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## MACROLINK

UNVEILING MIAMI'S  
EXUBERANT LIFESTYLE IN MEDINI

Dec 2015

ISSUE 130

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Macrolink Group - Carving a niche at Medini, Iskandar Malaysia

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Wong Kuen Kong - CEO of Dynasty View Sdn Bhd

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HSR link poised to transform Negeri Sembilan & Malacca into major growth hubs

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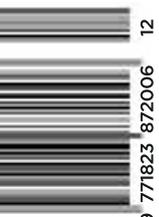
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# NOVUM

SOUTH BANGSAR

## Going Beyond Your Expectations

Novum will symbolise all that is 'new' in contemporary living.  
Novum is Latin for 'new innovation'.

The development has been given this name because it will push innovation and creativity in residential development to new limits.

Choose from a range of luxurious urban suites, each designed to provide spacious comfort and flexibility.

Novum has been designed and planned to represent 'new innovation' in three distinctive ways so you can make the most of all that contemporary urban living has to offer.

And it's a freehold investment opportunity, giving you a permanent piece of this exclusive precinct.

### Novum's Show Gallery is now open for viewing

Open Daily from 10am - 6pm

Actual show unit

## Novum is the New Bangsar

Novum will redefine South Bangsar, one of Kuala Lumpur's most sought-after hot spots.

Designed with cutting-edge elegance and natural wellbeing in mind, Novum is an iconic new landmark for stylish living.

The building form is sculptured as a series of interlocking structures to create clusters of villages in the sky.

Capturing luxury, privacy, comfort and environmental sustainability, Novum will bring nature and tranquillity to the heart of a concrete world.

## Novum is the New Lifestyle

Novum offers the latest in lifestyle facilities to cater for every need from:

- A celebrity kitchen to cook and entertain lavishly
- A sophisticated business centre to work and study
- A 50m lap pool and floating gym
- Lifestyle and serenity spaces that cater for all your wellbeing needs

Every lifestyle area is wired for virtual networking, keeping the world at your fingertips while you enjoy real-life networking with friends and family.

## Novum is the New Digital Life

Eupe's New Digital Life (NDL) app will provide a personal gateway that will put Novum residents at the cutting edge of 21st century digital life.

NDL will offer a range of digital connectivity features to make life as easy and convenient as possible.

The NDL app can be downloaded directly to your phone or tablet so Novum residents can:

- Pay your utilities bills
- Find and contact local shopping and entertainment facilities, as well as make bookings at local restaurants
- Book and pay for Novum facilities like the Celebrity Kitchen
- Order in groceries
- Report and send details (via photo or video) of any maintenance issue and have it fixed ASAP
- Find the fastest way through traffic to your destination

Residents will be able to pay utilities bills and for other Novum services and facilities through a special, privacy-protected Digital Wallet which they top up.



**Actual Site**  
3°06'49.5"N 101°39'59.6"E  
**Sales Gallery**  
3°06'55.1"N 101°39'59.6"E



## A New Trusted Face in Property Development

### WHO IS EUPE?

Eupe is one of northern Malaysia's biggest and most trusted property developers.

Eupe began operations in 1986.

Since then it has built more than 20,000 homes in Kedah and Penang.

Now Eupe is entering a new stage of its history with two major residential projects planned for Kuala Lumpur.

The first is Novum in the prestigious suburb of South Bangsar.

The second is The Weave in Cheras.

The name Eupe comes from the combination of two letters 'U' and 'P'.

This was the name of United Plantations - the owner of the land on which Eupe developed its first major township development in Sungai Petani in 1986.

### WHY IS EUPE DIFFERENT FROM OTHER PROPERTY DEVELOPERS?

Many property developers chase short-term profits at the expense of quality, design and the needs of their customers.

At Eupe we adhere to what we called 'shared value'.

We believe that by taking less in the way of profits, we can give more back to our buyers.

This means more in the way of better design, better facilities and better investment value.

We believe this builds a stronger, successful company with a long-term reputation for high quality, innovation and attention to detail.

Eupe's mission and vision is to set new standards for property development and become the most trusted property developer in Malaysia.



Visit the Novum website to discover more about this exciting lifestyle concept at [www.novum.com.my](http://www.novum.com.my)  
Sign up to receive Eupe's own magazine Property Trust by visiting Eupe's website at [www.eupe.com.my](http://www.eupe.com.my)

All information contained herein (including specifications, plan measurements and illustrations) are subject to amendments without notification as may be required by the authorities or the developer's consultants and is not intended to form and cannot form part of an offer or contract. All measurements are approximate and illustrations are artist's impressions only. The descriptions of the specifications of building materials are merely general descriptions and may vary according to the types of units, which will be specifically provided in the Sale and Purchase Agreement.

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# CEO'S FOREWORD



## We are ready to rock 2016!

Before we welcome the dawn of a whole new year, we took time to look back on everything the iProperty Group has achieved over the past year.

We have had record breaking months, hit new targets, launched highly successful innovative products, acquired new portals and garnered tremendous success across the markets we operate in. 2015 has been truly amazing!

While we rejoice in the accomplishments, to ensure that we continue to meet the needs and demands of our consumers and customers, we have also taken time to reflect on areas in which we can further improve on. We will continue to perform and deliver to ensure our success and to further raise the bar in 2016.

I am convinced the best is yet to come and looking forward to 2016. We are also expecting a better outlook on the property front. The property market saw a general slowdown in 2015 but our recent iProperty.com Asia Property Market Sentiment report has shown that the property market will be better in 2016.

Along with the rest of the team, we want to wish you a Merry Christmas and a prosperous New Year. If you are travelling during this time, safe travels.

I look forward to catching up with you all in 2016!

A handwritten signature in black ink that reads "Georg Chmiel". The signature is fluid and cursive, written over a light-colored background.

