

# C&H QUARTERLY NEWSLETTER

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## KEO Address

*Nelson Lim*



*KEO of C&H Properties,  
Nelson Lim*

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

In this newsletter, our CEO, Mr. Philip Chan, will be sharing with us on “ways to improve your life”. Read on to take away some wisdom and knowledge from this article.

We had our KEO updates on 8<sup>th</sup> April 2019 on the new changes in CPD requirements and upcoming events. There are some pictorial highlights of the event in this issue as well.

In this quarter, we are pleased to have one of our Associate Senior Business Director, Mr. Jacob Tan, 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 second quarter of 2019 from URA and HDB.

Our bookless club sharing session will be held on 9 September 2019, Monday, please refer to the poster in this issue for the details. Hope to see you there.

Serving with Care & Honesty!

*Nelson Lim*

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## CEO Sharing

*Edited by Valerie Woo*



*C&H CEO,  
Mr. Philip Chan*

# Ways to Improve your Life

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想提高自己的价值，就该把自己放在因为少数所以显眼的地方。

**If you want to make yourself more valuable, you should place yourself under the spotlight by taking the road less travelled.**

即使被人群淹没，也要找出让自己赢的位置。

**Even if you are lost in the crowd, you should still find a way to make yourself standout.**

嫌货才是买货人，让对方强烈意识到你的存在，你才有机会。

**There is a saying that says real customers are those who question your product. You should let the customer feel your existence to stand a chance.**

找出自己的强项，练到最高等级，让客户非你不可。

**Find out your strength and train to make it even better. Let your customers feel like you are irreplaceable.**

分享知识，不但能帮助别人，更可以得到意想不到的好处。

**Sharing knowledge not only helps other people but also provides benefits you might not have expected to gain.**

一般人只会照吩咐做，优秀的人懂得多做一点。评价立刻翻倍。

**Most people will only follow orders but outstanding people know how to take the initiative to do more making them stand out even more.**

不断为别人付出、让对方高兴，人潮和钱潮就会自动汇聚。

**Bringing joy to others by constantly giving to them will naturally bring about crowds and prosperity.**

把手中资源串联起来，不只对大家有利，自己也能得到好处。

**Connecting your resources not only benefits everyone but also benefits you.**

想累积自己在他人身上的「信用存款」，就要从小事做起。If you want to accumulate brownie points with others, you have to start from the little things in life.

强调与对方的共同点，你们自然聊不停，为对方留下好印脱离舒适圈并不容易，要投资，也需要勇气。

**Both will be able to talk endlessly if you place emphasis on the common topics you have with the other party. It is not easy to leave a good impression let alone having them to break away from their comfort zone. It takes courage and investments.**

## KEO Updates on New CPF Rules



**KEO Update**  
16 May 2019

New CPF Rules



# The Market Says



In this issue, we are pleased to have Mr. Jacob Tan, our Associate Senior Business 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?*

JT: 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?*

JT: The two values I practice are to have good time management and discipline. Good time management allows you to accomplish more in a shorter period of time, which helps me to focus and enhance efficiency. Being disciplined can make you more productive by not letting procrastination enter your life. By removing all the distractions from your goals, you will be more productive than before.

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

JT: Persistence is key in this industry. Major success seldom comes easily or without a great deal of effort. Often the only difference between those who succeed and those who do not is the ability to keep going long after the rest have given up.

*What sectors are you specialised in?*

JT: I specialise in the rental of private properties.

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

JT: Work hard and work smart. We have to engage with our clients and also keep an eye on our competitors by knowing how our competitors market and sell. In addition, we have to always keep up with the current dynamic market trends and needs.

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

JT: It seems that the recent economy has been down due to the trade war between China and the US. The local economy is affected by this issue and this might continue for the next 2–3 years. I foresee that expatriates will return to their home country and therefore, the rental volumes of private properties will drop.



Jacob Tan  
Associate Senior Business Director



# C&H Recruitment Brochure





**"We believe in creating a family-oriented environment where everyone gets everything they need to succeed."**  
-Mr Philip Chan, CEO









## Established Since 1991

Singapore's Leading Full Service Real Estate Agency

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BEYOND  
YOURSELF

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## WE NURTURE TALENTS INTO CHAMPIONS

## WHAT WE CAN OFFER YOU



**Exclusive Smartphone Application Designed for Agents**



**Full Admin Support. Friendly and Efficient**



**Corporate Sales and En Bloc Team, Local Project Opportunites**



**Strong Family Culture, Easy Access to Top Management**



**Regular Training/ Upgrading Programs**



**Group Activities and Charity Events**



**Subsidised In-house CPD Courses**



**1-to-1 Mentor Programme**

### ✕ ZERO JOINING FEE!



Scan to know more!

## HEAR FROM OUR ASSOCIATES!



**DANIEL LING, 26 years with C&H**  
"What kept me here was the strong family culture, cohesive working environment and the amazing admin support which are also key contributors to my success."



**IRENE LOW, 26 years with C&H**  
"The company has helped me grow to where I am right now. Without the help and support from the management and the administration team, i would not have achieved so much."



**TERENCE LEE, 12 years with C&H**  
"C&H is a great place to work at. The open concept office allows interaction between management, staff and colleagues whom are very nice and helpful. The immense support from management and staff allows me to have more freedom to balance my work and personal life."



**JESSICA FOO, 9 years with C&H**  
"The staff in the office are friendly and always ready to help me in any way that they can which greatly shortened the time spent on paperwork. It feels like a family here, one that supports all its agents."



**CHARLES NG, 2 years with C&H**  
"Many of the agents in C&H are veterans which is advantageous for new agents like myself as i can always seek advice from them. Our KEO has an open door policy and is always a phone call away when i need advice on how to handle certain situations in my deals"

**Let US Help YOU**  
We want to groom you into our next high-flyer

**Serving with Care and Honesty**  
Since 1991

## Briefing Room

The following is based on the 2<sup>nd</sup> Quarter 2019 statistics released by URA and HDB.

### URA 2<sup>nd</sup> Quarter Statistic for Private Property Price Index

The key pointers for the private property price index in the 2<sup>nd</sup> Quarter 2019 are as follows:

#### Results for Q2 2019 Performance

- The private residential property index increased 1.9 points from 148.6 points in Q1 2019 to 150.5 points in Q2 2019.
- Prices of non-landed properties in CCR increased by 1.5%, in RCR, the prices increased by 3.0% and OCR increased by 0.5%

For the full article, please visit

<https://www.ura.gov.sg/Corporate/Media-Room/Media-Releases/pr19-28>

### HDB's Resale Price Index

The Resale Price Index (Flash Estimate) for 2<sup>nd</sup> Quarter of 2019 had decreased by 0.2%, to an index of 130.8.

More information is available on the HDB InfoWEB,

<https://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
September 2019	Non-Mature Towns/ Estates	
	Punggol Point Cove	2,724
	Punggol Point Crown	
	Mature Town/ Estate	
	Tampines GreenGlen	649

### 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>

More upcoming sales launches is available on HDB InfoWEB at

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