



新加坡房地产经纪协会

INSTITUTE OF ESTATE AGENTS, SINGAPORE

BOOK LISTING 2016

S/N	TITLE	REFERENCE
1	1001 Things to do with your IBM PC	PRO 00132/1
2	101 Programming Surprises & tricks for your IBM PC	PRO 00126/1
3	1826 Days A Diary Of Resolve	PRO 00181/1
4	365 Marketing Ideas for the Hospitality Industry	PRO 00105/1
5	50 Years of Powering Human Capital in Singapore	PRO 00304/1
6	A Consumer's Guide To Buying And Selling A Home	PRO 00250/1
7	A Dictionary of Building	PRO 00133/1
8	A Glossary of Building & Planning Terms	PRO 00131/1
9	A Glossary of Terms for the Estate Agency Industry	PRO 00241/1
10	Advance Administrative Concepts - Budget and Finance	PRO 00117/1
11	Advance Administrative Concepts - Human Resources	PRO 00120/1

S/N	TITLE	REFERENCE
12	Advance Administrative Concepts - Marketing Your Association	PRO 00121/1
13	Advance Administrative Concepts - Professional Standards	PRO 00122/1
14	Advance Administrative Concepts - Working With Volunteers	PRO 00123/1
15	Agency Relationships In Real Estate	PRO 00230/1
16	Agency Relationships In Real Estate (Reilly)	PRO 00107/1
17	Almanac Coin Companion	PRO 00221/1
18	Answering 1000 Real Estate Questions	PRO 00293/1
19	Asian Journal On Mediation	PRO 00233/1
20	Asian Property 1988	PRO 00232/1
21	Australian Real Property Law	PRO 00135/1
22	Awaken the Giant within	PRO 00134/1
23	Basic Administrative Concepts	PRO 00124/1
24	Basic Guide for Real Estate Agents	PRO 00281/1
25	Be Your Own Estate Agent	PRO 00251/1

S/N	TITLE	REFERENCE
26	Blood Diversidad En Morelos	PRO 00262/1
27	Budgeting and Financial Management - Information Reference File Number 204	PRO 00113/1
28	Building A Muslim Community Of Excellence	PRO 00228/1
29	Buy Bye Property	PRO 00296/1
30	Buyer Agency	PRO 00114/1
31	Buying and Selling your Property	PRO 00115/1
32	Capability Profiles 2008/2009	PRO 00173/1
33	Carpe Diem	PRO 00174/1
34	CEHA Coursebook - Law of Real Property	PRO 00283/1
35	CEHA Coursebook - Professional Practice and Management	PRO 00284/1
36	CEHA Coursebook - Real Estate Marketing	PRO 00282/1
37	Champion Real Estate Agent	PRO 00116/1
38	Cities for People	PRO 00127/1
39	Classified Secrets	PRO 00110/1

S/N	TITLE	REFERENCE
40	Close for Success	PRO 00111/1
41	Common Examination for Estate Agents - Sample Q&A	PRO 00294/1
42	Condominiums	PRO 00237/1
43	Condominiums, Luxurious Apartments & Landed Properties (Eastern S'pore)	PRO 00128/1
44	Condominiums, Luxurious Apartments & Landed Properties (Western S'pore)	PRO 00118/1
45	Contemporary Apartment Management	PRO 00129/1
46	Conventos Morelense	PRO 00263/1
47	Creative Real Estate Exchange	PRO 00119/1
48	Cross Border Real Estate	PRO 00242/1
49	Dictionary of Legal Terms	PRO 00125/1
50	Digest Of Real Estate License Laws & Current Issues	PRO 00234/1
51	Double Your Income In Real Estate Sales	PRO 00109/1
52	Double Your Listings Double your Income	PRO 00274/1
53	Dynamic Checklists from the R.E. Systems of Walter Sanford	PRO 00130/1

S/N	TITLE	REFERENCE
54	East Asian Economic Issues Vol III	PRO 00108/1
55	East Asian Economic Issues Vol IV	PRO 00136/1
56	Effective Real Estate Sales & Marketing (2 nd Edition)	PRO 00137/1
57	Essential History Of American Heart	PRO 00231/1
58	Fast Start In Property Management (Tips & Tactics for Light Commerical Buidlings)	PRO 00248/1
59	Fast Start in Real Estate	PRO 00138/1
60	Federal Environmental Regulation of Real Estate Law Digest	PRO 00218/2
61	Federal Environmental Regulation of Real Estate Law Digest 1995	PRO 00219/1
62	Feng Shui 2000	PRO 00171/1
63	First Thing First	PRO 00055/1
64	Fundamentals Of Association Management	PRO 00033/1
65	Fundamentals Of Location and Marketing analysis (C1 102)	PRO 00086/1
66	Fundamentals Of Real Estate Appraisal	PRO 00028/1
67	Get Rich Through Property Investment	PRO 00302/1

