipoh Properties  
Penang - Reapfield Properties (Penang) Sdn Bhd  
Sarawak - Kozin Real Estate  
Johor - Tophills Realty (M) Sdn Bhd

## MILLION DOLLAR REAL ESTATE "ROOF TOP" ACHIEVER

Wong Yau Long, Reapfield Properties Sdn Bhd  
Shawn Adriano Valerio

## 2015

## TOP REALTOR OF THE YEAR

Adrian Wang Fook Ping, CBD Properties Sdn Bhd





# ROLL OF HONOUR

One World Hotel, Bandar Utama  
27th July 2019, Saturday

## TOP REAL ESTATE FIRM (STATE) OF THE YEAR

Sarawak - Kozin Real Estate Sdn Bhd  
Penang - Property Talk  
Perak - New Ipoh Properties

## TOP ROOKIE REALTOR OF THE YEAR

Raphael Wong Wai Kit, Real Estate Finders

## RESIDENTIAL REAL ESTATE FIRM OF THE YEAR

Medium - Property Hub Sdn Bhd  
Small - Full Homes Realty Sdn Bhd

## COMMERCIAL REAL ESTATE FIRM OF THE YEAR

Hartamas Real Estate (M) Sdn Bhd

## INDUSTRIAL REAL ESTATE FIRM OF THE YEAR

Royale Rich Real Estate Agent

## TOP PROJECT MARKETING FIRM OF THE YEAR

Hartamas Real Estate (M) Sdn Bhd

## MOST INNOVATIVE FIRM OF THE YEAR

Zerin Properties

## SPECIALIZED PROJECTS

Knight Frank Malaysia Sdn Bhd

## 2016

### LIFETIME ACHIEVEMENT AWARD

Lim Eng Chong, Henry Butcher Malaysia Sdn Bhd

### TOP REAL ESTATE FIRM OF THE YEAR

Hartamas Real Estate (M) Sdn Bhd

### TOP REAL ESTATE FIRM OF THE YEAR (STATE)

Sarawak - Kozin Real Estate Sdn Bhd  
Selangor - MapleLand Property  
Johor - Agile Properties  
Perak - New Ipoh Properties

### RESIDENTIAL REAL ESTATE FIRM OF THE YEAR

Medium - Property Hub Sdn Bhd  
Small - Cornerstone Realty

### COMMERCIAL REAL ESTATE FIRM OF THE YEAR

Hartamas Real Estate (M) Sdn Bhd

### TOP PROJECT MARKETING FIRM OF THE YEAR

Hartamas Real Estate (M) Sdn Bhd

## SPECIALIZED PROJECT

CBRE | WTW

## MILLION DOLLAR ROOF TOP - REA

Elvin a/l Berty Luke Fernandez,  
Khong & Jaafar (Real Estate) Sdn Bhd  
Munirah Bt Mohammad, Homefield Real Estate Sdn Bhd

## TOP REN OF THE YEAR

Carol Yong Ching Mei, Cornerstone Realty

## TOP STATE REN OF THE YEAR

Sarawak - Colin Wong Yek Fong, H. Simon Real Estate  
Penang - J.T.Tan, Khoo & Associates Realty

## ROKKIE REN OF THE YEAR

Sarawak - Colin Wong Yek Fong, H. Simon Real Estate  
Penang - J.T.Tan, Khoo & Associates Realty

## TOP RESIDENTIAL REN OF THE YEAR

Eva Koi Swee Peng, CBD Properties Sdn Bhd

## TOP COMMERCIAL REN OF THE YEAR

Y.S.Lim, Hartamas Real Estate (M) Sdn Bhd

## MILLION DOLLAR ROOF TOP

Juliana Teh Beng Choo, MapleLand Property

## 2017

### LIFETIME ACHIEVEMENT AWARD

Past President Raymond Tang King Seng, Uptown Realtors

### REAL ESTATE AGENT OF THE YEAR

Lau Yock Yin, JLL Property Services (M) Sdn Bhd

### REAL ESTATE FIRM OF THE YEAR

Hartamas Real Estate (M) Sdn Bhd

### INDUSTRIAL REAL ESTATE FIRM OF THE YEAR

Royale Rich Real Estate Agent

### REAL ESTATE FIRM OF THE YEAR (STATE)

Sarawak - Kozin Real Estate Sdn Bhd  
FT - Property Hub Sdn Bhd  
Sabah - Property Hun (sabah) Sdn Bhd  
Perak - DeOne Properties Sdn Bhd

### PROJECT MARKETING FIRM OF THE YEAR

Hartamas Real Estate (M) Sdn Bhd



# ROLL OF HONOUR

One World Hotel, Bandar Utama  
27th July 2019, Saturday

## RESIDENTIAL REAL ESTATE FIRM OF THE YEAR

Gold - Cornerstone Realty (Medium Size)  
Silver - Property Hub Sdn Bhd (Medium Size)

## COMMERCIAL REAL ESTATE FIRM OF THE YEAR

Hartamas Real Estate (M) Sdn Bhd  
JLL Property Services (M) Sdn Bhd

## INDUSTRIAL REAL ESTATE FIRM OF THE YEAR

Gold - Zilin Properties  
Silver - Metroworld Realty Sdn Bhd

## MOST OUTSTANDING CORPORATE SOCIAL RESPONSIBILITIES PROJECT

Metroworld Realty Sdn Bhd

## MILLION DOLLAR PRODUCER (MDP)

REA - Teo Zi Lin, Zilin Properties  
REA - Munirah Mohammad, Homefield Real Estate Sdn Bhd  
REN - Owen Wong Kum Keong, Reapfield Properties KL Sdn Bhd

## STATE REN OF THE YEAR

Perak - Amanda Loh Soh Fun, DeOne Properties Sdn Bhd  
Sabah - Joel Low En Zhang, Property Hun (sabah) Sdn Bhd  
Sarawak - Wee Kui Ho, WTWY Real Estate Sdn Bhd

## ROOKIE REN OF THE YEAR

Roshindar Dhillon, Property Hun Sdn Bhd

## ROOKIE STATE REN OF THE YEAR

Joel Low En Zhang, Property Hub (Sabah) Sdn Bhd

## RESIDENTIAL REN OF THE YEAR

Phoebe Tan Saw Year, Property Hub Sdn Bhd

## COMMERCIAL REN OF THE YEAR

Y.S. Lim, Hartamas Real Estate (M) Sdn Bhd

## INDUSTRIAL REN OF THE YEAR

Yang Ren Jiet, Metroworld Realty Sdn Bhd

## 2018

## LIFETIME ACHIEVEMENT AWARD

Nixon Paul, Carey Real Estate Sdn Bhd

## MIEA CEO OF THE YEAR

Dato Adrian Wang, CBD Properties Sdn Bhd

## REAL ESTATE FIRM OF THE YEAR

Hartamas Real Estate (M) Sdn Bhd

## REAL ESTATE FIRM OF THE YEAR (STATE)

Sarawak - Kozin Real Estate Sdn Bhd  
FT - Property Hub Sdn Bhd  
Sabah - Property Hun (sabah) Sdn Bhd  
Perak - DeOne Properties Sdn Bhd  
Penang - Reapfield Properties (Penang) Sdn Bhd

## RESIDENTIAL REAL ESTATE FIRM OF THE YEAR

Cornerstone Realty (Medium Size)

## COMMERCIAL REAL ESTATE FIRM OF THE YEAR

JLL Property Services (M) Sdn Bhd  
Knight Frank Malaysia Sdn Bhd

## INDUSTRIAL REAL ESTATE FIRM OF THE YEAR

Knight Frank Malaysia Sdn Bhd

## PROJECT MARKETING FIRM OF THE YEAR

Hartamas Real Estate (M) Sdn Bhd

## MILLION DOLLAR PRODUCER (MDP) - REN

Benjamin Tee Kah Lin, Property Hub Sdn Bhd  
Ezhilchelvam A/L Manimuthu, GDS Properties

## REN OF THE YEAR

Sarawak - Kelvin Lee Bun Siew, Kozin Real Estate Sdn Bhd

## STATE REN OF THE YEAR

Perak - Amanda Loh Soh Fun, DeOne Properties Sdn Bhd  
Johor - Adeline Lee Hui Ling, TopHills Realty (M) Sdn Bhd  
Penang - Sam Kam, Reapfield properties (Penang) Sdn Bhd  
Sarawak - Kelvin Lee Bun Siew, Kozin Real Estate Sdn Bhd

## ROOKIE STATE REN OF THE YEAR

Penang - Chris Teoh Beng Liang, Reapfield Properties (PG) SB  
Sabah - Alan Richard Belimbin, Property Hub (Sabah) Sdn Bhd

## RESIDENTIAL REN OF THE YEAR

Eugene Wong Yau Kun, Cornerstone Realty

## COMMERCIAL REN OF THE YEAR

Y.S. Lim, Hartamas Real Estate (M) Sdn Bhd

## INDUSTRIAL REN OF THE YEAR

Tan Yee Hwa, Pro Team Realty

## MIEA EDGEPROP.MY MOST INNOVATIVE MARKETING IDEA

Cornerstone Realty

## MIEA EDGEPROP.MY TOP ONLINE REN OF THE YEAR

Eugene Yap, Focus Estate Agency Sdn Bhd





# LIFETIME ACHIEVEMENT AWARD RECIPIENTS

One World Hotel, Bandar Utama  
27th July 2019, Saturday



**2009**

YB Tan Sri Dato Abdul  
Rahim Abdul Rahman



**2010**

Datuk Ravindra Dass



**2011**

Dato Alan Tong Kok Mau



**2012**

Dato Leslie Lee



**2013**

K. Soma Sundram



**2014**

Lim Ah Leck



**2015**

Stephen Tew



**2016**

Lim Eng Chong



**2017**

Raymond Tang



**2018**

Nixon Paul





NATIONAL  
REAL ESTATE  
AWARDS  
MIEA

# NATIONAL REAL ESTATE AWARDS 2018 GALA DINNER

One World Hotel, Bandar Utama  
27th July 2019, Saturday







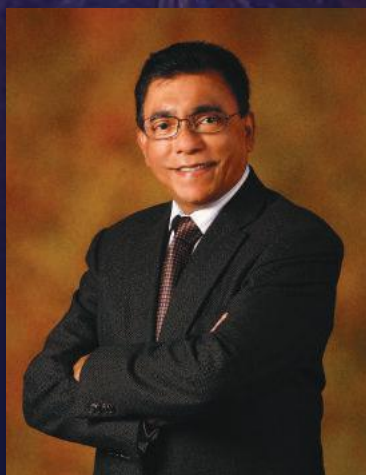




# NATIONAL REAL ESTATE AWARDS 2019

## PANEL OF JUDGES

One World Hotel, Bandar Utama  
27th July 2019, Saturday



### Chief Judge

#### Mr Sheldon Fernandez - Country Manager - Malaysia PropertyGuru

Sheldon is the Country Manager for the Malaysian branch of PropertyGuru Group, and is the principal representative for the Group in Malaysia. He is responsible for leading the company's sales and B2B strategy, driving strategic business deals, and cultivating relationships with key industry partners in Malaysia. He leads a team of more than 100 Gurus, including internal and external marketing and field sales representatives, servicing real estate developers, agencies and agents.

As General Manager of FastKey, Sheldon leads the growth mandate for

PropertyGuru's automated, end-to-end business solution for the property industry in Southeast Asia.

Sheldon is a versatile sales professional and an ardent advocate for online, with over 14 years of experience in digital marketing and sales leadership. He has a strong track record of delivering results, execution excellence and improving efficiency, while also driving high employee and customer satisfaction scores for organisations across Asia.

