



JALIN EXPRESS

BUILDING WEALTH GLOBALLY

**HOW TO MAKE A
PROFIT OVER A\$100,000**

WHEN SELLING YOUR
MELBOURNE PROPERTY!

**LEGAL : NEW
REQUIREMENTS TO
VERIFY YOUR IDENTITY**

IN PROPERTY TRANSACTIONS



**TIPS THAT
WOULD IMPROVE
RENTABILITY**

FREE ADVISE FROM JALIN REALTY
REALTOR EXPERT



Founded with great vision in mind & empowered by over 30 years of experience in real estate locally & internationally together a team of dedicated professionals who are focused on giving their very best.

Jalin Realty started its business in the Malaysian Properties Marketing since 1989. In recent years, we have also expanded to several other countries including Australia, China, Indonesia and Singapore.

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Building Wealth Globally



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Winner of OPP Awards For Excellence 2014
GOLD Best Global Agency & Best Agency Asia
SILVER Best Agency Australasia



Ejen Harta Tana
E(1)1690

CEO Address



Ian Chen

Founder & CEO
Jalin Group of Companies

Year 2018 marks 10 years for Jalin Realty and we have come a long way since the beginning, having established a strong presence in five countries including Australia, Malaysia, Singapore, Indonesia and China.

I have always believed in merging the old-fashioned way of doing business, which focuses on family values and ethics, with an innovative approach and far-sighted vision that will take Jalin Realty to the next level of growth. Having laid a solid foundation of service, values and ethics over the years, the time has come for Jalin to spread our wings further and make our presence felt globally.

While growth and expansion brings its own set of challenges, it also brings forth many new opportunities. In the past, we have successfully built relationships and made lasting connections with people from all over the world, who share similar values, beliefs, work ethics or culture with us. It is this shared vision of making a positive change to people's lives, which has allowed Jalin to attract many like-minded and capable people, to take the company forward in its global journey. We now look forward to spreading our wings into the UK, US, Hong Kong, South Asia and the Middle East.

“

Growing up in a multi-racial country like Malaysia and being exposed to different people, cultures and languages, has made it easier for me to assimilate with different people from different parts of the world.

- Ian Chen

“

10 years of Building Wealth Globally

Editor's Note



Brian Eng

Regional Sales Director,
Jalin Realty International

“

We believe in doing
things right without
cutting corners.

- Brian Eng

“

Jalin Realty is turning 10 years old in 2018! It is truly amazing how fast time flies when you are having fun! From our humble beginning of 3 staff in KL, Malaysia, we can now lay claim to having presence in Singapore, Indonesia, Malaysia, Brunei, China and Australia! It is a remarkable journey watching our presence grown in all these countries as we reach out to transforms lives and building wealth globally with all our cherished clients for this past decade.

Given most of our clients lead such busy and fulfilling lives juggling work and family, we thought of the best way to reach out to our clients is to have a snazzy Digital newsletter filling them in on the exciting ins and outs of the Australian Property market as well as Jalin Realty. Therefore, with this in mind, I am most pleased and excited to share with you our revamp newsletter “The Jalin Express!”.

In our newsletter, we hope to share with you the upcoming projects that Jalin will be taking on in a New Features section, a Hot Deals section where some of the best units can be picked up for an absolute bargain, a Lifestyle Section on best eating/touristy spots in the major Australian cities, Meet a Jalinite as we show you all the capable men and women in Jalin whom I am proud to call my teammates, an Property Advice section and finally a schedule of our upcoming events as well as photos from past events!

We hope you enjoyed reading our newsletter as much as us putting it together for you! We look forward serving you for the next 10 years! Upwards and onwards!



JALIN*EXPRESS*

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Meet a Jalinite!

Vincent Leong
Mortgage Manager



Q1: How long have you been working with Jalin Realty?

Approximately 4 years.

Q2: What are your job responsibilities?

Understand the client's needs and provide financing options to fulfil their needs & analyse clients' financial status, credit, and property evaluations to determine feasibility of granting loans.

Q3: What do you like about your job?

Good working environment, good team work and everyone is helping each other to fulfil the goals.

Q4: What skills have you acquired throughout your working experience in Jalin?

Active Listening: Giving full attention to what other people are saying, taking time to understand the points being made, asking questions as appropriate, and not interrupting at inappropriate times.

Q5: What is your most unforgettable memory working in Jalin?

Unforgettable moment definitely come at settlement times. It's times like this we will need to work closely with our internal team to come out with a very creative solution and propose to Developer to seek their approval for extension free penalty waiver, work within timeline, hand in hand with bankers to make sure the drawdown can be perfected on/before the deadline with bankers/loan brokers.



Janice
Leasing Manager

Q1: How long have you been working with Jalin Realty?

Approximately 1 year.

Q2: What are your job responsibilities?

Managing properties including leasing of properties and developing a portfolio of customers and properties.

Q3: What do you like about your job?