Georg Chmiel  
Managing Director & CEO  
The iProperty Group



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# EDITOR'S NOTE

Time flies and here we are in December 2015! It has been a pretty busy year for me albeit an interesting one. One of the issues that is still in the minds of many Malaysians is how the property market will fare next year. Some experts have shared with me about the outlook for next year. Some predict that there might be a crash but thankfully some are more optimistic. Let's see what 2016 has in store for us.

In this month's issue, we spoke to some of the Gen-Ys and industry experts who expressed their opinions about the recent Budget. Pretty interesting comments I must say.

Stop speculating and be a smart investor instead - that is the advice of Dato' Sri Dr Vincent Tiew of Andaman Group. As we move forward towards a knowledge based economy, the importance of place must be one of the strategies taken into account for economic development. Cynthia Nikitin, Senior Vice-President of Project for Public Spaces highlights how communities shape our cities, not the other way round.

This month's Property Man is Wong Kuen Kong, CEO of Dynasty View Sdn Bhd who banks on strong fundamentals in fuelling the property sector in Johor. We also meet Adrian Wee, a seasoned entrepreneur and wealth management guru who shared with us all the ups and downs of the business world - a story of true grit and determination. Would you believe that soil actually has a place in Feng Shui textbooks? Well, Dato' Joey Yap states that by just digging a few feet into the ground, the colour and the quality of the earth below the top soil would tell you much about the Qi of the land.

It will be a tough market in a little while. But keep an eye on it. As with any market during this period, it can overshoot on the downside and buying opportunities will present themselves.

Thank you for your continuous support with us. Until next month then, have a MERRY X'MAS and a brilliant NEW YEAR!



**Roshan Kaur Sandhu**  
Editor, iProperty.com Malaysia

# HAPPENINGS

## KSK Land Sdn Bhd unveils 8 Conlay sales gallery

KSK Land Sdn Bhd recently unveiled the signature sales gallery for 8 Conlay, the company's maiden development. Situated strategically in the heart of Kuala Lumpur's bustling golden triangle, 8 Conlay is a mixed-use development project with an estimated Gross Development Value (GDV) of RM 5.4 billion.

Targeted for completion by end of 2020, the development comprises of two YOO-interior designed branded residence towers of 57- and 62-storey blocks that will be connected via two sky bridges at level 26 and 44.

The two towers offers 1,062 luxury branded residences ranging from one to three bedroom units, Tower A of YOO8 will feature 564 units with built-ups ranging from 700 sq ft to 1,308 sq ft, with an average selling price of RM 3,200 per sq ft. Meanwhile, Tower B of YOO8 will feature 468 units.

8 Conlay will be complemented by a 68-storey five-star hotel, serviced suites and a lifestyle retail

component. Europe's oldest luxury hospitality group, Kempinski Hotels will provide services for the branded residence towers as well besides managing the hotel tower.

Speaking during the launch event, KSK Land Managing Director, Joanne Kua explained, "Today's property buyers demand homes that truly reflect their lifestyles, and we are collaborating with the finest architects and interior designers to make 8 Conlay an elite and aspirational address for discerning home buyers and investors."





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# HAPPENINGS

## Old Klang Road's new Grove



Leading the emerging trend of residential development paving the new way of living, the Citizen project in Old Klang Road could not have been launched at a better time than now. Developed by Country Grove Development Sdn Bhd, a subsidiary member of Binastra Land Sdn Bhd, the development spans across 3.2 acres of land with a gross development value of more than RM500 million.

Championing a sense of security in the minds of Citizen's residents, the development will be packaged with a three-tier security system at the entrance as well as the lobby, yet prioritising the comfort of residents. Coupled with the exclusion of commercial entities within the development, Binastra Land's general manager, Steven Ooi Hock Ang said that the exclusion strengthens the security of the development.

"Security is an issue in commercial areas as it will attract non-residents into the compound, so this is why we decided to keep the development as a fully residential project," Ooi said, adding that there were already existing commercial points surrounding Citizen.

Featuring three high-rise residential towers with up to 711 serviced apartment units, the semi-furnished units are priced between RM500,000 and RM800,000, depending on the choice of layout and built-up areas of between 852 sq ft and 1,133 sq ft.

The development is also within close vicinity to many public transportation points. Citizen is expected to be completed by early 2019.



## IJM Land Berhad's Penduline offers value for money homes

IJM Land Berhad is set to cater to prospective buyers looking for affordable landed homes with their latest development, the Penduline. Consisting of double storey link homes located in the promising township development Bandar Rimbayu, the recently launched development is conceptualized to be modern yet welcoming.

The aptly named project, whose name is derived from the penduline bird, is the first phase of the township's Fauna precinct. It will feature 625 two-storey terraced homes in a 54.95-acre leasehold parcel. With a land area of 20ft by 70ft and built-ups ranging from 1,751 to 2,021 sq ft, the homes have an indicative starting priced of RM644,800.

Managing Director of IJM Land Berhad, Edward Chong Sin Kiat who expressed his delight over the new development, said, "This is the product that



the market is looking for at the moment as it offers outstanding value for money proposition. We are sure that Penduline homes would entice both first time house buyers and property investors.

The first phase of the project, consisting of 132 units, received close to 1,600 registrations via walk-ins, road shows and online registrations. Slated for completion by the 1st quarter of 2018, the recent pre-selection event saw most of the units snapped up by existing buyers and registrants. Those who are interested need not fear on missing out as the second phase consisting of 114 units is now open for selection.



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to anything you have in mind”

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Rimbun Vista spans across a sprawling 42.6-acre freehold land. The low-density residential enclave holds 389 units of super-link/link homes with only 9 units per acre.

We would like to thank you for your overwhelming response, Rimbun Vista's first phase type 24' X 80' were sold out within 3 hours (non-bumi lots). There are limited units of type 24' X 70' & 22' X 92', hurry visit us today to select your dream home.