Previously, Sheldon was with JobsDB, a leading online employment

#### Kumar Tharmalingam - Senior Advisor AREA Management Sdn Bhd

Kumar Tharmalingam graduated from the College of Estate Management, London School of Economics with a B.Sc in Real Estate from University of London. He is a Fellow of the Royal Institution of Chartered Surveyors, Fellow of the Institution of Surveyors Malaysia (ISM) and registered as a Real Estate Valuer and Property Consultant with the Board of Valuers in Malaysia.

After 18 years as the Country Manager for DTZ of U.K., in 1998 he established the First Malaysian Property Trust (FMPT), a joint venture between the Bank of Commerce and Austwide, Australia. In 1998 he joined Hall

Chadwick Asia Sdn Bhd specialising in the origination of property assets for Pension Funds, Private Equity Funds and REITs.

Kumar has been a director of the following:-

- Aseana, an Ireka company listed in London; from 2007 to 2012.
- Sime Darby Property Berhad; Director from 2007 to 2012.
- Sunway Berhad; Director from January to December 2013.
- Amanah Raya Berhad; Director on the Investment Panel from 2010 to 2017.
- Public Islamic Bank Berhad; Director

from 2016 to date.

Kumar was from 2009 to 2012 the Chief Executive Officer of Malaysia Property Incorporated (MPI) which is a Government of Malaysia's company promoting Malaysia as a property investment destination. Currently he is Senior Advisor to AREA Management Sdn Bhd, a private equity fund developing gated industrial projects in Malaysia and Chairman of Hall Chadwick Property Services, a property advisory company on property trends for public companies.



### Judge

#### Associate Prof Dr Sr Wan Nor Azriyati Wan Abd Aziz

Head, Centre Of Sustainable Urban Planning And Real Estate, Faculty Of Built Environment University of Malaya

Dr Wan Nor Azriyati binti Wan Abd Aziz is an Associate Professor having professional background in real estate, being a Registered Valuer and Estate Agent since 1989. She is also a Registered Property Manager with the Board of Valuer, Appraisers, Estate Agents and Property Managers, Malaysia. Dr Wan sits as the Board Member of the Board of Valuers, Appraisers, Estate Agents and Property Managers, Malaysia (since 2010). Dr Wan is also an external examiner and sits as Board of Examiner with the Royal Institution of Surveyors, Malaysia. Her wide experiences in real estate profession has earned her recognition by the ASEAN Valuers Association (AVA). She is appointed as Governing

Council member for AVA since 2009.

She holds a doctorate in Housing Policy from University of Dundee, Scotland, United Kingdom. Her expertise in Housing also has led her to the appointment as Steering Committee of Asia Pacific Network for Housing Research (APNHR) based at Hong Kong. She was the Chairman of APNHR Conference 2013 in Kuala Lumpur. Dr Wan Nor Azriyati is also an expert panel of assessor for accreditation of Real Estate programme with Malaysia Qualification Agency (MQA).

At the university level, she was Deputy Dean of Sustainability Science Research

Cluster (2014-2015) as well as Head, Department of Estate Management, Faculty of Built Environment (2007-2009). Prior to joining the academic profession, she has vast experiences in industrial practise, being the Branch Manager with locally renowned property consultants company of Rahim & Co Chartered Surveyors and Ernest Cheong PTL (M) Sdn Bhd. She was the Project Executive/Valuer with the Joint Venture and Privatisation Unit, City Hall of Kuala Lumpur overseeing mega privatisation projects in Kuala Lumpur in 1991-1996 before joining UiTM, Shah Alam as an academician and thereafter joined University of Malaya until to-date.



### Judge





## Datuk Seri Michael K C Yam - Most Recent Past President and Patron REHDA

Datuk Seri Michael K C Yam is a Past President and Patron of the Real Estate and Housing Developer's Association (REHDA) Malaysia. His past experience in the real estate and corporate sectors includes being CEO of 2 different Bursa Listed PLCs with not only core development activities in Malaysia but also investments in South Africa, Australia and the UK. He is currently an Independent Non-Executive Director of Standard Chartered Saadiq Berhad, Paramount Corporation Berhad, Malaysia Airports Holdings Berhad, Cahya Mata Sarawak Berhad and Kwasa Land Sdn Bhd. He is also the Chairman of InvestKL Corporation, a

Government Investment promotion agency, KL Airports Hotel, Eraman and also Triterra Sdn Bhd a boutique developer while managing his own private equity, corporate advisory and development consultancy firm. He graduated in Building & Management Studies from the University of Westminster and subsequently qualified professionally as a Fellow of the Chartered Institute of Building and also a Fellow of the Royal Institution of Chartered Surveyors.

## Judge

Chris serve the Malaysian Chapter for two terms from 2006 to 2010 as its National Council Member and has been awarded with the FIABCI Medal of Honour for his outstanding services to FIABCI one of the youngest ever recipient of such honour in the history of FIABCI.

Chris was used to own a column in the Star newspaper called "Real Legal" as well as his current monthly "Legal Clinic" on air at the "Property Show for BFM89.9. He is also one of the host for Bernama Property Hot Seat together with Dato Sri Vincent Tiew.

Chris is recognised as a strata expert in Malaysia and has been advising related issues for government linked company, property developers, assets owner and REITS. With such background, Chris was part of the Technical Committee under the National Economic Action Council of the Prime Minister's Department to devise strategies to stimulate the property sector in Malaysia responsible for the blue print of the Malaysia Property Inc ([www.malaysiapropertyinc.com](http://www.malaysiapropertyinc.com)). He was appointed as the panel judge for the inaugural iProperty People's Choice Award, TheEdgeProperty.com Malaysia's Best Managed Property

## Chris Tan - Lawyer Chur Associates

Awards, Property Guru Asia Property Awards and Realty TV Show "Anyone can be a Millionaire".

Chris is awarded by the Prestige "Top 40 under 40" (Top Outstanding Young Malaysian Award) in year 2013 for his entrepreneurship. On 2016, Chris is awarded by the Entrepreneur Insight "The 100 Most Influential Young Entrepreneur". And at the same year, he is awarded by The Malaysian Australian Alumni Awards 2016 "Young Entrepreneur Award".



## Judge



## Agnes Wong - Managing Partner Syarikat Ong Group of Companies

Agnes Wong graduated from Monash University, Melbourne Australia. Agnes is a Chartered Accountant, a Licensed Tax Consultant and Licensed GST Consultant. She holds membership under Chartered Tax Institute of Malaysia (CTIM), Malaysian Institute of Accountants (MIA), Certified Practicing Accountant (CPA) Australia and Malaysian Institute of Chartered Secretaries and Administrators (MAICSA). She worked with one of the leading Public Accounting Firms before joining Syarikat Ong Group of Companies.

Currently, Agnes Wong is the

Managing Partner of Syarikat Ong Group of Companies and personally involved in corporate registration and structure, corporate tax advisory and compliance as well as Goods and Services Tax (GST) implementation and consultation.

Throughout the past 10 years, in addition to managing the tax consultancy practice, she has conducted various seminars and workshops both to the public and to own clients and have spoken to over thousands of participants. Ms. Agnes Wong is also one of the frequently invited speakers at property talks and

events hosted by developers. Her international speaking stint include being one of the panel speakers for Property Guru who showcase Malaysian Properties in Singapore.

## Judge

## Herman Yeo - President IEA Singapore

Herman has more than 27 years of Real Estate experience and conducts monthly courses at several Approved Training Organisations. Also does soft skill experiential training and workshops for co-operates upon request locally and overseas. He also sits in the ARENA Council of Presidents, a grouping of ASEAN Real Estate Association. He first joined Real Estate industry in 1992 and currently owned a real estate firm which is First Homes Realty Private Limited and First Homes Training Connection.

• President of Institute Of Estate Agents, Singapore (IEA)

- Certified Trainer / Coach for Real Estate Modules
- Certified International Property Specialist (CIPS)
- Certified Residential Specialist (CRS)
- WSQ Diploma in Service Excellence
- WSQ Diploma in Leadership Management
- WSQ Diploma in Security Management



## Judge



## INTRODUCTION

The Malaysian Institute of Estate Agents (MIEA) is proud to present the MIEA Real Estate Awards 2019. These awards are presented annually to Real Estate Agents, Real Estate Agencies, Probationary Estate Agents, Real Estate Negotiators and those who have contributed to the Industry and fraternity. The winners of these awards will be recognised throughout the country as leaders for their pursuit towards excellence in their respective fields. These awards bring national recognition, honour and a sense of achievement to the recipients.

## THE CHALLENGE TROPHY

The MIEA National Real Estate Awards is a specially designed trophy. The shape is a free form U icon that depicts

The free form reflects the versatility of Estate Agents in dealing with many types of properties.

The round base reflects the worlds.

The U shape connotes the unity of the membership in achieving excellence.

The raised icon and the pointed edge reflects that the sky is the limit in what we do and that we need to do our best and be focused in our services to clients.





# NREA 2019 AWARD CATEGORIES

One World Hotel, Bandar Utama  
27th July 2019, Saturday

## REAL ESTATE AGENT CATEGORY

REA Category 1 : Real Estate Agent of the Year

## REAL ESTATE FIRM CATEGORIES

REA Category 2 : Real Estate Firm of the Year

REA Category 3 : Residential Real Estate Firm  
3A. Agency firms or branches with 201 RENs or more (Large)  
3B. Agency firms or branches with 51 - 200 RENs (Medium)  
3C. Agency firms or branches with 50 RENs & less (Small)

REA Category 4 : Commercial Real Estate Firm of the Year

REA Category 5 : Industrial Real Estate Firm of the Year

REA Category 6 : Project Marketing Firm of the Year

REA Category 7 : Most Innovative Marketing Idea

REA Category 8 : Specialized Project

REA Category 9 : Most Tech-Savvy Real Estate Firm

## REAL ESTATE NEGOTIATOR CATEGORIES

REN Category 10 : REN of the Year

REN Category 11 : Rookie REN of the Year

REN Category 12 : Residential REN of the Year

REN Category 13 : Commercial REN of the Year

REN Category 14 : Industrial REN of the Year

## STATE CATEGORIES

STATE Category 15 : State Real Estate Firm of the Year

STATE Category 16 : State REN of the Year

STATE Category 17 : State Residential REN of the Year

STATE Category 18 : State Commercial REN of the Year

STATE Category 19 : State Industrial REN of the Year

## MILLION DOLLAR PRODUCER

MDP Category 20 : Million Dollar Producer (REA/PEA/REN)

**INVITED CATEGORIES** : CEO of the Year  
: Lifetime Achievement Award



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In craftsmanship and performance, Sub-Zero is without rival. Its advanced technology keeps food fresher longer.

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[extrafurniture.com](http://extrafurniture.com)





# AWARD GUIDELINES

One World Hotel, Bandar Utama  
27th July 2019, Saturday

## A. PARTICIPATION

The award is open to all

- 1) Registered Estate Agents
  - 2) Registered Real Estate Firms
  - 3) Real Estate Negotiators / Probationary Estate Agents
- Both Members and Non Members of MIEA are eligible to participate. However, different submission fees shall be applicable to members and non members as referred to item K under guideline.

## B. PARTICIPATING FIRMS

Participation shall be by an individual Real Estate office or branches as each is an entity by itself and not collectively as an organization.

## C. QUALIFYING PERIOD FOR SALE

Consideration is for sales concluded from 1st January 2018 to 31st December 2018 only.

## D. OPEN AND CLOSING DATE

Entries are open from 30th April, 2019 and should reach the MIEA secretariat by 12:00 noon on 24th May, 2019. All documentation should be sent by Registered post/Courier or Hand delivered to the Secretariat

## E. JUDGING CRITERIA

Winners are not judged by sales performance only but on other areas as stated under the awards criteria in each category. Submission of relevant info under each category is important to maximize your score.