Working with people and gaining knowledge on different types of properties.

Q4: What skills have you acquired throughout your working experience in Jalin?

I am exposed to the property market and have learned more on the property market, property management and able to provide effective and tailored solutions to clients.

Q5: What is your most unforgettable memory working in Jalin?

The work has given me invaluable experience and knowledge in the property market.

“

The work has given me invaluable experience and knowledge in the property market

- Janice, Leasing Manager

”

Meet The People of Jalin!



Celine Tong
Sales Manager (SG)

The key person of Jalin Singapore joins since 2013 with over a decade experience in Real Estate. Celine believes the importance of offering total transparency, integrity & professionalism to clients & finds it extremely rewarding having investors to reach their financial dreams.



Raymond Chan
Sales Manager (MY)

Started as Sales Consultant back in year 2013, Raymond is now the Sales Manager at Jalin Realty Malaysia. He has great appreciation on how design concepts are interwoven into building structuring and bringing meaningful value to people.



Joyce Siew
Office Admin (AUS)

She believes that working at Jalin Realty has given her the chance to further learn about Australian and International properties. Joyce was one of the pioneer in handling the Melbourne office setup back in May 2014.



Jeff Kow
Ass. Sales Manager (MY)

Started as Sales Consultant in 2014, Jeff believes that working in the Australian property industry creates new opportunities. He currently holds the position of Assistant Sales Manager, since 2017.



Alex Kong
Channel Manager (MY)

Started as Sales Consultant back in year 2012, Alex is now the Channel Manager at Jalin Realty Malaysia. He has great appreciation on closer relationship with the high network clients and provide the best service for them.



Nik Syafiq
Ass. Marketing Manager (MY)

He believes that Jalin Realty is the best property marketing agency in Malaysia because trust, flexibility & empowerment are given fairly to everyone. He has always said that each of Jalinites has their own special character and this makes us special from others.



Henry Shin
Team Leader (SG)

One of the most important person in Jalin Realty Singapore with almost a decade of experience in property industry, Henry has been with us since 2013 and he believes that Jalin Realty is different from many other firms in terms of training & sales support.



Andy Irawan
Ass. Sales Manager (IND)

The key player of Jalin Realty Jakarta and has been with us since January 2015. Andy believes that Jalin's strength is been able to provide a One Stop solution for clients from enquire to selling, leasing and resale.

Velocity

Truly Inspired Living

Right in the heart of one of Perth's most exciting Urban Revitalisation Precinct.

**Est. Completion
Q1 2020**



Exterior View

Artist Impression



Living Room

Artist Impression

Nestled in a surprisingly private setting, Velocity is close to all the attractions of modern living - just minutes from Westfield Carousel Shopping Centre, Curtin University and major transport connections. Starting at prices to suit value conscious home buyers and investors, Velocity apartments feature generous floorplans, immaculate finishes and sweeping views from the city to the hills. Conceived by River Developments, this unique

complex is the surprisingly affordable way to secure the best of Perth's lifestyle. Rising above the rooftops of Cannington, Velocity's design is smart from the start: subline style, modern foyer controlled by high grade security in a complex supported by green solar technology, Stroll past the lush landscaped gardens towards Cecil Avenue, currently being redeveloped into bustling 'main-street style' café and shopping strip and all the recreation facilities you need;

right at your doorstep. Velocity is architecturally designed to use space intelligently; every apartment boasts sleek lines and beautifully finishes interiors. Each aspect has been considered to ensure you live in a style while taking in expansive views of the light of Perth from your floor to ceiling windows, and balcony or courtyard. And every apartment comes with a secure car space on title and generous storage unit.



Momentum

Perth's hottest property secret

**Own the moment, make the move
& live life in momentum**



Canning City is Perth's hottest property secret. Make sure you secure your place before the momentum really starts. Just over 10km from the CBD, with easy access to Perth Airport, Welshpool, Canning Vale, the river and Curtin University, these amazing new apartments are perfectly located, right in the centre of the action: on Cecil Avenue, the hub of the Canning City Revitalisation Project.

A major growth area, Canning City is the Strategic Metropolitan Centre for the south-east corridor. The structure plan provides a framework to accommodate approximately 24,400 residents in 11,950 new dwellings and 10,472 workers in 140,000sqm of new commercial and retail space. Even as you read this, The City of Canning is undergoing the most exciting Revitalisation Project

Perth has ever seen. At its centre is Momentum's Cecil Avenue location, which is being transformed into a vibrant retail hub with a whole choice of fantastic dining and entertainment options. Pedestrian spaces, bike lanes and access to high quality, convenient public transport options all feature highly in this this state of the art, master planned development. At Momentum you'll be superbly located right by Westfield Carousel. The \$320 million expansion project will increase Westfield Carousel from the current 83,000 square metres of shops, cinemas, department stores and much more to potentially more than 130,000; making it WA's largest and newest shopping centre!

Best of Australian Suburbs

Property which cater your needs

Don't miss out, Get it today!