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**IJM LAND**  
An IJM Company



# CARVING A NICHE AT MEDINI, ISKANDAR MALAYSIA

Armed with unique and innovative designs, Macrolink is set to unveil its architectural prowess and tasteful concepts at Malaysia's southern economic gateway.

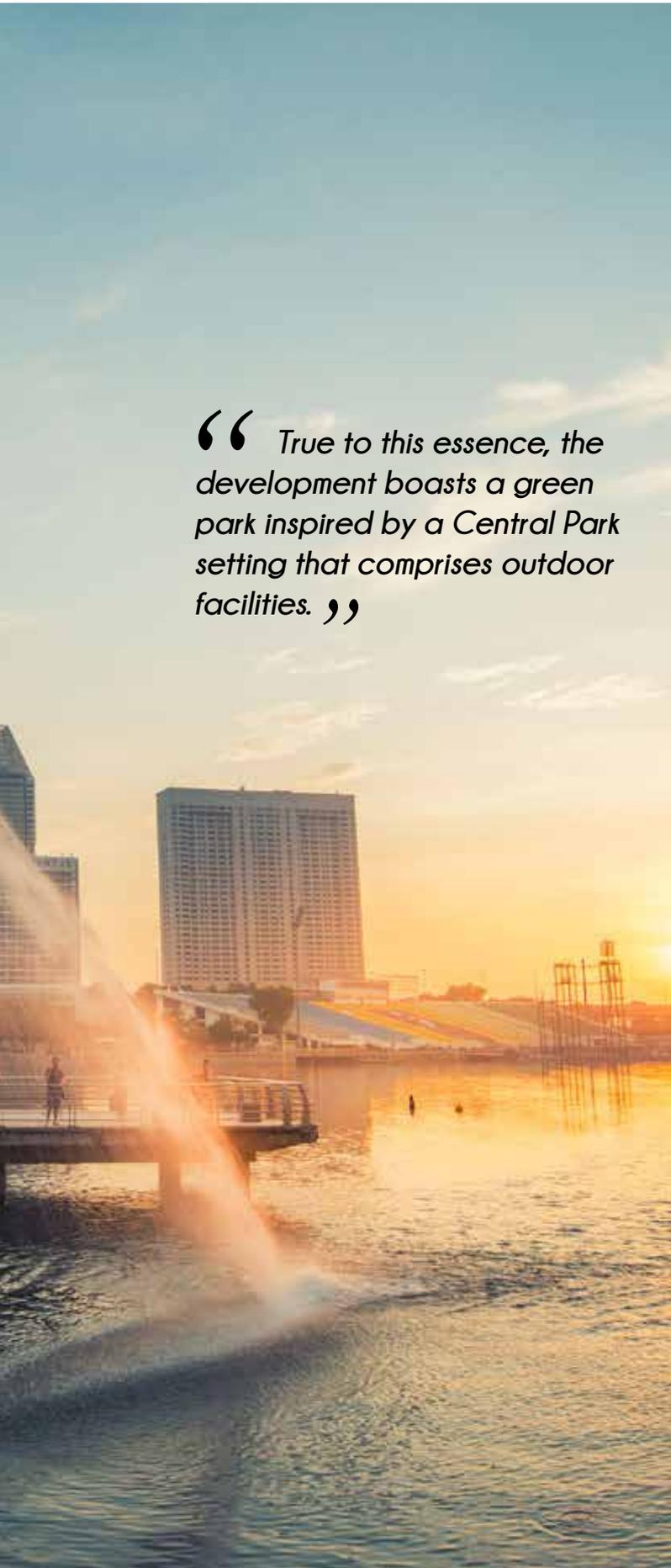
1

“ True to this essence, the development boasts a green park inspired by a Central Park setting that comprises outdoor facilities. ”

Eager to participate in the robust vibes of the southern economic corridor of Iskandar Malaysia, Macrolink Group, a China-based conglomerate is all set to introduce an integrated development in the vicinity of the booming Medini Zone B. Spread across 11.7 acres of land, the leasehold development boasts 335 modern studio condominiums as well as 1 to 3-bedroom condominiums, duplexes and the innovative dual-key designs.

Strategically situated in one of the most sought-after localities in Johor Bahru, the development promises stylish homes amidst a 10-acre central park and 2.6 acres of facility pool deck. Featuring more than 40-resort styled facilities, Macrolink's sterling development is eco-friendly and all condo towers will obtain certification from GreenRE, a non-profit organisation, under the purview of the Real Estate and Housing Developer's Association (REHDA), aimed at encouraging the property industry to move towards sustainability. GreenRE incorporates and adopts internationally recognised green practices and technology, and is an industry-driven green rating standard that has been established to promote more sustainable and eco-friendly developments.

- 1 Macrolink Medini brings 2 metropolises in 1 address
- 2 Unwind and relax on stylish facilities pool deck





### ECO-FRIENDLY EMPHASIS

Cognizant of the demand for green buildings, Macrolink's development has been designed and built based on fundamental environmentally-friendly principles which include energy efficiency, water efficiency, environmental protection, indoor environmental quality, prominent green features, innovative designs and the minimisation of carbon emission.

True to this essence, the development boasts a green park inspired by a Central Park setting that comprises outdoor facilities. Bask in the glory of Mother Nature amidst green vistas complete with an open piazza, sports arena, cascading park, jogging tracks, cycling path and an exhilarating skate park where family, friends and neighbours can come together in conducive and refreshing surroundings.

### INSPIRATIONAL LIVING

Recognising the modern lifestyle demands of today's generation, Macrolink offers thoughtfully designed facilities for all ages. Lounge at the beach-pool or beach bar while the children splash around in the

wading pool. Laze about in the hammock on a cool evening and enjoy the smell of fragrant greenery or de-stress over a few laps at the infinity pool. Other exciting facilities include a lazy pool, a Jacuzzi and sauna, a sunken garden, a meditation garden, a resting pavilion, dance and yoga rooms, and much more. Get a panoramic view of Johor Bahru city's skyline at the viewing deck, and workout those tired muscles at the outdoor fitness station and gymnasium.