## F. SERVICE TAX

To ensure accuracy in sales achievement, the judges will strictly correlate your performance with payment of service tax to Royal Customs Department during the qualifying period. All copies of receipts for the year 2018 up to April, 2019 to be attached and all authentications of sales concluded must correspond with receipts of payment of service tax.

## G. FEES

Fees is referred to as monies collected/earned from a sale, rental or lease.

## H. FEES EARNED

For individual awards, the fees earned shall be based on individual performance and not group or team sales including overriding. For co-agency applicants should only add the portion earned by him or her.

## I. JUDGES

The awards will be judged by a panel of experienced independent judges outside of MIEA.

## J. ACCURACY OF INFORMATION PROVIDED

All participating firms must provide the information with accuracy and truthfulness. If any information presented is found to be false, the Institute reserves the right to disqualify or to withdraw the award at any point of time before or after the awards ceremony.

## K. SUBMISSION FEE

Please enclose the submission fee together for each category and the fees are not Refundable under any circumstances.

## L. FINALIST

Awards participants/firms who does not win finalist but meet the minimum judging criteria will receive a finalist certificate.

## M. CONFIDENTIALITY OF INFORMATION

The award submission(s) received shall be strictly for the use of MIEA. The National awards committee, the Institute and the panel of Judges will undertake to ensure the confidentiality of all information received. All submissions will become the property of MIEA and we reserve the right to use any key information to announce the winners and their achievements.

## N. AWARDS GALA NIGHT

The Awards Gala Dinner is scheduled to be held on 27th July, 2019 at One World Hotel, Petaling Jaya.

## O. WINNERS COMMITMENT

All winners to undertake and to support the awards by committing to the 'Awards Charter'.

## P. MILLION DOLLAR PRODUCER CATEGORY

For the above category the REA, PEA & REN will be classified in one group for judging as this is not a competitive award. The judging will be based on performance.



One World Hotel, Bandar Utama  
27th July 2019, Saturday

# RECIPIENTS OF MIEA'S NATIONAL REAL ESTATE AWARDS 2019

## INVITED CATEGORIES

### **LIFETIME ACHIEVEMENT AWARD OF THE YEAR**

THINAHARA KUMAR A/L NAGALINGAM, RICHINPROP REALTORS

### **MIEA CEO OF THE YEAR**

SARKUNAN SUBRAMANIAM, KNIGHT FRANK MALAYSIA SDN BHD

## REAL ESTATE FIRM CATEGORIES

### **REAL ESTATE FIRM OF THE YEAR**

HARTAMAS REAL ESTATE (MALAYSIA) SDN BHD

### **RESIDENTIAL REAL ESTATE FIRM - MEDIUM SIZE OF THE YEAR**

POLYGON PROPERTIES SDN BHD

### **RESIDENTIAL REAL ESTATE FIRM - SMALL SIZE OF THE YEAR**

PROPERTY HUB (KLCC) SDN BHD

### **COMMERCIAL REAL ESTATE FIRM OF THE YEAR**

JLL PROPERTY SERVICES (MALAYSIA) SDN BHD

### **MIEA-MRCB PROJECT MARKETING FIRM OF THE YEAR**

POLYGON PROPERTIES SDN BHD

### **MOST INNOVATIVE MARKETING IDEA OF THE YEAR**

HOMEFIELD REAL ESTATE SDN BHD

### **SPECIALIZED PROJECT OF THE YEAR**

ESPRIT ESTATE AGENT SDN BHD

### **MIEA-PropertyGuru MOST TECH-SAVVY REAL ESTATE FIRM**

JLL PROPERTY SERVICES (MALAYSIA) SDN BHD





One World Hotel, Bandar Utama  
27th July 2019, Saturday

# RECIPIENTS OF MIEA'S NATIONAL REAL ESTATE AWARDS 2019

## REAL ESTATE NEGOTIATOR CATEGORIES

### MIEA-TRITERRA REAL ESTATE NEGOTIATOR OF THE YEAR

ISMADI BIN AB JALIL, JUSTE LAND SDN BHD

### ROOKIE REAL ESTATE NEGOTIATOR OF THE YEAR

VINCENT CHONG ZIAN HOW, PROPERTY HUB (SABAH) SDN BHD

### RESIDENTIAL REAL ESTATE NEGOTIATOR OF THE YEAR

SHAYNE TOH YI JIAN, CBD PROPERTIES SDN BHD

### COMMERCIAL REAL ESTATE NEGOTIATOR OF THE YEAR

LIM YOONG SIANG, HARTAMAS REAL ESTATE (MALAYSIA) SDN BHD

### INDUSTRIAL REAL ESTATE NEGOTIATOR OF THE YEAR

JOANNE SOH HUI PENG, CBD PROPERTIES SDN BHD

LESLEY SIANG LAY LENG, PROTEAM REALTY SDN BHD

## REAL ESTATE STATE CATEGORIES

### STATE REAL ESTATE FIRM OF THE YEAR

PERAK - DEONE PROPERTIES SDN BHD

JOHOR - CBD PROPERTIES (JB) SDN BHD

SARAWAK - KOZIN REAL ESTATE SDN BHD

SABAH - PROPERTY HUB (SABAH) SDN BHD

FEDERAL TERRITORY - PROPERTY HUB SDN BHD

### STATE REAL ESTATE NEGOTIATOR OF THE YEAR

PERAK - AMANDA LOH SOH FUN, DEONE PROPERTIES SDN BHD

SARAWAK - EMILY LOO TUAN KIAW, H. SIMON REAL ESTATE

SABAH - VINCENT CHONG ZIAN HOW, PROPERTY HUB (SABAH) SDN BHD

FEDERAL TERRITORY - DAVID TAN WEE PENG, PROPERTY HUB SDN BHD

SELANGOR - AINAL MARYAM BT AHMAD ZAMZURI, HOMEFIELD REAL ESTATE SDN BHD

### STATE COMMERCIAL REAL ESTATE NEGOTIATOR OF THE YEAR

SABAH - CHESITY BOON MEI MEI, PROPERTY HUB (SABAH) SDN BHD

### STATE INDUSTRIAL REAL ESTATE NEGOTIATOR OF THE YEAR

JOHOR - LESLEY SIANG, PROTEAM REALTY SDN BHD

## MILLION DOLLAR PRODUCERS

### MILLION DOLLAR PRODUCER OF THE YEAR

TAN SAN YEW, LAURELCAP SDN BHD

AARON KUA CHON HONG, POLYGON PROPERTIES SDN BHD

SHAYNE TOH YI JIAN, CBD PROPERTIES SDN BHD

# WITH BEST COMPLIMENTS

## From



**PP N .THINAHARAKUMAR** E237  
F.M.I.E.A , (OM 94)



REGISTERED ESTATE AGENT /LICENCED AUCTIONEER  
(Formerly Known as Marina Agencies)

**(E(3)1158) (Est since 1977)**

Add: No.22A, Jalan Telawi 5, Bangsar Baru, 59100 Kuala Lumpur Malaysia.

Tel : 603 2283 4343 E-MAIL : [richinprop@gmail.com](mailto:richinprop@gmail.com)

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***"Real estate cannot be lost or stolen, nor can it be carried away. Purchased with common sense, paid for in full, and managed with reasonable care, it is about the safest investment in the world."***

-Franklin D. Roosevelt -

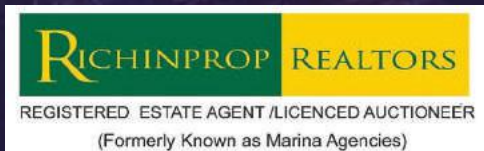


# MIEA LIFETIME ACHIEVEMENT AWARD OF THE YEAR



One World Hotel, Bandar Utama  
27th July 2019, Saturday

**THINAHARAKUMAR A/L  
NAGALINGAM**



(E (3) 1158)

## **RICHINPROP REALTORS**

Popularly known, PP Thina joined MAREA in 1982 and was among the first 100 members. He was Immediately appointed to serve in the General Committee. He was also one of those responsible for proposing the name change from MAREA to MIEA. He has served under all the Past Presidents then and was also longest serving Deputy President for a term of 8 years. He also headed the Constitution Reform Committee and introduced new changes and was instrumental in organizing the first official MAREA Annual Dinner in PJ Hilton in the year 1988, prior to this there was no Annual Dinner but a simple dinner in a restaurant after the AGM. He also organized the first 3-day Seminar come Games at Frazer's Hill which subsequently ran successfully for 3 continuous years (1984-1987) and was elected President of MIEA from 1997-1999 during the great economic depression.

His achievements under his presidency are as follows; MIEA/ASR joint collaboration. Launched the MIEA homepage and website and establishment of the MIEA library. It was during his tenure as President that the Ipoh Branch was set up and was responsible in setting up an IT Committee to spearhead the Multi Listing system similar to Australia. In his term as President the official signing of the Collaboration with the Association of Singapore Realtors (ASR) took place. During his term he organized 2 Conferences and Annual Dinners and also had a bowling tournament. A big delegation of 28 people went to the NAR Convention to San Francisco. He represented MIEA in BOVEA for a term of 2 years from 1995-1997 was a member of the Complaints Investigation Committee (CIC) & the Education Committee and appointed as an Inspector by BOVEA. He was admitted as a Fellow of the Institute in 2003.

Have been in the Real Estate Business for approximately 43 years. First as a sole proprietor under the name: MARINA AGENCIES and subsequently a name change to RICHINPROP REALTORS in 2007. He is also a licensed Auctioneer for the STATES of PERAK, SELANGOR and WILAYAH PERSEKUTUAN and was a Commissioner for Oaths from 2008 -2016. In the community he is an active member for 29 years and Past President of Rotary Club of Bangsar and is a Paul Harris Fellow (PHF).

In conclusion, PP Thina has served actively MAREA / MIEA and the Real Estate Industry for almost 37 years, a passion which was so great that he had to make a lot of sacrifices to both his Personal and Business Life. He has continued to be an active member of MIEA and has given his full support in all activities and programs of the Institute and his presence at AGMs and conventions until today. His life has been revolved around MIEA and real estate and that his life time achievement would be that he has shown overall dedication in his personal life, the community and the real estate industry. His loyalty and contribution to MIEA is well above what would be expected. He rightfully deserves this recognition.

