

# PLAREB LEAD

VOL. 6 ISSUE 3

THE OFFICIAL NEWSLETTER OF THE PARANAQUE- LAS PINAS- ALABANG REAL ESTATE BOARD, INC.

JULY 2014



## PLAREB RECEIVES SUPPORT FROM PARANAQUE CITY MAYOR

BY: 1<sup>ST</sup> VP Paolo Villavicencio

On June 5, 2014, through the leadership of Past President Edwin Allanigue, PAREB Sec Gen 2014 & PP Mary Daphne Bereciarte, PP Guia Crisostomo, 2014 President Cindy Medina, Maridess Allanigue and the 2014 Board of Directors, PLAREB paid a visit to Paranaque City Mayor, Hon. Edwin L. Olivarez to seek the Mayor's support for PLAREB's up and coming project called **PLAREB On Wheels**.

This project is an information campaign targeted not only at the residents of Paranaque City, but also the different departments of Paranaque City Hall such as the City Assessor's Office, to educate participants through conducting seminars with topics: The Real Estate Service Act (RESA) and "Extra Judicial Settlement". This is in line with PLAREB's Vision-Mission to be socially responsible and to contribute to the professionalism of the real estate service practice.

Hon. Edwin L. Olivarez was delighted to hear about PLAREB's plans for 2014 and promised to show their support in our organization's projects. **PLAREB On Wheels** is set to take place from August to September 2014.

For those interested to contribute and know more about the project, please contact the PLAREB Secretariat.

## PLAREB GOES TO THE BEACH

BY: Pres. Cindy Medina

PLAREB had its SUMMER Outing last May 14, 2014 at Tali Beach, Nasugbu, Batangas. 1st VP Paolo Villavicencio was able to get the beach house for PLAREB's use for free. Thanks to the generosity of his clients, the Tejedor Family.

Some members and past presidents contributed food for everybody's enjoyment. Members had a hearty lunch of grilled Tuna panga, liempo and tilapia. Other Food contributions were fried chicken, beef with cream sauce, chicken adobo in gata, steamed vegetables and ensaladang mangga. A van was hired to transport members to the Beach house. Others brought their own vehicles.

After lunch, members enjoyed themselves with the use of the Videoke machine and belted out songs of Aegis, Whitney Houston, Kuh Ledesma and other Divas. After the Videoke Showdown, some members headed for the beach for a swim. It is hoped that Summer Outings be arranged yearly.

## PP MARY DAPHNE G. BERECIARTE, REAL ESTATE APPRAISER

After having passed the December 2013 Real Estate Consultant Exam, another feather to her cap, our very own PP Daphne Bereciarte, has passed the recent Real Estate Appraisers Examination conducted by the Professional Regulation Commission (PRC).

It was announced that 696 out of 1,620 passed the Real Estate Appraiser Licensure Examination given by the Board of Real Estate Service in Manila, Baguio, Cagayan de Oro, Cebu, Davao, Iloilo, Legazpi, Lucena and Tuguegarao this July 2014.

PLAREB's NEW WEBSITE

[www.plareb.org](http://www.plareb.org)

### PLAREB BUSINESS CARDS AND YARD SIGNS

Business Card 1 Box = P450      Yard Sign (Tarp) = P150  
**PACKAGE 1:**      **PACKAGE 2:**  
1 Box Biz Cards + 1 Tarp      2 Boxes Biz Cards + 2 Tarps  
for only P 550.00      for only P1,080.00

\*100 pcs / box

Please Contact Secretariat for Orders

### JOIN IN AND BE UPDATED!

Regular Announcements and Sharing of Listings

#### YAHOO GROUPS

1. plareb\_members@yahooogroups.com
2. plarebmlx@yahooogroups.com
3. mispareb@yahooogroups

### FACEBOOK ACCOUNTS / PAGES

1. PLAREB ONLINE
2. PLAREB GROUP - MEMBERS IN GOOD STANDING ONLY
3. PAREBMLS.COM
4. PAREB ONLINE
5. TEAM PAREB



## President's Corner

By: Cynthia Flor "Cindy" S. Medina

Hello Plarebians!!!

It is with pride and joy to report on the activities PLAREB has had in the first half of the year:

PLAREB Education Committee, headed by EVP Miyan Medina-Cue, conducted 3 CPD 20-unit Seminars having no less than 100 participants in each batch. We shall now focus our attention in preparing for our Comprehensive Real Estate Seminar (CRES) targeted for November 2014.

