



PLAREB LEAD

Volume 16 : Issue 4

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PAREB Events

By: JOELIZAH ZEPEDA ABAD



Last April 9 was the PAREB MBC Meeting via Zoom. It hosted by the Calamba Laguna Real Estate Board with invited speaker Dr Honey Carandang. The topic was about depression and mental health issues at this time of pandemic. More on that in the next article.



PHILIPPINE ASSOCIATION OF REAL ESTATE BOARDS, INC.
presents

Halika... usap tayo.

A conversation with
Dra. Honey Carandang
about depression and other mental health issues at this time of pandemic.

at its

4TH MBC MEETING

April 9, 2022, Saturday, 1PM – 5PM
Via Zoom.

Zoom ID: 870 1186 8925
Passcode: MBC4922

Hosted By:  Calamba Laguna Real Estate Board, Inc. Sponsored By:  ROYALTE HOMES MARKETING CORPORATION KAMAGONG TEAM



Philippine Association of Real Estate Boards, Inc.



PAREB IGNITES REAL ESTATE LIFE.

NCR-Luzon Regional Conference
MAY 14, 2022 VIA ZOOM

Register and learn from the top government officials and real estate experts about the current situation of the country, updates on real estate trends and investments.

REGISTRATION FEE:
Early Bird: P300 (up to May 5, 2022)
Regular Fee: P350
Non-MIGs/Other Guest Fee: P500

CPD Credit Units Applied: 5 Units *
* Subject to the approval of PRBRES

Please course your payments through your Member Board and deposit payments to Metrobank Acct. No: **199-7-199-525-803**
Account Name: PAREB
Register and Post your payments thru this link:
<https://bit.ly/PAREB2022NCR Luzon Registration>

The NCR-Luzon Regional Conference via Zoom will be on May 14, 2022 (Saturday) with the theme "PAREB Ignites the Real Estate Life." Please register to know more on trends, investments, and updates on the current real estate situation in our country. Please check our poster for more details. Early bird registration is until May 5 only. There will be 5 CPD credit units to be approved by the CPD Council.

In the evening, at 7pm on May 14 would be a fellowship night where the Ms PAREB Candidates will be introduced. The KPOP online dance contest will follow after that. Calling all KPOP Fans, now its your time to shine. If interested to join please approach any of the BODs.

PAREB event

By: JOELIZAH ZEPEDA ABAD



On May 15, we will be celebrating the PAREB Anniversary. There will be a line up of activities organized on this day. Participants can look forward to the Walkathon, Zumba, Bingo, and Acoustic Nights. Details of the event will be posted once available.

The PAREB Sports Committee headed by Chairperson PP Cindy Solano, will have a bowling tournament on May 28 (Saturday) at the Playdium along Araneta Ave., in Quezon City. The PLAREB Team - Cindy, Vilma, Vivian, Toni, Melissa, and Rachelle) will be participating together with CTREB.

PAREB CSR Committee PAREB Cares is asking for donations for those affected by the Typhoon Odette. Please see the posters below for details on how to send your donations. All aids are deeply appreciated.

Also, the special meeting last April 23 for the approval of the proposed By Laws was postponed, new schedule will be announced once available.

Do stay tuned for more PAREB events updates.

PHILIPPINE ASSOCIATION OF REAL ESTATE BOARDS INC.
NCR - Luzon Regional Conference Fellowship Night
presents
PAREB goes KPOP
MAY 14, 2022 @ 7PM VIA ZOOM

To foster camaraderie and to showcase the talents of PAREB MEMBERS, all Member Boards are invited to join the PAREB goes KPOP CONTEST. Here are the mechanics and criteria for judging:

Mechanics:

1. A member Board may form a group of 3 to 10 Members in Good Standing (MIGS).
2. Must submit a Music Video of not more than 5 minutes and indicate the Group's Name.
3. Member Board must choose a KPOP Song and they can either sing and / or dance.
4. Deadline for the submission of Music Video will be on May 10, 2022.
5. Criteria for Judging:

Interpretation	20%
Costume / Props	20%
Creativity	20%
Overall Impact	30%
Video / Sound Quality	10%

6. Prizes:

- 1st Prize - Pnp 15,000.00
- 2nd Prize - Pnp 10,000.00
- 3rd Prize - Pnp 5,000.00
- Consolation Prizes - Pnp 2,000.00

Meet our MS PAREB 2023 CANDIDATES!!!
Introduction of Ms PAREB Candidates from different Member Boards.
CASH PRIZES AWAIT LUCKY ATTENDEES!
Cash Prizes will be raffled OFF!

JOIN, WIN AND HAVE FUN!