**Thinaharakumar**  
E0237

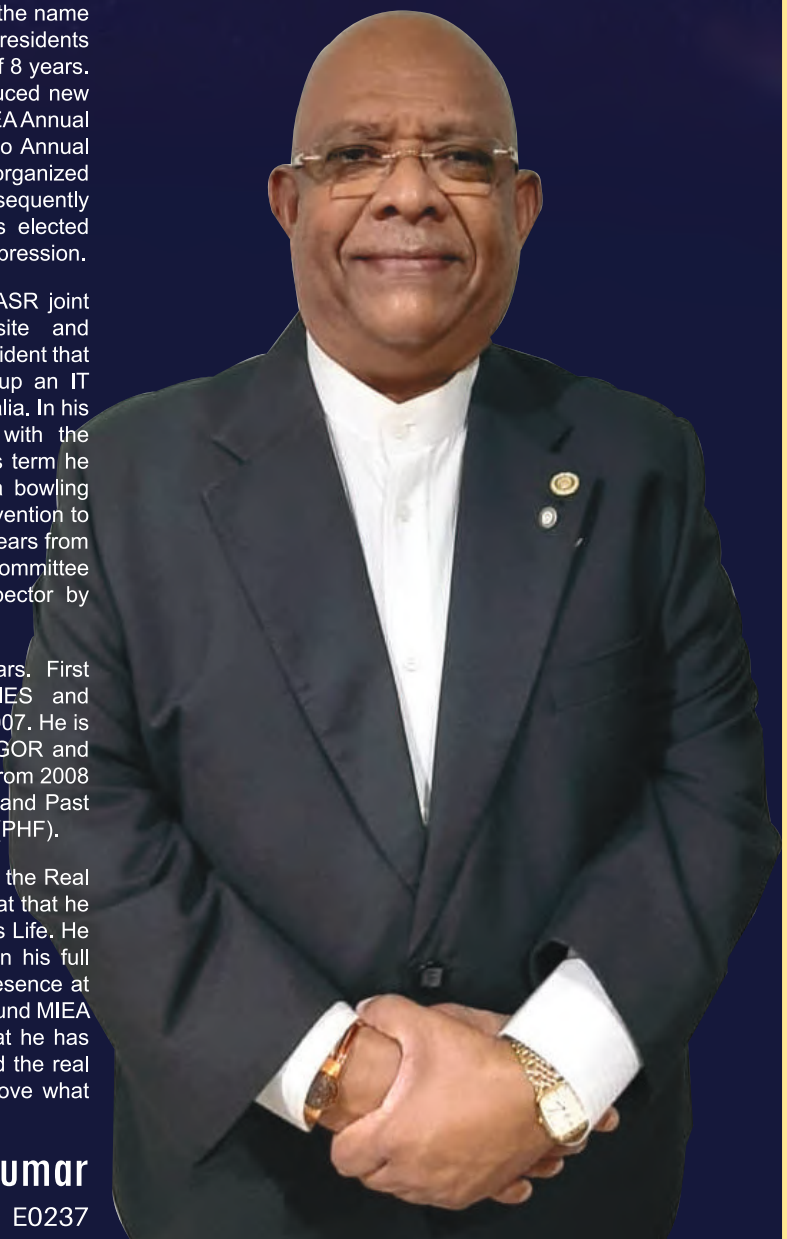




Photo: Knight Frank was awarded the Commercial Real Estate Firm of the Year at the NREA 2018.



# Congratulations to Mr. Sarkunan Subramaniam

Managing Director of Knight Frank Malaysia

on being conferred the

## CEO OF THE YEAR

at the National Real Estate Award 2019

“ What makes us very different is the fact that we are **INCLUSIVE** and we are about **GROWTH**. - Sarkunan Subramaniam ”

Watch Knight Frank's corporate video to discover the amazing people and the culture of the company.  
The video is available on Facebook, LinkedIn and Youtube



Knight Frank Malaysia



Knight Frank - Head Office

Knight Frank Malaysia (585479-A) | VE (1)0141

Kuala Lumpur (HQ) +603 2289 9688

Johor +607 338 2888

Penang +604 229 3296

Kota Kinabalu +6088 279 088

[knightfrank.com.my](http://knightfrank.com.my)



# MIEA CEO AWARD OF THE YEAR

**SARKUNAN SUBRAMANIAM**



VE (1) 0141

**KNIGHT FRANK MALAYSIA SDN BHD**

Sarkunan Subramaniam (Sarky) has been in the property consultancy industry for 33 years since 1986. In 2006, Sarky was invited to be a partner in Knight Frank Malaysia and head the Valuations and Research Department. His career was transformed in 2008 when he was requested to head the Estate Agency department which he did till 2013 when he was made Managing Director given his diverse experience.

Notably when Sarky took charge of Estate Agency in 2008, the team consisted of 5 agents/negotiators without specialisation and with his leadership now consist of 5 specialised sectors namely Corporate Services (Office Leasing), Retail Leasing and Consultancy, Prime Residential & International Project Marketing, Industrial & Development Land and Capital Markets (Investment) forming a formidable estate agency division of 33 agents/negotiators. Apart from establishing these various Estate Agency Departments, he also expanded operations to Kota Kinabalu, Sabah.

Sarky always believe that people / talent is the most important asset of a company. He is committed to provide his staff with the best tools to achieve their true potential. Being passionate in creating a positive knowledge-sharing culture, he constantly motivates the young ones by providing guidance and advices.

Integrity is one of the strongest values practiced by Sarky, who demonstrated sound moral and ethical principles at work. He believes integrity is the foundation on building relationships and trust with clients or colleagues.

From closing the toughest deals and building excellent client relationships, to advocating a happy and healthy work environment, the success of Knight Frank Malaysia is synonymous with the man driving it forward.

**Sarkunan Subramaniam**

E1305, PM0021, V0432



NATIONAL  
REAL ESTATE  
AWARDS  
MIEA

One World Hotel, Bandar Utama  
27th July 2019, Saturday



# EXECUTIVE DIPLOMA IN REAL ESTATE

FA / MQA 4437



## THEY HAVE MADE THEIR MARK, WHAT ABOUT YOU?

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BOVAEAP's written examination

**FULL ACCREDITATION** from  
BOVAEAP and MQA

**EPF WITHDRAWAL** available

**CREDIT TRANSFER** consultation  
available

## YEARLY INTAKES JAN / MAY / SEPT



## MEET & GET ADVICE FROM OUR INDUSTRY ADVISOR

**SR FAIZAL FUAD**

T: +60 12 361 4393

Registered Valuer (V0807)  
Registered Estate Agent  
(E2136)

Full Accreditation



## CALL US NOW TO KNOW MORE

**Kimberley**  
+60 16 278 8090

**Stephen**  
+60 12 375 5002

**Hao Ran**  
+60 12 296 7082

**Sr Marina**  
+60 19 320 3530



# REAL ESTATE FIRM OF THE YEAR

**HARTAMAS REAL ESTATE  
(M) SDN BHD**

**Hartamas®**

(E (1) 1439)

Hartamas was formed with a clear objective of offering quality real estate services. Over the years, we have distinguished our service offerings, honed our skillsets, expanded our footprint and strengthened our brand positioning. Our negotiators undergo regular training and equipping to adapt and respond to market needs, resulting in handsome rewards. We are focused, performance-driven and passionate about real estate.

To date, we have expanded our branches in Malaysia and overseas namely Shanghai and Taipei. Hartamas is one of very selected few which features a dedicated Corporate Real Estate Services Division. The Project Marketing Division shines in the upper-end segment of the market, with a string of easily identifiable key projects under our portfolio. Largely exclusive appointments, each project undertaken achieves healthy sales rates through cost effective marketing tools and competent salespersons. The International Property Department falls under the Project Marketing umbrella, launching attractive investment opportunities in London and Australia. We work closely with established global leaders in real estate and ensure a smooth purchase and investment experience for our buyers.

In the past, Hartamas had received numerous awards from recognised institutions. Recently, Hartamas had been honoured for its brand excellence in Real Estate Services by The BrandLaureate BestBrands Awards. This marked a testament of our brand success and a great source of inspiration to the management and staff.

Here in Hartamas adopt a healthy work-life balance, with our Headquarters in Petaling Jaya being one of the real estate firms that boasts a gym and karaoke facilities. Besides that, regular outings, sports events and social gatherings adhesive a camaraderie that extends beyond working hours.

Hartamas is firmly grounded in integrity and professional services. While we always give of our best in all our endeavours, we never cease seeking out better, faster and more impactful approaches. We are grateful to all our clients for their faith in us and will continue pressing in towards Realising Your Dreams.

**Eric Lim**

E1318



NATIONAL  
REAL ESTATE  
AWARDS  
MIEA

One World Hotel, Bandar Utama  
27th July 2019, Saturday







ASCOTT

Star Residences  
KL City Centre



TRX Residences  
KL City Centre



Ara Sentral  
Ara Damansara



**HARTAMAS REAL ESTATE (M) SDN BHD (HQ)**

Level 13, Block A, Menara Prima, Jalan PJU/37,  
Dataran Prima, 47301 Petaling Jaya, Selangor.

Tel : +603 - 7839 5555

Fax : +603 - 7839 5566





# Hartamas®

"REALISING YOUR DREAMS"

## DISCOVER YOUR DREAMS WITH US

*"Embark your journey with Hartamas"*



REAL ESTATE | VALUATION CONSULTANCY | ASSET MANAGEMENT | ACADEMY | INTERNATIONAL PROPERTIES



Hartamas Real Estate Malaysia



Hartamasgroup



Hartamas Real Estate (Malaysia)



[www.hartamas.com](http://www.hartamas.com)

“



POLYGON PROPERTIES

# TO BE A GLOBAL LEADING ESTATE AGENCY BY CREATING SUCCESS & IMPROVING LIVES, THROUGH REAL ESTATE AND EDUCATION ”

以人为本，以教育为基础，放眼全球  
打造世界级精英团队，为生命共创美好未来

## POLYGON SPECIALISING IN PROVIDING REAL ESTATE SERVICES ON BOTH PRIMARY & SECONDARY PROPERTIES:

- ▶ Buying & Selling
- ▶ Renting & Leasing
- ▶ Property & Portfolio Management
- ▶ After Sales Property Services
- ▶ Investment Consultation

## POLYGON VALUE

- ▶ Professional
- ▶ Integrity
- ▶ Committed
- ▶ Grateful

## POSITIONING

- ▶ **PROFESSIONALISM:** REAL ESTATE AS OUR CAREER
- ▶ **UNITED:** FAMILY CULTURE
- ▶ **EDUCATION:** KNOWLEDGE SHARING
- ▶ MULTIPLE PROJECTS
- ▶ PROJECT & SUBSALES

## POLYGON BRANCH

- ▶ Hartamas
- ▶ Sri Petaling
- ▶ Seri Kembangan
- ▶ Penang
- ▶ Kota Kinabalu
- ▶ Guang Zhou China



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## POLYGON PROPERTIES SDB BHD (1209073-T)

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50480 KUALA LUMPUR

TEL : +603 6206 2800 | FAX : +603 6206 2830

EMAIL : ppsb.management@gmail.com



P O L Y G O N A S O N E



# RESIDENTIAL REAL ESTATE FIRM OF THE YEAR (MEDIUM SIZED)

**POLYGON PROPERTIES  
SDN BHD**



E (1) 1714/1

Polygon Properties specialize in working closely with prominent and reputable property developers, as well as secondary property owners, to bring quality and genuine property deals to savvy investors, internationally and locally.

We provide institutional and individual investors with in-depth and comprehensive market researches and consultancy to access to exceptional investment opportunities. Comparatively, our clients include institutional investors, retail investors and high net worth individuals, both foreign and local.

The embodiment of Polygon Properties stems from cultivating knowledge with integrity as our foundation that aspire to enrich our negotiator, agents and customer through relaying information and knowledge sharing equipped with pillars of professional principles.

The heart that drives Polygon Properties lies in the unity and harmony that bonds us all as one like a family. At Polygon Properties, everyone here shares the same passion and vision, that is to be a globally leading trusted & recognized real estate company.

Polygon Properties was established only two years ago and winning this year's MIEA Top Residential Real Estate Firm, we are flabbergasted with this humbling acknowledgement and serves as a validation to everyone here in Polygon Properties for their effort contributed. Being a young, energetic and dynamic firm in today's fast-changing world, we strive to be the driver for reformation within the real estate industry that constantly seeks to propel the real estate profession to greater heights.



One World Hotel, Bandar Utama  
27th July 2019, Saturday



**Hah Cheau Juan**  
PEA1923

**Elaiza Tan**  
E2348

**Derek Soh**  
REN 07153





**SURIA INDUSTRIAL PARK**

@ SEPANG

Manufacturing. Warehousing. Logistics. Corporate Office. Retail

**The promising industrial park is now  
officially launched !**

**Do not miss this opportunity of prime investment that  
promises a greater return**



SURIA INDUSTRIAL PARK is a 76 acres new mixed Industrial and Commercial development in Salak Tinggi, Sepang. This project is strategically located in the ever-expanding community, the Suria Industrial Park offers its investors an utmost attractive location.

