



13<sup>th</sup> AVA Congress

Exploring  
Non-Traditional  
Areas of Work

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# **EXPLORING NON-TRADITIONAL AREAS OF WORK**

- **DEFINITION**
- **TRADITIONAL AREAS**
  - **Sales & Purchase, Tender, Auctions**
  - **Leasing**
  - **Fire Insurance**
  - **Asset Valuation**
  - **Assessing Development Potential**
  - **Statutory Purposes**

# EXPANDING ROLE OF VALUERS

- **CAPABILITIES**
  - Assessing State of Market
  - Advise on Property Investment
  - Physical Assets
  
- **EMERGING ROLES**
  - Current Involvement – But Not Doing
  - Outside – But Can Be Explored

# EXPANDING ROLE OF VALUERS

- **ONLINE VALUATIONS**
  - Indicative Value
  - No Inspection
  - Familiar with Market
- **EXPERT WITNESS**
  - Proper methodology
  - Necessary skills/training
  - To assist court in understanding technical matters
  - Objective and impartial
  - Preparation

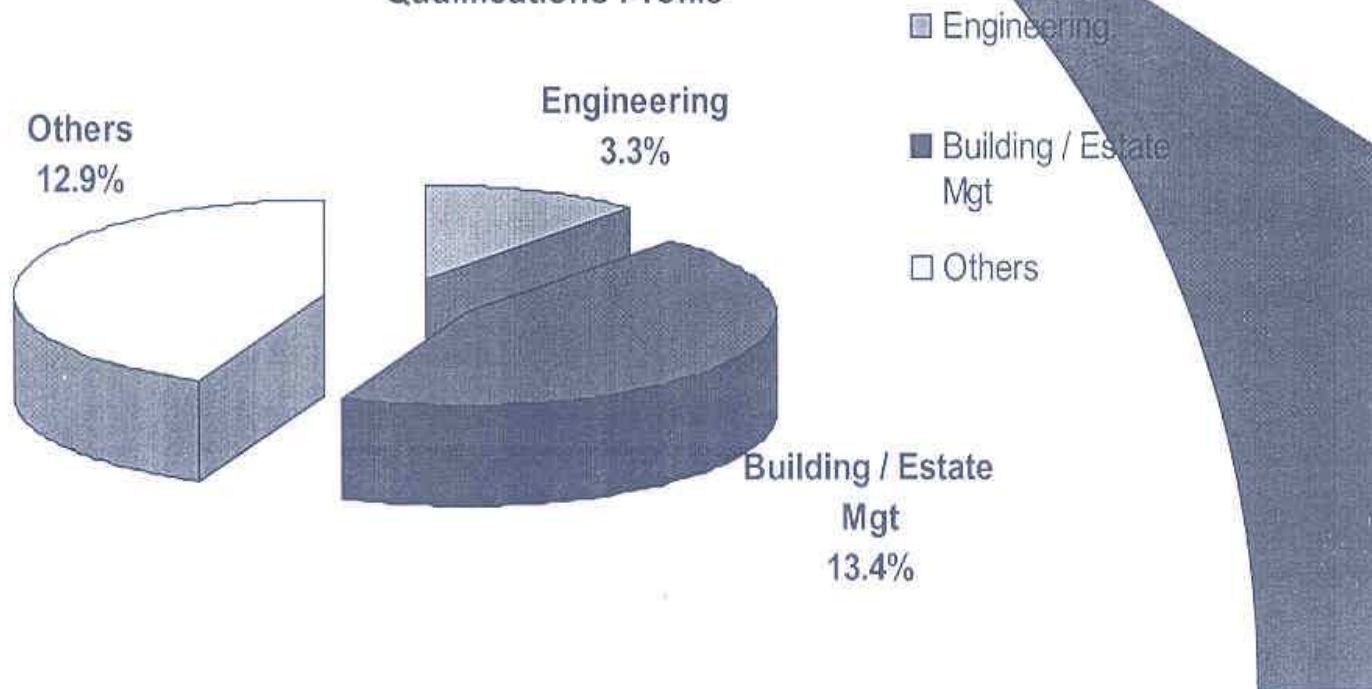
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- **ADVISE ON DEVELOPMENT PLANNING**
    - **Amalgamation of Old Sites in Urban Cities**
    - **En-Bloc Sale from Higher Plot Ratio**
    - **Planning Regulation / Control**
    - **New Trends**
  