Membership Committee, headed by 2<sup>nd</sup> VP Trini Enriquez, reported 159 Members in Good standing as of June 30, 2014. We have started adding members to both our Yahoogroups ("plareb\_members" and "plarebmlx") as well as to our Facebook Group "PLAREB GROUP – MEMBERS IN GOOD STANDING ONLY". We certainly won't tire in urging PLAREBians to update their memberships -- to continue receiving announcements and updates related to our Profession, and as members of PLAREB and of PAREB.

1<sup>st</sup> VP Pao Villavicencio, PLAREBMLX Chairman, coordinated with Project Developers to offer business opportunities by having Orientations and Accreditations done at our PLAREB Office. Furthermore, through Chairman Pao, we made ties with Property24 to feature PLAREB Members' listings FOR FREE for an indefinite time (all other boards were offered a 60-day trial period). Free Seminars were also offered to improve our Online (transaction) skills. More Talks, Project Developers' Orientations and Caravans are in store for our members in the coming months.

Our newsletter, **PLAREB LEAD**, were all released on schedule. We aim to have our 4<sup>th</sup> issue released in October, in time for our 39<sup>th</sup> Anniversary. My Co-Editor, PRO Altair Laurel, and myself would like to thank our co - Board of Directors for their updated reports that have always been included in our newsletters. Also, to our veteran co-PLAREBians, we thank you for sharing your knowledge and wisdom by writing about what you know by heart... and WITH heart!

So, what else is in store for our Members this August and September? Aside from Nominations for New Board Directors in August and Elections in September, we shall be having our **PLAREB ON WHEELS!** It is a series of Talks on **EXTRA JUDICIAL SETTLEMENT** and **RESA** to be conducted by PLAREB with the Paranaque Community as audience. This is in line with PLAREB's Vision – Mission on Social Responsibility.

We have partnered with **PLAREB FOUNDATION, INC.**, who started the "**MANA-MANA**" Series a couple of years ago. As of this writing, we have tentatively included the following venues for the talks: PCJ Parish, Resurrection Parish, The Village, San Dionisio Credit Cooperative and Paranaque City Hall. Other venues may also be considered and be added.

To CELEBRATE what we have accomplished half of the year.... our JULY GMM is ON PLAREB! Come Celebrate with us as we have our Accomplished Guest Speaker, Generous Presentors AND... our Past President Guia Crisostomo, to lead us to FINISH our AMENDMENTS of BY-LAWS. =)

Now, let us embrace new challenges for more exciting events this other half of 2014!

(By the way, as I am also a member of the PAREBMLS Committee, I've been tasked to help out in making the PAREB Directory in coordination with PAREB Membership Committee. I have also been invited to speak at another Local Boards GMM on PAREBMLS. I am one of [mlspareb@yahoo.com](mailto:mlspareb@yahoo.com)'s Moderators )



## PLAREB LEAD STAFF BOX

### Editors

Cindy Medina and Altair Laurel

### Contributors

Altair Laurel  
Xenia Estrella  
George Mendoza  
Mary Anne Medina-Cue  
PP Daphne Bereciarte  
Cindy Medina  
Vilma Limuco  
Emil Ynchausti  
Paolo Villavicencio

### Photo Contributors

Cindy Medina  
Juvy Garcia

### PLAREB Secretariat

Estelita Albayalde  
Siony Borbie

**PLAREB LEAD** is a quarterly newsletter by the Paranaque-Las Pinas-Alabang Real Estate Board, Inc.

### PLAREB 2014 BOARD OF DIRECTORS

President	Cindy Medina
EVP	Miyan Medina-Cue
1 <sup>st</sup> VP	Paolo Villavicencio
2 <sup>nd</sup> VP	Trini Enriquez
3 <sup>rd</sup> VP	Vilma Limuco
Board Secretary	Maylyn Lloren
Asst Sec	Miya Tam
Treasurer	Juvy Garcia
Asst Treasurer	Emil Ynchausti
Auditor	SolMamiit
PRO	Altair Laurel
Immediate PP	Coy Bertiz

## HAPPY BIRTHDAY

### JULY CELEBRATORS

4- Beth Camacho	24 - Joyce Evangelista
9 - Irma Lobitana	26 - Mary Ann Arellano
11 - PP Claring Cordero Bereciarte	29 - PP Daphne
12 - Betsy Puzon	30 - Susan Vazquez
15 -Sandra Bocao	31- Jayem Cabrera
16 - PP Nini Icasas	
17 - Roland Suarez	

