

# C&H QUARTERLY NEWSLETTER

January – March 2019

Volume 7, Issue 1

C&H Properties Pte Ltd, 490, Lorong 6 Toa Payoh, HDB Hub, #06-11, Singapore 310490

[www.candh.com.sg](http://www.candh.com.sg) [info@candh.com.sg](mailto:info@candh.com.sg) 6533 1918/ 9455 9595

## KEO Address

*Nelson Lim*



*KEO of C&H Properties,  
Nelson Lim*

The first quarter of 2019 has flashed past and I hope that it has been great for everyone.

In this newsletter, our CEO, Mr. Philip Chan, will be sharing with us the three common mistakes we make in life which can be applied to both work and your personal life. Read on to take away some wisdom and knowledge from this article.

We had our Annual Dinner and Dance on 16 February 2019 where we celebrated the achievements of our Top 120 producers at this significant event in Concorde Hotel. Around 250 associates and guests were present for a scrumptious dinner, games and lucky draw. Everyone had an enjoyable night of fun and laughter. There are some pictorial highlights of the events in this issue as well. We hope to see everyone again at our next Dinner and Dance event!

We are pleased to have one of our Senior Division Director, Mr. Edmund Lee, in The Market Says segment. He will be sharing with us his insights on his consistent achievements based on his years of experience in the industry.

In briefing room, we have the latest statistics on the price index of the resale market for the first quarter of 2019 from URA and HDB.

Our annual Symposium will be held on 19 August 2019, Monday, please refer to the poster in this issue for the details. Hope to see you there.

Serving with Care & Honesty!

*Nelson Lim*

### Inside This Issue

<u>KEO Address</u>	1
<u>CEO Sharing</u>	2
<u>C&amp;H D&amp;D 2019 Highlights</u>	3
<u>The Market Says</u>	6
<u>CPD Courses</u>	7
<u>Briefing Room</u>	8

## CEO Sharing

*Edited by Catherine Tong*



*C&H CEO,  
Mr. Philip Chan*

# The three common mistakes we make in life.

---

生活中，我们有时会犯以下三个错误：

一来，向糊涂人，说了明白话；  
二来，试图和不靠谱的人做正经事；  
三来，和无情的人，谈起了感情，讲起了交情。

- 1) Talking sense to foolish people
- 2) Trying to do legitimate business with unreliable people.
- 3) Getting emotionally involved with heartless people.

不知你有没有犯过。

但其实，老祖宗早已提醒过我们，为人处世，自己心里要拎得清。 无论说话、做事，还是与人交往，都要选定合适的对象，采取合适的方式。 话，要和明白人说；事，要与踏实人做；情，要同厚道人谈。

You may or may not have done any of the three mistakes stated above. However our ancestors have long warned us that we should always be clear-minded and have self awareness in our conduct of life.

We should always adopt the suitable communication method and person when speaking, conducting business or building relationships. Words should be spoken to people who understands them; business should be done with reliable people; relationships should be built with sincere people.





## Concorde Hotel Singapore

16 February 2019











*See  
you  
Next  
Year*

*Mark the Date!*

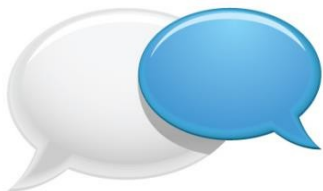
*C&H Dinner & Dance 2020*

*Date: 28 February 2020, Friday*

*Venue: Concorde Hotel*

*Time: 6.30PM to 11.30PM*

## The Market Says



In this issue, we are pleased to have Mr. Edmund Lee, our Senior Division Director to share his insights on the property market.

*As a veteran realtor, how many years of experience do you have in the real estate business?*

EL: I have been in the Real Estate industry for 22 years.

*Could you share with us some of your trade secrets to be a successful real estate agent?*

EL: It is important to first have the passion to serve. Two values I practice are to be honest and faithful as I feel that clients are able to feel your sincerity and will appreciate the service provided. This is how you gain long term clients and also gain their trust such that they will also recommend your service to their friends or family.

*What are your fundamental business practices in order to stay at the top?*

EL: Efficiency is key in this line of work. It is my motto to work hard and work smart so that I can stay ahead.

**Edmund Lee**  
Senior Division Director  
20 Years Superstar Award

*What sectors do you specialized in?*

EL: I specialise in the sale and rental of HDB flats. I also run the team for the corporate sale of HDB flats where I hopefully can share some of my experience in this area with our associates and learn from them as well.

*Any advice you would like to provide to our fellow C&H agents on the upcoming trend?*

EL: Clients are more sophisticated now and in order to capture their attention, we have to be more creative and come up with new ideas to keep up with the ever-changing market trends and needs.

*Do you foresee any change in the transaction volume or price? If yes, what is the rationale?*

EL: It seems the world economy and specifically local economy might not be as good for the next 2-3 years. I foresee that the slump in the residential transaction volumes in recent years might continue or even drop further. Prices will go down as well if the demand continues to decline so it is best to educate clients who are sellers accordingly and manage their expectations





HAVE YOU FULFILLED YOUR CPD REQUIREMENTS?