Salak Tinggi is expected to be the next prime business and industrial center with the development of DFTZ and government's commitment to promote KLIA-DFTZ as the regional hub for e-commerce.

This development is located along the Jalan Labohan Dagang-Nilai(FT32), next to the Malaysia Airport Berhad's master plan development for the KLIA Aeropolis, is only 5-minute drive from KLIA. Its excellent accessibility to major highways, expressways, prominent landmarks and major developments provides optimal visibility and traffic flow that fulfills the vital requirements to all businesses.

Suria Industrial Park comprises of

- Semi-Detached Factories (100' x 190') -- **from RM5,258,100**
- Premium 3-Storey Shopoffices(22' x 80') -- **from RM2,154,500**
- Vacant Industrial Land(2.5 to 3 acres) -- **Call for details**
- Vacant Commercial Land -- **Call for details**
- Petrol Station -- **Call for details**



2°48'01.6"N 101°41'09.2"E

DEVELOPER

**Clarion**  
CLARION PROPERTIES SDN BHD  
(715092-K)

**CALL US 03-8957 3222 / 012-3366 321  
OR EMAIL US [clarionpropsb@gmail.com](mailto:clarionpropsb@gmail.com)**



# RESIDENTIAL REAL ESTATE FIRM OF THE YEAR (SMALL SIZED)

**PROPERTY HUB (KLCC)  
SDN BHD**



(E (1) 1283/2)

"Coming together is a beginning, staying together is progress, and working together is success." – Henry Ford

The above quote speaks volume as Property Hub (KLCC) was birthed 3 years ago as a result of a group of likeminded individuals coming together to pioneer a new branch at KLCC.

It has been a exhausting and yet rewarding journey to grow an Agency as we are now hands-on on daily issues and needed to swift decisions when opportunities came. We managed to seize the opportunities when we were asked if we would like to market two projects namely Sentral Suites, developed by MRCB and also So SoFitel Residences, developed by Oxley Holdings Limited.

It has been a great year as we reaped a bountiful harvest for these two projects and we are looking to reap more harvest as we looked to more bountiful years to come.

We would like to thank all our supporting clients and business associates for making this Award memorable. Truly, without your support and teamwork, we would not be where we are right now!

We will endeavor to uphold our values of Passion, Integrity and Teamwork to serve the community with spirit of Excellence and Professionalism to our clients.



One World Hotel, Bandar Utama  
27th July 2019, Saturday







## PROPERTY HUB SDN BHD [HQ]

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**F** +603 6203 8838

[enquiry@propertyhub.com.my](mailto:enquiry@propertyhub.com.my)

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Solaris Mont Kiara 50480 Kuala Lumpur

## PROPERTY HUB (KLCC) SDN BHD

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**F** +603 9202 3888

[enquiry.klcc@propertyhub.com.my](mailto:enquiry.klcc@propertyhub.com.my)

Lot F.09 1st Floor G-Village  
No.35 Jalan Desa Pandan  
55100 Kuala Lumpur





# THE REAL ESTATE OF POTENTIAL

PROPERTY HUB (SABAH) SDN BHD

**T** +6088 718 719

**F** +6088 718 753

*enquiry.kk@propertyhub.com.my*

Block A3.1 & A3.2

Level 3 T1 Bundusan

88300 Penampang Kota Kinabalu

JOIN THE WINNING TEAM



# Terima Kasih x3

Thank you for helping us achieve our ambition of winning  
“Commercial Real Estate Firm Of The Year” for the third year running.

JLL Property Services (Malaysia) Sdn Bhd (640511-U)  
(FKA YY Property Solutions Sdn Bhd)  
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+603 2260 0700  
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Ejen Harta Tanah E(1) 1511  
International Real Estate Agents



*Achieve  
Ambitions*



# COMMERCIAL REAL ESTATE FIRM OF THE YEAR

**JLL PROPERTY SERVICES  
(MALAYSIA) SDN BHD**



(E (1) 1511)

JLL Property Services (M) Sdn Bhd is thoroughly humbled and privileged to receive this prestigious award for the 3rd year running. As part of the global JLL Network, we are also World's Most Ethical Company for the 12th year which incorporates our highest standards to empower workforces and foster a corporate culture focused on ethics and a strong sense of purpose, leading by example as a Fortune 500 company. This achievement will be our stepping stone alongside of our other groundbreaking feats, in acknowledgement of a competitive marketplace and industry. We truly appreciate the recognition received from fellow industry peers which gives us the added drive to go forward and for continuous improvement.

This award adds on to the many accolades we strive for, to build world-class teams offering world class service by also setting a benchmark, to be even better than we were yesterday. Being a state-of-the-art commercial agency has always been one of our key core competencies while embracing technology with constant changes in the economy, both locally and internationally, as well as facing disruptive working environment.

We are constantly evolving being 'client centric' as one of our value pillars, that provides innovative solutions for stakeholders and clients. We don't believe in a 'one size fits all' approach but rather work hard to give the right advice and deliver the right solutions that suit individual needs. With that said, we align ourselves with JLL's Beyond strategic vision for driving long-term sustainability, brand value and profitable growth to Achieve Ambitions.



One World Hotel, Bandar Utama  
27th July 2019, Saturday



**Lau Yock Yin**

E1260

# WELCOME TO JOIN US **REAL ESTATE AS YOUR CAREER!**



## PROJECT

- ▶ Multiple Projects
- ▶ Quality Tier 1 Developers
- ▶ Focus On Education & Person Development
- ▶ Team Work & Fun Working Environment
- ▶ Great Rewarded With Your Effort
- ▶ Commission From 1-6%

WHY  
JOIN  
US

## SUBSALES

- ▶ Legal coverage
- ▶ Tenancy support
- ▶ Owner search support
- ▶ Fast commission pay out
- ▶ Subsales training provided
- ▶ Wide coverage area networking
- ▶ Professional advisory from principle

WHY  
JOIN  
US



**30** DAYS  
**MDRP**  
**MILLION DOLLAR**  
**REALTOR PROGRAM**

**MDRP**  
MILLION DOLLAR REALTOR PROGRAM

- ▶ **6** STAR COACHES
- ▶ **1** MISSION
- ▶ **30** DAYS COACHING
- ▶ **LIFE** CHANGING

**JOIN NOW**





# JOINT AWARD MIEA-MRCB PROJECT MARKETING FIRM OF THE YEAR

**POLYGON PROPERTIES  
SDN BHD**



E (1) 1714/1



One World Hotel, Bandar Utama  
27th July 2019, Saturday

**MRCB | Land**

In Polygon Properties, we put market needs and demand as our top priority. Our presence spans across major cities throughout Malaysia, such as Kuala Lumpur, Selangor, Penang, Melaka and Kota Kinabalu with an array of properties from mix range of developers, predominantly reputable tier-1 developers to provide our clients with the best possible options and selection that suit to their investment needs.

Prior to that, Polygon Properties provide comprehensive and intensive in-house trainings, on a regular basis to educate and train all our negotiators to be well equipped with adequate knowledge and skills that ensures quality and professional services delivered to our clients. The inclusion of technologies in our marketing and services provided helps our negotiators to work more effectively and efficiently to provide our clients with a smoother and smarter working experience.

Furthermore, the developers that we have been working alongside with has been very supportive with our unorthodox innovative marketing ideas as they are willing to explore with us. Besides fostering great relationship with developers that hinged on trusts and confidence, Polygon Properties commit ourselves to long term of working relation and marketing strategies with all our developer clients.

We also provide additional researches and customer services, to add value to the projects that we are handling. This will lead us to discover more viable marketing techniques during every phases of the development that will help us promote the projects better.

In short, in Polygon Properties the benefits of our clients, our developers and our negotiators are the top priority of our company. We will keep improving and evolving, to ensure Polygon Properties can maximize the benefits of all our stakeholders and at the same time providing a professional and joyful working relationship all our clients.





# CoWork33

A Project of Plaza 33



**CoWork33 is a flexible office space  
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# MOST INNOVATIVE MARKETING IDEA OF THE YEAR

**HOMEFIELD REAL ESTATE  
SDN BHD**



(E (1) 1339)



One World Hotel, Bandar Utama  
27th July 2019, Saturday

In today's global environment it is imperative that the organizations adopt innovative and strategic marketing in order to improve continuously and sustain competitive advantage.

Homefield Real Estate has outreached our borderless clients via social media, electronic medium and video conferences by leveraging our systematic database and referral leads.

Riding on the globalization, we use these platforms to communicate with our clients whom are Malaysian Expatriate group working all around the globe as far as Middle East, UK, US, Japan and South America. That's beyond borders whereby our operational done locally.

Despite different time zone, we attended all FAQs by them instantly, attentively and professionally. The company practice high quality professional advice and solution.

By practicing our very own innovative process, we manage to engage a Strategic Partnership with the Developers and Property Investors Group.

In the local scene, Homefield Real Estate has been pioneered the first formation of Koperasi for the Investors Group where hundreds professional are the member that been registered by Suruhanjaya Koperasi Malaysia.

We believe innovation is not only on digitalization or electronic medium, importantly, a strong bonding from the management, staff and the stakeholders.

Strengthening organizational competitive advantages is the best strategy en route to success.



**Kamaruzaman**  
REN 10273

**Ahmad Zamzuri**  
E1643

**Munirah**  
E1469

**Ainal Maryam**  
PEA1395



**“ we grow by growing you ”**

passionate . commitment . responsibility



**Esprit**

Estate Agent

ESPRIT ESTATE AGENT SDN BHD Co. No.(1036697-P)

**“A leader is one who knows the way,  
goes the way, and shows the way”**

*John C. Maxwell*

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[admin@espritestate.com](mailto:admin@espritestate.com)

[www.espritestate.com](http://www.espritestate.com)



# SPECIALIZED PROJECT OF THE YEAR CONCEPTUALISING REI SERAYA SENIOR LIVING FACILITY

**ESPRIT ESTATE AGENT  
SDN BHD**



**(E (1) 1448)**

Esprit Estate Agent was born with one clear vision of mission before commission. We are an organisation that is absolute, ranging from our dedicated sales and marketing division that focuses on primary projects, corporate client servicing division and consultancy cum advisory division that has secured jobs on retainer basis from large-scale real estate companies in Malaysia. Esprit Estate Agent is one of the very few agencies that has successfully penetrated in selling developers' primary projects in Malaysia as early as Year 2000.

We envision ourselves as marathon runners. It is not just the distance coverage of the race but the journey of each and every one of our associates and our clients endeavours. Building people and building relationships remain our forté, thus, simultaneously preserving sustenance of loyalty among associates. In Esprit Estate Agent, we develop a strong culture where our people are able to observe the level of security and contentedness in view of our transparency and accountability towards their welfare within our organisation.

Esprit Estate Agent is founded by Aldrin Tan being the Principal and Managing Director in the Year 2000. Aldrin has encompassed close to three decades of experience in the real estate industry. His passion is perpetual in constant diversification, adaptation and versatility. Aldrin has mastered the skill of strength and expertise in the field of project marketing, strategic marketing, product re-packaging, and industrial & commercial sector. Being an award-winning agency also render boast and triumph that accentuate with our efforts and achievements. We are constantly expanding and growing our team to greater extent with the intention of furthering our desire to fulfil our clients' needs and interests with their ventures and investments.

To date, we encase ourselves with humility and we are indeed grateful to have the opportunity to amass all our accomplishments particularly thanking our trusted clients, our dedicated team of Esprians and all our business associates for being the backbone of Esprit Estate Agent. We take the pledge to further enhance and refine our care and services in the industry of real estate beyond its limitation.

