



RECIPIENTS HANDBOOK

10th Anniversary GALA DINNER

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PROGRAMME

JW Marriott Kuala Lumpur 21st October 2018

6.00 pm Cocktail Reception

7.00 pm Arrival of Guest of Honour

Welcome Remarks

Welcome Address by Organising Chairman, MR. LIM BOON PING

Speech by MIEA President, MR. ERIC LIM

Speech by Guest of Honour, PUAN YB ZURAIDA BINTI KAMARUDDIN

LIFETIME ACHIEVEMENT AWARD

Award Presentation - REN CATEGORY

MIEA-EdgeProp.my Top Online Real Estate Negotiator Of The Year Industrial Real Estate Negotiator of the Year Commercial Real Estate Negotiator of the Year Residential Real Estate Negotiator of the Year State Rookie Real Estate Negotiator of the Year State Real Estate Negotiator Of The Year Real Estate Negotiator Of The Year Milion Dollar Producer (MDP)

MIEA CEO OF THE YEAR

Award Presentation - REA CATEGORY

MIEA-EdgeProp.my Most Innovative Marketing Idea Industrial Real Estate Firm of the Year Commercial Real Estate Firm of the Year Residential Real Estate Firm (Medium Size Firm) State Real Estate Firm of the Year Project Marketing Firm of the Year Real Estate Firm of the Year

Lucky Draw

11.45 pm Dinner Ends

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WELCOME MESSAGE BY ORGANISING CHAIR

JW Marriott Kuala Lumpur 21st October 2018



Sr Lim Boon Ping

A very warm welcome to the MIEA National Real Estate Awards Gala Dinner 2018; a night of laudation and celebration.

According to the National Property Information Centre (NAPIC), total property valued at RM139.84 billion and 311,824 units have been transacted in 2017 despite the challenging time face by the estate agents.

The real estate profession is a key contributor to the national economy. We work hard to deliver quality services, utilise latest technology, negotiate value deals, understand legal and financial requirements, learn interior design to facilitate sales and growth in our property industry and economy.

As a professional, we have progressed to a more professional level with the certification of Real Estate Negotiators in 2014. Coupled with improve enforcement and public education, the landscape of the real estate profession has rapidly improving to a more respectable and accountable profession. It is only fitting that we recognize the commitment and results of those sterling firms and practitioners tonight.

This year, we have streamlined the award categories, so as to ensure it is more relevant and reflective of the new trends in the real estate profession. It is very encouraging to have received equal number of

participation compared to last year, indicating a growing awareness and appreciation of receiving the highest accolades in the real estate profession. As we crown the winners for 2018, we celebrate both their successes and the overall growth of our profession.

We are privileged to have the expertise of an experienced group of judges who diligently vetted through each application and carefully weighed every proposal. I would like to thank our Chief Judge Au Foong Yee, Sr Hj.Nordin bin Daharom, Yang Berbahagia Tan Sri Sr Abdul Rahim Abdul Rahman, Dr Yu Kee Su for their valuable time and contribution in assessing and selecting the winners this year. Special thanks to Maybank, MRCB, EdgeProp.my, Affin Bank, Property Guru and PropSocial for their generousity in sponsoring this event.

I would like to record our appreciation to the Guest of Honour, YB Puan Hjh Zuraida Binti Kamaruddin for making time to join us on this auspicious occasion. Last but not least, my gratitude to the Organising Committee for your contribution and effort towards the success of the NREA Gala Dinner 2018.

Congratulations to all the winners and I wish everyone an enjoyable and rewarding evening.

Sr Lim Boon Ping NREA Organising Chair and President Elect



MIEA BOARD OF DIRECTORS 2017 - 2019

JW Marriott Kuala Lumpur 21st October 2018



Back - from left to right :

Kayte Teh - Director Business Development
Alex Joseph Gomez - Advisory, Board Member
Billy Low - National Head of Youth
Christopher Chan - Director Membership Benefits
Ahmad Zamzuri Bin Kamarudin - Director MASPEX
Noorzamani Bin Nooradin - Perak Chairman
Liew Toh Sen - Johor Chairman
Mark Saw - Penang Chairman
Firdaus Bin Musa - Government Liaison, Board Member
Tan Kian Aun - Director Reserch & Development, ICT/MLS, MAREC'18
Victor Wong - Sabah Chairman

Front - from left to right :

Chan Ai Cheng - Secretary General, Membership, International Liaison
Lim Boon Ping - President Elect MIEA-EAPC, State Branches, NREA, Board Member
Erick Kho - Immediate Past President
Eric Lim - President
Kelvin Yip - Vice President, Education & Training, Special Task Force
Tan Guat Eng - Treasurer, Sponsorship
Dato Alex Ting - Sarawak Chairman



WELCOME MESSAGE BY PRESIDENT

JW Marriott Kuala Lumpur 21st October 2018



Mr Eric Lim

First and foremost, my heartfelt congratulations to all the recipients and deserving award winners in the MIEA's 2018 National Real Estate Award, an annual event to recognise the achievements of 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 observed many firms and individuals are doing well in 2017. They have demonstrated themselves excellently in facing the challenges and to revolve 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 should embrace the digital marketing approach and take advantage of this 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.

With the formation of the new Pakatan government, we look forward for the government to look into the issues plaguing the real estate industry, notably on the property financing. The concern of the household debt ratio

against the GDP has capped the mortgage lending. Property is a value creation compared to the other components of the household debts. We understand the importance of a responsible lending by our central bank but the guidelines imposed for the last several years has affected the real estate badly. Many of the transactions were aborted due to the stringent requirements. 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.

We applaud our industry regulator, The Board of Valuers, Appraisers, Estate Agents & Property Managers (BOVAEAP) to enhance the professionalism of the estate agency market. It is moving into the right direction allowing the respective and relevant associations to conduct the courses whilst they focus on the issues of compliance and supervision. The recent directive which requires all practising Real Estate Negotiators (REN) to attend a half day course has attracted about 6,000 REN to attend the courses conducted by MIEA. There are about 12,000 REN which has yet to attend such courses and we would like to appeal to them to attend and obtain the certificate early to avoid last minute submission for renewal.

There are close to 30,000 REN and only about 20,000 of them are active in the market. I appeal to all fellow members an 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.

Moving ahead, MIEA will continue to improve our service quality and management efficiency to better serve our members and the profession. Several initiatives have been made to encourage more members enrolment and we are working at our best efforts to amplify the members benefits and privileges.

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 2018 National Real Estate Awards Gala Dinner.

Cheers.

ERIC LIM
President



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WELCOME MESSAGE BY Board of Valuers, Appraisers, Estate Agents and Property Managers

JW Marriott Kuala Lumpur 21st October 2018



Sr Haji Nordin Bin Daharom

Salam Sejahtera!

It is indeed a pleasure to welcome all of you tonight.

Firstly, I would like to congratulate the Malaysian Institute of Estate Agents (MIEA) for organising the National Real Estate Awards Dinner 2018. It is a testimony to the health of the industry that MIEA has successfully organized this event for the 10th year.

The Board is pleased with the decision to allow Associations to conduct the ongoing CDP while it focuses on its other primary functions which is to regulate the Valuers, Appraisers, Estate Agents and Property Managers practising in Malaysia.

MIEA has done a marvelous job to upgrade the professionalism in the real estate industry by conducting the CDP courses nationwide. This has allowed many Real Estate Negotiators to upgrade themselves with the in-depth modules prepared by the institute.