### STERLING LOCALITY

Macrolink's development enjoys excellent integrated connectivity served by major highways which includes the Coastal Highway, the second Malaysia-Singapore Link, the Skudai Highway, the JB Parkway as well as the Singapore-Johor Bahru Ring Road. The highly anticipated High Speed Rail (HSR) which is a 90-minute ride between Kuala Lumpur and Singapore will have a stop in Gerbang Nusajaya which is 10 kilometers away from Macrolink's development. Medini's excellent accessibility is expected to draw investors and buyers to what is said to become the most attractive destination for property investment in Iskandar Malaysia.

“ The Group is listed amongst China’s Top 500 Enterprises as well as the Top 100 Private Enterprises for 11 consecutive years. ”



\* All illustration and pictures are Artist’s impression only



The development is surrounded by various amenities and signature developments such as the upcoming international education hub, EduCity; the Johor-state administrative centre, Kota Iskandar; the popular hotspot of Puteri Harbour; and Horizon Hills, one of the best golf clubs in the state of Johor. Also in the vicinity is the famous Pinewood Studios, an international world-class film production studio; and the popular tourist attraction, Legoland, the first in Asia. Several premier healthcare centres are also set to take root in Iskandar Malaysia providing revolutionary medical diagnostics and facilities.

#### MACROLINK GROUP

Macrolink Group was founded in 1990 in Malaysia and has started its property development operations in China since 1992. Since its inception, Macrolink has grown rapidly into a diversified corporation covering various industries such as property, chemicals, mining, oil, winery and financial services. Macrolink has more than 8 listed companies, 80 subsidiaries and 13 Chinese trademarks under its ambit. The Group consists of more than 46,000 employees in more than 20 Chinese provinces and across 40 countries.

The Group is listed amongst China’s Top 500 Enterprises as well as the Top 100 Private Enterprises for 11 consecutive years. In 2014, the Group recorded a revenue of RMB 57 billion (USD 8.9 billion). By Q3 2015, its total asset has surpassed RMB 50 billion (USD 7.8 billion).

To-date, Macrolink has developed more than 100 projects in major cities in China encompassing more than 20 million square meters comprising high-end residences, 5-star hotels, commercial complexes, large scale integrated developments as well as cultural and tourism-based properties. With over 20 years of track record, Macrolink is committed to contributing towards green living and urban-harmonisation.

For more information, please contact 607-288 1388 or visit [www.macrolink.my](http://www.macrolink.my) .

**PROPERTY TYPE:**

Condominium & Retail

**LOCATION:**

Medini Iskandar, Nusajaya

**DEVELOPER:**

Macrolink International Land (M) Sdn Bhd

**WEBSITE:**

[www.macrolink.my](http://www.macrolink.my)

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# TRAILBLAZING IN THE SOUTH

Dynasty View's CEO KK Wong banks on strong fundamentals in fuelling the property sector in Johor.



Wong Kuen Kong  
Chief Executive Officer of Dynasty View Sdn Bhd

A man with an illustrious track record, Wong Kuen Kong (also known as KK Wong) is no stranger to the property development sector and heads Dynasty View Sdn Bhd, a subsidiary of UM Land Berhad, as Chief Executive Officer. A seasoned developer with a good sense of the market, Wong Kuen Kong also serves as Deputy Chairman of the Real Estate and Housing Developers Association (REHDA). A thoroughbred 'Johorian', Wong has seen how Johor Bahru has transformed from a rustic border town to a bustling metropolitan drawing tourists, investors and international communities who see the potential that Johor holds.

Wong's journey began far from the road of property development. An accountant by training, his career started off in the finance section of an audit firm where he worked for 6 years. "After 6 years in the audit firm, I felt that I should venture into the commercial sector. I received an offer to join a property development firm, and that's where it all started," he reminisces.

It has been 25 years since that decision was made, and Wong has made a name for himself in the property development sector. He is now also a sought-after speaker at property seminars and conferences.

## LEADERSHIP PHILOSOPHY

As an industry specialist and corporate leader, Wong subscribes to the philosophy that passion and commitment are indispensable attributes to achieve sustainable success. He explains that a pleasant and approachable character is very important in business. Wong's leadership style is of a hands-on leader who prioritises the need to engage his people. "By engaging my staff, I am able to prevent and solve various problems. I also have a strong emphasis on teamwork, as I believe that's what creates a healthy and productive workplace."

Indeed he has proven that his formula works - Dynasty View has successfully bagged a total of 42 awards over a span of 3 years for industry excellence. In 2013,



1

the Group won 3 awards, whilst in 2014 they won 20 awards, followed by another 19 in 2015. “These awards are for the townships we developed, green initiatives, Best Developer recognition and various other categories. In fact, last year we were even awarded for our Corporate Social Responsibility (CSR) work,” shares Wong. The Group was the only developer to be awarded the Iskandar Malaysia Social Heroes Award (IMSHA).



2

A humble leader with a heart for his people, Wong credits these successes to his team, saying, “My defining moment was when I stepped on stage to receive these awards, and I was not only proud to be receiving this award but also proud of my team’s contributions and of the townships we have developed. I share this honour with my staff and business associates, who have made these achievements possible.”

Success is not all about winning awards but also watching the townships progressing and growing, as well as receiving positive feedback explains Wong.

When asked, how does a man of his stature observe work-life balance, he quips, “I have been working 7 days a week – so that’s not much of a balance there, but I do try to play golf once a week. That’s why passion for work is important as it keeps you going.”