### AUGUST CELEBRATORS

1 - PP Dodo Angus	Randy Pentecostes
5 - PP Larry Salvador	Johnson Furing
6 - PP Adan Tueros	Desi Tomas
9 - Rusty De La Rea	
11 - JJ Gonzales	
13 - PP Wynne Allanigue	Emil Ynchausti
15- PP Atty Mon Fernandez	Bonnie Pascual
16 - Marie Cruz	Junbee Santiago
20- Rosalinda Tabios	
22- Jenny Aquino	Butch Roa
25 - Minda Arboso	James Coloma
26 - Xenia Estrella	
30 - Lito Ladao	

### SEPTEMBER CELEBRATORS

1 - Mel Voces	Cora Racines
2 - Monet Gamboa	Carl Golez
5 - Vivian Carbonel	Edna Ibanez
Pete Balidiong	
6 - Sheryll Villeno	
9 - Jane Garcia	Martha Atanacio
Irwin Padrique	
10 - Nicole Daniel	
12 - Carol Cruz	
14 - Jonah Camcam	
15- George Mendoza	Emil Macalagay
Vic Tiana	Alfredo Francisco
PP Linda Cantor	
16 - PP Carol Alvarez	William Chua
18 - Mhel Villapando	
19 - Jun Garay	Dannie Reyes
20 - Lina Magno	Evelyn Medina
21 - Mila Alpuerto	
22 - Luz Camacho	
24 - Dennis Rivas	Tez Santos
Chit Ila	
28 - Edgar Zamora	
29 - Mike Bertiz	Miguel Penalosa
30 - Maul Albarracin	





## PAREB UPDATES

By: Pres. Cindy Medina

PAREB has the following Activities and Projects lined up:

1. **PAREB NCR-LUZON Joint Regional Conference**  
Hosted by Rizal Board on **July 25 and 26, 2014** at Hotel Ariana, Bauang, La Union.
2. **31<sup>st</sup> MLS CONGRESS** in **SEPTEMBER 2014** at Camp Benjamin, Cavite
3. **PAREB Directory of Members** scheduled for Release at NATCON in October 2014.
4. **PAREB NATCON & ELECTIONS** on **October 10-12, 2014** at Bellevue Hotel, Alabang, Muntinlupa.
5. **PAREB INTERBOARD BOWLING TOURNAMENT**  
Every Wednesday, 4pm - **June 18 – September 24, 2014** at E-Lanes, Ortigas Avenue, San Juan.
6. **MEMBER BOARD COUNCIL (MBC)** Meetings held every month attended by Board Directors for updates on PAREB Activities and the Real Estate Practice.

Bowling Team PLAREB joined by members of City of Taguig Real Estate Board (CTREB) and San Juan Board of Realtors (SJR) formed **TEAM MIXED NUTS**. As of this writing, their team is Ranked at No. 2 (of 11 Teams). Members of TEAM PLAREB are Vilma Limuco, Divine Budomo, Miya Tam, Chris Lim and Cindy Medina.

MBC meetings have been held at PAREB Center; Clark, Pampanga; South Forbes, Sta. Rosa and Alabang Country Club, Muntinlupa. Plareb President Cindy Medina has consistently been attending to get updates from PAREB. PLAREB has co-sponsored/ hosted with Muntinlupa Real Estate Board (MUNREB) last quarter at the ACC.



## CREBA TIDBITS

By: PRO Altair Laurel

*—President Noyon issued Memorandum order #62 to address the urgent need of our KABABAYAN affected by Super Typhoon Yolanda—*

Last June 26, I was assigned to represent our Board in the CREBA 6<sup>th</sup> Monthly Business Meeting. Guest of Honor, Secretary Panfilo Lacson (Secretary, Presidential Assistant for Rehabilitation and Recovery) was represented by Under-Secretary Danilo Antonio. On December 6, 2013, the President appointed the Presidential Assistant to unify the effort of the Government & other agencies involved in the rehabilitation & recovery efforts caused by widespread destruction, substantial damage & death in several areas including Samar, Leyte, Negros, Cebu, Bohol, Capiz, Aklan, Antique, Ilo-ilo & Palawan by Typhoon. The Presidential Assistant was tasked to manage, coordinate, propose fundings and oversee the implementation of projects on the affected areas.