This is important as Real Estate Agents and RENs play an important role in the real estate sector of the economy which contributes approximately RM139.84 billion in sales last year.

On a different note, tonight is a night like no other! Being in a room amongst Malaysia's finest Real Estate Agents and Negotiators is an exhilarating feeling. We're are all in it together – both the Board and the Practitioners must work hand in hand in bringing our industry to greater heights of excellence.

To the winners of the National Real Estate Awards, which is always the highlight of the evening, I take this opportunity to congratulate you on an excellent year of achievement. Your hard work has paid off handsomely and you will be recognized as the best in the industry.

I wish all of you gathered here tonight greater success in the future.

Have a pleasant and enjoyable evening. Thank you.

Sr Haji Nordin Bin Daharom

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

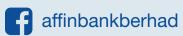
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MESSAGE FROM MINISTER OF HOUSING AND LOCAL GOVERNMENT YB ZURAIDA BINTI KAMARUDDIN

JW Marriott Kuala Lumpur 21st October 2018



YB Zuraida Kamaruddin

Salam Sejahtera,

It is a pleasure to share some thoughts in MIEA's NREA 2018 Award recipient's handbook to recognize the top achievers of the real estate fraternity for 2018.

This award has reached its 10th year and is being recognized as the most premier Real Estate award for the real estate service industry and sets the mark as the gold standard in real estate achievement. This endeavor for the last 10 years must be commended and i wish to see this being continued in the years to come

The real estate services sector plays an integral part in the development of the economy. While developers play their part in developing new properties, real estate agents on the other hand supports them in marketing and sales. This synergy has helped in the reduction in the overhang of unsold properties. My ministry is keen to see greater cooperation among both the developers and the real estate agents to collaborate towards this endeavor.

MIEA being the largest representative of the real estate practitioners in the country is playing a vital role in ensuring that the profession is heading in the right path and at the same time enhancing professionalism and integrity amongst its members.

My ministry is now studying the prospect of bringing together all those involved in the housing industry under one fold and I'm keen to hear from MIEA how they can play a role in this respect.

The ASEAN Real Estate Network Alliance (ARENA), a grouping of eight National Real Estate Associations set up with the aim to establish a framework for cooperation and network as well as to develop cross border business among its practitioners should be harnessed to give opportunity for you to bring in investments and in the process, help grow our housing sector.

As Real Estate practitioners, your role is more than selling and letting on behalf of the clients. Professionalism in carrying out estate agency duties is vital, and I strongly believe the winners have displayed such qualities to be the cream in the fraternity. We are proud of your achievement and being role model to all.

Lastly, congratulations to all the winners and MIEA for a successful night.

Thank you.

YB Zuraida Kamaruddin, Minister of Housing and Local Government



CORPORATE OFFICE FOR LEASE

mercu mustaphakama



Poised to be EMKAY's landmark, Mercu Mustapha Kamal is located within the mixed development of Neo Damansara, Damansara Perdana. It consists of 2 office towers, retail units, a banquet hall and a muslim prayer hall (surau).

SPECIFICATIONS

- MSC & GBI* (GOLD) certified
- **27-Storey Office Building**
- From 6,143 sf to 11,261 sf office space
- **Dual Zone lift concept**
- 1,009 Parking Bays
- From RM 4.50 psf

*Green Building Index

wisma mustaphakamal

One of EMKAY Group's prime office buildings located in NeoCyber, Cyberjaya. With a GDV of RM150 million, Wisma Mustapha Kamal comprises of two 11storey towers with a net floor area of 262,748 sqft. It also houses EMKAY Group's corporate office.

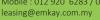
SPECIFICATIONS

- **MSC** certified
- 11-Storey Office Building
- From 9,043 sf to 15,260 sf office space
- **696 Parking Bays**
- From RM 4.50 psf



GROUP ASSET MANAGEMENT LEVEL 20, BLOCK A, PJ TRADE CENTRE, MENARA MUSTAPHA KAMAL, JALAN PJU 8/8A, DAMANSARA PERDANA, 47820 PETALING JAYA TEL; 03-7722 3830 FAX: 03-7722 3066

Mobile: 012 920 6283 / 019 339 9974







CORPORATE OFFICE FOR LEASE

mustapha kamal



Amidst Star Central@Cyberjaya sits Corporate Park, modern designed free-standing semi-detached office towers in a low-density and beautifully landscaped commercial development.

SPECIFICATION

- 8-Storey Office Building
- **⊠** Bungalow Units

menara **mustapha**kamal

A Grade A corporate office tower owned by EMKAY Group located at the award-winning PJ Trade Centre in Damansara Perdana. Strategically located within the golden triangle of Petaling Jaya and surrounded by established townships.

SPECIFICATION

- **Image Image Imag**
- **☑** Open concept garden chill area
- □ 1,106 Parking Bays



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ROLL OF HONOUR

JW Marriott Kuala Lumpur 21st October 2018

PAST PRESIDENTS

1	Paul Lee -	Founding	President (Late
_				

- 2 Ernest Cheong Yong Ying
- 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
- 12 Stephen Tew Peng Hwee
- 13 Soma Sundram Krishnaswamy
- 14 Julie Wong Poh Gaik
- 15 Nixon Dadon Harris
- 16 Sivashanker G Balakrishnan
- 17 Erick Kho Ying Tian



ROLL OF HONOUR

JW Marriott Kuala Lumpur 21st October 2018

HONORARY MEMBERS

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



ROLL OF HONOUR

JW Marriott Kuala Lumpur 21st October 2018

FELLOWS

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

HISTORY OF THE AWARDS

The Year 2009 was an important year in the history of the fraternity. It saw the advent of the first MIEA National Real Estate Awards. With 10 categories the inaugural awards saw a limited number however, it was a runaway success when MIEA recognized five recipients of in that year for work done in 2008. the Awards In 2010, nine submissions were made and only three awards were given while 6 others were given honourable mention. The participation though having gained participation did not attract a wider participation of firms. There was the realization that we need to make new grounds and so some categories were added while we judging maintained, as only the best can win. Today after ten years we have tweaked and we have 17 categories to recognize those who are excelling in different areas. This year 2018 we received an all-time high number of 37 submissions and have 27 winners.

What seemed impossible then, has now become the gold standards of the Real Estate Practice, The National Real Estate Awards is now established as the highest recognition of Real Estate practitioners in Malaysia and has been well received by the government, the industry, the fraternity and the public at large.

As anticipated the MIEA National Real Estate Awards has not only become a measure of success but the pinnacle of achievement for Real Estate Firm, Real Estate Agents, Probationary Estate Agents and Real Estate Negotiators. Business opportunities have widened, recruitment has become easier, confidence from the public has deepened and internationally these Agents are respected. The winner are the cream the fraternity. This year 2018, we have introduced new categories and will recognize those who have excelled in their specific areas basedon the performance in 2017.



