

C&H QUARTERLY NEWSLETTER

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KEO Address

Nelson Lim



*KEO of C&H Properties,
Nelson Lim*

It is already the third quarter of 2019.

In this newsletter, our CEO, Mr. Philip Chan, will be sharing with us some motivational messages. Read on to take away some wisdom and knowledge from this article.

We had our Annual C&H Symposium on 19 August 2019 where different insights were shared. The symposium this year aims to create possibilities and win strong by taking small steps to reach big wins. Around 262 associates and guests were present for the event. Everyone had a great time and gained many valuable insights. There are some pictorial highlights of the events in this issue as well. We hope to see everyone again at our next Symposium.

In this quarter, we also had our second session of The Bookless Club – featuring “The Art of War by Sun Tzu” on 9 September 2019 where Attendees gained important perspectives that may enhance their life views and business model through the sharing from the Speaker, Mr Han Sheng Bao.

We are pleased to have our Associate Senior Business Director, Derrick Poh 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 third quarter of 2019 from URA and HDB.

Serving with Care & Honesty!

Nelson Lim

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CEO Sharing

Edited by Valerie Woo



*C&H CEO,
Mr. Philip Chan*

Motivational Messages

1. "Believe in yourself! Have faith in your abilities! Without a humble but reasonable confidence in your own powers you cannot be successful or happy." —**Norman Vincent Peale**
2. "If you can dream it, you can do it." —**Walt Disney**
3. "Where there is a will, there is a way. If there is a chance in a million that you can do something, anything, to keep what you want from ending, do it. Pry the door open or, if need be, wedge your foot in that door and keep it open." —**Pauline Kael**
4. "Do not wait; the time will never be 'just right.' Start where you stand, and work with whatever tools you may have at your command, and better tools will be found as you go along." —**George Herbert**
5. "Press forward. Do not stop, do not linger in your journey, but strive for the mark set before you." —**George Whitefield**





The Bookless Club – “The Art of War by Sun Tzu”

This talk was very well received and attendees gained important perspectives that may enhance their life views and business model through the sharing from the speaker, Mr Han Sheng Bao.



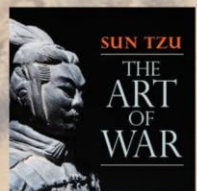
THE BOOKLESS CLUB

- A NOVEL WAY TO LEARN


Featuring Bestseller "The Art of War by Sun Tzu"

Conducted by accredited CCTV
Guardian of China's National
Treasure, Mr Han Sheng Bao

*Session will be conducted
wholly in Mandarin



Date: 9th September, Monday
Time: 2PM - 4PM
Venue: C&H Office, HDB Hub
Price: \$10 + GST




Mr Han Sheng Bao is a well known journalist and veteran in the media scene in China. He was the first to spread the words of Sun Tzu's "The Art of War" globally, and was the Chief editor of China News Agency at Suzhou's branch and assistant Chief Editor in Jiangsu's branch.

Mr Han went on to start "The Journey of Zheng He" and published a book on it which was presented at Zheng He's travel to the Western Ocean's 600th anniversary.

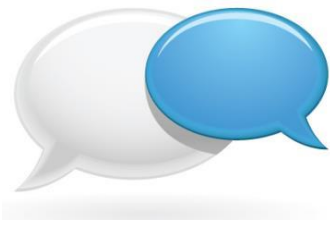
He was a registered reporter at Shanghai's World Expo in 2010 where he published "Looking at the World Expo".

He started Sun Tzu's Art of War Global movement in 2011 and went on to visit 77 countries to find out its global effect. He published the 13th series of Sun Tzu's Art of War after the movement.

Proudly Organised by:



The Market Says



In this issue, we are pleased to have Mr. Derrick Poh, 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?

DP: I have been in the Real Estate industry for 19 years.

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

DP: It is important to have good customer service. Two values I practice are to be sincere to your customers and to improve yourself constantly. When you know your trade well enough, you are able to value-add your service to your customers. This is how you gain trust and form a long lasting relationship with your customers.

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

DP: Trust is key in this line of work. Do ensure that there is turn-key and constant renewals with your customers.

What sectors are you specialised in?

DP: I specialise in the rental of residential properties.

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

DP: We have to be hardworking and know your aim in order to reach your goal. I recommend going for site visits when there are new launches where you can get direct referral from owners and also acquire the TOP.

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

DP: It seems that the prices of properties are rising due to developers buying lands at a higher price. Therefore, investments or rental returns would be futile.



Derrick Poh

Associate Senior Business Director

Briefing Room

The following is based on the 3rd Quarter 2019 statistics released by URA and HDB.

URA 3rd Quarter Statistic for Private Property Price Index

The key pointers for the private property price index in the 3rd Quarter 2019 are as follows:

Results for Q3 2019 Performance

- The private residential property index increase by 1.4 points from Q2 2019 to 152.2 points in Q3 2019.
- Prices of non-landed properties in CCR increased by 2.9%, in RCR, the prices increased by 1.6% and OCR increased in 0.7%

For the full article, please visit

<https://www.ura.gov.sg/Corporate/Media-Room/Media-Releases/pr19-42>

HDB's Resale Price Index

The Resale Price Index (Flash Estimate) for 3rd Quarter of 2019 had increased by 0.1%, to an index of 130.9.

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
February 2020	Non-Mature Towns/ Estates	
	Sembawang	1,400
	Mature Town/ Estate	
	Toa Payoh	1,620
May 2020	Non-Mature Towns/ Estates	
	Choa Chu Kang	570
	Tengah	1,040
	Mature Town/ Estate	
	Pasir Ris	1,070
	Tampines	1,070

Available DBSS Projects

Pasir Ris One	
Location	Pasir Ris (site map)
For Enquiries	<ul style="list-style-type: none"> • Singxpress Land (Pasir Ris) Pte Ltd and Kay Lim Holdings Pte Ltd. • 6293-3386 • pasirrisone@singhaiyi.com

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!



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