Below is the sample of our limited nomination stocks. Enquire within to understand what sales of properties through nominations are and how you can enjoy stamp duty savings off the original price as well as further negotiable price discounts.

Name	Unit	Baths	Beds	Cars	Internal Area (m)	External Area (m)	Total Area (m)	Price	Property Types
Melbourne									
Footscray	108C	1	1		41.8	3.11	44.9	255,000	Apartment
	105C	1	1		44.1	2.04	46.1	270,000	Apartment
	105E	1	1		44.1	2.04	46.1	270,000	Apartment
	301E	1	1		44.5	2.04	46.5	280,000	Apartment
CBD	1603	1	1		48		48	489,000	Apartment
	104		1				53	432,000	Apartment
Maribyrnong	410B	1	1	1	52	6.5	58.5	377,500	Apartment
Richmond	120	1	1		43.5	7.5	51	370,000	Apartment
	324	1	1		43.5	7.5	51	374,000	Apartment
	108	1	1		46.4	20.9	67.3	415,000	Apartment
Armadale	148C	2	2	2	81	29	110	920,000	Apartment
	5067	1	1	1	57	7	64	695,000	Apartment
St Kilda	210	2	1	1	66.6	3.6	70.2	650,000	Apartment
	506	2	3	1	65.5	22.5	88	640,000	Apartment
Brisbane									
Newstead	3081	2	2	1	81	19	100	687,500	Apartment

They Are An Absolute Bargain! For More Enquiries Regarding Our Hot Nomination Deals, Kindly Contact Us
At +60 16 208 0488 Or Email Us At Marketing@Jalinrealty.com

Summus

A Fresh Perspective

Refresh your lifestyle at an address defined by natural beauty and urban connection



Set against the city skyline, an exclusive collection of terraces and apartments encircle private gardens to offer a fresh perspective on urban life. Summus is located in the heart of Melbourne's newest emerging hotspot, Maribyrnong.

From tranquil river landscapes to world-class shopping and entertainment, university life and an endless selection of restaurants and eateries, Summus is a promise of authentic Melbourne living, just 8km from the CBD.

Ideally located just 5 min walk (400m) from Highpoint Shopping Centre, one of Australia's top 5 largest shopping centres. 7 min drive to Victoria University, right beside Summus and Melbourne's leading hospital and research precincts are also nearby.

Just outside your doorstep is the Wests Road tram that travels directly to Moonee Ponds, Maribyrnong College, major hospitals and Footscray Station. From here, it's straight into the CBD by rail, in less than 15 minutes.

Awarded World's Most Liveable City for a record 5 consecutive years, Melbourne is an internationally renowned lifestyle destination. Summus is your opportunity to own a slice of investment gold as Maribyrnong's investor appeal goes from strength to strength. Median apartment prices have experienced solid annual capital growth and a gross rental yield of 4.8%. This high demand, low vacancy precinct has an upwardly mobile, high income demographic, 37% of whom are



“

An established neighbourhood with great urban connection.

“

renters. By 2031, the population of Maribyrnong is forecast to nearly double. Summus sits in the heart of this emerging hotspot, next to Victoria University and Highpoint Shopping Centre, one of Australia's largest shopping and entertainment precincts. With a tram stop at its doorstep and bordered by the lush parklands of the Maribyrnong River, this is Melbourne's inner city at its best.



Supply Co.

A Rich History: Richmond has evolved dynamically

Mixed legacy of beautiful old factories and historic warehouses, green parklands rolling onto the Yarra River.

“

Supply Co. takes the best of this tradition and creates a new vision for urban living, at peace with the past, at home in the present and ready to embrace the future.

“

A home should reflect the personality of the people who live there and be able to suit any mood or taste. To this end, the colours and textures inside the apartments take inspiration from the design philosophies of New York and European style apartments. While the exterior of the building is finished in cool, dark, metallic tones with metallic screens for privacy, the scheme for the interior reflects the surrounding urban environment. The minimalist use of warm, light tones with bright metal and natural wood fittings is counterpointed by splashes of darker, contrasting colours which create a clean and functional layout, tailored to complement a modern lifestyle.



Exterior View
Artist Impression



Living Room

Artist Impression

Once the epicentre of Melbourne's industry, Richmond has evolved dynamically over the years. The suburb has a mixed legacy of beautiful old factories and historic warehouses, and at the same time, green fields and parklands rolling onto the Yarra River which touches every edge of the suburb. Only 10 minutes from Supply Co. to the centre of town by car, bicycle, train or tram, residents connect to premier universities, cultural scenes, sporting events and international shopping. The best of Australia's most liveable city is always within easy reach. Richmond is ideal for people who want a healthy lifestyle while keeping a finger on the city's pulse.