CALL FOR CASH DONATION
#parebcares
For the benefit of those affected by Typhoon Agaton

PAREB Cares

Photo: Image credit to Philippine Star

Donate Today
Philippine Association of Real Estate Boards, Inc. or PAREB
METROBANK Valle Verde Branch
199-7-19952592-8
Please email deposit slip to pareb.cares@gmail.com

parebcares

Halika... Usap Tayo...

A conversation with Dr. Honey Carandang

By: ZYZYLYN ONG SALCEDO



Last April 9, PAREB held its 4th MBC and invited Dr. Honey Carandang to talk about depression and other mental health issues at this time of the pandemic.

Unlike other bodily aches or physical illnesses, mental health problems are not easily seen. The person suffering usually doesn't want to say anything as there is a stigma that comes with mental illness.

Pre-pandemic, there was very little urgency to talk about mental health. We were all busy with our activities. But the pandemic not only kept us from going out and enjoying the company of other people; it kept us from external distractions. Without that liberty to go out and be engrossed in other things, we are forced to confront what's happening within our enclosed spaces. It didn't help that the pandemic continues to drag after 2 years. "Prolonged pandemic has caused prolonged anxiety because of the uncertainty of the situation", Dr. Honey explained. She added that too much anxiety can keep people from functioning.

MENTAL HEALTH

Defined by The World Health Organization

A state of complete physical, mental and social well-being not merely the absence of infirmity.

From the definition of Mental Health above, Dr. Honey noted that we should also insert EMOTIONAL well-being as the emotional aspect of a person is probably the core of mental health. Another definition from WHO is stated below.

MENTAL HEALTH

Defined by The World Health Organization

A state of well-being in which every individual realizes his or her own potential, can cope with the normal stresses of life, can work productively and fruitfully, and is able to make a contribution to her or his community.

Compared to other countries, the Philippines has not given much attention and national significance to mental health. "Mental health still carries a stigma which results to shame and embarrassment." That is why mental health awareness is very important.

Recognizing that

mental stress is as real as physical stress
And mental illness is as real as physical illness

Halika... Usap Tayo...

A conversation with Dr. Honey Carandang

By: ZYZYLYN ONG SALCEDO



Dr. Honey also shared three common mental concerns and mentioned that the practice of MINDFULNESS or the importance of handling our emotions.

COMMON MENTAL HEALTH CONCERNS

- Anxiety
- Depression
- Posttraumatic Stress Disorder (PTSD)

Mindfulness is the art of observing your physical, emotional, mental experience with deliberate open and curious attention.

Mindfulness is awareness, cultivated by paying attention in a sustained way on purpose, in the present moment and non-judgmentally.

Mindfulness is deliberately paying attention, being fully-aware of what is going on both inside yourself-in your body, heart and mind, and outside yourself; in your environment without judgement and criticism.

Warmed by kindness, spiced by curiosity

Mindfulness teaches us to

RESPOND and not to REACT.

REACT = Emotion, Action

RESPOND = Emotion, PAUSE, Action

Dr. Carandang discussed the difference between RESPOND and REACT noting that the action after the PAUSE when we respond will be a better quality action as it has gone through a thought process and not merely impulse driven.

Social Media and Mental Health.

It is also notable how social media can play an interesting role in mental health. Fake news and bashing in social media is shown to relate to depression and suicidal attempts. Young people especially, tend to question their worth after being bashed in social media.

Dr. Honey also mentioned that when people post things that they want other people to see while hiding parts they tend to keep to themselves, tend to deny the part of themselves they do not deem "beautiful" or perfect or picture worthy.

Finally, Dr. Honey shared tips on how to look after your mental health which we all can benefit from.....

How to look after your mental health

- Listen to your BODY
- Take small BREAKS regularly
- Digital Detox
- Create a Breathing Room
- Going to the ARTs
- Post reminders or slogans
- Have a list of professionals to consult or refer



"If you have the choice between being right and being kind, **choose being kind**" (Dr. Wayne W. Dyer)

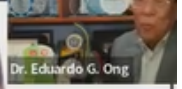
Glimpse of the April General Membership Meeting

PROFESSIONALISING THE REAL ESTATE SERVICE IN THE GLOCAL MARKET

Presented by:

DEAN EDUARDO G. ONG, MBA, JD, PH.D., DPA, DBA

1st Chairman, Professional Regulatory Board of Real Estate Service
Chairman for Education, Philippine Chamber of Commerce and Industry
Dean, College of Real Estate Management, Lyceum of Alabang
PRC License # 00001 - Broker | Appraiser | Consultant
Host, DOC E.G. LIVE – FB and YouTube Live (Sun 3PM)
PRC 2020 Outstanding Professional in Real Estate Service



NETWORKING IS THE KEY TO SUCCESS.