Despite his many successes, Wong has had his fair share of challenges in his career. “The toughest challenge in my career was when I was assigned this project in 2005.” However, as a true leader, he was

ready for the challenge and took it up. “Why not? I was excited to try something new. This opportunity exposed me to all areas and not only the financial portion.” Today, Wong is proud that his decision has paid off. Seri Austin is now one of the most sought-after townships in Johor Bahru.



### SERI AUSTIN AWARDS 2013

- 01 SME Recognition Award 2013 - Sahabat Negara Award
- 02 Malaysian Reserve Property Press Award 2013 - Seri Austin Residence - The Most Livable Residential Enclave

### SERI AUSTIN AWARDS 2014

- 03 Asia Pacific Property Awards 2014-2015 - Property Single Unit (Best 5-Stars Award)
- 04 Asia Pacific Property Awards 2014-2015 - Residential Development
- 05 Southeast Asia Property Awards 2014 - Best Housing Development (South Malaysia)
- 06 Conducive Living Township Award 2014 by Johor Bahru City Council
- 07 Iskandar Malaysia Social Hero CSR Award 2014 by IRDA
- 08 Asia Success Award 2014 - Super Brand
- 09 Asia Success Award 2014 - Super Green Technology
- 10 Sin Chew Property Excellence Award 2014
- 11 CIDB Malaysia QCLASSIC Top Quality Award 2014
- 12 Asia Most Impactful Brand Award 2014
- 13 Recognition as 1st Smart Healthy City and Communities Township in Iskandar Malaysia 2014 by IRDA
- 14 Recognition of 1st Smoke-free Townparks in Iskandar Malaysia 2014 by Ministry of Health
- 15 1st Smart Township with TM High Speed Broadband in Southern Malaysia Award 2014 by Telekom Malaysia

- 1 Asia Pacific CSR Awards 2015 - Master Class in Socially Responsible Green Initiative Developer
- 2 Iskandar Malaysia Social Hero CSR Award 2014 by IRDA
- 3 One of the judges for the People's Choice Awards 2014



- 16 The Blue Ribbon Award 2014 by Ministry of Health
- 17 International Branding Showcase 2014 - Passion and Commitment Leadership Award
- 18 Sustainable Healthy Community Township Award 2014 by Johor Bahru City Council
- 19 Malaysian Reserve Property Press Readers Choice Award 2014 - Best Township
- 20 Malaysian Reserve Property Press Award 2014 - Property Man of The Year
- 21 Malaysian Reserve Property Press Award 2014 - Most Promising Smart Healthy City & Communities Township Concept
- 22 SME Recognition Award 2014 - Sahabat Negara Award
- 23 Outstanding Asia Entrepreneur Leadership Award 2014 by MAWN

#### **SERI AUSTIN AWARDS 2015**

- 24 Global Branding Awards 2015 - Global Best Brands in Green Initiative of The Year
- 25 ASEAN Outstanding Business Award 2015 - Master Class Award in Green Township
- 26 Asia Most Impactful Product Award 2015
- 27 21<sup>st</sup> Century Prestigious Brand Award 2015 - Master Class in Township Development
- 28 Asia Pacific Property Awards 2015 - 2016 Development Marketing Malaysia
- 29 Asia Pacific Property Awards 2015 - 2016 Office Development Malaysia
- 30 Asia Pacific Property Awards 2015 - 2016 Leisure Development Malaysia
- 31 Southeast Asia Property Awards 2015 Best Developer
- 32 Southeast Asia Property Awards 2015 Best Green Township
- 33 Southeast Asia Property Awards 2015 Special Recognition in CSR
- 34 Asia Success Awards 2015 - Super Gold in Best Smart Healthy Township
- 35 Nanyang Golden Eagle Awards 2015 - Eminent Eagle Award
- 36 Asia Pacific CSR Awards 2015 - CSR CEO of the Year
- 37 Malaysian Property Press Awards 2015 - Property Entrepreneur of The Year
- 38 Malaysian Property Press Awards 2015 - Winner of Best Township Project
- 39 Malaysian Property Press Awards 2015 - Winner of Most Luxurious Residential Project - D'Lagoon
- 40 Sin Chew Business Excellence Awards 2015 - Property Excellence Award

- 41 Sin Chew Business Excellence Awards 2015 - CSR Excellence Award
- 42 SME Recognition Award 2015 - Sahabat Negara Award
- 43 Asia Pacific CSR Awards 2015 - Master Class in Socially Responsible Green Initiative Developer
- 44 Selangor Excellence Business Awards 2015 - Property Icon of The Year

#### **OUTLOOK FOR THE FUTURE**

Wong is confident that the property sector will recover and be at its best within the next 2 years. However, his wish list is to see Bank Negara Malaysia provide special schemes or incentives for first-time buyers and graduates to purchase residential property. He advises that it is very important to teach the younger generation how to invest wisely and manage their finances. In the wake of the tough current economic situation and the nation's high household debt, Wong explains that it is crucial for youngsters today to be educated on the importance of financial management.

#### **OUTLOOK FOR THE SOUTHERN CORRIDOR**

Wong notes that Iskandar Malaysia has so much potential especially with the infrastructure that has been built into the region, however, considering the growth rate of the region, there is a need for more extensive infrastructure to cater to the growing economic engine of Johor Bahru. "There isn't sufficient connectivity in Johor presently. Places like Danga Bay need more infrastructure to support the growth of the area," explains Wong.

#### **PERSONAL PERSPECTIVE**

On a more personal note, Wong shares that it is important for people to have the right attitude towards work and business. "You may have an MBA or a PhD, but when you come out to the business arena, what matters is attitude."