The Yarra River is just metres from Supply Co.'s door, and runs directly to the Yarra Bend Parklands which offers sporting facilities, picnic spaces and an abundance of walking paths. Sought after CBD views are available from the western-facing side of the building. The staggered layout of landscaped, terraced balconies take full advantage of these views, and are the perfect place to capture stunning sunsets over the city. In keeping with the vision for Supply Co. the best of Richmond's lifestyle is reflected within the building itself, and the communal amenities include much more than expected.

The first floor features a resident's lounge and multipurpose yoga studio / private dining room with both rooms opening onto a large landscaped terrace, making it easier than ever to find time for yourself amidst a busy, fast-paced lifestyle. The multipurpose room offers flexibility giving residents an option to enjoy yoga or meditation by day or host a private dinner or social gathering by night. To add ease to hosting a private function the resident lounge and private dining room have access to a fully equipped kitchen.

Perth:

Embrace the best of both worlds

Beautiful pristine beaches, delectable wineries and the great outdoors of Western Australia - What more can one ask for?

By Brian Eng, Regional Sales Director Jalin Realty

Perth! When one thinks of Perth, one invariably conjures up imageries of beautiful pristine beaches, delectable wineries at Margaret River or the vast rugged wilderness of the Western Australia.

However, when it comes to property investment, after the big property boom in the early 2010s, Perth property market has certainly seen a downturn and has remained relatively quiet compared to the more bustling Melbourne and Sydney over the past few years. However, of late, there has

been a lot of property experts calling that the worst might be over for Perth and Perth's property market is set to recover in the days to come. We were in Perth recently and decided to check out quite a few of the projects that Jalin is currently marketing. Given the space constraints, I will highlight 3 projects. First stop, we visited Fraser's Queen Riverside that was located at East Perth. East Perth is an inner suburb of Perth, Western Australia, located next to the Perth CBD. The \$450 million Queens Riverside was finished in 2014. It has three

apartment towers with more than 500 dwellings and the Fraser Suites Perth Hotel and 236 serviced apartments. There are still some one, two and duo key apartments available and we were shown most of them by the Fraser Assistant Sales Manager, Tom Mellor.

We can certainly see the proximity to the Swan River and the Queens Garden be a big drawcard for people whom want to be near the river or nature. However, Tom saved the best for last and shown us the Fraser Penthouse unit (still available for sale). The



The team at City Beach

views from the Penthouse was simply breathtaking and everyone was completely raptured by the stunning panoramic view of the majestic swan river! A gazillion selfies and wefies ensued! Next day, our host from SCM, Daniel Filippi, started our day at the lovely Kings Park. Kings Park is one of the world's largest and most beautiful inner-city park and is 4.06-square-kilometre (1,003-acre). Kings Park is located on the western edge of the central business district in Perth, Western Australia. The park flora is a mixture of grassed parkland, botanical

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I have been to many places and seen my fair share of inner city parks but certainly none as beautiful as Kings Park! Perthians are so lucky to have this vast greenness literally at their backyard!

“

gardens and natural. To top it all, it has panoramic views of the Swan River and Darling Range, overlooks the city as well as the Swan River! We spent the early morning taking lots of photos as well as spending sometime at the famous DNA Tower. I have been to many places and seen my fair share of inner city parks but certainly none as beautiful as Kings Park! Perthians are so lucky to have this vast greenness literally at their backyard! Next stop, we checked out Pathfinder's Project - Velocity and Momentum. The projects are located at Cannington which is a southern suburb of Perth and is approximately 8-10kms to Perth CBD. Velocity is close to all the attractions of modern living – just minutes from Westfield Carousel Shopping Centre (one of Perth's biggest shopping centre), Curtin University and major transport connections. In fact, Westfield Carousel was lively and

buzzing with excitement when I did a short visit whilst touring Velocity. For all its advantages, Velocity apartments came at an absolute steal as the 1 bedder starts from \$290K and 2 bedders starts from \$379K! (price subject to availability). We finished our day with Daniel at the Market ground restaurant located at Kings Square. Kings Square is part of the Perth City Link which is an ambitious project that involving sinking a rail line and the Wellington Street Bus Station creating a 13.5 hectare space that is to be filled with housings, shops, restaurants, offices and more! The project will reconnect the CBD with Northbridge for the first time in more than 100 years. Meanwhile, we had the most amazing dinner with sashimi, pork belly and the unforgettable tomahawk steaks and guzzled it down with great wine and beer. A terrific ending to a beautiful site visit day!