Beyond the digital marketing and tech use, successful real estate practitioners will hit the real world on a NEW FACE-TO-FACE marketing. Interaction with fellow practitioners, associations, government agencies and the general market environment. They are essentials to gauge the pulse of the market and succeed in real estate marketing.

Professionals know their market well and always stay current.

- You cannot do this job without a road map (an strategic plan), and that map is MARKET KNOWLEDGE / PRODUCT KNOWLEDGE.
- Know the demographics of the products you are offering and plan to succeed in marketing them. Use applications and tools to reach a wider market such Facebook, Messenger, Viber, Twitter, WeChat, IG, emails, LinkedIn, Zoom, Youtube etc.

PRESENTERS OF THE MONTH

Broker Accreditation

AyalaLand Estates
The success of an AyalaLand Estates Ambassador - unlocked.

Join us in enriching the lives of more Filipinos, including yours, by promoting commercial investment opportunities in AL's sustainable estates.

BUILD YOUR FUTURE WITH US.

Sign up to be an accredited broker.



Scan the QR code



AyalaLand Estates



JG SUMMIT HOLDINGS, INC. **ONE OF THE LARGEST CONGLOMERATES** **RLC RESIDENCES**



RLC RESIDENCES



RLC REBRANDING

The new brand's tagline is "Raise." Live. "Connect," encapsulating all of the re-evaluated priorities of today's homebuyers.

Raise is all about raising the bar for residential construction projects.

The pillar of 'Live' entails achieving a work-life balance.

Connect is about building and maintaining relationships.

MLRA TIPS

By: Lui R. Alversado

Tip for the Month: **SHARE**

Today's tip is very meaningful to me. Apart from this being my 100th tip, I also believe that sharing is my mission in life.

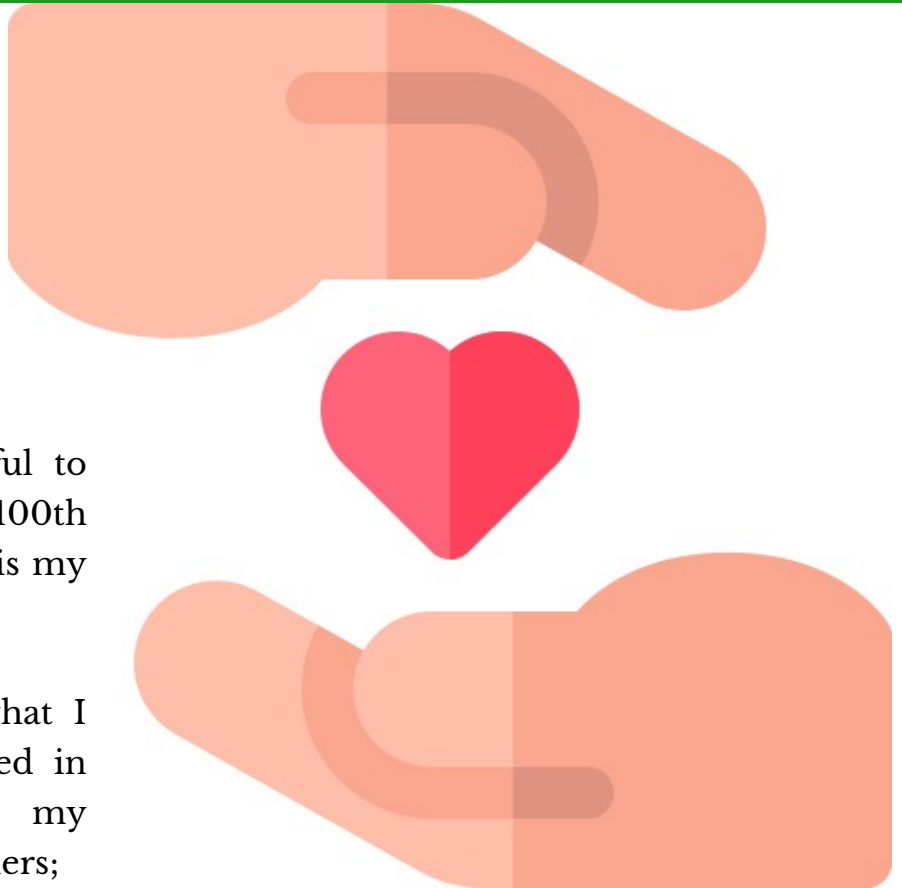
I share by communicating what I know and what I have learned in real estate selling through my book/s for real estate practitioners; weekly tips in social media and real estate organization, and personal modules via speaking engagement.....

Share my time with people who need real estate guidance when it comes to buying and selling.....

Share God's blessings for every referral received.

We are God's stewards. Everyone of us is given a talent, to make use of it for His greater glory. So sharing must be everyone's mission.