  - **RETAIL MANAGEMENT**
    - **Consumer Seeks Value**
    - **Retailers Meet Consumer Needs**
    - **Proper Trade Mix**
    - **Lease Conditions**
    - **Suitable Locations**

# SAMPLE DATA – COMPANY A

Total Employees = 1585

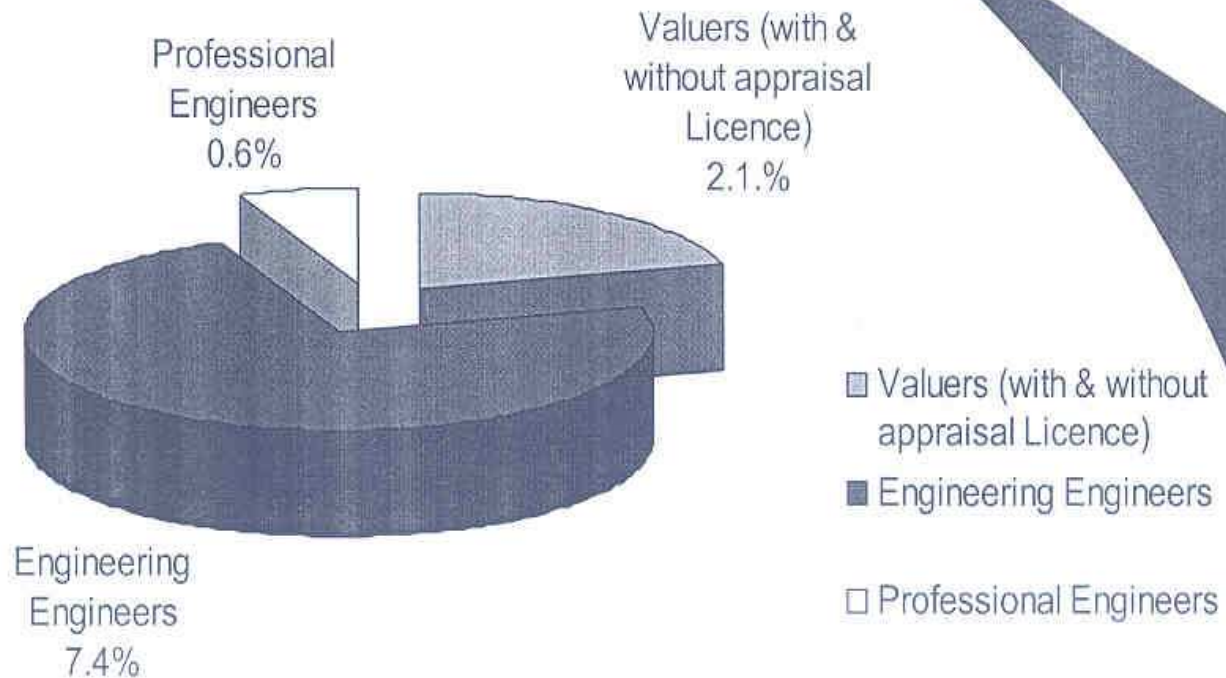
Qualifications / Field	Engineering	Building / Estate Mgt	Others	Total
Masters / Degree / Diploma	53	213	204	470
Percentage	3.3%	13.4%	12.9%	29.7%

Qualifications Profile



## Total Qualified Employees = 470

Qualification	Valuers (with & without appraisal Licence)	Engineering Engineers	Professional Engineers	Total
Number	10	35	3	48
Percentage	2.1%	7.4%	0.6%	10.2%





- **OTHER AREAS**

- **FACILITY MANAGEMENT**

- **CAR PARK MANAGEMENT**

- **CORPORATE SERVICES**

- **MANAGEMENT OF DISTRESS ASSETS**

- **DEVELOPMENT OF MGT SOFTWARE**

- **M & E AUDIT**

- **YIELD MANAGEMENT/REITS**





# **CONCLUSION**

**We Need To Change To  
Stay Relevant.**

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**THANK YOU**