【独家专栏】澳大利亚房产投资— 公寓指南篇

By Alvin Chen 国籍新加坡，毕业于澳大利亚八大名校之一的Monash大学，毕业之后一直任职于家宁国际新加坡分公司，以其杰出的工作表现和对公司的贡献，被提拔为家宁国际新加坡分公司总经理。2012年下半年因家宁国际中国版图扩大，被调任来华，担任家宁国际中国区销售总监。澳洲房地产行业经验超过8年，熟知澳洲房产，东南亚房产，以及东南亚地区客户与中国客户对澳洲房产的投资理念。

澳洲房产一直以来都是海外房地产市场当中最主要的一个市场。在投资

需求上，澳大利亚房产增值一定，永久产权，无房产税无遗产税，首付门槛较低，以及较高的银行杠杆利用率，使得澳洲房产在近几年来逐步成为了大部分家庭必备的一个资产配置，而不再是局限于资金实力处于绝对上层的买家。在自住需求上，澳大利亚教育资源丰富，生活环境优越，海外留学生以及移民越来越多，海外人士出于自住刚需而购置澳洲房产的比例也逐步上升。众所周知，澳大利亚房产是永久产权的，因此，随着人口的增长，土地资源也日益稀缺，新的住宅尤其是独栋别墅项目，距离市中

心的距离越来越。近市中心的地段，新项目一般都为公寓了，澳大利亚的新一代年轻人的生活方式也从传统的首选别墅作为住宅，而逐步转向近市中心的公寓。

于我们最近全球独家的项目也是一个公寓项目，所以，我以个人多年来的澳洲房产投资和服务心得和大家分享一下，在澳大利亚买公寓项目的一些经验。主要围绕几个重要的点：

“入乡随俗”一要投资澳洲人喜欢的

房产 我们投资澳洲房产，大部分都会出租，我们的租客很可能是澳洲本地人，并且澳大利亚法律规定，海外人士只可以购买一手房。因此，从出租和未来转售两个方面来看，我们都需要首先考虑澳洲本地人的喜好，而非我们自己的喜好。中国的生活环境和澳大利亚有着很大的差别，因此喜好上的不同也是必然的，将自己的想法原封不动运用在澳洲房产投资上，这个是客户很容易走进的一个误区。我发现中国客户普遍存在一种现象，那就是他们在选择购房时，会偏向市中心里面，楼层偏高甚至很高的项目。这个习惯是由中国高密度的住宅，拥堵的交通导致的。而澳大利亚目前的住宅密度还是偏低的，悉尼的高楼算是最多的，在墨尔本，市中心5千米以外，几乎看不到高层，公寓住宅项目一般在10层以下。甚至，在很多富人区，本地市政是不允许盖高层的。澳洲本地人非常讲究生活质量，他们所追求的是干净整洁，生活气息浓郁的地方，方便的交通，丰富的餐厅酒吧，以及项目周边的绿化和景色。清晨出门也能够遇到很多人在外面慢跑，骑脚踏车等，运动完之后回家冲凉，吃早餐，然后去上班。因此，临近公园，湖泊，海港等风景优美的房产，更受欢迎。

“不盲听”——理性对待各方对区位的评价

在区位方面，哪些区好，哪些区不够好，这些已经不再是“秘密”。

对澳洲房产有过了解的，都知道，悉尼传统的富人区是北区，东区的房价也很贵，因为东区临海，而近两年，受益于新州政府对悉尼西北铁路线的建设，西北区的房价涨势很不错，整体看来，南区稍弱。但是即使南区整体上处于弱势，但南区依然有些区房价很高，在南区离CBD较近的距离，有个别区甚至住着很多富豪，住宅附近建有私人高尔夫球场和私人停机坪。墨尔本传统的富人区是东南区，小中高的公立和私立名校，几乎全部位于东南区。维州政府因为要将墨尔本和维州第二大城市Geelong连接起来，所以重金在发展西区（Geelong位于墨尔本西部），所以纵观东南西北四个方向，北区略处弱势。

我遇到过很多客户，因为一些朋友随口的一句话而否定了一个好项目，比如：“听说这个区越南人挺多的”，“阿三（印度人）挺多的”，“治安不够好”，等等。首先，我想说的是，澳大利亚是一个移民国家，人种丰富，我们不应该带有歧视色彩。再者，很多移民几十年前已经定居澳大利亚，早就是澳大利亚人，他们的收入也都不低。悉尼的华人移民比较多，墨尔本的越南人移民较多，这是澳大利亚最大的两个城市，也最吸引移民，这是一种多元文化。在悉尼和墨尔本，我们可以吃到全世界正宗的美食，这都要感谢来自世界各地的移民。这个习惯是由中国高密度的住宅，拥堵的交通导致的。而澳大利亚目前的住宅密度还是偏低的，悉尼的

高楼算是最多的，在墨尔本，市中心5千米以外，几乎看不到高层，公寓住宅项目一般在10层以下。甚至，在很多富人区，本地市政是不允许盖高层的。澳洲本地人非常讲究生活质量，他们所追求的是干净整洁，生活气息浓郁的地方，方便的交通，丰富的餐厅酒吧，以及项目周边的绿化和景色。清晨出门也能够遇到很多人在外面慢跑，骑脚踏车等，运动完之后回家冲凉，吃早餐，然后去上班。因此，临近公园，湖泊，海港等风景优美的房产，更受欢迎。五年前，我在新加坡的时候，公司做过一个项目是在悉尼的Waterloo这个区，一房一厅的价格大概在45万澳币左右。当时我跟客户介绍的时候，很多客户都说这个区人口复杂，有很多越南人印度人住在这里，当时不是很多人看好这个项目。而五年后的今天，这个区同样的一套一房一厅的价格都在80-90万澳币之间。