## WHY BE AN INTERNATIONAL REALTOR MEMBER (IRM)

By: Realtor George Mendoza

**Licensed Real Estate Practitioners** (Brokers, Appraisers, Consultants and Assessors) through **CREBA** (the only NAR Cooperating Association in the Philippines), can join NAR and take advantage of the power of a million-plus member organization and gain exposure. In an industry where relationships are key to business success, organizational membership helps you stand out among the immense number of professionals.

### Benefits of an International REALTOR Membership include:

**REALTOR® Logo and Trademark** - as an International REALTOR® Member, you are authorized to use the logo and trademark, adhering to the guidelines for its use.

**NAR has gone green.** Downloadable Member Card – print your own membership card and download the Member Guide app.

**Access to the globally recognized REALTOR trademark.** As a REALTOR, you are a trusted professional, respected both within the industry and by consumers. As a REALTOR you are part of an elite group and the world's largest trade association. The more than 1.3 million members who make up the organization create an incredible power. The REALTOR brand is exclusive to NAR members.

### Visibility to millions of consumers .....

As an **International REALTOR Member**, your name and contact information is entered into the **Find a REALTOR database** for free. Inclusion in this global database allows consumers and professionals around the world to find you from [www.realtor.org](http://www.realtor.org). Network Opportunities, Real Estate Connections is the first global online community that helps professionals learn, share and connect with their global peers.

The site offers community features such as blogs, forums and even a member directory but then there's more. The site gives you the latest syndicated real estate video news, from around the world; country information so that you can expand your global knowledge; and video profiles to meet agents, virtually, from around the world.

### Become an International REALTOR to:

#### CONNECT TO A WORLWIDE NETWORK

With more than 1 million members worldwide, all whom subscribe to a code of ethics, NAR membership can expand your network and help ensure you get paid during referral exchanges.

#### BUILD YOUR BUSINESS

With benefits such as the online directory (searchable by country), discounts to events such as the REALTORS Conference and Expo, and a referral contract form, becoming a member of NAR can help your business grow globally.

#### BE A GLOBAL SPECIALIST

NAR is a world-renowned provider of real estate education, research, and networking events. The Certified International Property Specialist designation (CIPS), expansive research, and networking events provided by NAR put REALTORS at the forefront of their profession.

#### The Business Tools NAR Provides to REALTORS

- Listing in the Find a REALTOR directory
- Use of the REALTOR logo and trademark
- Research, data and statistics
- Access to REALTOR Property Resource (RPR), which offers comprehensive data, analytics, and reports for over 165 million parcels of U.S. property data, analytics, and reports for over 165 million parcels of U.S. property
- REALTOR Referral Contract Form
- Discounts on online education from REALTOR University including the Certified International Property Specialist designation
- Reduced registration fees for the REALTORS Conference & Expo
- Access to NAR Library, e-books digital library, & ProQuest service

**Social Media Tools** - take advantage of the networking opportunities and up-to-date information offered on NAR's International REALTOR® Member Facebook, LinkedIn, and Twitter pages. Also, be sure to subscribe to NAR's Global blog, The Global View.



# COMMITTEE NEWS



## MEMBERSHIP UPDATES

By: Asst. Treas Emil Ynchausti

As of Directorate Meeting held on July 11, 2014, total members in good standing is 159.

### List of BALIK-PLAREB MEMBERS:

1. ABAN, ALAN C.	16. GONZALES, ROMANA S.
2. ADIVISO, RODEL EMMANUEL C.	17. IGLESIAS, JEANETTE U.
3. AGDA, NELLY B.	18. INCIONG, GENALINE R.
4. AYON, NENITA O.	19. LADAO, ROSALITO V.
5. BALIDIONG, PEDRO G.	20. LUIS, SUNSHINE D.C.
6. BIANA, JULIETA G.	21. MATRIANO, MARIA TERESA G.
7. BOCAO, SANDRA A.	22. PARIS, MA. CORAZON G.
8. BUNYI, FELIZA N.	23. QUIROZ, RENE JOSE C.
9. CABIARA, FRANCISCO T.	24. ROBENTA, RIZA T.
10. CHIPONGIAN, ESMELITA L.	25. SANTIAGO, SABAS B.
11. DE GUZMAN, ALICIA G.	26. TIMBOL, JASON A.
12. DE LEON, LOURDES M.	27. UNO, MYRNA B.
13. DELA PENA, TONI CARLA A.	28. VALLOSO, VICTORIA M.
14. GARCIA, ESTELITA B.	29. VILLAMIN, RAFAEL S.
15. GARCIA, ROSEMARIE F.	