ROLL OF HONOR 2009 - 2013

JW Marriott Kuala Lumpur 21st October 2018

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 - Zerin 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

Zerin 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, Reapf<u>i</u>eld

REAL ESTATE LEADERSHIP AWARD

K. Soma Sundram



ROLL OF HONOR 2013 & 2014

JW Marriott Kuala Lumpur 21st October 2018

2013

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 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 Reat 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



ROLL OF HONOR 2015 & 2016

JW Marriott Kuala Lumpur 21st October 2018

2015

TOP REALTOR OF THE YEAR

Adrian Wang Fook Ping, CBD Properties Sdn Bhd

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/I Berty Luke Fernandez, Khong & Jaafar (Real Estate) Sdn Bhd Munirah Bt Mohammad. Homefield Real Estate Sdn Bhd

TOP REA OF THE YEAR

Carol Yong Ching Mei, Cornerstone Realty

TOP STATE REA OF THE YEAR

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

ROKKIE REA 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



ROLL OF HONOR 2017

JW Marriott Kuala Lumpur 21st October 2018

REAL ESTATE AGENT/FIRM CATEGORY

LIFETIME ACHIEVEMENT AWARD

Past President Raymond Tang King Seng, Uptown Realtors

REAL ESTATE AGENT OF THE YEAR

Lau Yock Yin,

JLL Property Services (Malaysia) 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 Hub (Sabah) Sdn Bhd

Perak - DeOne Properties Sdn Bhd

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

PROJECT MARKETING FIRM OF THE YEAR

Hartamas Real Estate (Malaysia) Sdn Bhd

MOST OUTSTANDING CORPORATE SOCIAL RESPONSIBILITIES PROJECT

Metroworld Realty Sdn Bhd

MILLION DOLLAR PRODUCER (MDP)

Teo Zi Lin, Zilin Properties Munirah Mohammad, Homefield Real Estate SB

REAL ESTATE NEGOTIATOR CATEGORY

MILLION DOLLAR PRODUCER (MDP)

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 Hub (Sabah) Sdn Bhd Sarawak - Wee Kui Ho. WTWY Real Estate Sdn Bhd

ROOKIE REN OF THE YEAR

Roshindar Dhillon, Property Hub 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 Yean, 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

JOINT AWARDS

MIEA- EDGEPROP, MY TOP ONLINE REN 2017

Mohd Faizal Bin Md Ismail, RESCOM Realty

MIEA PROPERTYGURU TOP ONLINE REN

Benjamin Lai, Focus Estate Agency Sdn Bhd

MIEA-EDGEPROP.MY MOST INNOVATIVE MARKETING IDEA

Cornerstone Realty Knight Frank Malaysia Sdn Bhd



NATIONAL REAL ESTATE AWARDS GALA DINNER 2017

JW Marriott Kuala Lumpur 21st October 2018

















LIFETIME ACHIEVEMENT AWARD RECIPIENTS



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



JW Marriott Kuala Lumpur 21st October 2018

NREA 2018 JUDGES



From Left to Right Sr Lim Boon Ping (Technical Advisor - Organizing Chairman NREA 2018), Judges, Dr Yu Kee Su, Tan Sri Sr Abdul Rahim Abdul Rahman,
Sr Hj Nordin Bin Daharom, Chief Judge, Au Foong Yee and K Soma Sundram (Technical Advisor - CEO, MIEA)

On behalf of my fellow judges of The National Real Estate Awards 2018, we would like to both applaud and congratulate the Malaysian Institute of Estate Agents for yet another year of success.

I am honoured to have served as a Judge for four years. While I had been pleasantly surprised with the success of past winners, those triumphant this year deserve a standing ovation.

It is no mean feat how they have managed to turn in such sterling results against a backdrop of the prevailing weak market sentiments in Malaysia.

Kudos to all winners. We acknowledge and recognise the immense amount of hard work and sacrifices you would have put in.

We celebrate your success and hope you, together with your peers, will continue to blaze the trail.

Thank you.

Au Foong Yee Chief Judge, MIEA National Real Estate Awards 2018 Managing Director/Editor-in-Chief, EdgeProp.my (formerly known as TheEdgeProperty.com)

INTRODUCTION

The Malaysian Institute of Estate Agents (MIEA) is proud to present the MIEA Real Estate Awards 2018. 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.



JW Marriott Kuala Lumpur 21st October 2018

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 an be focused in our services to clients.



JW Marriott Kuala Lumpur 21st October 2018

NREA 2018 AWARD CATEGORIES

REAL ESTATE AGENTS AWARD CATEGORY

REA Category 1: Real Estate Agent of the Year

REA Category 2: Real Estate Firm of the Year

REA Category 3: Real Estate Firm of the Year (State)

REA Category 4: Rookie Real Estate Agent of the Year (State)

REA Category 5 : Residential Real Estate Firm

5A. Agency firms or branches with 151 RENs or more (Large)

5B. Agency firms or branches with 31 - 150 RENs (Medium)

5C. Agency firms or branches with 30 RENs & less (Small)

REA Category 6: Commercial Real Estate Firm of the Year

REA Category 7: Industrial Real Estate Firm of the Year

REA Category 8: Project Marketing Firm of the Year

REA Category 9: Most Innovative Marketing Idea

Category 10: Million Dollar Producer (MDP)

REAL ESTATE NEGOTIATORS AWARD CATEGORY

REN Category 10: Million Dollar Producer (MDP)

REN Category 11: REN of the Year

REN Category 12: State REN of the Year

REN Category 13: Rookie REN of the Year

REN Category 14: Rookie REN of the Year (State)

REN Category 15: Residential REN of the Year

REN Category 16: Commercial REN of the Year

REN Category 17: Industrial REN of the Year



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This 60th anniversary salutes the silhouette of the Egg™, the Swan™ and the Drop™ chairs as well as the SAS Royal Hotel they were originally created for. The collection appeals to all senses with a mission to turn pure materials into personal design objects. The materials vary from the soft and serene PURE leather, the rich and smooth SERA wool fabric, to a 23 karat gold coated base,

AWARD GUIDELINES

A. PARTICIPATION

The award is open to all

- i) Registered Estate Agents
- ii) Probationary Estate Agents / Valuers
- iii) Registered Real Estate Firms
- iv) Real Estate Negotiators

Both Ordinary / Affiliate Members including Non Members of MIEA are eligible to participate. However, different submission fees shall be payable. Refer to item J under general information.

B. PARTICIPATING FIRMS

Participation shall be by individual Real Estate offices or branches and not collectively as an organization.

C. QUALIFYING PERIOD

For sales concluded during the corresponding period from 1st January, 2017 to 31st December 2017.

D. OPEN AND CLOSING DATE

Entries are open from 22nd June, 2018 and will close at 12:00 noon on 10th August, 2018. All documentation should be sent by Registered post/Courier/Hand delivered and should reach the MIEA secretariat by 12:00 noon on 10th August, 2018.

E. JUDGING CRITERIA

Winners are not judged by sales performance only but on other criteria's as stated under the awards criteria.

F. SERVICE TAX

To ensure accuracy in sales achievement, the judges will strictly base on payment of service tax to Royal Customs Department in the corresponding qualifying period i.e. 1st January, 2017 to 31st December, 2017. All copies of receipts for the year including payment in February, 2017 to be attached and all authentications of sales must correspond with receipts of payment of service tax.

G. 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.

H. JUDGES

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

I. AWARDS GALA NIGHT

The Awards Gala Dinner is scheduled to be held on 21st October, 2018 at JW Marriot Kuala Lumpur.

J. ACCURACY OF INFORMATION PROVIDED

All participating firms must provide the information with accuracy and truthfulness. If any information given is found to be false, than 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 fee are not refundable.

L. AWARDS PARTICIPANTS/FIRMS

Awards participants/firms who meet the minimum judging criteria will receive a finalist certificate.