那么多的区，在好坏程度上是肯定有区分的，目前不够好的区，房价必定也是较低的，只要性价比合适，客户可以根据自己的预算来选择，是买在传统富人区还是潜力股的区。理性根据自己的状况来选择适合自己的项目就好。



Australian Taxation Updates

Residential Rental Property Travel Deductions Now Denied

By Albert Chua, Principal of GC & Associates



On Tuesday, 15 November 2017, legislation was passed into law which will see most owners of residential rental properties denied deductions for travel expenses related to their properties. This law is backdated to any travel undertaken from 1 July 2017 onwards.

The legislation is quite wide in scope and covers travel for all purposes including travel for the purpose of inspecting, maintaining, and collecting rent, as well as undertaking repairs and maintenance, and also for seeing your Tax Agent for advice or services in relation to the property. Furthermore, the travel expenses cannot be capitalised either. Meaning, they cannot be included in any element of the property's cost base or reduced cost base and therefore cannot decrease your capital gain or increase your capital loss when you sell the property. Therefore, the

travel expenses – such as airfares, accommodation and motor vehicle expenses – should be disregarded altogether.

The denial of travel expense deductions applies only to residential premises that are being used by the tenant as a place to live. It follows that deductions will still be allowed for your travel to:

- Residential premises that you own that are being used by the tenant for business purposes (for example, a house that has been re-fitted into a doctor's surgery)
- Mixed-use premises (for example, where there is a convenience store downstairs and living quarters upstairs, but only for that part of the travel in relation to the convenience store).
- Commercial premises (for example, you are the landlord of a bakery or

other commercial property).

Take-Away Points; Only travel related to the earning of residential rent is denied a deduction and cannot form part of your cost base. You can still claim a deduction for the cost of employing other parties to carry out tasks on your behalf (such as real estate agents for carrying out property management services such as inspections, or tradespeople for carrying out repairs). Indeed, where your travel expenses are significant, you may now wish to consider engaging the services of these other parties.

The strategy of combining a weekend holiday with travel to your rental property, and apportioning the deduction is no longer allowable. None of the travel will be deductible from 1 July 2017.

How To Make a Profit Over A\$100,000 when Selling your Melbourne Property!

By Mark Scordia, Sales Manager of Jalin Realty Australia

Last month our Jalin team conducted a very successful auction campaign and were able to achieve for the owner \$110,000 above the expected price. I want to share with you the process and strategy we used to achieve an outcome above the expectation.

Everyone has a figure in mind of how much their property is worth, however being able to achieve the best price isn't always easy. It requires trust and commitment between the owner and selling agent. This relationship is very important because when selling property the correct process and strategy need to be implemented from the beginning. I was contacted by the owner in early January requesting he would like to sell his townhouse located in the Melbourne suburb of Maidstone and how much would it be worth?

At this stage I always advise prospective sellers I will first need to inspect the property. Inspecting the property is one part of the process, one key factor in achieving the best price is presentation. While inspecting the property I noticed it was looking a little tired and really required a coat of fresh paint and possibly new carpets. However from experience I felt we could divert buyer's attention away from this. My advice was to the owner to have the property staged with rental furniture and the owner agreed. Before the end of the year we had furnished the property and WOW!



Before



After

What a difference! The property all of a sudden was exciting. The next step is how to market the property and stand out from the competition. We decided to have professional photos taken and the timing should be at dusk. In addition, we will organize to have a property video showing the property and have the property listed with top placing online. It worked! Buyer enquiries began flooding in from the minute it was online. The day of the auction, the weather was terrible as there were strong winds and rain but we had 4 bidders fighting to be the successful buyer.

The property was sold within 28 days and was sold for a record price for this style of property. I have sold many properties over the years and one thing is always a constant, owner who invests to sell his property is the owner who is always left speechless. So if you are interested in working with agents whom take special pride and know how to best market your property. Please do not hesitate to email us at marketing@jalinrealty.com



Update on Melbourne Property Market (2018)

By Raymond Chan,
Sales Manager of Jalin Realty Malaysia

This year, the Melbourne property market is expected to expand at a more moderate pace after years of booming growth, with the Victorian government gradually implementing measures to avoid a property 'bubble'. In doing so, reverting Melbourne to a more sustainable growth phase.

The apartment sector is undergoing adjustment, just as new development pipeline in and around the inner-city ring is starting to decrease, which should help to stabilize prices. The numbers published by the Australian Bureau of Statistics continue to show that Melbourne has the strongest population growth nationally; interstate and overseas, mostly working professionals and students. As a result, our Jalin Property Management team in Melbourne has noticed very strong rental demand within the CBD and 5km radius. Rental rates are higher, more enquiries per unit, rented out in a few days, and most importantly, the vacancy rate is now at a record low.

