UTHM
Universiti Tun Hussein Onn Malaysia

UNIVERSITI TUN HUSSEIN ONN MALAYSIA

FINAL EXAMINATION
SEMESTER II
SESSION 2018/2019

COURSE NAME	:	REAL ESTATE AGENCY AND MARKETING
COURSE CODE	:	BPE 33403
PROGRAMME	:	BPD
EXAMINATION DATE	:	JUNE / JULY 2019
DURATION	:	3 HOURS
INSTRUCTION	:	ANSWER **ALL** QUESTIONS

TERBUKA

THIS QUESTION PAPER CONSISTS OF **FOUR (4)** PAGES

BPE 33403

Q1 (a) Explain **FIVE (5)** advantages in having a professional real estate agent as a medium in selling or buying residential properties.

(10 marks)

(b) Discuss the problems faced by real estate agents when marketing property using websites.

(10 marks)

Q2 Each registered real estate agent is liable to code of conducts and ethics which governs their work conduct, relationships with the principals and third parties as well as their general professionalism. There are some scenarios constantly happened in the industry pertaining to the code of conduct and standards provided by the Board of Valuers, Appraisers and Estate Agents.

Identify with justification whether the actions of the registered real estate agent in the following scenarios are **ETHICAL** or **UNETHICAL**:

(a) Miss Aina was a potential client of Wilson Estate Agency (WEA). She intended to purchase a residential property listed at WEA. Since Miss Aina was concerned about whether any person had died at the property, she enquired it with Lee Xin, a negotiator of WEA. Although Lee Xin knew that a former occupier had died at the property, he told Miss Aina that there had been no such incidence.

(5 marks)

(b) Ikmal has been appointed by Danish & Co to be an exclusive estate agent for his property which is a bungalow plot located at Indera Kayangan, Johor Bahru. During the inspection, Ikmal found out a signboard has been erected on the land indicated "Land For Sale".

(5 marks)

(c) Davphenie Agency has been practicing estate agency for almost 5 years in Malaysia. The company office is located at Austin Hill Apartment in Putrajaya. The company has appointed 35 negotiators under the supervision of a Registered Estate Agent who are residing in the office.

(5 marks)

2

TERBUKA

(d)

ECAH&PSAD Estate Agency
Dear Owner,
We would like to inform that your current property and rental value has increase recently. If you are interested to sell or rent your property, we are the expert and specialized in residential property transactions. Please call Prasad at this number - 013-3882217.
Regards,
prasad

Prasad who is an estate agent has distributed the above flyers to all houses in Pangsapuri Rimba Tenang, Kajang.

Explain any **THREE (3)** offences committed by Prasad.

(5 marks)

Q3　(a)　The procedure of Sale and Purchase in Malaysia involves many stages. Each stage involves specific elements.

Discuss the associated elements at every stage of the procedure.

(10 marks)

(b)　Explain the roles of solicitor in the case which the purchaser seeks for financial facility from the financial institution.

(10 marks)

Q4　As a registered estate agent, Sr Daus has been appointed to sell a two storey detached house located at NusaJaya, Johor Bahru. The property was sold for RM1.2 Million. The costs incurred in the marketing of the property are as per **Table Q4(a)**.

TERBUKA

CONFIDENTIAL

Table Q4(a): Marketing cost for sale of property

Items	Cost (RM)
Printing of plans, photocopying document and correspondence	RM700
Cost of advertisement (Flyers, Direct Mails and Signboards)	RM900
Travelling expenses (20km from his office)	RM750
Lodging	RM300 (as per actual receipt)
Food	RM360

(a) Calculate the estate agency fee and allowable disbursement to be charged for the transaction.

(10 marks)

(b) Explain the additional costs included or not included in Sr Daus' claim, in accordance to 7th Schedule of Valuers, Appraisers and Estate Agent Act (Act 242).

(10 marks)

Q5 As an estate agent, you should clearly understand the property market maturity in Malaysia.

Explain the **FOUR (4)** important informations about matured property market to estate agent.

(20 marks)

-END OF QUESTIONS-

TERBUKA