RECIPIENTS OF MIEA'S NATIONAL REAL ESTATE AWARDS 2018

REAL ESTATE AGENT CATEGORY

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 (Malaysia) Sdn Bhd

STATE REAL ESTATE FIRM OF THE YEAR

Sarawak - Kozin Real Estate Sdn Bhd Federal Territory - Property Hub Sdn Bhd Sabah - Property Hub (Sabah) Sdn Bhd Perak - DeOne Properties Sdn Bhd Penang - Reapfield Properties (Penang) Sdn Bhd

RESIDENTIAL REAL ESTATE FIRM (MEDIUM SIZE FIRM)

Cornerstone Realty

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 (Malaysia) Sdn Bhd

REAL ESTATE NEGOTIATOR CATEGORY

MILLION DOLLAR PRODUCER (MDP)

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

REAL ESTATE NEGOTIATOR OF THE YEAR

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

STATE REAL ESTATE NEGOTIATOR 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

STATE ROOKIE REAL ESTATE NEGOTIATOR OF THE YEAR

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

RESIDENTIAL REAL ESTATE NEGOTIATOR OF THE YEAR

Eugene Wong Yau Kun, Cornerstone Realty

COMMERCIAL REAL ESTATE NEGOTIATOR OF THE YEAR

Y S Lim, Hartamas Real Estate (Malaysia) Sdn Bhd

INDUSTRIAL REAL ESTATE NEGOTIATOR OF THE YEAR

Tan Yee Hwa, Pro Team Realty

JOINT AWARDS

MIEA EDGEPROP.MY MOST INNOVATIVE MARKETING IDEA

Cornerstone Realty

MIEA-EDGEPROP.MY TOP ONLINE REAL ESTATE NEGOTIATOR OF THE YEAR

Eugene Yap, Focus Estate Agency Sdn Bhd.

FINALIST

FIRM/AGENT CATEGORY

REAL ESTATE FIRM OF THE YEAR - Full Homes Realty Sdn Bhd
RESIDENTIAL REAL ESTATE FIRM (MEDIUM SIZE FIRM) - Property Hub Sdn Bhd
PROJECT MARKETING FIRM OF THE YEAR - Full Homes Realty Sdn Bhd
- JLL Property Services (M) Sdn Bhd

REAL ESTATE NEGOTIATOR CATEGORY

STATE REAL ESTATE NEGOTIATOR OF THE YEAR - Emily Loo, Simon Real Estate (Sarawak)

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LIFETIME ACHIVEMENT AWARD NIXON PAUL

Nixon Dadon Harris or popularly called Nixon Paul started his career in real estate in 1981 where he worked for a real estate agency and thereafter left to venture on his own in 1983.

He set up his company Carey Properties a sole proprietorship named after Jalan Carey where he lived. In 2001 after 18 years he decided to expand and went into partnership and renamed the company Carey Real Estate Sdn Rhd

Thereafter three branches were set up in Penang, Ampang, Kota Kinabalu and Johor with the head office in Desa Sri Hartamas KL.

Nixon has been a member of MIEA for 24 years and served in the council of management of MIEA intermittently for seven years before being elected President in 2011.

During his tenure as president his notable contributions were as follows;

- Collaborated with National Association of Realtors (NAR) of USA and successfully conducted the first Certified International Property Specialist course, (CIPS) in Malaysia
- Conceptualized the idea of the Malaysian Annual Secondary Property Exhibition (MASPEX) and successfully launched it in 2013.
- Initiated the allocation of a revolving fund to set up Secretariats at Johor, Penang, Kota Kinabalu and Kuching. A sum RM 80,000 was approved at the AGM in 2013.
- Resolved the issue of the mandatory salary directive with the Board.
- Initiated the collaboration with Open University of Malaysia (OUM) to conduct the Professional Diploma in Estate Agency.
- Enhanced the Secretariat with the appointment of an Office Manager and additional clerical staff to better manage the operations.
- Initiated a half yearly press conference on the Malaysian Secondary Property Market Outlook
- Rebranded and enhanced the frequency of property talks for the benefit of members and practitioners. The talks were rebranded as REPS (Real Estate Professional Seminars).

Today Nixon serves the institute as a representative in the important EAPC committee in the BOVAEAP He also is part of the national circuit of trainers for MIEA

Nixon Paul

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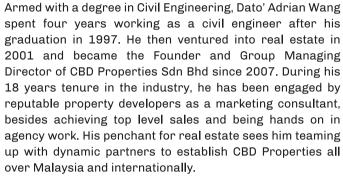






MIEA CEO OF THE YEAR DATO' ADRIAN WANG





Over the years, CBD Properties had received multiple awards from various recognised institutions, including the prestigious Real Estate Agent of the Year 2011 (MIEA), JCI CYEA Top 10 Finalist in 2013, Real Estate Agency of the Year 2014 (MIEA), and Top Realtor Award in 2015 (MIEA).

Building on his vision to create a global real estate ecosystem, he hopes to improve real estate entrepreneurs' quality of life and achieve meaningful journey. Adrian's passion and care influenced his team to excel and create miracles. The company strives to build committed, lifelong, trustworthy relationships and passionate in creating a positive knowledge-sharing culture. He is the living proof that you can start with absolutely nothing and build an empire out of your passion.

His ultimate goal is to bring this industry to a higher level of professionalism and to make CBD Properties, a truly leading Asian Brand in the real estate industry worldwide, and a powerful brand that raises the profile of the company. A brand that signifies the spirit of Asia Boleh!

Dato' Adrian WangFounder











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Commercial Real Estate Firm of The Year (2011 - 2017)



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(E (1) 1576) Lot 9099 & 9100, Jalan Tun Razak, Off Kuching By Pass, 93300 Kuching, Sarawak. Tel: 082 349 399 Fax: 082 339 989 Email: admin@kozinre.com Website: www.kozinRE.com

HOMING ESTATE AGENCY

(E(3)0307) No. 84, Lot 3297 1st Floor **T.T.3 Commercial Centre Tabuan Transquility** 93350 Kuching, Sarawak Tel / Fax: 082 364 188

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(E(1)1584/10) 1st Floor, Lot 3, Block A1, Saradise Kuching off Jalan Stutong, 93350 Kuching, Sarawak Tel: +6 08 226 8010

Email: hello@iqirealty.com Website: www.iqirealty.com 93250 Kuching, Sarawak. Tel: 082 252 312 Fax: 082 255 312 Email: hornbillrealestate@gmail.com Website: h.simonrealestate@gmail.com

ONG HOUSING AGENCIES

(E (3) 0550) 7B, 2nd Floor, Central Avenue, Jalan Amar Kalong Ningkan, 93250 Kuching, Sarawak. Tel: 082 240 777 Fax: 082 244 366





STATE REAL ESTATE FIRM OF THE YEAR SARAWAK KOZIN REAL ESTATE SDN BHD



It has been a challenging but amazing journey for Kozin Real Estate Sdn Bhd ever since our establishment in 1999 and we have achieved great milestones along the way. We are very humbled and honoured to win again this year, which sets a record breaking 5 consecutive years. 2018 is very special because our top REN won, not only the State REN of the year award, but the REN of the year for the whole country. Wow what an achievement for Kelvin Lee Bun Siew!

Winning awards hopefully acknowledges the hard work and dedication from all our staff as we would not have achieved this success without them. They were fully committed to be the best for the firm and face any challenges with a positive approach. To define a good firm from the mediocre requires discipline and motivation to surmount any obstacles along the journey.