Asked about his viewpoint on healthy living, Wong quips, "Balance is important - everything must be done in moderation." 📍

- 4 *Cycling with Datuk Bandar at Seri Austin*
- 5 *Favourite pastime - Golfing*
- 6 *Asia Success Awards 2015 - Super Gold in Best Smart Healthy Township*

**LATEST AWARDS 2015**



Malaysian Property Press Awards 2015  
Best Residential Township



**星洲企業精英獎**  
Sin Chew Property Excellence Award 2015  
Innovation, Transformation, Sustainability



Nanyang Eminent Eagle Award 2015



Winner of Asia Success 2015  
**SUPER GOLD**  
The Best Smart Healthy Township



Asia Pacific CSR Awards 2015  
Socially Responsible  
In Green Initiative Development



**SERI AUSTIN**  
RECOGNITION AS 1<sup>ST</sup> SMART  
HEALTHY CITY & COMMUNITIES TOWNSHIP  
IN ISKANDAR MALAYSIA



1<sup>st</sup> High Speed Broadband Township in Johor



1<sup>st</sup> Effective Microorganism (EM) Enabled in Johor



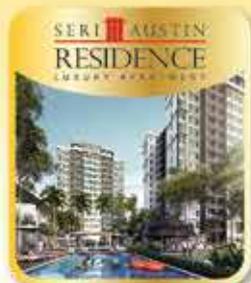
1<sup>st</sup> Designated Bicycle Lanes in Johor



Healthy Open Townpark with Amenities

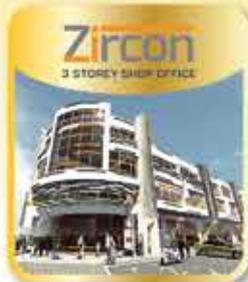


1<sup>st</sup> Smoke-free Townparks in Iskandar Malaysia



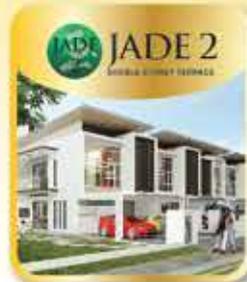
**LUXURY APARTMENT**  
living by the nature

**3 STOREY SHOP OFFICE**  
jewel of business excellence



**LUXURY APARTMENT**  
living by the lake

**2 STOREY TERRACE**  
living by the park



**2 STOREY SEMI-D**  
living by the hill

**THE MULTIPLE AWARDS WINNING TOWNSHIP**



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Adrian Wee

# A SURVIVOR AND A FIGHTER: A STORY OF TRUE GRIT AND DETERMINATION

**Adrian Wee is one man who never takes 'No' for an answer. This seasoned entrepreneur and wealth management guru, has experienced all the ups and downs of the business world.**

Adrian Wee is an interior design specialist turned Property Entrepreneur and Trainer. He is the owner of ID Viva Sdn Bhd (Interior Design King). Adrian is now focusing on helping his community build and grow their property portfolios to generate retirement options for themselves.

## THE BEGINNING

Armed with a degree from the US and hungry for opportunity, Adrian began his career in an interior design consultancy in Kuala Lumpur in 1998 with a very low starting pay of RM1,300 per month. "I called up the company and told them that I could work for any amount of money. This was because I knew they were handling projects and I wanted to learn from the best in Klang Valley."

"When I was young and used to frequent Singapore, I noticed that its interior design industry was amazing as Singapore is about 10-12 years ahead of Malaysia and I wanted to replicate that in this country. I saw so much potential in the Malaysian market, and knew that was what I wanted to do upon returning to Malaysia after my studies".

As a young rookie, Adrian was all fired up and raring to go. Six months into the job and having produced outstanding results, he asked for a pay rise, which he was promised but delayed. He wanted to take control of his destiny. This triggered him to venture into his own business in Seremban. Leveraging on the experience that his six-month stint gave him and fuelled by seed money from his parents, Adrian took





the plunge into the business world. Since then, he has renovated the homes of more than 1,000 clients in the past 17 years. This was an amazing start of his journey to success.

Supported by his wife, who is also an interior designer, the duo ran a very prosperous business venture. “At the age of 27, I was given the opportunity to design the interiors of the Negeri Sembilan’s Chief Minister’s house”, he beams.

### VENTURING INTO THE PROPERTY WORLD

At the young age of 28, Adrian entered into a partnership with a carpentry factory. However, after some time, unfortunately there were some conflicts of interest in the partnership. “Cash was tight and that was when I got an SME loan from the bank, and my mentor advised me to invest in property,” he reminisces. He added, “Because I realised that no matter how much money I made, I still invested it back to the carpentry and interior design business. It has never occurred to me to build my own wealth. I was 29 when I decided to proportion most of my wealth into property.”



His property investments paid off. Still hungry for knowledge, Adrian began attending numerous seminars, and was often dubbed a ‘seminar junkie’ for attending so many consecutively. “I attended these seminars to learn more. I wanted to know how to sustain my business. I wanted to know how to build my business and property investment.” He is now in his early 40’s and his investments have paid off. Adrian said, “Now I have a chance to choose the things I want to do in my life as I do not need to trade my time for money.”

He realised that many business owners were also not tapping on the potentials in the market to grow their wealth and their net-worth. So he was out on a quest to empower people on how to expand their net-worth. “I told myself that I wanted to help people grow their wealth and started venturing into another business called the real estate industry. So I Google-d for leading real estate agencies in town and Reapfield came up.”

Adrian was especially impressed with the story of Reapfield’s founder, David Ong. “I was impressed about how David who went through tough times, managed to turn around his past and became a successful real-estate entrepreneur. So I wanted to learn from him”.

“ Start building your NET WORTH now. In fact it should be YESTERDAY! ”



- 1 Empowering property investors and business owners
- 2 ID King’s interior designer team
- 3 One of his student’s life transformed from Adrian’s program
- 4 Presenting his interior design and renovation secrets



“ Adrian is now living his dream of helping others create their net-worth, which he says is so meaningful and fulfilling. ”

He embarked on the idea of building an interior design eco-system complimented by his vast knowledge of the property sector - all aimed at helping others benefit from his life's experiences. "Knowing how to add value to the property you purchase gives you added advantage in the market. Understanding the market never fails you," he shares.