What is your talent? Make it your mission and share it.



#MLRAtips
#brokerinnewnorm
#abrokersvow



Maria Luisa R. Alversado is a real estate broker and book author of "A Broker's Vow." Her focus is in resale within Laguna and nearby areas. She was PAREB-PLAREB's EVP in 2019. Aside from being a broker, she is also an accredited CPD lecturer with topics on EQ and Management in Real Estate Selling and Broker in New Norm. Currently, she is the president of At Home Realty & Property Management Corporation based in Biñan, Laguna.

Don't Just Wing It

By: Xenia S. Estrella



THE THREE MOST BASIC STEPS TO COMPLETE, BEFORE GETTING INTO DIGITAL MARKETING

Maria Xenia S. Estrella



My dad worked as a full-time professional real estate broker in the 1990's until about the middle of 2000's. If he were still active today, I'm pretty sure this article would be of help to him, somehow. So as I write this piece, I think of him and possibly others like him who basically know how to send and receive messages via email, viber and messenger; but have no organized plan, as to marketing properties online and finding clients beyond their KKKs, over the internet.

Digital marketing starts offline and so I start this month's action steps to success, pretty much offline, as well.

Successful digital marketing isn't just about getting listings out in cyberspace. It is much more about getting listings out, with the intention to sell. That starts with a good plan. Being organized is key and in this article, I'd like to share my thoughts on the first three necessary steps to a successful digital marketing plan.

- 1. Make sure you have Google Drive downloaded in your system.** We may be starting offline, but you need to always be ready to share your files online. For easy access of your files from any computer or smartphone, anywhere in the world (for free!), you have to set up a Google account (get your own gmail address if you don't have one yet) and learn how to access Google Drive.



Don't Just Wing It (Con't)

By: Xenia S. Estrella

THE THREE MOST BASIC STEPS TO COMPLETE BEFORE GETTING INTO DIGITAL MARKETING (Con't)

2. Make a file folder for every property you'll be marketing, and make sure that your files are available, both online and offline. Let's go on your laptop (because it's way easier to work on a big screen rather than a phone display). Open a new file folder in your Google Drive for each property and get all your properties' details ready in docs, jpg/png, sheets, pdf files, etc: Specific information, photos, available copies of legal documents and client information, at the least, should all be in each particular folder. You'll find it easier to market properties when you can find all necessary information in one place, ready for dissemination.

It would be wise to have files backed up; and be in both your hard drive (personal computer) and in the cloud (Google Drive). Syncing and copying files to both places is just a matter of dragging and dropping files to and from each location.

3. Plan your moves. List down different social media platforms you will be marketing on. Establish a schedule; when you'll be posting which listings and how often in a day. This will help keep confusions at bay.

Celebrate! You're now ready to start your digital marketing journey with confidence! These three steps may seem to not mean much, but these steps make up the roots of any digital marketing process. Don't Wing It will feature a series of articles on simple (but effective) digital marketing tactics that I personally use; and have worked to get me leads and sales. To our tech newbies in PLAREB, watch out for our upcoming articles this year. Also, don't miss out on our other PLAREB activities where our very own members will more vividly demonstrate digital marketing in action for everyone's benefit.

PLAREB is here for each member. All our activities are planned to benefit each one, so come and maximize your benefits, as a full-fledged PLAREBIAN!

2nd VP, Maria Xenia S. Estrella, is all about unleashing one's power. She offers personal and business empowerment coaching that aims to challenge and open the minds and hearts of her clients to realities that affect their relationships with themselves and the people around them so they can be empowered for transformation, make better decisions and obtain better results.

EDUCATION COMMITTEE

By: Rosalinda Tabios



CTP & CPD Updates

PLAREB EDUCOM successfully concluded two Certificate Training Program (CTP) for Entry level Salesperson and one CPD for renewing Brokers/Salesperson for first quarter 2022. Despite an overlapping schedule of CTP/CPD by different providers, PLAREB still managed to get enough number of participants who are mostly referrals.

Another project in the pipeline for the education committee came about upon the suggestion of PP Edwin Allanigue. He suggested EDUCOM give free webinars for San Dionisio Credit Cooperative Members as part of their livelihood and this will also include PLAREB's campaign against anti-colorum. EDUCOM is now waiting for SDCC approval for the schedule of the first FREE training via zoom. This might be done on a regular basis and as needed.

Topics will focus on:

1. RA 9646 Practice Provisions,
2. What does a real estate salesperson/broker do?
3. How do real estate agents get paid?

In this regard, EDUCOM encourages our Ka-PLAREB who has the passion to share their wisdom to be one of PLAREB's In-house speakers. This would also be a springboard to the much anticipated PLAREB On Wheels (POW).