We Grow , By Growing You!

**Aldrin Tan**

E2295



NATIONAL  
REAL ESTATE  
AWARDS  
MIA

One World Hotel, Bandar Utama  
27th July 2019, Saturday







# Achieve Ambitions

## Technology beyond real estate

There's a reason why we were voted "The Most Tech-Savvy Real Estate Firm" at the NREA Awards this year. We believe human-centric technology is at the heart of helping people achieve their ambitions. That's why we've created a cutting-edge climbing suit that helps six young sport climbers track their movements and improve their technique.

See the technology at [JLL.com/AchieveAmbitions](https://jll.com/AchieveAmbitions)  
**#AchieveAmbitions**



Ejen Harta Tanah E(1) 1511  
International Real Estate Agents





# JOINT AWARD MIEA-PropertyGuru MOST TECH-SAVVY REAL ESTATE FIRM OF THE YEAR

**JLL PROPERTY SERVICES  
(MALAYSIA) SDN BHD**



(E (1) 1511)

In this new day and age, technology is at the center of every business. JLL has invested heavily on new business models; to be known for Proptech, Future of Work and Smart Cities by embracing technology which is now shifted to be our key focus, at addressing various market demands and requirements. We aim to extract the richest and most valuable insights from our technology; to promote our brand beyond real estate.

We believe human-centric technology is at the heart of helping people achieve their ambitions. We tap into best in-class market knowledge to provide the best innovative solutions with our technological expertise. As the market evolves so does our brand in being a leading real estate solutions provider, in a digital savvy world. As part of the global JLL Network, we look to adopt our International technological advancement and resources, while adapting them to suit the local market.

By receiving this award, we look forward to being even better than before as a technologically advanced corporation. We at JLL owe it all to our business partners, clients, industry friends, teams in JLL and the NREA organizing committee for making this possible.



One World Hotel, Bandar Utama  
27th July 2019, Saturday







One World Hotel, Bandar Utama  
27th July 2019, Saturday



# JOINT AWARD MIEA-TRITERRA REAL ESTATE NEGOTIATOR OF THE YEAR

**ISMADI BIN AB JALIL**

**JUSTE LAND SDN BHD**



I have been in the field of Real Estate in Malaysia as a Real Estate Negotiator for a span of 10 years. Real Estate Negotiator's work nature requires a huge goal, as well as a logical sales commission target in order for me to achieve success by attaining my targeted goal.

Furthermore, strategic business plans are required in order for me to achieve success as a Real Estate Negotiator. These business plans must be carried out consistently with a high commitment. In addition, to acquire a vast knowledge is also vital along my journey as a Real Estate Negotiator. Therefore, knowledge and experience must work hand in hand for me to achieve victory in sales.

Moreover, property advertisement is also a huge form of investment for a Real Estate Negotiator. Therefore, a meticulous budget allocation and marketing strategies must be applied for all the property listings.

On top of that, i place my highest commitment to the quality of my work and in inculcating excellent work ethics. Satisfied real estate clients would bring more businesses to their preferred Real Estate Negotiator in the near future.

Last but not least, personal milestone is a form of yardstick in determining the success of my career. Therefore; discipline, knowledge, grooming and attitude are exemplary qualities that must be instilled and practiced in a Real Estate Negotiator in order to be successful.

**Ismadi**

REN 08635



(E (3) 0205)



# ROOKIE REAL ESTATE NEGOTIATOR OF THE YEAR



One World Hotel, Bandar Utama  
27th July 2019, Saturday

**VINCENT CHONG ZIAN HOW**

**PROPERTY HUB (SABAH) SDN BHD**

'If you can dream it, you can do it' - I dreamt of being recognized in the Malaysia Institute of Estate Agents NREA after attending the NCC. I'm humbled and honored to receive this recognition. Thank you MIEA and the panel judges for providing this platform.

My career started as a civil engineer in Singapore. I have always had a passion in property investment since graduating from university. In 2014, I decided to venture into the property industry and in a short span of time, was appointed the General Manager in a Klang Valley company involved in property magazine publication and events.

As an Original Sabahan (born and bred in Kota Kinabalu), I have always wanted to move back to my hometown. With the vast experience gained, I finally have the confidence to embark into the real estate industry in August 2017 as a Real Estate Negotiator in Kota Kinabalu.

My early career taught me to be disciplined and be equipped with critical thinking skills. My agency's culture emphasizes on 'Passion, Integrity, Teamwork'. All these attributes resulted in my success within a short period of time.

I would like to thank my family members especially my wife, Fiona Wong for their unconditional love and support. To Enoch Khoo, Neoh Soon Hin and Reeve Thang for their guidance in my journey. To my valued clients, for the trust given to manage their real estate needs and to provide them a premier real estate experience.

**Vincent Chong**  
REN 24112



(E (1) 1283/1)





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# RESIDENTIAL REAL ESTATE NEGOTIATOR OF THE YEAR



One World Hotel, Bandar Utama  
27th July 2019, Saturday

**SHAYNE TOH YI JIAN**

**CBD PROPERTIES SDN BHD**

Despite fears of economic downturn, 2018 proved a year of exceptional achievements for me. My revised business focus brought significant returns and surpassing all forecasts. My shift to offshore marketing proved most effective and beneficial. Among others, I was able to deploy new strategic thrusts, improve marketing and networking, inspire effective teamwork, and ensure professional execution and maintenance with amazing results. Consequently, my achievement of personal goals far exceeded expectations.

A key lesson learned was that finding opportunity in crisis served me well. This also heightened my faith in sustaining returns by actively building for the future. For continuous success, I must contribute to healthy industry growth. I need to innovate, persevere, work hard and smart, and be ready to share and enhance Malaysia's economic wellbeing.

This is an incredibly proud moment to be recognized by MIEA as award recipient and I would like to take this opportunity to express my gratitude towards my parents, friends and family, clients, peers, colleagues, CBD Properties Sdn Bhd and MIEA for awarding me with this prestigious Residential Real Estate Negotiator of The Year Award. Thank you.



**Shayne Toh**

REN 04770



(E (1) 1197)



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Size from 5,055 to 6,008 sf



# COMMERCIAL REAL ESTATE NEGOTIATOR OF THE YEAR



One World Hotel, Bandar Utama  
27th July 2019, Saturday

**LIM YOONG SIANG**

**HARTAMAS REAL ESTATE (M) SDN BHD**

Our Corporate Services Division team commands a leading coverage of office space offerings, identifying key characteristics and benefits to ensure a good fit between landlord, space and tenant. We analyse our client's needs, detailing impartial, efficient and cost-effective solutions to every party involved. Besides tenancy, our scope of services comprises market research, relocation management, space planning and lease negotiation.

YS Lim began his real estate career with Hartamas in the year 2003 and since then specialised in the corporate real estate segment. As the Head of the Corporate Real Estate Service Division, he is accountable to acquire marketing appointments of strategically located corporate buildings to focus in marketing the space availability and identifying suitable tenants mix to fully occupy the building in the shortest time possible.

Client networking and establishing strong rapport are the key ingredient to his achievements apart from effective use of various marketing strategies. He strongly believes in nurturing close relationships with landlords and tenants. Fostering such rapport has indefinitely leveraged his position in obtaining first-hand information and thus positioning himself in the front line ahead of his competitors.

Being awarded the Top Commercial REN of the year 2019 is indeed a great achievement and a true testimony of his efforts, commitment and dedication in the real estate profession.

**Y S Lim**  
PEA2155

**Hartamas®**

(E (1) 1439)







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**Lesley Siang**  
**+6013-713 6222**



(REN 17935)



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# INDUSTRIAL REAL ESTATE NEGOTIATOR OF THE YEAR

**LESLEY SIANG LAY LENG**

**PRO TEAM REALTY SDN BHD**



NATIONAL  
REAL ESTATE  
AWARDS  
MIEA

One World Hotel, Bandar Utama  
27th July 2019, Saturday

My philosophy is that the client deserves the full service and attention that required personal attention. The client-agent relationship improved by the professionalism and consistency of a thoughtful business model.

On a personal note, I finished my PEA courses in June 2018 and I will continue to invest time to consistently learn through training, collaborating with our network of fellow agents, and taking action on the data to drive successful sales and to provide value added services to my client.

It is a great honour to be the recipient of both of these awards - REN of the year for National and Johor State REN in Industrial Category. Thank you NREA for this prestigious awards.

I am grateful to everyone who has always been a part of my journey. They are my family, friends, boss, clients, mentors, coaches and colleagues.

I stand proud to receive the awards and the pleasure to share this beautiful moment with all of you.

My sincere gratitude to all of you for the encouragement and support that have enabled me to put in the efforts and dedication to achieve these results.

It is a dream come true and obviously a motivating spirit for all my future activities.

Thank You Everyone!!



**Lesley Siang**  
REN 17935



**E (3) 1753**



## Team Manager @ CBD Properties

I joined CBD Properties since 2014 and was recently being awarded CBD MDRT. I specialize in the commercial and industrial properties in Kuala Lumpur and Selangor. With the years of experience as a Team Manager, Design Consultant, and Investor in the real estate industry, I am now ready to expand my team aggressively.

If you are a Productive & Dynamic Team Player with the Right Mindset, I look forward to succeed together with you in the Real Estate Business.

## Awards & Recognitions

2017 – Silver Award Recipient (CBD Properties)

2018 – Diamond Award Recipient (CBD Properties)

2018 – Team Leader, MDRT (CBD Properties)

2018 – Highly Acclaimed Star Agent by Area (Commercial) and  
WOW Best Customer Service by iProperty.com.my

2019 – Industrial Real Estate Negotiator of the Year Award (MIEA)



**REN 13124**



**+6012-297 6506**



**joannehpsoh@gmail.com**



**www.PropertyJoanneSoh.com**  
**joannesohhp.iagent.my**





# INDUSTRIAL REAL ESTATE NEGOTIATOR OF THE YEAR

**JOANNE SOH HUI PENG**

**CBD PROPERTIES SB**



One World Hotel, Bandar Utama  
27th July 2019, Saturday

Thank you MIEA for giving me this opportunity to submit the NREA 2019 Awards. I feel honoured to be given 'Industrial Real Estate Negotiator of the Year Award'.

I'm passionate and feel motivated when it comes to industrial properties, whether it is for my own investment or for my clients. For the past 18 years, I've been in the construction line building factories and being appointed to look for industrial properties for my pool of investors and corporate clients. With my vast experience and knowledge in the industrial property, including my networks of engineers, architects, and interior designers, I'm being approach by many clients to sell and buy industrial land and factories and give design and built consultation.

In my 5 years with CBD Properties, I've made tremendous progress in being a productive REN leading to high personal sales; maintain high ethical values and good agency practice, follow the standards of the profession. I strive to provide a one-stop turnkey solution for the industrial property investment.

I give my sincere thanks to Dato Adrian Wang, my Principal, for his continuous guidance and believe in my success; my clients, colleagues, friends, and family members for all their support.



**Joanne Soh**

REN 13124



(E (1) 1197)



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**FAX**

(607) 3644 258

**EMAIL**

[infojb@cbd.com.my](mailto:infojb@cbd.com.my)



# STATE AWARDS JOHOR REAL ESTATE FIRM OF THE YEAR

**CBD PROPERTIES (JB)  
SDN BHD**



(E (1) 1197/6)



One World Hotel, Bandar Utama  
27th July 2019, Saturday

Armed with a degree of Bachelor of Science and ventured into real estate business in 2007 to be become a real estate negotiator. In terms of business capacity and the improvement of my services to my clients, believe in having a set direction and a comprehensive understanding of the market in order to cater to the needs of different sellers and buyers. Thus, it is important that every team member is knowledgeable and professional in their conduct because these are the winning qualities."