"The hallmark of our approach has always been Professionalism and High Ethics and we are proud to have achieved the noble objective of helping people fulfill their dream of owning a house", said Dato Alex Ting, the Managing Director of the company.

Dato' Alex Ting Kuong Kuo *Managing Director*



STATE REAL ESTATE FIRM OF THE YEAR FEDERAL TERRITORY PROPERTY HUB SDN BHD





"A citadel once started with a single block; despise no humble beginnings."

Three individuals signed a partnership. And that is how the journey begun and up till now, Property Hub's thrive never grows old. Winning the MIEA Residential Agency for an unprecedented six consecutive years from 2012 - 2017 and the Real Estate of Firm of the Year twice for the year 2017 - 2018 are the substantiate fruits of all in the day's work.

For Property Hub, the year 2018 has been a nine-to-five with a different set of challenges and dynamics altogether. "Change" would be the best way to describe it. Embracing a new change or beginning is not simple for most as there is definitely some room for conformity. However, changing our perspectives is a whole new level of discovery and growth on how we perceive the very different seasons of life throw at us.

With the new Malaysia, it supervenes with new, bold voices of her people. All the more so, the unpredictable, fleeting and innovative market. Reflecting back, this also has marked our 8th year in the property trade – an attribute of new beginnings.

What remain is our core values and integrity. As the world moves, we continue to step-up, empower and enrich our experiences with the highest level of service and professionalism in the real estate industry.

Branding ourselves as a boutique real estate agency specialised in the upmarket properties trade; Property Hub stands here proud, expressing our deepest gratitude to the Malaysian Institute of Estate Agents, the judging panel and our peers for this recognition in light of other deserving agencies.

This is the Property Hub difference – A Premier Real Estate Experience. Passion . Integrity . Teamwork



STATE REAL ESTATE FIRM OF THE YEAR SABAH PROPERTY HUB SDN BHD

propertyhúb



"Be strong enough to stand alone, be yourself enough to stand apart, but be wise enough to stand together when the time comes."

On behalf of the management of Property Hub (Sabah) Sdn Bhd, we are very honoured to accept this award as the Real Estate Firm of the Year (Sabah) for 2017. Last year we were the inaugural winner and this year it is with gratefulness we win this award for the second time. It gives the entire team a huge motivation to try to aim higher and win again next year!

First and foremost, we would like to appreciate MIEA and the entire committee for giving us this awards platform. MIEA Awards recognition is something very close to my heart for 2 reasons.

- 1. It is the highest recognition which you can receive in the real estate industry in Malaysia.
- 2. This is the only real estate award in Malaysia where money can't buy.

To be consistently strong enough to continue to do the right things and not be influenced by others takes a great team that trust the vision of the company. We would like to first and foremost appreciate the management team & real estate negotiators because we are a firm believer that if you treat your employees / real estate negotiators well they will take care of the clients.

Property Hub (Sabah) Sdn Bhd is entering into its version 2 of growth for the next 3 years and is poised to be the gateway for anyone who is looking to invest in Sabah. We have successfully moved into our new 3,000sf office (The Lighthouse) and this is certainly a game changer to change the public perception that Real Estate Agency can indeed be a serious profession to be acknowledged with.

With a global mindset while firmly understanding the local culture, we serve the community as a lighthouse bringing positive impact through our work with Passion, Integrity & Teamwork.

As we continue to honor God through our work, we would like to thank MIEA & our clients for enabling us to win this prestigious award "Real Estate Agency of the Year (Sabah)"



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STATE REAL ESTATE FIRM OF THE YEAR PERAK DEONE PROPERTIES SDN BHD





Getting an award for the first time is tough but to retain it is tougher. However, at D1 when the going gets tough, the tough gets going and we are honored to be awarded as Real Estate Firm for the State of Perak for the second consecutive year.

From the Company perspective, we have consistently performed better in terms of financially annually but we never failed to invest back into our team in terms of training and team bonding. We not only hope that our Company grows every year but each and every one of our team members grow together and become better individually

At D1, everything we do has never been an individual but a team effort. We eat, play and work as a team. We are also very proud that our team is a truly Malaysian team, comprising individual from different races and background, reflecting 'Malaysia Baru' or our new Malaysia.



With Best Compliments Sabah Branch Committee Members

Mr. Victor Wong State Branch Chairman Victor Wong Realty HP: +6019 - 880 6798 Tel: +6088 - 240 789 Fax: +6088 - 240 023 wrealty@gmail.com

Ms Sharon Goh Secretary Property Hub (Sabah) Sdn Bhd HP: +6019 - 812 7663

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Sr Peter Yapp Fook Sin Committee Member **JS VAluers Property** Consultant (E.M.) Sdn Bhd HP: +6019 - 881 3878 Tel: +6088 - 254 877 Fax: +6088 - 256 812 fooksin@gmail.com

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Mr. Henry Tai Immediate Past Chairman Henry Realty HP: +6019 - 880 3348 Tel: +6088 - 266 066 Fax: +6088 - 234 066 henryalberttai@gmail.com





STATE REAL ESTATE FIRM OF THE YEAR PENANG

REAPFIELD PROPERTIES (PENANG) SDN BHD

REAPFIELD

Reapfield Properties has been in Penang since 2008. We are indeed honored to once again win the Award for Top Real Estate Firm for the northern region. It is with joy that we celebrate this award and give due recognition to our team of real estate negotiators, administration and support staff, and most of all, to our Head of Sales for their hard work and dedication.

In God We Trust, In Family We Cherish, In Business We Excel: These are the values and culture Reapfield Penang has held fast to and has built its foundation upon.

In Reapfield Penang, we provide diversified business opportunities to our real estate negotiators. While the secondary market has been our core business, we are also well-established in project marketing, capturing market share in the primary market sphere by formulating attractive sales packages that will assist developers in their business turn overs. Our real estate negotiators have a buffet of choices that also includes marketing international properties in the UK, Australia and many others.

We believe in building our brand name to stay prominent as the Real Estate Company of Choice includes high work ethics and professionalism, and this should remain the hallmark of our business approach. Constant training and leadership development provided by Reapfield Academy has also sharpen the quality and efficiency of our real estate negotiators.

As a company, we aim to assist client in acquiring their dream homes, investors to harvest profitable returns. With our international networking, strong relationships with developers, and a focused and driven team of real estate negotiators, the sky is the limit to what can be accomplish. We believe that with greater collaboration, together everyone can achieve even more.

Kevin Singham *Managing Director*



Life is full of choices. Make the good ones count.



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RESIDENTIAL REAL ESTATE FIRM (MEDIUM SIZE FIRM) CORNERSTONE REALTY



Cornerstone Realty, a budding Malaysian real estate agency established since 2008, from humble beginnings of about 10 aspiring Real Estate Negotiators to an abounding team of 90 Real Estate Negotiators thus far. We accredit this success to our belief that we are more than just a 'numbers' company.

Many believe that the real estate industry is all about transactions and volumes, undeniably the numbers are important. However in Cornerstone Realty, our purpose is beyond profits. We strive to be the real estate agency that prioritizes rapport over reports, one that is responsible and relational. We are driven by purpose to enrich the lives of our people by creating a platform for them to learn, grow and reach their full potentials. Every decision made by the company is inevitably in line with our mission

-Enriching Lives-

We are staffed with a collaboration of wisdom and experience, from people with a long history in the real estate industry, mixed with the innovation and energy of We ournewcomers. helieve combination of old and new breathes life into understanding exactly what our need. And to make sure we offer the very best, we have created a process that will help grow the skills and capabilities of our creating truly extraordinary team.