S/N	TITLE	REFERENCE
68	Getting to Peace	PRO 00088/1
69	Giving Strength To Our Nation	PRO 00303/1
70	Glimpses of Singapore (31 Dec 2008 – A Photographic Journal)	PRO 00178/1
71	Golden Key to Open Door of Real Estate (Mandarin Version)	PRO 00278/1
72	Guerilla Negotiating	PRO 00087/1
73	Guide to Condominium Housing in Singapore Central I	PRO 00091/1
74	Guide to Condominium Housing in Singapore Central II	PRO 00092/1
75	Guide to Condominiums in Singapore (Volume One-Central District)	PRO 00169/1
76	Guide to Condominiums in Singapore (Volume Two-Suburban District)	PRO 00170/1
77	Guide to Passing the PSI Real Estate Exam	PRO 00093/1
78	Guide to The Employment Act	PRO 00094/1
79	Guide to Workmen's Compensation Act	PRO 00095/1
80	Guideline For Selecting An Executive Officer	PRO 00096/1
81	Handbook for Entrepreneur	PRO 00099/1

S/N	TITLE	REFERENCE
82	Hands on Hospitality	PRO 00084/1
83	Hands On Hospitality	PRO 00222/1
84	Headstart- A Month Of Motivation	PRO 00227/1
85	Housing Opportunity Tools	PRO 00239/1
86	How About A Career in Real Estate	PRO 00089/1
87	How To Be Great In A Crisis	PRO 00098/1
88	How To Buy Your Home.....And Do It Right	PRO 00090/1
89	How To Develop A Six-Figure Income In Real Estate	PRO 00097/1
90	How To List & Sell Real Estate In The 21st Century	PRO 00100/1
91	How to list and sell real estate in the 90s	PRO 00101/1
92	How to master the Art of Selling	PRO 00102/1
93	How To Plan And Effective Wage And Salary Program	PRO 00103/1
94	How To Profit In Commercial Real Estate Investing	PRO 00066/1
95	How To Sell Apartment Buildings	PRO 00058/1

S/N	TITLE	REFERENCE
96	How to Transact "Back-toBack" Deals	PRO 00295/1
97	IEA Coursebook - Basic Real Estate Law	PRO 00286/1
98	IEA Coursebook - Real Estate Marketing & Product Knowledge	PRO 00285/1
99	IEA Coursebook - Real Estate Practices & Business Management	PRO 00287/1
100	lluxuryasia.com (Asia's Finest Real Estate Resides)	PRO 00177/1
101	In Granite and Chunam	PRO 00104/1
102	Income Property Appraisal	PRO 00052/1
103	Institute of Estate Agents IEA Year Book 2000	PRO 00175/1
104	International Real Estate	PRO 00217/1
105	Intero Real Estate Services	PRO 00264/1
106	Investment Analysis For Real Estate Decisions	PRO 00044/1
107	Iskandar Malaysia- A Story of Singapore & Kuala Lumpur	PRO 00069/1
108	Journal of Real Estate & Construction (Vol Five, Num One)	PRO 00257/1
109	Journal of Real Estate & Construction (Vol Four, Num One)	PRO 00256/1

S/N	TITLE	REFERENCE
110	Journal of Real Estate & Construction (Vol One, Num One)	PRO 00253/1
111	Journal of Real Estate & Construction (Vol Three, Num One)	PRO 00255/1
112	Journal of Real Estate & Construction (Vol Two, Num One)	PRO 00254/1
113	Land Law	PRO 00043/1
114	Landlording	PRO 00021/1
115	Law of Estate Agency & Auctions	PRO 00162/1
116	Leading the Association - Striking the Right Balance Between Staff and Volunteers	PRO 00042/1
117	Let's Negotiate	PRO 00301/1
118	Let's Negotiate (2nd Edition)	PRO 00272/1
119	Let's Negotiate (3rd Edition)	PRO 00273/1
120	Looking Good In Presentations	PRO 00014/1
121	Managing Rental Properties for Maximum Profit	PRO 00006/1
122	Managing the Office Building	PRO 00159/1
123	Marketing of Real Estate	PRO 00031/1