We are also seeing value-opportunities appearing in the middle to outer ring of Melbourne in the House & Land sector, with good entry prices attracting a buzz of sales activity amongst the locals. For example, the suburb of Point Cook recorded one of the highest total sales value in 2017 in the Melbourne market (Source: Corelogic). The improving infrastructure in the neighbouring western suburbs such as Wyndham Vale, Rockbank and Werribee, with its affordable pricing, gives these suburbs every chance of doing well in 2018 and in the near future.

As the speculation from foreign investors slowed down, our Jalin Resale department in Melbourne are starting to see more locals and first-home buyers getting involved in the market once again, armed with existing stamp duty concessions, and government housing grant, they are coming out to buy.

Affordability, has emerged as the key consideration for the locals, especially for the first-home buyers. Therefore, we feel that regardless of the house or unit sector, whether new or established, properties that have the right fundamental attributes, with an emphasis on affordable and reasonable pricing, will sell.



Why Australia remain such a popular destination?

By AIMS (Immigration & Relocate Specialist)

Better safety, better lifestyle and better future. Australia is one of the safest countries in the world with low crime rates and a strategic geographical location with minimal risk of natural disasters. Work-life balance is strongly encouraged in Australia, and thus your lifestyle can be as frantic or as relaxed as you desire. There is no shortage of activities in every state, ranging from sports to cultural events to nature. The education system is acclaimed internationally, particularly at the tertiary level. Permanent residents

and citizens enjoy free healthcare and free education up to the secondary level. Most importantly, due to Australia's aging population, there is also a wide variety of jobs and opportunities available.

There are many visa pathways to become a permanent resident of Australia, such as the student visa route, employer-sponsored route, skilled, business and investment migration. Obtaining a place in an Australia school will ensure that you receive a student visa with ease and

also increase your eligibility for a PR application in the future. Staying in a job under the same employer for more than two years will allow you to be eligible for an employer-sponsored PR.

Skilled migration continues to be one of the most popular and attainable migration pathways as your eligibility is determined by a combination of factors that include your employment history, education qualifications, age and English language skills. For businessmen or individuals who do not wish to take the English language exams, there is the alternative option of business and investment migration. This typically requires minimally either two years of investment experience or four years of business experience.

In conclusion, if you are in search for a comfortable life and a better future, Australia is an excellent option. The excellent public infrastructure, stable government, wide spectrum of natural landscapes and diverse multicultural society are but a few reasons why Australia is an ideal place for any individual or family looking for a new place to call home.

To find out more about how we can assist you with your migration dreams, please visit us at www.aims.sg.





Improve Rentability Like A Professional

Things that would improve the rentability of your property.

By Janice, SEA Leasing Manager of Jalin Realty Australia

As an investor in Real Estate, all landlords have the same aim in mind when it comes to their rental properties to maximise the income. The key factor in ensuring an investment property is able to maximise its income and decrease the time spent been vacant is by following the steps listed below:

- **Provide white goods** - Firstly, there is no right or wrong answer to whether you should rent out your property either fully furnished or unfurnished as this will vary depending on the demographic of who and where the property is. However, providing white goods such as a fridge, washing machine, dryer and dishwasher are all items that tenants generally require irrespective of demographics might help.

- **Refurbish property at end of lease** - By refurbishing your rental property at the end of a lease you are ensuring that the internal areas are kept clean and up to date. Refurbishment not only increases the value of the investment, but it also cuts down on long-term maintenance costs and attracts higher quality tenants who tend to stay put for longer.

- **Minimise turnover** - In relation to the above point, having a tenant stay in the property long term is beneficial in more ways than one. Initially, once you have a tenant who is consistently paying rent on time and maintaining the property in a very good matter it is at your best interest to keep them in your rental property as long as possible. By doing so you will save in expenses such as advertising costs,

refurbishments and vacancy.

- **Strategically increase rent** - The last thing you want to do when you have quality tenants in your property is to scare them away through increasing the rent. In saying so this does not mean you are not allowed to increase the rent, this just means when doing so we need to do it accordingly. Ensuring that the rent increase is in according to fair market value of the area then tenants are likely to agree with the increase. For instance, should a tenant disagree with a rent increase they are then put on the back foot as moving/vacating from one rental property to another costs tenants both time and money.



New Requirements to Verify your Identity in Property Transactions

by Teresa Ngooi, HTH Lawyers, Melbourne

If you've completed a property settlement in Victoria recently, you may have been asked by your lawyer or conveyancer to attend a face to face interview with them to verify your identity or if you reside overseas, to complete a verification of identity at the Australian Embassy, High Commission or Consulate.

For some of you who have completed a property transaction or settlement in Victoria previously without having to pay a visit to the Australian Embassy might be wondering why and when was this procedure implemented.