Our role is to be the Cornerstone for all that share, creating a solid environment where our team is well trained and supported built strongly in Malaysia but with a global capacity.

Francis Lau



Achieve Ambitions

There with you, whatever you want to achieve. Let us know how we can help achieve your ambition.





JOINT AWARD COMMERCIAL REAL ESTATE FIRM OF THE YEAR JLL PROPERTY SERVICES (M) SDN BHD





JLL Property Services Malaysia is part of the JLL global network. As a leading professional services firm that specializes in real estate and investment management, our vision is to reimagine the world of real estate, creating rewarding opportunities and amazing spaces where people can achieve their ambitions. JLL is a Fortune 500 company with nearly 300 corporate offices, operations in over 80 countries and a global workforce of 86,000 as of June 30, 2018.

JLL believes that technology is the future of real estate and is dedicated to upskill and engage our employees in the latest technology trends. JLL have implemented activities to keep our team updated about proptech and how it can change the future of commercial real estate. JLL have organized a hackathon and invested in JLL Spark; leveraging on cloud computing and investing in proptech idea.

Aside from that, JLL also takes pride in our diversity. We believe that diversity is a strategic imperative for the way we do business. Our success is underpinned by the diverse backgrounds, skills and ideas that we value and embrace.

This is the second year JLL Malaysia has been awarded the Commercial Real Estate Firm of the Year Award. We are greatly honored with this recognition and would like to show our gratitude to our stakeholders, clients and team. We will continue to help our clients and employees achieve their ambitions!



COMMERCIAL REAL ESTATE FIRM OF THE YEAR INDUSTRIAL REAL ESTATE FIRM OF THE YEAR



JOINT AWARD COMMERCIAL REAL ESTATE FIRM OF THE YEAR KNIGHT FRANK MALAYSIA SDN BHD



Knight Frank Malaysia was established in 2002 and has since grown to have a strong presence locally and globally. The headquarter is located in Kuala Lumpur with branches in Penang, Johor and Kota Kinabalu.

Utilising Knight Frank's vast global network and Knight Frank

Utilising Knight Frank's vast global network and Knight Frank Malaysia's expertise in the local market, the Company offers high-quality professional advice and solutions across a comprehensive portfolio of property services. Knight Frank is and is registered with the Board of Valuers, Appraisers and Estate Agents and is licensed to undertake property, valuation / consultancy, estate agency and property management. The Company is also on the panel of all leading banks and financial institutions.

At Knight Frank we build long-term relationships, which allow us to provide personalised, clear and considered advice on all areas of property in all key markets.

We believe personal interaction is a crucial part of ensuring every client is matched to property that suits their needs best — be it commercial or residential. We believe that inspired teams naturally provide excellent and dedicated client service. Therefore, we've created a workplace where opinions are respected, where everyone is invited to contribute to the success of our business and where they're rewarded for excellence. The result is that our people are more motivated, ensuring your experience with us is the best that it can be.

Teh Young Khean *Executive Director*



JOIN US ON STAGE

hr@my.knightfrank.com

For further information on Knight Frank Malaysia, contact us now at:

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Allan SimExecutive Director



PROJECT MARKETING FIRM OF THE YEAR HARTAMAS REAL ESTATE (MALAYSIA) SDN BHD

Hartamas®

The Project Marketing Division was formed in Hartamas to offer quality sales and marketing services to property developers. From the outset, we determined to add value throughout our engagement, emphasising professionalism that reflects our clients' positioning and branding.

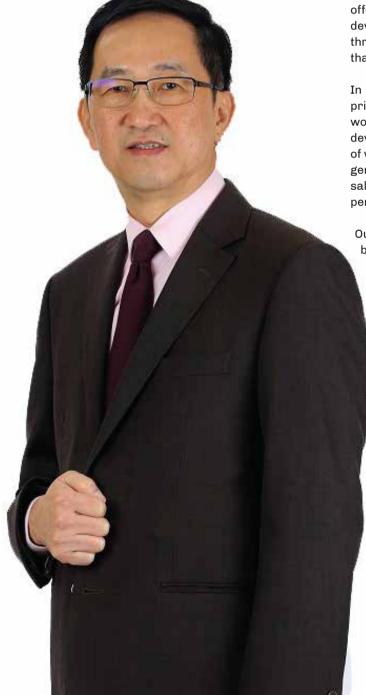
In recent years, we have achieved encouraging sales primarily in the upper end price segment of the market. We work closely with a selection of major local and regional developers to deliver strong value propositions. Our scope of work varies according to the needs of each project but we generally assist developers from design development to sales and marketing while buyers benefit from our perceptive market and needs analyses.

Our capabilities are best reflected by repeat appointments by our developer clients, for successive projects. In today's fast-paced world with diluting brand loyalty, we are proud to have our clients' continued confidence and buyers' strong following across different projects we participate in.

The projects besides being sold locally are also sold abroad covering Hong Kong, Taiwan, China, Singapore and many other countries. In the meantime, we are procure overseas projects from London, Australia and the Philippines to be marketed and sold in Malaysia.

The Project Marketing Division extends Hartamas' brand promise of quality and integrity to the primary market. We deliver strong results for all our clients with a constant drive to achieve more, in a professional and reliable manner. While we continue to grow, we never overstretch our resources and regularly decline projects to ensure we meet our existing commitments. Once we are engaged, Hartamas will always see a project through to completion.

Eric Lim Chin Heng *Managing Director*





MIEA-EDGEPROP.MY MOST INNOVATIVE MARKETING IDEA CORNERSTONE REALTY



ong Yau Long Director of Sales & Marketing **Carol Yong** Head of Operations Christina Kuan Head of Marketing & Training Francis Lau Principal

There's an African proverb that says "If you want to go fast, go alone. If you want to go far, go together". The real estate industry has always operated on an individual level. As we navigate our way through the 21st century, we need to move fast and efficient. We can no longer work alone. If

we do, we lose our competitive edge fast. At Cornerstone Realty, we integrate teamwork into every aspect of our business and this had helped us to grow together, as a team. The real game-changer for us in 2017 has been the digitalization of our lead generation process on a large-scale agency wide basis. This encourages our agent to work collec-

tively, therefore, reduce unnecessary intense competition among our agents yet multiplying productivity simultaneously.

Cornerstone Realty has been a pioneer in formulating and introducing the Effective Business Unit (EBU) system in Malaysia and has garnered the title "Most Innovative Firm" for 3 years in a row. We believe that innovation is the only way for the agency to remain competitive and be at the forefront of the game. Yet it should also promote teamwork and unity in order to succeed. With these values, only then, we can impact the real estate industry significantly. This award is the industry's recognition that only through promoting such values can the industry innovate and thus remain relevant.





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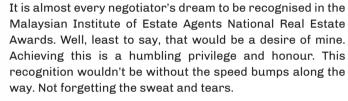
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MILLION DOLLAR PRODUCER (MDP) BENJAMIN TEE KAH LIN

propertyhúb PASSION : INTEGRITY : TEAMWORK



Frankly speaking, it goes battling hardships that took preparation. Quoting, "luck happens when opportunity meets preparation", it is definitely fulfilling. All that preparation paid off as a saying goes, there is no shortcut in life.

Fast forward from my humble beginning since 2004, co-founded Property Hub in 2010, bracing through the days of building up the team and management, I'm truly grateful of the people that I have crossed path with.