S/N	TITLE	REFERENCE
124	Marketing The Nonprofit Association	PRO 00061/1
125	Membership Directory 2005 / 2006	PRO 00180/1
126	Million Dollar Closing	PRO 00277/1
127	Modern Real Estate	PRO 00049/1
128	Modern Real Estate Practice	PRO 00010/1
129	Negotiating Commercial Real Estate Leases	PRO 00026/1
130	Negotiating Skills	PRO 00020/1
131	New Home Marketing	PRO 00073/1
132	New Home Sales	PRO 00034/1
133	New home Selling Strategies	PRO 00045/1
134	Our Homes (50 Years of Housing A Nation)	PRO 00240/1
135	Out Of China Culture and Traditions	PRO 00062/1
136	Over Singapore (Aerial views of the Island Republic)	PRO 00067/1
137	Partnering & Personal Skills for Project Management Mastery	PRO 00037/1

S/N	TITLE	REFERENCE
138	Penang with Love	PRO 00172/1
139	Personnel Management in Associations	PRO 00057/1
140	Phone Power	PRO 00002/1
141	Power Real Estate Advertising	PRO 00038/1
142	Power Real Estate Listing	PRO 00077/1
143	Power Real Estate Negotiation	PRO 00004/1
144	Practical Apartment Management	PRO 00022/1
145	Practical Feng Shui For The Home (Applying Feng Shui for prosperity, health and happiness)	PRO 00252/1
146	Presidents Leadership Guide	PRO 00065/1
147	Price it Right, Sell It Fast	PRO 00275/1
148	Principles Of Home Financing	PRO 00280/1
149	Principles of Real Estate Financing	PRO 00299/1
150	Principles Of Real Estate Management	PRO 00027/1
151	Professional Real Estate Development	PRO 00001/1

S/N	TITLE	REFERENCE
152	Property Investment & Their Financing	PRO 00029/1
153	Property Valuation & Analysis	PRO 00005/1
154	Quick Guide to CEHA - 1000 Multiple Choice Questions	PRO 00289/1
155	Quick Guide to CEHA Exams	PRO 00288/1
156	Real Estate Advertising	PRO 00017/1
157	Real Estate Brokerage	PRO 00013/1
158	Real Estate Confronts Reality	PRO 00009/1
159	Real Estate Ethics	PRO 00050/1
160	Real Estate Fundamentals	PRO 00053/1
161	Real Estate Investment in Singapore	PRO 00297/1
162	Real Estate Market Analysis Techniques & Applications	PRO 00012/1
163	Real Estate Q&A Guidebook - Real Estate Investment & Valuation	PRO 00292/1
164	Real Estate Q&A Guidebook - Real Estate Legal Principles	PRO 00291/1
165	Real Estate Q&A Guidebook - Real Estate Marketing	PRO 00290/1

S/N	TITLE	REFERENCE
166	Real Estate Quick & Easy	PRO 00064/1
167	Real Estate Sale & Investment	PRO 00300/1
168	Real Estate Standard Forms	PRO 00016/1
169	Real Estate Who's Who Directory 2011/2012	PRO 00267/1
170	Real History-The Real Estate Institute of South Australia 1919-1989	PRO 00024/1
171	Reasons to Buy	PRO 00276/1
172	Redas – City of Opportunities (48 th Anniversary Dinner 2007)	PRO 00176/1
173	Residential Property Management Handbook	PRO 00258/1
174	Rethinking Chinatown And Heritage Conservation In Singapore	PRO 00259/1
175	Secrets of Property Millionaires	PRO 00298/1
176	Shopping Centre Management	PRO 00161/1
177	Simplified Classifieds 1001 Real Estate Ads That Sell	PRO 00076/1
178	Singapore 1989	PRO 00054/1
179	Singapore 200 Condominium (Published in Japanese)	PRO 00048/1