Knowledge is power. Equipping yourselves with the right and sufficient industry knowledge is vital, Teamwork. Lily has always believed a good teamwork and a team player will create more opportunities and certainties for positive result. There is just so much a single negotiator can do but with team-mates and teamwork efforts, the outcome can be enormous. Professionalism. One must not have the idea that real estate work is just a one-off or one-time business with your clients. Practicing good work ethic at all times would ensure future potential business continuity and new referrals.

Building on the right path as professionalism, reliability and knowledgeable toward the teammates. Setting CBD Properties cultures rightfully and well recognized teammates, diligences, efficiency and effectiveness in providing real estate related services in handling the sale, buy, rent, lease, project marketing and all kinds of real estate consultation services. Continue to develop a quality of teammates with proper training is essential and stay competitive.



**Susan Tan**  
E1421

**Lily Lo**  
REN 10779





# With Best Compliments

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# STATE AWARDS SABAH REAL ESTATE FIRM OF THE YEAR



One World Hotel, Bandar Utama  
27th July 2019, Saturday

**PROPERTY HUB (SABAH)  
SDN BHD**



(E (1) 1283/1)

In Football, it's called a Hat-Trick.  
In Bowling, it's called a Turkey  
In Real Estate, it's called Consistency!

They say that good things comes in threes but winning the MIEA State Real Estate Firm of The Year Award for the third year in a row tells us that we're doing something right.

Our theme for the year 2019 is "Go Big & Dominate" So here's a promise - We'll try even harder next year to ensure we are back here dominating again in 2020.

Success may come our way, but our Clients and our Negotiators are the real winners. We serve as the gateway for anyone who is looking to invest in Sabah and would warmly welcome collaboration with other MIEA Members from Peninsular Malaysia looking to connect their clients to Sabah.

Thank you MIEA for proving us this platform of recognition and thank you for making Property Hub (Sabah) your number 1 Real Estate Partner!







# Awards Winner For Six Consecutive Years 2014 to 2019



*To all our valued clients & hardworking staff  
Thank you for your support!*

**“TAKING YOUR PROBLEMS AND PUTTING IT IN OUR HANDS.  
WE WILL DO ALL THE HARD WORK FOR YOU”**



國君產業經紀

KOZIN REAL ESTATE



Ejen Hartanah  
(E(1)1576)

Co. No. 1129867-H)  
SDN BHD

Tel +6 082 349 399  
Fax +6 082 339 989  
Email [admin@kozinre.com](mailto:admin@kozinre.com)



# STATE AWARDS SARAWAK REAL ESTATE FIRM OF THE YEAR



One World Hotel, Bandar Utama  
27th July 2019, Saturday

**KOZIN REAL ESTATE  
SDN BHD**



(E (1) 1576)

Ever since the establishment of Kozin Real Estate Sdn Bhd back in 1999, we are proud to have grown to become one of the largest real estate firms in Sarawak. We have consistently improved our standards throughout the years and will always aspire to be the best in this industry.

We are extremely humbled and honoured to have been awarded the Top State Real Estate Firm of the Year (Sarawak) again for the 6th consecutive year. This is a historic milestone for our firm and hopefully this will inspire our team to reach even greater heights for many years to come.

The full commitment and dedication from all our staff must be acknowledged as this amazing accomplishment is a result of their selfless contribution and sacrifices to our firm. We are also very grateful to all our clients that have placed great trust and confidence in our firm and the services we provide as we would not have succeeded without them.

We continue to operate with High Professionalism, Integrity and Honesty and never forgetting our motto "In Search of Excellence".



**Dato' Alex Ting**

E1352, PM0133, V0133

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# STATE AWARDS FEDERAL TERRITORY REAL ESTATE FIRM OF THE YEAR



One World Hotel, Bandar Utama  
27th July 2019, Saturday

**PROPERTY HUB SDN BHD**



(E (1) 1283)



**Wan Choy Heng**  
E1173





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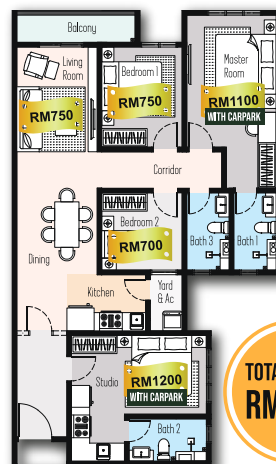
- University College Sedaya International (UCSI) (walking distance) - 180 m
- Ikon Connaught - 2.6 km
- Cheras Sentral Mall - 3.7 km
- University College Sedaya International (UCSI College) - 3.8 km
- Royal Malaysia Police College - 4.0 km
- Cheras Leisure Mall - 4.0 km
- TBS, Bandar Tasek Selatan - 4.2 km
- Universiti Kebangsaan Malaysia Medical Centre - 5.2 km
- Pantai Hospital Cheras - 5.2 km
- Eko Cheras Mall - 5.5 km

#### CONTACT :

**012 520 8578**

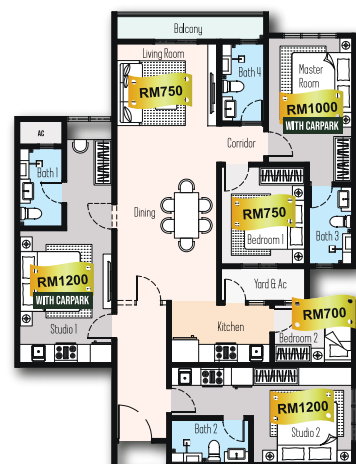
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# STATE AWARDS PERAK REAL ESTATE FIRM OF THE YEAR

**DEONE PROPERTIES  
SDN BHD**



(VE (1) 0312)

2018 is indeed a challenging year especially for the real estate sector. Fortunately, we at D1 managed to maintain our consistent results through perseverance and the goodwill we have built throughout the years.

This will be the third consecutive year we are awarded the Real Estate Firm for the State of Perak and we are deeply honored. No doubt that the team contributed to the award but special thanks to their family members for understanding the commitment and dedication needed to be a successful real estate agent/negotiator.

Becoming the best real estate firm in Perak is hard but to retain it is even harder as people now have a high level of expectations from us but we will not rest on our laurels but always strive to be better than the best.

Last but not least we wish to thank MIEA once again for organizing the National Real Estate Awards and we hope that this year's event will be the best one ever.



One World Hotel, Bandar Utama  
27th July 2019, Saturday







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# STATE AWARDS PERAK REAL ESTATE NEGOTIATOR OF THE YEAR



One World Hotel, Bandar Utama  
27th July 2019, Saturday

**AMANDA LOH SOH FUN**

**DEONE PROPERTIES SDN BHD**

I'm honored to receive the REN of the Year award for the state of Perak. This is my third consecutive award and nothing can be more meaningful than this recognition. Success is not incidental; it is untiring effort of hard-work, patience, dedication and most importantly, be passionate of in what you are doing.

Achieving success is not possible without teamwork. Our collective effort as DeOne is the key to earn me this award and I would like to take this opportunity to dedicate the award to my beloved team. We trust in each other and we strive nothing but becoming the bests

I sincerely thank the Malaysia Institute of Estate Agent, the judging panel, my principal and my peers for this award in light of others equally deserving candidates. More to come, let's keep the game on.



**Amanda Loh**

REN 01051



(VE (1) 0312)



**YOUR PREFERRED  
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**H. SIMON  
REAL ESTATE**

**E(3)1176**





# STATE AWARDS SARAWAK REAL ESTATE NEGOTIATOR OF THE YEAR



One World Hotel, Bandar Utama  
27th July 2019, Saturday

**EMILY LOO TUAN KIAW**

**H. SIMON REAL ESTATE**

Emily Loo is from Kuching, Sarawak and is currently a Probationary Estate Agent (PEA) with the Board with 10 years of experiences in the property industry. She is attached with H. Simon Real Estate and has wide experiences in both selling and renting of properties in all type of categories of properties in Kuching City.

She started out in real estate agency selling secondary residential properties and subsequently expanded her field of expertise covering commercial properties, factories, industrial properties as well as project marketing.

She is passionate about many aspects of a real estate business, constantly looking for ways to improve in the efficiency, productivity and effectiveness of the real estate business. She is a big believer in giving quality consultations to clients and therefore constant learning about property market, trends and technical know-how is a big priority for her and her team.

Looking towards the future, she believes that the most successful real estate agency will be the agency who can fulfill these three criteria : Competency, Depths of Knowledge and Integrity. These are the criterias the market respond well to.



**Emily Loo**

REN: 02267



(E (3) 1176)



# NEGOTIATORS CERTIFICATION COURSE



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## TRAINING VENUE

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## REGISTRATION HOTLINE

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## EMAIL

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One World Hotel, Bandar Utama  
27th July 2019, Saturday

# STATE AWARDS SELANGOR REAL ESTATE NEGOTIATOR OF THE YEAR

**AINAL MARYAM BT AHMAD  
ZAMZURI**

**HOMEFIELD REAL ESTATE SDN BHD**

Born in Subang Jaya, Ainal Maryam is a Real Estate Degree graduate from University of Reading, United Kingdom. She is also the appointed Chair, Business Development (2017-2019 term) for Youth, Malaysian Institute Estate Agent (MIEA).

With the evolution of the real estate industry, she took this to an advantage by leveraging on technologies and social media. Ainal utilised the social media platform and created her own personal branding on Facebook. She used this platform to educate the public on real estate practices, information and new projects or deals. Globalisation and technologies enables Ainal to conclude deals at the mere of her fingertips to amongst Malaysians Expatriate living as far as Oregon (United States), Iraq (Republic of Iraq), Birmingham (United Kingdom), Abu Dhabi (United Arab Emirates) just to name a few.

Ainal believes that learning is not restricted in the wall of classrooms but experience is the best teacher. Therefore she is highly involved in MIEA Youth activities during the term, attended MIEA Study Trip to Victoria Melbourne, involved as one of the committee member for Malaysian Annual Real Estate Convention (MAREC) 2018 and Malaysia Secondary and Primary Exhibition (MASPEX) 2019. Ainal has also shared her knowledge and experience as a speaker in a Personal Branding in Real Estate talk organised by MIEA Youth.

She inspires to be a good role model to the public and the industry as a whole and contribute more to the real estate industry.

**Ainal Maryam**

PEA 1395

**HOMEFIELD**  
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# STATE AWARDS FEDERAL TERRITORY REAL STATE NEGOTIATOR OF THE YEAR



NATIONAL  
REAL ESTATE  
AWARDS  
MIEA

One World Hotel, Bandar Utama  
27th July 2019, Saturday

**DAVID TAN WEE PENG**

**PROPERTY HUB SDN BHD**

When I started in this industry, my first 3 years was focused on Residential sub sales and Corporate Expat rentals at Mont Kiara.

Two years ago, my focus changed to serving clients from Singapore, Hong Kong and China to invest in KL properties. I found out that there are so many foreign investors who appreciate the value of real estate in Kuala Lumpur.

In this new era, ineffective or unscrupulous RENs will not be able to sustain long in this industry. They will eventually fade away as professionalism continue to be introduced for this industry. Only RENs who are responsive, Accountable, creative and passionate will be able to strive in this growing industry.

According to NAPIC, 313,710 of property transactions worth rm130.44 billion recorded in 2018! Year by year we seen these transactions are happening and what are we waiting for? Let's gear up to serve the market!

With dedication and hard work, I was recognised as strategist, leader, Anchor Trainer, speaker, and Organizer for the agency. On top of that, frequently at the top for the monthly and Annual Achievers events in Property Hub.

My philosophy? Continue to Deliver Value to the people surrounding you and Be persistently Creative, success will definitely come to you!!