First and foremost, to the Malaysian Institute of Estate Agents and the panel judges for this given platform in the real estate fraternity. On the side note, huge congratulations to all of MIEA awarding recipients.

My biggest acknowledgment goes to my family members as they are my pillar of support. Their unconditional love and support have been the backbone of this achievement, especially to my dear wife Michelle. To my valued and esteemed clients, for the given trust to manage all your real estate needs, which I deemed to continue striving my best.

Echoing my fellow Hubbers! Winning the MIEA awards would not have been possible without the sparring and inspiration shared. Looking at our wall of fame, it flaunts our agency's achievements as well as various Top Rookies and Top Sales personals alike.

Our very first breakthrough in bestowing the Million Dollar Producer award, I hope I have fulfilled the role in leading by example. With that, I placed my aspiration in watching you all coming on Top soon which I believe you all WILL – with Property Hub's fighting spirit!

Benjamin Tee Kah Lin

Division Head





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OUR MISSION

To identify "Black Gold" properties by extrapolating the distinct pontential of investment and income generating properties for our families, friends and clients.

To be not only wanting to the best of the best but the be the only ones who do what we do.





MILLION DOLLAR PRODUCER (MDP) EHZHILCHELVAM A/L MANIMUTHU





It gives me pleasure to be part of this million dollar producer award and would like to take this opportunity to thank Malaysian Institute OF Estate Agent and it's judge's.

Graduated from City & Guilds School of Hotel and Catering Management. I was passionate of sales and marketing and have spent 23 years in it and the last 12 years in real estate profession where i have found my solace. My journey in the Real Estate has been exiting, fulfilling and challenging. Real Estate taught me how to be disciplined, focus, equip with right knowledgeable, understand strength and weaknesses of setting goals and realising my dream. To be a team player, positive in every situation have mental strength and willingness to work hard in all adversities. All this attributes resulted in my success.

A prominent deal maker who has fun fulfilling the property dreams of my clients. The road to this recognition was not a walk in the park but with God's grace, continually giving my Clients, the best service, best deal and guiding them through the whole process until handing over their dream Properties to our client.

I would like to Acknowledge and thank My Late parents Mr.Manimuthu & Madam Thiruchelvam without them, I wouldn't be standing here today Always love them forever. Also My Late Brothers Mr Manichelvam and Mr Muthchelvam, My Elder Brothers and Sisters, Mr & Mrs Govin Bala Director of GDS Properties, GDS Team, Friends, Our Respected Developer MRCB Management & Staff, All My Respected Clients that I have serve during My Journey In Real Estate and Lastly to my understanding and loving wife Helen, who have supported all the way during good and though times. To God be the glory always and forever.

"IMPOSSIBLE IS NOTHING, JUST DO IT, THINGS WILL HAPPEN WITH GOD'S GRACE"

Ehzhilchelvam A/L ManimuthuHead Of Project Marketing

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"There are no properties that cannot be sold, except for the price"

66

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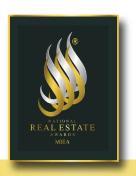
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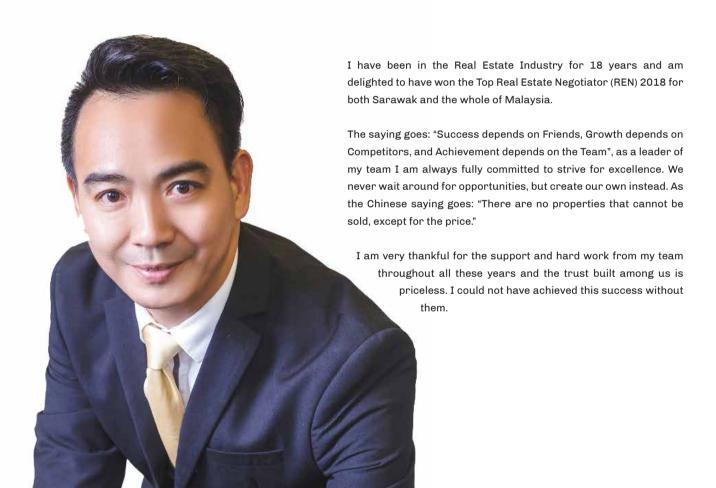
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REAL ESTATE NEGOTIATOR OF THE YEAR KELVIN LEE BUN SIEW





Kelvin Lee Bun SiewSenior Negotiator



STATE REAL ESTATE NEGOTIATOR OF THE YEAR PERAK AMANDA LOH SOH FUN





I am pleased and honoured to receive the REN the Year award for the state of Perak for the second consecutive year. Never did I expect to be a recipient of this prestigious award once again. However, I always believed that determination, hard-work and persistence will earn you the success and recognition.

I extend my appreciation to the DeOne team who has been the pillar for my success throughout. Without their support, I would have not achieved this. I am very fortunate to have supportive partners and colleagues who are ever ready to strive for greater achievements. I must say that the accomplishments and journey towards this award was not an easy one. Nevertheless, it was made possible with teamwork, business strategy and diversification. My venture into property management services has also contributed significantly in our firm's success and further, administered myself as Registered Property Manager under BOVAEP.

I dedicate this achievement to my dearest family especially my husband and children. They never failed to understand my long working hours and have always been there for me.

Lastly, I take this opportunity to thank the Malaysian Institute of Estate Agents for organizing this wonderful event for us. This definitely would encourage us to keep ourselves competitive and raise the bar in providing real estate services with complete professionalism and dedication.

Kudos!

Amanda Loh Soh Fun

Director



STATE REAL ESTATE NEGOTIATOR OF THE YEAR JOHOR ADELINE LEE HUI LING



I still remember vividly the beginning years of doing Iskandar Malaysia property started by travelling across JB causeway. The decision to switch career had gone against the wishes of my family. I am grateful to the opportunity to do a job that is both challenging and rewarding as lifelong career. It must be wonderful to do a job you never feel bored with.

I enjoy connecting my clients at work. My agency had taught us to provide excellent and professional real estate service. Our mission is to empower consumers to make smart decisions about their property purchase. Providing excellence in all areas of service is the aim of everyone at TopHills Realty. Over the past 6 years, we have the chance to do both project and resales in residential, commercial and industrial segment. I had made friends with my clients over the time which is fulfilling. We have to stay motivated and do it with our heart so our client can feel our sincerity.

I am honored to be awarded state REN of the year for Johor. I hope this award can encourage more real estate negotiators from southern state, including Iskandar Malaysia to participate and uphold real estate benchmarks.

Adeline Lee Hui Ling Sales Manager



STATE REAL ESTATE NEGOTIATOR OF THE YEAR PENANG SAM KAM

REAPFIELD

"Nothing is Impossible!" is a motto I believe in and strive to live by.

In the six years of competing in Karate competitions at a regional level, I have learnt to put in hard work and determination to bring home gold medals for the country. And today, even with a switch in career, I carry with me these same values and commitment that has helped me excel in the real estate industry.

With over eight years of experience under my belt as a Real Estate Negotiator with Reapfield Properties Penang, I have certainly grown tremendously.

At Reapfield Penang, the emphasis on integrity, professionalism and ethics, bundled with various opportunities, has provided a platform for me to improve my sales and leadership skills. Additionally, the company has built such a fun and supportive culture that it feels like they are second family to me.