EDUCOM is looking forward to more projects for the rest of the year as we thank all those who have been untiringly supporting us for the first quarter.

JANUARY 29-31
CTP for NEW Salesperson

MARCH 4,5,6 – 15units
CPD for Broker / SP

March 29-31
CTP for NEW Salesperson



EDUCATION COMMITTEE

Upcoming CTP

Registration for May 23-25, 2022
entry level training for
New Salesperson is already open.
Please share and invite more
participants

INITIAL REAL ESTATE SEMINAR FOR NEW SALESPERSON

MAY 23 – 25, 2022
9 AM – 3:30 PM
VIA ZOOM

TRAINING FEE:
P800.00 – 12 UNITS



**FOR REGISTRATION
PLEASE SCAN THE QR CODE**

PAYMENT OPTIONS:
BDO SA# 007690022100
PAYEE: PLAREB

GCASH:
+63 998 533 2477
ROSALINDA TABIOS

www.plareb.org



MARY DAPHNE G. BERECIARTE
REB, REA, REC, EnP

TOPIC:
REAL ESTATE SERVICE ACT AND ITS
IMPLEMENTING RULES AND REGULATIONS



AGNES FIDES Y. MERCADO
REB, REA

TOPICS:
TITLING, DOCUMENTATION AND
REGISTRATION



GLORIA R. CANLAS
REB, REA, REC

TOPIC:
CODE OF ETHICS



ATTY. RHODORA L. DAPULA
REB, REA, REC EnP, CPA

TOPICS:
LOCAL TAXATION AND NATIONAL TAXATION

Please make sure to send your proof of
deposit or payment with your
complete name to:

plareb.educom@gmail.com
or viber +63 928 524 2668

For inquires contact secretariat:
+63 928 524 2668 (viber)

MEMBERSHIP COMMITTEE

By: Rachelle V. Cano



 **MEMBER GETS MEMBER PROMO**
Reach out to your non-member or inactive colleagues and get a **PHP 200** reward for every approval!

Thank You

We personally congratulate & thank our fellow Ka-Plareb for successfully referring new/ inactive members.

We greatly appreciate the support you have provided and for representing PLAREB in a positive light.

PP JOY BADIOLA – RIZAN MAY DUNGGANON, NEW MEMBER

LITA ALBAYALDE & KHAI – VILMA ALMARIO, BALIK PLAREB

TREAS. MIYA TAM –

- **MA. LORETO DELOS SANTOS, BALIK PLAREB**
- **JESUSA RIVERA, NEW MEMBER**

1ST VP RACHELLE CANO – VERONICA HAIM, NEW MEMBER

MEMBERSHIP COMMITTEE

By: Rachelle V. Cano



SPECIAL DISCOUNTS

Tie Up Merchants Exclusively for Members in Good Standing



Reyes Dental Clinic, Dr. Allan Reyes, DM
Sn Antonio Ave. Paranaque City

- Tel #8 8268309, CP/Viber#09438279007
- By Appointment only
- FB acct: REYES DENTAL CLINIC PQUE CITY
- Dental services offered: TMD Orthodontics
Cosmetic Dentistry Gen. Dentistry



ZoeZy Laundry Hub - Zzylyn Salcedo
Get 1 kilo free for every 3 kilo laundry

- P35/kg for clothes
- P60/kg for bedsheets
- P70/kg for curtains
- P80/kg for comforters
- 10% Dry clean

Free pick up and delivery within Marcelo Green Village and Severina area



Barkbershop - Jig Zepeda

- +639178370324
- 5% discount on full grooming
- Paranaque residents only



Xenia'E Empowerment Coaching Services

- 09175150828
- 10% of P25K 3-month package + installment (3 monthly payments of P7,500.00 only!);
- or 20% discount for availment of 3-month package with one-time payment of P20K
- Additional P500 discount for every successful referral



ELIZABETH A. ZEPEDA & ASSO, CPA
website: www.eazepedarealty.com
PRC no. 1194 Email: eazepeda1020@gmail.com

330-5728/0917-8343636

Elizabeth A. Zepeda & Associates, CPA
Accounting Services

- 09178343636 / 09209694088
- For general brokerage include bookkeeping and BIR filing
- Monthly fee for individual practitioners:
VATable P 2,500
NonVAT P 2,000

MEMBERSHIP COMMITTEE

By: Rachelle V. Cano



KAPEHAN, KAMUSTAHAN
KANTAHAN, KA-PLAREB



Technical Workshop for Non-Techy MIGS

May 5
Thursday
1:00 PM

Join
us!



