

CONFIDENTIAL



# UTHM

Universiti Tun Hussein Onn Malaysia

**UNIVERSITI TUN HUSSEIN ONN MALAYSIA**

**FINAL EXAMINATION  
(ONLINE)  
SEMESTER I  
SESSION 2020/2021**

COURSE NAME : REAL ESTATE AGENCY AND  
MARKETING

COURSE CODE : BPE 33403

PROGRAMME CODE : BPD

EXAMINATION DATE : JANUARY / FEBRUARY 2021

DURATION : 3 HOURS

INSTRUCTION : ANSWER ALL QUESTIONS

THIS QUESTION PAPER CONSISTS OF **THREE (3)** PAGES

**TERBUKA**

**CONFIDENTIAL**

**Q1** The practice of Estate Agents in Malaysia is governed by the Valuers, Appraisers and Estate Agents Act, 1981 (Act 242) & Rules as well as the Malaysian Estate Agency Standards (2014).

(a) Identify **FOUR (4)** situations when an estate agent commits an offence in concerning to the maintaining of the client's account.

(10 marks)

(b) Discuss **FIVE (5)** penalties imposed by the Board of Valuers, Appraisers and Estate Agents towards anyone who commits an offence with examples.

(15 marks)

**Q2** (a) Differentiate between the following methods of a property advertisement in relation to estate agency practice.

(i) Flyers and newspaper

(ii) Signboard/banner and website

(10 marks)

(b) Differentiate between registered estate agent and real estate negotiator in relation to:

(i) Supervision

(ii) Fees

(iii) Qualification

(15 marks)

**Q3** (a) Mr Amin Fattah, an owner of a single-storey terrace house intend to sell his property at RM350,000. He plans to assign more than one estate agent but with limited number of appointments.

Advice Mr Amin on the suitable type of estate agency engagement with appropriate reasons.

(15 marks)

(b) Discuss **FOUR (4)** possible liabilities of the estate agent to Mr Amin Fattah.

(10 marks)

**TERBUKA**

**CONFIDENTIAL**

- Q4** (a) As a registered estate agent, Sr Nazmi has been appointed to sell a three-storey detached house located at Taman Chik Nong, Johor Bahru. The property was sold for RM2.8 Million. The costs incurred for the marketing of the property are as per **Table Q4(a)**.

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

<b>Items</b>	<b>Cost (RM)</b>
Printing of plans, photocopying document and correspondence	<b>RM1200</b>
Cost of advertisement (Flyers, Direct Mails and Signboards)	<b>RM2500</b>
Travelling expenses – property located more than 25km from the office	<b>RM550</b>
Lodging	<b>RM500 (as per actual receipt)</b>
Food	<b>RM300</b>

Calculate the estate agency fees and allowable disbursement to be charged for the transaction.

(15 marks)

- (b) Explain the additional costs included or not included in Sr Nazmi's claim as in accordance to 7<sup>th</sup> Schedule of Valuers, Appraisers and Estate Agent Act (Act 242).

(10 marks)

**-END OF QUESTIONS-**