In November 2015, the Registrar of Titles in the State of Victoria imposed mandatory requirements for a Verification of Identity (VOI) to be undertaken for all paper based conveyancing transactions in Victoria. A Verification of Identity (VOI) is essentially a process used to confirm the identity of a person which must be carried out and completed by each person buying, selling or transferring a property. When a person is undergoing verification, they must provide current (government issued) identity documents (for e.g. passport, drivers Licence, identity card or birth certificate) and the particulars contained in the identity documents (such as bearer's name, date of birth and signatures) will be checked for

any discrepancies and the photo in the identity documents will be compared against the facial features of the person producing the documents.

When examining the neighbouring states around Australia, each of the respective state authority has implemented mandatory VOI policies requiring all parties involved in a conveyancing transaction to have their identity verified before settlement can occur. In Western Australia documents executed after 1 July 2012 are to comply with the VOI policy, while South Australia commenced their VOI practice on 1 July 2013 with New South Wales following suit in 2016.

The VOI process is particularly important in property transactions to reduce the risk of land title fraud, identity theft and other improper land dealings. This is especially so in a Torrens land title system which the Victorian land registration is built upon and operates on the principle of title by registration whereby land ownership registered with Registrar of Titles provides indefeasibility of title (exceptions apply).

The reality is that identity theft leading to fraudulent registration of documents is not an impossible phenomenon in this day and age where solicitor client communication

is predominantly via email correspondence. For instance imagine if email instructions were taken from an overseas client to complete a transaction for a sale of property and the alleged person on the other side is a hacker claiming to be the registered owner of the property.

The VOI requirements have no doubt created additional procedures in which you as a purchaser or vendor in a property transaction will need to comply. While this may be a cumbersome process for you to undertake, do consider that the VOI process exists to strengthen the security and integrity of Victorian's land title system and to protect all parties in a property transaction, in the absence of which will lead to and result in devastating and far reaching financial consequences.

Should you have any queries or would like to have a private discussion regarding any legal issues surrounding the sale and purchase of a property in Victoria, please do not hesitate to contact +603 9629 9889 and speak to one of our Solicitors.

****Disclaimer -** The above information relates to information relating to Verification of Identity in Victoria. The information is not legal advice and should not be treated as such.

Best Award Winning Eateries in Perth!

Top 3 dineries you must visit!



01

Provender Brown Delicatessen

Located in the heart of the city, a quick walk from Perth Concert Hall, Provender Brown has built up a reputation as one of the district's premiere independent food and drink retailers. The deli remains a favourite with a whole host of people, from locals on the lunch hour hunt for some delicious soup and a roll, to visitors hoping to sample the smorgasbord of local, national and international artisan food and drink.



02

Tabla

With an AA rosette, a Visit Scotland Taste Our Best Award and nomination from the Scottish Curry Awards under their belt, Tabla have much to celebrate. The authentic Indian restaurant has remained in the top 5 restaurants in Perthshire on TripAdvisor for over 8 years! It's not hard to see why Tabla remains a favourite with locals and tourists alike.



03

Copper Beech Café

The Black Watch Museum remains one of Perth's most beloved tourist attractions, and its in house cafe matches it in terms of popularity and quality. The Copper Beech Cafe, a two-time category winner of the Best Cafe/Bistro of the Year at the Food Awards Scotland, offers a selection of home prepared dishes made from fresh local ingredients that's ideal for a lunch time treat or afternoon tea.

Our first 2018 Expo

Empire Hotel, Subang Jaya & Jalin Realty Singapore

What a Great Start to 2018!! We are happy to announce our first sale of the year for Malaysia! Thank you for the great support over the weekend and special thanks to all the sales team members for their hard work! Our exclusive Melbourne Urban Living event was very well received at Empire Hotel, Subang Jaya and Jalin Realty Sales Gallery Singapore. Melbourne is one of the most incredible cities in Australia, connecting to world-class universities, sporting venues, arts and entertainment with enduringly beautiful 1 & 2 bedroom apartment units available.

For more info, please contact us at
016 208 0488 for Malaysia and
+65 9730 6829 for Singapore as units are going off the market fast!



Bouquet Testimonies from clients

V.K - Singapore

I would just like to write a note to thank Jalin for all their help and professionalism during our recent property purchase. We have been very pleased with your assistance and professional help. We would certainly recommend your services to anyone wanting to purchase a property. Thank you Jalin!



John Lim - Malaysia

Thank you very much for the successful loan application process. We appreciated it, and will recommend Jalin Financial Solution's (JFS) services to our friends. JFS make our loan application a "no stress" journey.



Diana Sacasmo

National Sales & Marketing Director
Development, Mirvac Australia

It is always our pleasure to work with you and your team. Jalin are most professional and organised which always ensures a smooth process. Many thanks for Jalin's hard work in the lead up to and on the weekend of the exhibitions in KL and Singapore.

JC - Singapore

Jalin managed the process very professionally. They were extremely knowledgeable about the investment and tax climate in Australia - and gave a very balanced advice.



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