### List of New PLAREB members

1. BUDOMO, DIVINA M.
2. DE GUZMAN, JULIANA JULIETA B.
3. HOMES, EVELYN G.
4. LOPEZ, SUSANNA L.
5. OCAMPO, REGINALD L.
6. ONGKINGCO, MARITES M.
7. PONCE, THELMA FATIMA P.

Membership Committee urge all PLAREBIANS to join us in enhancing the membership of our association.



## PRO'S NOTE

By: PRO Altair Laurel

**Are we now living as God wants to?  
Do we see our life as a gift from Him?**

While we're on hold at the waiting lounge of Paranaque City Mayor's office last June 5 to have our courtesy call to Mayor Edwin Olivarez, we had an exchange of opinions, views & sentiments which rooted from the BIR Revenue Regulation no. 2014-04 in particular to the registration of appointment book for all self-employed professionals including real estate brokers. The innocent pouring of our hearts led to a conversation about injustices that is happening in our country.

King Solomon, the wisest king that ever lived, wrote in Ecclesiastes 3:16-22 that there is evil & corruption in the place where there should be justice. It even affects the legal system. Solomon asked how God's plan can be perfect when there is so much oppression in the world. He concluded that God does not ignore injustice but will bring it to an end at the appointed time.

Solomon mentioned contradictions in God's control of the world:

- \*\* People who are created in God's own image die just like the animals
- \*\* People are lonely
- \*\* No one comforts the oppressed
- \*\* Many people are motivated by envy
- \*\* Recognition for accomplishments is temporary

It is easy to use such contradictions as an excuse to doubt God; but Solomon used them to show how we can honestly look at life's problems & still keep our faith. This life is not all there is, yet even in this life we should not pass judgment on God because we do not know everything. God's plan for us is to live forever with him. So live with eternal values in view, realizing that all contradictions will one day be cleared up by the Creator Himself.

Our bodies can't live forever in their present state. In that sense, humans & animals are alike. But Solomon acknowledged that God has given people the hope of eternity and that we will undergo judgment in the next life -- making us different from animals. Because we have eternity planted in our hearts, we have a unique purpose in God's overall plan. Yet we cannot discover God's purpose for our life by our own efforts --- only through building a relationship with Him and seeking his guidance.

NLT BIBLE



## CONTINUING PROFESSIONAL DEVELOPMENT SEMINARS

By: EVP Mary Anne Medina-Cue

The CPD planned for the year have been successfully carried out with over one hundred participants for each of the 20 unit seminars given in February, May and July. The support given by our mother board, PAREB, through advertising and assistance in applying with PRC has contributed to its overwhelming success. The education committee will no longer hold CPD seminars for 2014 to give way for the preparation of the Comprehensive Real Estate Seminar for aspiring brokers which is tentatively set in November.

Orientations will held in August and September for pre-registration.



## PLAREB AMENDMENT OF BY-LAWS

By: 3<sup>rd</sup> VP Vilma Limuco

Last PLAREB General Membership Meeting (GMM) held on June 26, 2014, at Max's Santana Grove, we were supposed to have the required number of warm bodies to proceed to the amendment of our by-laws. However,

due to hectic program schedule in the meeting, PP Guia Cristostomo, who is heading the amendment procedure, has decided to move the amendment on the next GMM.

She is fervently asking the General Members to be present in the next meeting in order to finally have the conclusion of the amendment in our by-laws. It's already mid-year and we are in high hopes that members will be cooperative in the next GMM for the amendment.

**"PLAREB COMMITTEES** are constantly on its toes.

*We are thinking of ways to keep up with each member's expectations of being well-equipped to meet challenges in our industry head-on, with no fear...."*

**JOIN A COMMITTEE NOW!**



## PLAREBMLX UPDATES

By: 1<sup>st</sup> VP Paolo Villavicencio

For the month of May, **Property24** continues ties with PLAREBMLX Tuesdays by hosting a professionally organized seminar to teach real estate brokers about the improvements and use of online visual marketing materials. The general topic of the seminar was about photography (*how to take beautiful pictures for internet advertisements*), copywriting (*improving text content to make advertisements catchier and appealing to the prospective buyer*) and photo editing (*beautifying your photographs quality*).