S/N	TITLE	REFERENCE
180	Singapore Architect 227	PRO 00235/1
181	Singapore Architect 267	PRO 00244/1
182	Singapore Builders Directory 2012/2013	PRO 00266/1
183	Singapore Chinese Chamber of Commerce & Industry (Annual Report)	PRO 00270/1
184	Singapore Chinese Chamber of Commerce & Industry (Financial Report)	PRO 00271/1
185	Singapore Chinese Chamber of Commerce & Industry Annual Report 2012	PRO 00260/1
186	Singapore Chinese Chamber of Commerce & Industry Financial Statements 2012	PRO 00261/1
187	Singapore Chinese Chamber of Commerce and Industry Annual Report 2011	PRO 00246/1
188	Singapore Chinese Chamber of Commerce and Industry Finance Statement 2011	PRO 00247/1
189	Singapore Facts and Pictures 1989	PRO 00068/1
190	Singapore Property Tax Law & Valuation	PRO 00063/1
191	Singapore Real Estate Guide	PRO 00268/1
192	Source Book For Realtor Association Management	PRO 00036/1
193	Staying On Top In Real Estate	PRO 00047/1

S/N	TITLE	REFERENCE
194	Studies on the Property Market	PRO 00035/1
195	Success In Real Estate	PRO 00236/1
196	Success In Real Estate Vol. 2	PRO 00269/1
197	Successful Delegation	PRO 00039/1
198	Successful Industrial Real Estate Brokerage	PRO 00030/1
199	Successful Leasing & Selling of Office Property	PRO 00074/1
200	Successful Leasing & Selling of Retail Property	PRO 00080/1
201	Successful Residential Management	PRO 00056/1
202	Super Course For Real Estate Licensing	PRO 00018/1
203	Sydney Boom Sydney Bust	PRO 00070/1
204	Talking With Your Customers	PRO 00078/1
205	The 48 Laws of Power	PRO 00041/1
206	The American Dream	PRO 00238/1
207	The Art of Managing People	PRO 00046/1

S/N	TITLE	REFERENCE
208	The Asian Mind Game	PRO 00059/1
209	The Australian Home Buyer's Guide	PRO 00249/1
210	The Best Seller	PRO 00023/1
211	The College Encyclopedia	PRO 00060/1
212	The Complete Home Inspection Kit	PRO 00075/1
213	The Dennis Wee Story- Making Luck With Your Hands	PRO 00220/1
214	The Discipline Of Market Leaders	PRO 00015/1
215	The Feng Shui Garden	PRO 00011/1
216	The Homebuyer's Kit	PRO 00008/1
217	The Language Of Real Estate Appraisal	PRO 00072/1
218	The Law of Estate Agency & Auctions (2 nd Edition)	PRO 00007/1
219	The Man who could not be Defeated	PRO 00003/1
220	The Management Corporation and You	PRO 00152/1
221	The Mentor Series 2: Leader Guide	PRO 00145/1

S/N	TITLE	REFERENCE
222	The Mentors series 2: student workbook	PRO 00141/1
223	The Practice of Estate Agency	PRO 00167/1
224	The professional guide to real estate auction	PRO 00019/1
225	The Property Manager's Handbook	PRO 00160/1
226	The R.E Agents Action Guide To Listing & Sales Success	PRO 00142/1
227	The Real Estate Sales Survival Kit	PRO 00143/1
228	The Recruiting Revolution In Real Estate	PRO 00144/1
229	The Resident Retention Revolution	PRO 00168/1
230	The Secrets Of The Rainmaker	PRO 00139/1
231	The Sign of The Waratah	PRO 00140/1
232	The Singapore Employment Act And guide	PRO 00163/1
233	The Tenant Retention Solution	PRO 00164/1
234	The Tenant's Leasing Handbook	PRO 00165/1
235	The Thousand-Character Classic	PRO 00279/1

S/N	TITLE	REFERENCE
236	The Ultimate Language Of Real Estate	PRO 00166/1
237	The Wealth Power Of Property	PRO 00154/1
238	Thick Face Black Heart	PRO 00155/1
239	Thrust - Real Estate Riches: Boundless Opportunity, Infinite Knowledge and Immense Wealth	PRO 00245/1
240	Time Out! Time Management Strategies for the Real Estate Professional	PRO 00156/1
241	Times Business Directory of Singapore (2015/2016) 13th Edition	PRO 00265/1
242	Towards a Consumer Friendly Singapore	PRO 00243/1
243	Unlimited Power	PRO 00157/1
244	Valuers, Appraisers & Estate Agents Act 198(Acts 242)& Rule	PRO 00158/1
245	Walter Sanford's Top 250 Letters (with disk)	PRO 00146/1
246	Who's Who (In International Real Estate)	PRO 00179/1
247	Who's Who In Real Estate Redas Directory	PRO 00079/1