"I met David and asked to be part of his team. So, he put me under the sales project team. It was during this stint that I met Ernest Towle who relentlessly encouraged me to be a speaker and first introduced me as one." Adrian was given the opportunity to speak at an event and to share about how to leverage on property investment and to grow one's net-worth. "They gave me 7 minutes to speak but I took 20," he quips. "I spoke about property investment and my concept of fix and flip." He is the hybrid of property investment and interior design and he has received raving reviews so far.

"When you have property, it builds your net worth effortlessly."

Having had an illustrious career as an entrepreneur, Adrian is now living his dream of helping others create their net-worth, which he says is so meaningful and fulfilling.

He advises aspiring property investors to be cautious in plunging into the current market, and says that after Chinese New Year 2016 would be a better time to explore opportunities in the property market.

Since then, there has been no turning back. "I believe that I have been blessed with the skills to transfer knowledge for the benefit of others. I have learnt much from developers that I have interacted with throughout my career."

Asked about how he would describe himself, he says "I am a fighter and a survivor". Indeed he is - as he has lived to tell the tale and set others on the road to success.

Last year, he put his passion for teaching and growing others to action and decided to mobilise his life's learnings by becoming a full-time speaker as branding of his new business and endeavour. He describes it as UBER in interior design.

For more information, please visit [www.idkingacademy.com](http://www.idkingacademy.com).

- 5 ID Kinger's trip to the wholesale factory
- 6 Adrian's knowledge sharing session





# 1<sup>st</sup> IN MALAYSIA INTERIOR DESIGN & RENO

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Contact **010-200 8828** for more details.

# CitiZen @ OLD KLANG ROAD – VIBRANT, TRENDY & CONNECTED

Promising exuberant  
of city living at a trendy,  
well-connected  
and sophisticated  
development.





Set amidst the vibrant urban enclave of Old Klang Road in Kuala Lumpur, CitiZen is a new hotspot for urbanites, promising vibrant and contemporary offerings. The development comprises service apartments spread across 3.26 acres of freehold land in one of the Klang Valley's most sought-after localities. Leveraging on the rich history and heritage of Old Klang Road, the oldest and first major road in the Klang Valley, the CitiZen brings a whole new lifestyle experience. Presenting excellent accessibility and connectivity, the CitiZen is a development that oozes modern charm yet preserving the rustic heritage of Old Klang Road.

### CONTEMPORARY AND TRENDY HOMES

Promising trendy and contemporary upmarket suites, CitiZen features 2 layout designs with built-up sizes of 852 sq ft and 1,100 sq ft. With only 8 units per floor, the low-density development offers spacious and functional units which are mostly north and south facing. Discerning buyers will enjoy a panoramic view of the city skyline and the surrounding areas.

The homes feature top quality fittings and finishes with well-defined family areas. Large windows and an open interior layout concept allow excellent cross ventilation and the flow of natural sunlight. The CitiZen comprises of 3 towers of 711 highly functional suites that are served by 5 lifts per block and a 3-tier security system that promises a secure living space.

Priced from RM655,640 to RM935,410, CitiZen promises excellent value for a stylish and convenient abode in the city centre. The development is targeted at young working adults, professionals, young families and retirees who are seeking homes within easy access of an abundance of amenities. Launched in 2015, the development is scheduled for completion in 2019.

- 1 An artist's impression of the majestic CitiZen towers- Melody Tower, Jazz Tower and Classic Tower
- 2 Each tower is facilitated with a Sky Jacuzzi where residents can sink in its serene environment on the highest floor
- 3 Showroom impression of the deluxe bedroom
- 4 CitiZen's luxurious living and dining





### EXCITING FACILITIES

Experience the exciting galore of facilities offered by CitiZen. Unwind over a game of badminton at the assigned courts or workout at the fully equipped gymnasium. Cool off at the 50-meter lap pool with Jacuzzi seats or lounge around in the soothing waters of the aqua pool. Spend quality time with the kids at the children's pool with water play facilities. Engage in a game of futsal with friends at the futsal court or enjoy fresh air whilst exercising at the outdoor gymnasium and playground.

Practice Tai Chi at the Tai Chi corner or get excited over board games at the games room. Bring out hidden talents at the arts studio or belt out a few numbers at the KTV mini theatre.

CitiZen also provides a sports lounge and a ping pong room. Bask in the splendor of the sky garden complete with a roof top Jacuzzi or spend leisurely moments at the elegantly manicured thematic garden spaces.

Each unit is allocated parking bays whilst residents enjoy a 3-tier security system promising peace of mind.

### A STERLING LOCALE

Known for its abundance in amenities and conveniences, Old Klang Road is a haven for shopping malls, retail hubs, commercial centres, corporate offices, schools, banks, healthcare facilities and much more. Located at the epicenter of the famous Old Klang Road, CitiZen is within a stone's throw from popular shopping hotspots such as the MidValley Megamall, The Gardens, OUG Plaza, Tesco hypermarket and Pearl Point Shopping Centre.

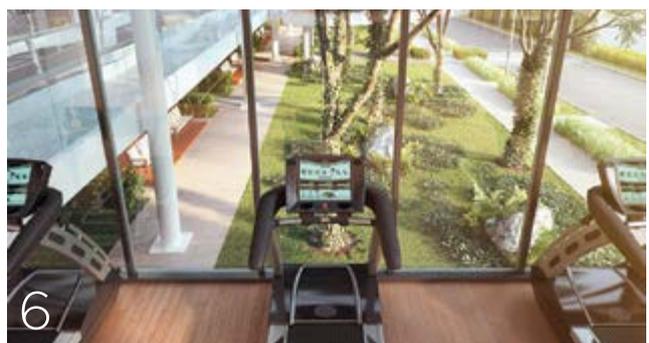
The Taman Desa Medical Centre is within a 5-minute drive from CitiZen, whilst University Malaya Medical Centre and Assunta Hospital are 15 minutes away.