PLAREB members were given the opportunity to attend the seminar for free in exchange of ten direct listings per attendee which will be used as content to be posted in Property24 website. This was a benefit our members enjoyed to encourage them to post more of their listings online.

In June, with the help of Past President Guia Crisostomo, our host, **Leviste Managements Systems Inc.** (the developer of Bamboo Grove Townhouses located at Better Living Paranaque) arranged for consultation and discussion with PLAREB members to gain an insight on market trends and forecasts in the real estate market in Paranaque City. Those who attended were respective members of the board with special participation of Past President Beth Zepeda and Past VP George Mendoza. Our host continues to seek support from PLAREB in marketing and selling their project developments in the Better Living area.

MLX Tuesday's was also visited by **PNC Garnet Property Holdings Corp.** and **DMCI HOMES** who took time to introduce their latest projects. PNC Garnet has residential single detached and townhouse project in Topman Village inside BF Homes. The developer decided to build right outside "The Village Sports Club" which they have developed and own. DMCI Homes just recently launched its Resort-like Community in San Antonio Valley 2 called **ASTERIA RESIDENCES**.



PLAREB attendees at PROPERTY24's Seminar on Photography, Copy Writing and Photo Editing for use on Websites on May 20, 2014.



MR. JC Leviste, along with other Officers of Leviste Managements Systems, Inc., with PLAREB Members and Past Presidents for consultation.



PLAREB BOD 2014 and PLAREB Foundation Members with Councilor Rufino Alanigue, Chair of Land Use Board when PLAREB visited Paranaque City Hall.



MIXED NUTS: CTREB's Rene Castillo, Diana de los Reyes and Irene Redecio (not in picture is Mico Gloria); SJBR's Peter Ko and PLAREB's Chris Lim, Vilma Limuco, Divine Budomo and Cindy Medina (not in pic is Miya Tam)



CPD Seminars held at the St. Rita Orphanage in Sucat, Paranaque City. Three batches were conducted: February, May and July of with about 100 attendees each.



# Shutterbug




## SUMMER OUTING 2014 TALI BEACH, BATANGAS



### GENERAL MEMBERSHIP MEETINGS - APRIL / MAY / JUNE 2014







## Due Diligence in the Practice of the Real Estate Profession

By: PP Mary Daphne G. Bereciarte

Due Diligence can be defined simply as "the responsibilities of a person or business to exercise proper care and planning prior to making any business decision, or entering into a business venture".

A thorough due diligence assessment process removes uncertainty from key decisions that must be made, when analysing the cost/benefit of any real estate transaction.

It provides a clear picture of where their strategies and decisions are taking them, or to put it simply – what it is they are buying.

When dealing with purchasing real estate, there are a multitude of details which must be considered, and this is where we, real estate service practitioners, step in. Taking to mind that our client- broker relations is fiduciary in nature – meaning our clients place their utmost trust and confidence on us. We, in turn, have the obligation to act for, and in the best interest of our client.

Some of the considerations in the due diligence process, are the seller's reason for selling – Are they being upfront about the real reason why they are selling? Are they in any legal trouble?

The title is another thing that has to be considered. – Are there any title defects? Are there any unrecorded easements? Any outstanding liens or judgments? Any lapses in the chain of title?

The property's physical condition also has to be considered. How old is it? Have nearby properties of similar age had structural problems in common? Are there structural defects? Foundation, Termites, etc. What is the condition of HVAC, roof, plumbing, electrical? How functional are the internal and external layout of the property?

Is the property mortgaged? What is the interest rate? Is the loan interest fixed? If adjustable, has loan reset or is it imminent? Is mortgage assumable?

How much are properties selling around in the neighbourhood? Is it in a distressed area? Are new construction projects in development?

Due diligence has always been part of real estate transactions. Purchasers of real estate have always needed someone to "check under the hood", so to speak.

By doing due diligence – investigating all aspects of the real estate property on behalf of a client – one can resolve certain practical and legal problems that might otherwise create significant difficulties after the transaction closes. It reduces the risk that your client will be disappointed with the property and your services.