**Venue: PLAREB Office, 2C Lanzones Westmont Vill. Condo
Dr. A. Santos Ave. Sucat, Paranaque City**
+63 2 88250942 +63 928 5242668

CSR COMMITTEE

By: Miya Tan



PLAREB First CSR for this year 2022, April 21,2022 was held at "Bahay ni Maria", the Home of the Abandoned Adult & Special Children. Together with the support of some 2022 BODs, Plareb members, and some friends, we were able to solicit amounting P20,000.00 in pesos on that same day. Thereafter, some of our CSR committees & me went at Bahay ni Maria to handover the cash donation to the Mother Superior, MA. IMMACULATE C. ANOG, Head of "Bahay ni Maria."

This is a day to remember and a special birthday gift to me, by way of helping the abandoned adults and special children needs

Again, many thanks to those who find time, effort & financial help in making this special day successful.

We are still welcoming our PLAREB members who wants to join and get involved in our charity works.

May God Bless Us All.

CSR EVENTS



PLAREB PRESENTS
IN COOPERATION WITH

PLAREB (Logo: LAS PULAS ALBANG NEAL ESTATE) **AVR** (Logo: Philippines Inc)

CEI COMPANY **JFP METRO PACIFIC REALTY**

BINGO KA DAY! 2.0

Games, fun & prizes

SUNDAY, MAY 07, 2022
1PM - 4PM / VIA ZOOM

FOR TICKETS AND PAYMENTS
GCASH
RUTH DALUZ
0995 932 9540

Beneficiary:
St. rita orphange
paranaque city

BINGO (Bingo card graphic)

MLS COMMITTEE

By: Zzylyn Ong Salcedo



The 3rd PLAREB MLS Session started with Arthaland Broker Manager Mr. Oliver Raymundo giving us their project update.

Arthaland is the foremost green developer in the Philippines and the only one in the country with 100%certified sustainable portfolio.

Oliver presented a commercial and office space at the Savya Financial Center in Arca South. They have one whole floor available at 1731sqm ready for occupancy at 10% to move in.

He also showed Sevina Park who partnered with Medical City to provide primary care to its residence through a clinic they will be putting up in the vicinity. This primary care service as well as other wellness program will offer free consultation to unit owners. Future developments for Sevina Park is Sevina Apartments. This is the very first mid rise condo development of Arthaland. It sits at 8.1 hectares and offers 60% open spaces. AND all the units at the Sevina Apartments come with Ikea furnishings! Contact Oliver through our MLS GCs to schedule trippings to their awesome projects.

continue on next page

MLS COMMITTEE

By: Zzylyn Ong Salcedo



After the Arthaland project updates, President Joy Zepeda Abad introduced us to our featured broker for the month - Arnold Abarquez.

Arnold started by giving everyone a problem.

Mr and Mrs Pedro are both in their 80s. Mrs Pedro suspects Mr. Pedro of having an illegitimate child so to protect her two children, Mrs. Pedro hires you to transfer the title to her two children by way of donation.

They have 2 properties.

1. A residential house. The zonal value for land and building is P5 million
2. A commercial building. The zonal value for land and building is P10 million.

Mrs. Pedro is asking you, how much would be my BIR taxes?

From this problem, everyone got to work computing and evaluating and coming up with the answer, wanting to learn and also wanting to win the cash prize promised by Arnold to the one who will be able to give the correct answer.

This was an actual case Arnold worked on and from this scenario, we learned, and were reminded of the following:

- ~ Donor's tax is 6%
- ~ Doc stamps is 1.5%
- ~ There is a P250K discount per donor (owner) per annum deduction.
- ~ The above realization gives us a tip that donations can be scheduled yearly to maximize the annual deduction. (aha moment)
- ~ another learning is that owner = 1 if the title states "MARRIED TO " and owner = 2 if title states "SPOUSE" (another aha moment)

Other learnings and tips are as follows:

- ~ There is an additional P100 certification fee and P30 doc stamps per title.
- ~ 12% VAT on commercial property is due on or before every 20th of the month, DST every 5th of the month, and donor's tax due 30 days notarization of deed of absolute sale
- ~ always notarize on the 1st week of the month.
- ~ notary is needed for the transfer of title, and since the buyer benefits from this, they are the ones who normally pay the notarial fee.
- ~ seek advice, ask fellow brokers
- ~ always get the TIN of clients (buyer and seller)
- ~ verbal agreements need witnesses.
- ~ In the ATS, always include VAT and business tax is to be on the account of the seller

At the end of the day, Arnold concluded that EJS is better to avoid VAT and client would pay a much lower tax due to standard deduction of P5M and family home deduction up to 5M.

See you on the next MLS Session!