**David Tan**  
REN 02887

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One World Hotel, Bandar Utama  
27th July 2019, Saturday

# STATE AWARDS SABAH REAL ESTATE NEGOTIATOR OF THE YEAR

**VINCENT CHONG ZIAN HOW**

**PROPERTY HUB (SABAH) SDN BHD**



When I moved back to my hometown, Kota Kinabalu, in August 2017, I made a promise to serve the real estate industry better and professionally. With the correct mindset and the company platform, my career and clientele flourished within a short period of time.

Being an ocean and beach lover since young, I decided to serve clients whose real estate needs are related to sea view properties and beach front land in Sabah. Every viewing conducted for the sea view properties or beach front land listings is motivating and enjoyable.

The road to being a Real Estate Negotiator focusing on sea view properties and beach front land in Sabah is not an easy journey. Aside from being equipped with analytical and marketing skills, I had to drive to remote beach front land where the infrastructure is not ready. There are times when I thought there might wild animals or crocodiles coming out from the bush or river. With all the encouragement received and perseverance, I managed to overcome all these worries and thrive in this segment.

Thank you to my esteemed clients who trusted me and engaged my real estate services for their sea view properties and beach front land. Being the Sabah State REN of the year 2019 has reassured me that I have served the sea view properties and beach front land segment right and will continually strive to improve to provide a premier real estate experience.

**Vincent Chong**

REN 24112



(E (1) 1283/1)



# STATE AWARDS SABAH COMMERCIAL REAL ESTATE NEGOTIATOR OF THE YEAR



One World Hotel, Bandar Utama  
27th July 2019, Saturday

**CHESITY BOON MEI MEI**

**PROPERTY HUB (SABAH) SDN BHD**

"Luck is what happens when preparation meets opportunity."  
You need to buy a ticket to win the lottery. You have to put yourself in a position to have luck.

When I began my real estate career more than a decade ago, I didn't think that it would be my lifelong career, until I fell in love with the industry despite the challenges. Being a woman in the industry, my wish is to inspire, empower and to help other women to achieve their dreams and aspirations. I can now proudly exclaim that I "breathe, live and sleep properties."

My achievements are shaped by the strength of the foundations being set. From the bottom of my heart, I thank Property Hub especially Enoch Khoo for his commitment to shape me to the highest standard of excellence, Fiona Wong being the backbone and strength of the agency, my close knit colleagues who have been like my siblings, that's how close we are in Property Hub Sabah. My utmost gratitude to MIEA for providing such a quality platform for this industry to be recognised professionally.

To my valued clients who has supported me, my beloved family and friends, this award is dedicated to you! Last but not least, I thank God who has guided and blessed me fruitfully in this journey. Thank you and I will be back next year!

**Chesity Boon**  
REN 01853



(E (1) 1283/1)







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**Lesley Siang**  
**+6013-713 6222**



(REN 17935)



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# STATE AWARDS JOHOR INDUSTRIAL REAL ESTATE NEGOTIATOR OF THE YEAR



One World Hotel, Bandar Utama  
27th July 2019, Saturday

**LESLEY SIANG LAY LENG**

**PRO TEAM REALTY SDN BHD**

My philosophy is that the client deserves the full service and attention that required personal attention. The client-agent relationship improved by the professionalism and consistency of a thoughtful business model.

On a personal note, I finished my PEA courses in June 2018 and I will continue to invest time to consistently learn through training, collaborating with our network of fellow agents, and taking action on the data to drive successful sales and to provide value added services to my client.

It is a great honour to be the recipient of both of these awards - REN of the year for National and Johor State REN in Industrial Category. Thank you NREA for this prestigious awards.

I am grateful to everyone who has always been a part of my journey. They are my family, friends, boss, clients, mentors, coaches and colleagues.

I stand proud to receive the awards and the pleasure to share this beautiful moment with all of you.

My sincere gratitude to all of you for the encouragement and support that have enabled me to put in the efforts and dedication to achieve these results.

It is a dream come true and obviously a motivating spirit for all my future activities.

Thank You Everyone!!

**Lesley Siang**  
REN 17935





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To provide our clients with integrated real estate solutions through our dedicated team of real estate professionals.

#### Our VISION

To be a leading and trusted real estate and fund management consultant that focuses on continuous value creation and sustainable solutions.

Laurelcap Group is a professional real estate consultancy firm providing valuation, estate agency, property management, project management and real estate consultancy services. Established since 2008 in Selangor, the Laurelcap Group has spread its wings and opened local and international branches, including various key cities in Peninsular Malaysia, East Malaysia and China. The firm is registered with the Board of Valuers, Appraisers, Estate Agents Malaysia and also with the Ministry of Finance, Malaysia.

Laurelcap Group provides comprehensive real estate solutions to local and international clients. The group is led by a professional team of experienced directors with extensive corporate experience in the real estate industry. The Group also incorporates business alliance with various local and international firms specialized in their respective areas of expertise in order to cater to the growing sophistication of client needs and the changing global business environment.

#### OUR SERVICES

- Valuation
- Project Management
- Property & Facilities Management
- Project Marketing & Leasing Services
- Market Research and Feasibility Study
- Strategic Investment Advisory and Estate Agency



# MILLION DOLLAR PRODUCER OF THE YEAR

**TAN SAN YEW**

**LAURELCAP SDN BHD**



NATIONAL  
REAL ESTATE  
AWARDS  
MIEA

One World Hotel, Bandar Utama  
27th July 2019, Saturday

Sr Tan San Yew is the co-founder and Managing Director of the Laurelcap Group. He provides the vision, overall guidance and direction of the company. He is a licensed Valuer, Estate Agent and Property Manager with the Board of Valuers, Appraisers & Estate Agency, Malaysia, as well as a fellow member of the Royal Institute of Surveyors, Malaysia (RISM). He is also a member of the Royal Institution of Chartered Surveyors (RICS).

Tan has accumulated a wide range of experience and skills in the property industry through his attachment at various international property consultant and developer firms. His repertoire of expertise includes property development, corporate industry relationship, property valuation, taxation, property market research, project development, estate dealings and facilities management.

"In Laurelcap, we always believe in our core values: Trust, Integrity & Expertise. Our mission is to provide our clients with integrated real estate solutions through our dedicated team of real estate professionals."

**Tan San Yew**

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# MILLION DOLLAR PRODUCER OF THE YEAR



One World Hotel, Bandar Utama  
27th July 2019, Saturday

**AARON KUA CHON HONG**

**POLYGON PROPERTIES SDN BHD**

I have been in the real estate agency for over 10 yrs. During this 10 yrs, I've seen many top producers that have contributed to the improvement of the real estate industry and was recognized by the only board of real estate agents in Malaysia, MIEA (Malaysian Institute Of Estate Agent). Today I am very proud of myself for having the MIEA honored by awarding me the Million Dollar Producer Award 2019 and I would like to take this opportunity to thanks the Malaysian Institute of Estate Agent and it's judges.

For me, Real Estate is a very special profession. Even though there's no requirement needed but it does not mean that everyone can be a success in this profession. On the contrary, the real estate requirement is higher than in other professions. In real estate is a need to have a continuous learning and cooperation spirits, a strong mindset and self-discipline. Besides, it is a need to attend courses and examinations to become a professional real estate negotiator. It is hard to succeed in this profession if we lack any of the above, that's why I am still in the path of learning and improving.

There's a special ability on real estate professions such as recognizing a different level of entrepreneurs with a different profession. Also, it is an honour by helping them to achieve their first dream house as well as on achieving their financial freedom.

I will like to that this opportunity to thanks especially my family who always bear with my busy schedule to work from weekday until the weekend. Furthermore, my gratitude to my team members, having them reminding me that I have to keep push forward because I no longer fight for myself and my family members, I also fighting for other team members who currently under my supervision.

Finally, I have a small advise to all real estate negotiator in the market, along the journey to success which eventually will happen, prepare yourself for any obstacle, some may be just a slight issue but some can be very hurtful and you may want to give up, but please don't, take those as a lesson and keep going one day you will be like us.

**Aaron Kua**  
REN 21348



E (1) 1714/1





# Be a winner of 2019 OCBC Real Estate Agent Challenge

Campaign Period: 1 May - 31 December 2019

## INDIVIDUAL CATEGORY

Cash Voucher Reward* for Every Successful Case			
8 <sup>th</sup> case onwards	RM200 per case	3 <sup>rd</sup> - 4 <sup>th</sup> case	RM100 per case
5 <sup>th</sup> - 7 <sup>th</sup> case	RM150 per case	2 <sup>nd</sup> case	RM50 per case

## Monthly Lucky Draw



Travel Vouchers worth RM1,000 each to be given away every month from May to December.

\*Agents will be eligible for an entry to the Monthly Lucky Draw for every successful referred case, upon issuance of Letter of Instruction issuance.

## TOP ACHIEVER CATEGORY: AGENTS & AGENCIES



### TOP 3 AGENTS

More or equal to RM3 million, upon Letter of Issuance

1 <sup>st</sup> prize	- RM3,000
2 <sup>nd</sup> prize	- RM2,000
3 <sup>rd</sup> prize	- RM1,000



### TOP 3 AGENCIES

More or equal to RM5 million, upon Letter of Issuance

1 <sup>st</sup> prize	- RM3,000
2 <sup>nd</sup> prize	- RM2,000
3 <sup>rd</sup> prize	- RM1,000

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|--|--|---|
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|--|--|---|

Terms and Conditions apply.

This campaign is run in addition to the current Referral Incentive fee. Campaign Period is from 1 May 2019 to 31 December 2019. Both conventional & Islamic loans are eligible. Sales Recognition is upon issuance of Letter Instruction during the campaign period but Awards will be given upon Execution of loan documentation. For the Monthly Lucky Draw category, loan(s) cancelled before the loan execution stage during the campaign period will not be recognized and considered void, for all intended purposes. Issuance of Letter Instruction means after Customer has accepted the loan and Bank instructs Solicitor to prepare loan documentation. Execution stage means Solicitor sent loan documentation for execution. In case of a tie, the winner will be determined by the earliest date that the agent achieves the tied number based on the recognition criteria. In the event where an Agent has been resigned during the campaign period and at the time of the reward compensation, the reward will be forfeited. Any fraud case detected from the referral leads, Agent will not be entitled to the campaign reward. The management has the discretion to amend or to add or delete any of the terms & conditions without prior notice. Agents will be eligible for an entry to the Monthly Lucky Draw for every successful referred case, upon issuance of Letter of Instruction.



# MILLION DOLLAR PRODUCER OF THE YEAR



One World Hotel, Bandar Utama  
27th July 2019, Saturday

**SHAYNE TOH YI JIAN**

**CBD PROPERTIES SDN BHD**

Despite fears of economic downturn, 2018 proved a year of exceptional achievements for me. My revised business focus brought significant returns and surpassing all forecasts. My shift to offshore marketing proved most effective and beneficial. Among others, I was able to deploy new strategic thrusts, improve marketing and networking, inspire effective teamwork, and ensure professional execution and maintenance with amazing results. Consequently, my achievement of personal goals far exceeded expectations.

A key lesson learned was that finding opportunity in crisis served me well. This also heightened my faith in sustaining returns by actively building for the future. For continuous success, I must contribute to healthy industry growth. I need to innovate, persevere, work hard and smart, and be ready to share and enhance Malaysia's economic wellbeing.

This is an incredibly proud moment to be recognized by MIEA as award recipient and I would like to take this opportunity to express my gratitude towards my parents, friends and family, clients, peers, colleagues, CBD Properties Sdn Bhd and MIEA for awarding me with this prestigious Million Dollar Producer Award.

Thank you.

**Shayne Toh**  
REN 04770



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# 2019


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Artist's impression

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