**"OUR CLIENTS PLACE THEIR UTMOST TRUST AND CONFIDENCE ON US. WE, IN TURN, HAVE THE OBLIGATION TO ACT FOR, AND IN THE BEST INTEREST OF OUR CLIENT. "**



## UK STUDENT ACCOMMODATION INVESTMENT LANDS IN MANILA

BY: Xenia Estrella

I could see lightning rods through Bistro del Cielo 's huge glass windows as Michael Symondson, Director of Pinnacle MC Global Network,

presented for the first time in the Philippines. 'The Quadrant'. This was the wonderful project shared in front of an audience of able investors at the Bistro del Cielo Restaurant (c/o Prime Areas - Pinnacle 's Philippine marketing arm), located on the rooftop of Alabang's renowned Parque España Condotel.

Investing in UK Student Accommodation is now a familiar concept in Hong Kong, Macau, Singapore, Shangzhou and Guangzhou. It was time to bring it to Manila. Mike Symondson 's purpose was clear. He was going to basically introduce the concept of investing in UK Student Accommodation in the Philippines, and tap into the wonderful investors market our country has to offer.

According to the UK's Higher Education Statistics Agency (HESA), there has been a steady growth in the rise of international students coming into the UK since 2001. There has been such a strong influx of international students coming into the UK to study each year that 4 or 5 years ago, the overwhelming number caused numerous cities to designate expansive student areas in proximity to different universities all around the United Kingdom, as exclusively for Student Accommodation use. Because only 9% of the whole student market was able to get good enough spaces for lodging conducive to studying, and because local investments were limited, developers like Pinnacle started to aggressively market their projects around the world. There was, and still is, a strong need to cater to the discerning needs of the growing student population. And with a 3%-5% increase in number per annum since 2012, investors can likely be assured of high yields and practically 0% risk.

Reasons to invest in UK Student Accommodation:

- **Recession-proof.** The student accommodation market is currently outperforming all other property classes
- **High assured yields.**
- **Turn-key, hassle-free investment.** Properties handled by proven rental management companies ensure a completely "hands-off" approach
- **Long-term investment.** Ongoing demand in this sector guarantees long-term ROI

The Parque España event was graced by a few PLAREB members who came, both as real estate broker and investor. For more information about Student Accommodation in the UK, please read through the Knight Frank 2014 insight at [www.knightfrank.co.uk](http://www.knightfrank.co.uk).

Resources:

Higher Education Statistics Agency (HESA), [www.universitiesuk.ac.uk](http://www.universitiesuk.ac.uk), [www.knightfrank.co.uk](http://www.knightfrank.co.uk)  
Prime Areas, c/o Tim Dickinson. +639175766055

### INDUSTRY UPDATES

This article could very well be of utmost interest to brokers and investors alike. It is always exciting to find new and valuable opportunities coming our way.

**Get ahead of the pack. Be seen in the PLAREB LEAD!**

For advertisement rates and other information, please call the PLAREB Office.





# Spacious. Convenient. Green. Own Your Dream Home

Inside Topman Village, BF Homes, Las Pinas  
near The Village Sports Club



This 150sqm LA-inspired townhouse/single attached units bring back freshness and serenity in the middle of life's hustle and bustle.

With distinct features and elegant living spaces, this becomes a haven as it is a home. Garnet Homes is found inside Topman Village in BF Homes, Las Pinas.

## FEATURES: (Single Attached and Townhouse units)

- Foyer, living, dining and kitchen area
  - High ceiling foyer *\*Single attached unit*
  - High ceiling dining *\*Townhouse unit*
- Three (3) bedrooms with toilet & bath
  - One master's bedroom w/ walk-in closet *\*Townhouse*
- One (1) maid's room with toilet & bath
- One (1) powder room
- Laundry area
- Two-car covered carport
- Fully finished floors, walls, and ceilings
- Built-in kitchen cabinets & sink
- Fully installed bathroom fixtures

## LOCATION MAP



For more info, you may email us at [pnc@pncgarnet.com](mailto:pnc@pncgarnet.com)  
or call us at 809-0379

\*All descriptions and statements on this material represents the owner's plan at the time of publication. All art renderings on this material are artists impression only. Photos and plans do not necessarily represent the built-in standard specifications. The owner reserves the right to make further improvements and changes where appropriate during design developments.



PARANAQUE – LAS PINAS – ALABANG REAL ESTATE BOARD, INC.  
3A Acacia Westmont Village Condominium, Dr. A. Santos Ave., Paranaque City  
Telephone: +6328250942 or 43 Mobile: +63918 9391317 Email: [plarebrealtors@yahoo.com](mailto:plarebrealtors@yahoo.com)