BOOK YOUR CLASSES NOW!

# CPD NIGHT CLASSES HAVE STARTED

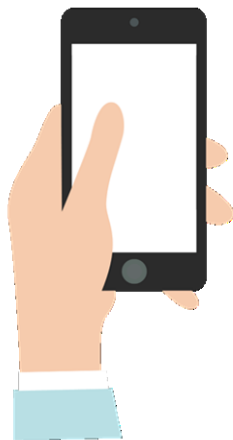
CPD Cycle 2018/19

REGISTRATION

E-MAIL: [CPD\\_ADMIN@CANDH.COM.SG](mailto:CPD_ADMIN@CANDH.COM.SG)

TEL: 65331918 (EXT 37)

HOTLINE: 94559595



**Scan to view  
the courses  
available now!**

OR

**CLICK HERE!**



## Briefing Room

The following is based on the 1<sup>st</sup> Quarter 2019 statistics released by URA and HDB.

### URA 1<sup>st</sup> Quarter Statistic for Private Property Price Index

The key pointers for the private property price index in the 1<sup>st</sup> Quarter 2019 are as follows:

#### Results for Q1 2019 Performance

- The private residential property index decreased by 0.9 points from Q4 2018 to 148.7 points in Q1 2019.
- Prices of non-landed properties in CCR decreased by 2.9%, in RCR, the prices decreased by 0.2% and OCR remained the same.

For the full article, please visit <https://www.ura.gov.sg/Corporate/Media-Room/Media-Releases/pr19-16>

### HDB's Resale Price Index

The Resale Price Index (Flash Estimate) for 1<sup>st</sup> Quarter of 2019 had decreased by 0.3%, to an index of 131.0.

More information is available on the HDB InfoWEB, <http://www.hdb.gov.sg/cs/infoweb/residential/buying-a-flat/resale/resale-statistics>

### Upcoming Sales Launch

In 2019, HDB will launch about 17,000 new flats for sale. Check out the following for the upcoming sales launches.

Build-To-Order		
Month of Launch	Town/ Estate (Click to view map of site)	Estimated No. of New Flats
May 2019	<b>Non-Mature Towns/ Estates</b>	
	Tengah	2,180
	Woodlands	720
	<b>Mature Town/ Estate</b>	
	Kallang/ Whampoa	580

Available DBSS Projects	
Pasir Ris One	
Location	Pasir Ris (site map)
For Enquiries	<ul style="list-style-type: none"> <li>• Singxpress Land (Pasir Ris) Pte Ltd and Kay Lim Holdings Pte Ltd.</li> <li>• 6293-3386</li> <li>• <a href="mailto:pasirrisone@singhaiyi.com">pasirrisone@singhaiyi.com</a></li> </ul>
Centrale 8	
Location	Tampines (site map)
For Enquiries	<ul style="list-style-type: none"> <li>• Sim Lian Land Pte Ltd</li> <li>• 6665-0330</li> <li>• <a href="mailto:enquiries@simlian.com.sg">enquiries@simlian.com.sg</a></li> <li>• <a href="http://www.simlian.com.sg">www.simlian.com.sg</a></li> </ul>

More upcoming sales launches is available on HDB InfoWEB at

<http://www.hdb.gov.sg/cs/infoweb/residential/buying-a-flat/new/sales-launches>



# Look out for highlights in the next issue!



## SYMPOSIUM 2019

### CREATING POSSIBILITIES AND WINNING STRONG

#### SMALL STEPS TO BIG WINS

Date: Monday, 19 August 2019  
 Time: 2PM - 5.30PM  
 Venue: HDB Hub Auditorium

**2 Non Core CPD Hours  
for C&H Agents**

Price\*: C&H Agent - \$18 (Registration starts at 1.30pm)  
 Others - \$28 (Registration starts at 2.15pm)  
 \*Includes Networking Buffet

### Registration

[HTTP://SYMPOSIUM.CANDH.COM.SG/](http://SYMPOSIUM.CANDH.COM.SG/)  
 E: [MANAGER@CANDH.COM.SG](mailto:MANAGER@CANDH.COM.SG)  
 M: 9455 9595



- How to move from problem thinking to solution thinking.
- Avoid the motivation trap.
- Identify and amplify useful change.
- Create small consistent wins.
- Identify ways to take your business to the next level.





**Kenneth Kwan**, High Performance Strategist

- Author, Global Leadership and Motivational Speaker
- Spoken in 14 countries
- Helped individuals create high performance cultures

**Celebrating 28 Years**

**C&H Group**  
**C&H Properties Pte Ltd**  
**C&H Realty Pte Ltd**  
 490 Lorong 6 Toa Payoh,  
 #06-11 HDB Hub  
 Singapore 310490  
**Phone:** 6533 1918/9455 9595 | **Fax:** 6397 2900 |  
**E-Mail:** [info@candh.com.sg](mailto:info@candh.com.sg) | **Website:** [www.candh.com.sg](http://www.candh.com.sg)