Being aware that potential clients these days now scour the internet for properties and investment opportunities, one of the more resourceful ways to better reach them is by leveraging on the use of social media, technology and multimedia tools to bring out the best of my listings. In the face of various challenges and demands from clients, I strive to conduct my deals with respect, integrity and honor, upholding the gold standards in the real estate practice. But truly, what sets me apart is the commitment to my clients, which results in an excellent after-sales service.

Forging ahead, I am committed to leading by example, not compromising on my values and striving for continuous excellence. Together with my team, colleagues and peers, I hope that we will continuously thrive towards elevating the professionalism of the industry, bringing it to the next level.

Sam Kam Head of Sales



STATE REAL ESTATE NEGOTIATOR OF THE YEAR SARAWAK KELVIN LEE BUN SIEW





I joined Kozin Real Estate since Year 2000 and have been specialising in Project Sales Marketing. My dedicated Team of more than 20 RENs are most hard working in consonance with the firm's motto:

In Search of Excellence and befits the firm's slogan: Efficient, Friendly, Professional. I believed in the Chinese saying:

"Success depends on Friends Growth depends on Competitors Achievement depends on the Teamwork".

My service goes beyond marketing and sales; I give advice on market research, efficient and practical planning layouts, etc.

I am very grateful and thankful to my clients for their trust and continuous support. Also much appreciation to my mentor/Managing Director, Dato Alex KK Ting and Director, Ms Christina Tay for their invaluable guidance.

Last but not least, I want to share this award with my team; it is their dedication, hardwork and contribution that enables me to win this award today.

Kelvin Lee Bun Siew Senior Negotiator



STATE ROOKIE REAL ESTATE NEGOTIATOR OF THE YEAR PENANG CHRIS TEOH BENG LIANG

REAPFIELD





STATE ROOKIE REAL ESTATE NEGOTIATOR OF THE YEAR SABAH ALAN RICHARD BELIMBIN





Alan Richard Belimbin

Senior Real Estate Negotiator



RESIDENTIAL REAL ESTATE NEGOTIATOR OF THE YEAR EUGENE WONG YAU KUN



I am extremely delighted, honored and humbled to accept such a prestigious award and to join past recipients who I have long admired and respected. Having to go through a rough patch and at the verge of giving up when my confidence was at its lowest, winning this award would not be possible without the guidance and reputable platform by my agency, Cornerstone Realty. I attribute this success of mine to sheer perseverance and support afforded by my agency and also the inspiration that I have received from my family, clients and colleagues whom I have the deepest respect. For that I am earnestly grateful for the recognition that I have received and would like to thank each and every one of you who has been there for me.

It is now that I am confident in my conviction that my accomplishments in prioritizing relational than transactions are above all and that I am ready to impart my knowledge to others, to be the cornerstone that enriches the lives of many, this is the motto that shall keep me going and affirms me in my decision making as a leader in order to elevate the standard in this real estate fraternity.

Eugene Wong Yau Kun Head of Sales



COMMERCIAL REAL ESTATE NEGOTIATOR OF THE YEAR Y S LIM

Hartamas®



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 clients' needs, detailing impartial, efficient and cost effective solutions to every party involved. Besides tenancy, our scope of services include market research, relocation management, space planning and lease negotiation.

YS Lim began his real estate career with Hartamas in the year 2003 and had since specialised in the corporate real estate segment. As the Head of the Corporate Real Estate Services 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 us 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 2017 is indeed a great achievement and a true testimony of his efforts, commitment and dedication in the real estate profession.

Y S Lim Head - Corporate Real Estate

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INDUSTRIAL REAL ESTATE NEGOTIATOR OF THE YEAR TAN YEE HWA



First of all, I would like to thank Mr Soma, MIEA CEO for his encouragement to all agents in Johor to go for NREA Awards when he was in town recently. His analogy of the NREA Awards akin to "Oscar Award" in the Real Estate industry really inspired me to give it a shot! And like the old saying, the rest is history!

This is really beyond my wildest dreams to be selected as winner of the Industrial Real Estate Negotiator of the year for this year's NREA Award! I am really thankful for the recognition. This will only spur me to achieve more in the future...

In the past 5 years of my real estate journey, I have been working very hard to build a good foundation in this industry and always strike to put my customer interests above all as i am a firm believer of Customer First!

Yes, most of us are driven by monetary rewards from closing a deal but I will always remind myself to put my customer interests and it is only fair that they are given the best option for their needs. Once a client is happy with the property and service ...the money reward will take care of itself.

Thank you for all the support from my family, agency, friends and customers.

Thank you for your trust, encouragement, motivation and opportunities. Without you, I will not achieve what I am today. This award is given by you to me!

I love you all!





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MIEA-EDGEPROP.MY TOP ONLINE REAL ESTATE NEGOTIATOR OF THE YEAR EUGENE YAP





Many people are saying that the property market now is soft, but we believe that's always opportunity. Our team believe "if there is a will, there is a way".

When I first jumped into the property arena I didn't think I would stay long in this field. But as time went I fell in love with real estate. Since I started as a Real Estate Negotiator, it changed my life. I not only sell and rent properties but I also buy and do investment. It gives me satisfaction whenever I see my clients happy with the properties that I have sold or rentted to them.

Being a professional agent, I strongly believe in 3 keys in Character, be responsible, be honest to my client and follow up with my client.

My philosophy in business is "life doesn't require one to be the best but only that we do our best"

This remind me to serve my clients better, their profits are my priority.

I am very thankful and honoured to be norminated for the Top Online REN of the year 2018. And also I would like to take this opportunity to thank my company (Focus Estate Agency), my colleagues, partners, family and my clients that have always supported me.

You have made me what I am today.

THANK YOU!

Eugene YapProject Manager



We in MIEA would like to say

Terima Kasih

For your contributions and assistance which have made this Gala Dinner possible,

We THANK YOU from the bottom of our hearts.







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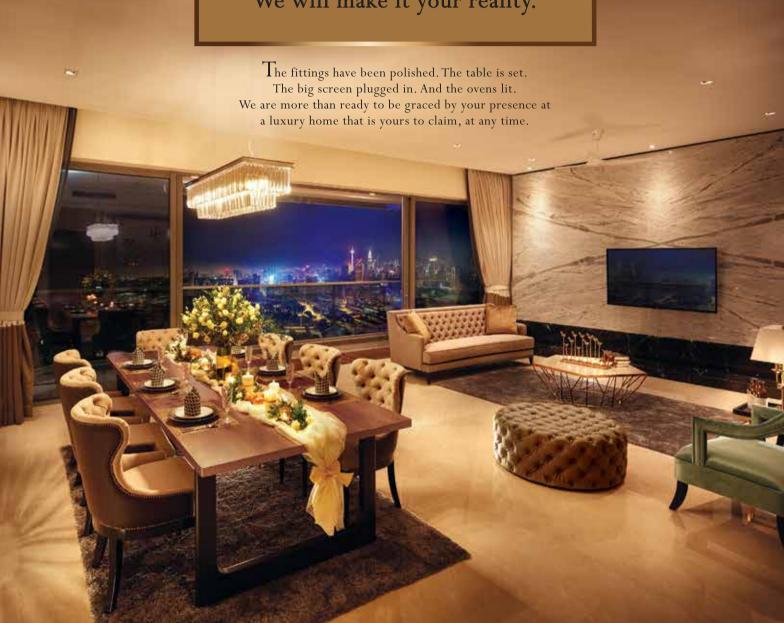






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