MLS COMMITTEE: LISTINGS SHARED LAST SESSION

Ms Ellis Mandac

Property # 1:

Industrial lot in MartinVille
921sqm
Corner

with 2sty office bldg.
FA 120sqm
Parking for trucks

P65M
5% comm



Property # 2

Cubao
Along Oxford st
Lot Area: 700sqm
Occupied by a
Church
SP: P80k/sqm

Property # 3

Novaliches
General Luis Cor
Arayat and Mt
Banahaw
LOT 799sqm
Monthly inc
45/month (711)

Ms Rachelle Cano

Property No. 1

Aston Two Serendra
McKinley Road

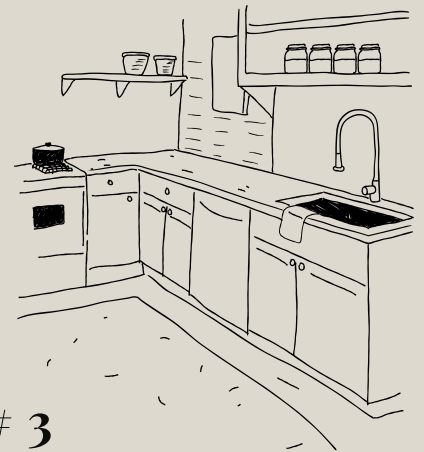
- 2 BR I FA 86 sqm
- 2 T&B
- 1 PS I Balcony
- 30/F
- Maid's rm w/ T&B
- FF
- PhP 75k Monthly Rent, inclusive of dues, negotiable

Property # 2

FARMLAND FOR SALE
Calatagan, Batangas

Poblacion 1: Parcel of Land
w/ Mango Orchard

- LA: 1.578 hectares
- LA: 1.229 hectares
- Price: 3,500/sqm
- Taxes & Expenses: All taxes, expenses, fees, commissions, and costs for buyer's account



Property # 3

HOUSE & LOT FOR SALE
Paranaque City

BF Homes Midwest
2-Storey, totally renovated
with high-quality
construction materials &
fixtures

LA 320 sqm

4 BR I 4 T&B I 2 CG

Extended kitchen &

Extended lanai for
entertaining

Separate maid's room &
driver's room w/ own T&B

Very spacious &
functional

Association is unified w/
small, peaceful &
neighborhood

Asking Price: P23M, very
negotiable

Ms Rachelle Cano

Property No. 4

RESIDENTIAL LOT FOR SALE
NUVALI Eco-City

Mirala Calamba, Laguna

- Lot area 358 sqm
- Block 2 Lot 29
- Cash buyer only
- PhP 9.5M Net, negotiable
- Buyer pays CGT & 5% PF

Property # 5

HOUSE & LOT FOR LEASE
Sun Valley Subd.,
Paranaque City

- 2nd floor
- 3 BR ensuite T&B
- Powder Rm
- Utility Rm
- Maid's Rm w T&B
- Balcony facing East
- 3 Car Garage
- PhP 75k Monthly Rent, inclusive of dues
- Non-negotiable

Property # 6

HOUSE & LOT FOR SALE
Las Pinas City

Bungalow in Philamlife Village

Built in 1980s

Phase 1 near clubhouse

- 3 BR
- 3 T&B
- 2 Car garage
- LA 345 sqm
- Maid's room w/ T&B
- Clean title
- Exclusive village
- 24/7 security
- Wide main road
- Accessible to establishments
- Flood free
- PhP 15M net of CGT & PF



Ms Xenia Estrella

Property # 1

BF International

LA 203 sqm

FA 255

4 bedroom

3T&B

Patio, terrace, Maid's room

2 car garage

Storage room

P19M

3% comm

Property # 2

PDP

Concha Cruz

LA: 280 sqm

FA: 280 sqm

4 BR / 4 T&B

2 car garage

15M



Ms Tess Estrada

Property # 1

Selling Price: 11M

Lot Area: 196 sqm

4br

2 car garage

Property # 2

For Sale:

3 adjacent lots

Moscow, BF Homes

35k/sqm

280 sqm



Property # 3

For Sale:

Lot in Buenos Aires

Paris st

BF international

40k/sqm

Mr Arnold Abarquez

Property # 1 **WTB**

Valle Verde 5 & 2 or West
Greenhills
House and Lot
Open Budget

Property # 2 **WTB**

(good buy)
1. Rental Income
2. 6M Income generating
property – House and Lot
Muntinlupa or Pacita or
nearby areas

Ms Maritoni Trinidad

Property # 1 **FOR SALE:** Venice Luxury Residences Taguig City

Studio (converted to
1 bedroom)
40sqm
with Balcony
Furnished

Selling Price:
7,200,000
(*with bank loan)

5% Professional fee
(50-50 sharing)
Direct to owner

Property # 2

FOR SALE:

House and Lot
Better Living, Parañaque

Lot Area: 120 sqm
2 storey
3 Bedroom
3 Toilet & Bath
2 Car Garage

P10,000,000
Includes CGT and 5%
Professional fee
(50-50 sharing)
Direct to owner



Ms Zy Salcedo

AXIS RESIDENCES STUDIO UNIT FOR RENT



Be the **NEXT TENANT** to enjoy this move-in ready unit & **AVAIL OF THE DISCOUNTED RATE FOR THE FIRST 2 MONTHS!**

AXIS RESIDENCES Tower B in Mandaluyong

- 27.28 sqm Studio corner unit
- Fully furnished with brand-new Queen-sized bed, refrigerator, A/C, kitchen appliances, etc.
- Walking distance to Boni MRT, Robinsons Forum Mall and other office/ commercial establishments

Amenities:

- Gym
- Swimming Pool
- 24/7 security
- Concierge
- Function Room
- Jogging Trail

Monthly Rent: (inclusive of Association Dues), Minimum of 1-year contract

- P17,000 (first 2 months)
- P20,000 (next 10 months)

Payment Terms:

- 1 month advance rent, 2 months rent equivalent security deposit
- Post-dated checks covering the rental payments for each month of the entire lease period

Please Contact: **ZYZYLYN ONG SALCEDO**
 PRC 0007520
 0917-828-1767
 ABSOLUTE REAL ESTATE ADVANTAGE

3 STOREY FRENCH INSPIRED HOME FOR SALE



LA 120 SQM
 FA 240 SQM

1ST LEVEL

- OPEN CONCEPT KITCHEN, LIVING & DINING AREA
- POWDER ROOM
- COVERED LANAI
- MAIDS ROOM WITH T&B
- SERVICE AREA
- 2 CAR GARAGE

2ND LEVEL

- MASTER'S BEDROOM WITH BALCONY, WALK-IN CLOSET AND T&B
- BEDROOM 2 WITH T&B
- STORAGE ROOM

3RD LEVEL

- BEDROOM 3
- BEDROOM 4 WITH JULIETTE BALCONY
- FLEXIBLE ROOM WITH BALCONY
- COMMON T&B

PHP 20M

ZYZYLYN ONG SALCEDO
 PRC 0007520
 0917-828-1767

ABSOLUTE REAL ESTATE ADVANTAGE



2-STOREY ASIAN CONTEMPORARY HOME FOR SALE BESIDE MYSTICAL CAVE IN SAN LUIS ANTIPOLO

FEATURES

LOT AREA 186 SQM
 FLOOR AREA 120 SQM

- 4 BEDROOM
- 1 HOME OFFICE
- 1 MAID'S ROOM
- 2 TOILET & BATH
- 2 CAR GARAGE
- FULLY FURNISHED, ALL NEW

PHP17.5M

ZYZYLYN ONG SALCEDO
 PRC 0007520
 0917-828-1767

ABSOLUTE REAL ESTATE ADVANTAGE

FOR RENT MAHOGANY PLACE 1



SEMI FURNISHED MODERN DESIGN NEWLY RENOVATED

- 4 BEDROOMS (ALL WITH AC)
- 3 TOILET & BATH
- 1 MAID'S ROOM
- 2 CAR GARAGE

PHP90K/MONTH

ZYZYLYN ONG SALCEDO
 PRC 0007520
 0917-828-1767

ABSOLUTE REAL ESTATE ADVANTAGE

Cheesy Matters



Maria Theresa A. Estrada

**What's the
best time to go
to the dentist?**

Tooth-hurty!



It sits in a corner and still
travels around the world.

Guess who?

Answer:

A stamp.

**I saw a fairy tale T-shirt at an
extremely low price. Guess what?**

Answer:

It was a fair retail.

The mathematician
served something
special for dessert.

Answer:

It was a pi.

The skeleton did not go to
the ball bec he said,
He had no-body to go with

It has no life but it still
dies.

Answer:

A battery.

APRIL CELEBRANTS

The Board of Directors 2022 wish all the wonderful celebrants of April an awesome birthday and the best year ahead!

APRIL 1 - JUVY KOPITZKE

APRIL 2 - PP EDERLINA WENCESLAO

APRIL 2 - PATRICIA ELLARIS

APRIL 6 - NERISSA CAPISTRANO

APRIL 9 - PP ESTER TOMAMENG

APRIL 15 - LUZVIMINDA SANTILLAN

APRIL 15 - ELIZABETH LAHOZ

APRIL 20 - MINERVA TAM

APRIL 22 - PP BARDELIS ESTRELLA

APRIL 27 - PP LEVY ALVAREZ

APRIL 29 - PRES JOELIZAH ZEPEDA

EDITOR-IN-CHIEF
ZYZYLYN O. SALCEDO

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SECRETARIAT
MALAIKAH ZAMBRANO

PLAREB LEAD
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