Old Klang Road has a good selection of national and international schools such as SJKC Yoke Nam, SK Seri Setia, SK Taman Desa, SK Taman Medan and Vikas International School.

The vicinity also features Pearl International Hotel, the Lee Choong Wei Sports Centre, hypermarkets, local eateries, food courts and restaurants.

The main nerve of Old Klang Road connects CitiZen with Kuala Lumpur's city centre. The development is within several minutes' drive from KL's main business districts such as the Golden Triangle, KLCC and KL Sentral.

The Petaling KTM station is walking distance from the development, whilst RapidKL buses serve the area. The nearest RapidKL LRT station is at MidValley Megamall - approximately 2 kilometres away.





## ABOUT THE DEVELOPER

CitiZen is a signature development by Binastra Land, a reputable developer in Malaysia with its roots dating back to 1979. The company is the proud recipient of two Asia Pacific Property Awards for Development and Architecture for its sterling developments namely The Park @ Bukit Serdang; Sin Chew Business Excellence Awards 2015 for Property Excellence Award; and also the finalist for iProperty.com's People's Choice Awards 2015 for Best Value Development (Green Residence) and Best Emerging Developer.

To experience the best of urban living at the CitiZen, contact 018 663 6666 or visit [www.citizen.my](http://www.citizen.my) or [www.binastra.com.my](http://www.binastra.com.my).

- 5 An artist's panoramic view of CitiZen's 50-meter lap pool with cabanas
- 6 Indoor gymnasium overlooking the forest lounge
- 7 CitiZen's grand entrance complete with 3-tier security system to give residents a peace of mind



### PROJECT NAME:

CitiZen @ Old Klang Road

### CITY:

Old Klang Road @ Kuala Lumpur

### PROPERTY TYPE:

Serviced Apartment

### LAND TITLE:

Commercial

### TENURE:

Freehold

### BUILT UP:

852 - 1133 sq.ft.

### LISTING PRICE:

From RM655,640 - RM935,410

### EXPECTED DATE OF COMPLETION:

2019

### DEVELOPER:

Binastra Land

### WEBSITE:

<http://newlaunch.iproperty.com.my/CitiZen--Old-Klang-Road/5100#6u7x30E1sY5JpKe.97>

### CALL NOW:

018-663 6666



Gerard Soosay  
CEO of Sunway Iskandar

The Emerald Residence at The Lakeview, an integrated township located in Iskandar Malaysia's Flagship Zone B of Medini, Nusajaya is envisioned to be a part of the envisioned world-class city of Sunway Iskandar.

Sunway Iskandar Sdn Bhd, a subsidiary of Sunway Berhad, intends to build a first-class city within Nusajaya and it will be the

clear turquoise waters of the 20-acre Emerald Lake Garden situated next to Emerald Residence.

The development is the first landed residence within Lakeview Precinct at the 1,800 acre world-class integrated city of Sunway Iskandar built within the earth's natural beauty that offers both the luxuries of an integrated city and the pleasures of nature.

first in Iskandar Malaysia that will have five main components which are retail shops, office units, serviced apartments, an international school and a theme park within the first year of its phase. Gerard Soosay, CEO of Sunway Iskandar spent some time with iProperty.com to share the pristine points of Emerald Residence.

**What was the inspiration behind the name and concept of Emerald Residence?**

Emerald Residence is inspired by the gorgeous crystal





### What are some of the project's distinct features?

One of the distinct features of Emerald Residence is that it has flexible as well as stylish living spaces. Its high ceilings and wide window expanses offer excellent ventilation and allow ample amount of natural lighting into the living spaces.

The residence also has a private balcony which is strategically and beautifully positioned for residents to bask in breath-taking as well as panoramic views of the inspiring 20-acre Emerald Lake Garden that has crystal clear turquoise waters and ample space for serene contemplation.

There will also be a private courtyard garden where residence of Emerald Residence can unwind after a long day at work and breathe in the calming serenity of nature.

The Rooftop Entertainment Room will also be a place for residents to enjoy a glass of cocktail while they immerse themselves in the view of the beautiful skyline and a spectacular vantage point to the view of Emerald Lake Garden. Another plus point of the Emerald Residence is that it is a development on the hills with cascading terrains which will provide

optimum panoramic view of the surrounding blues and greens.

Sunway Iskandar is also a gated and guarded development, safeguarded by the city's own auxiliary police and a contingent of private security force to enhance and strengthen the security within the area.

### What has the response been so far for the project?

Prior to the preview launch in November, we have received positive responses from the public and investors. Many have expressed keen interest and eagerly anticipating of the official launch.

Despite the rising competition within Iskandar, property investors and home buyers are impressed with the concept of Sunway Iskandar's integrated township living and the growth of the long-term development within the city.

### What are some of the green features that are incorporated in Emerald Residence?

There will be an internal courtyard and backyard garden that provides ample green spaces and offer excellent ventilation and natural lighting, other than the residence's own wide window expanses.

The residence is also situated next to the 20-acre Emerald Lake Gardens and it has high connectivity to the development's lush greenery via the cycling track, green pedestrian corridors and jogging pathways.



- 1 Residents at Emerald Boulevard are surrounded by modern tropical landscaping
- 2 Situated on a hilltop with an exclusive lakeview, Emerald Residence is a low-density development that comprises 222 units of link homes, courtyard homes, garden villas, linked semi-detached and semi-detached homes that comes with a private club house
- 3 Emerald Residence is located next to the stunning Emerald Lake

*\*All illustrations and pictures are artist's impressions only*



### What do you think makes Medini the ideal location for prospective home-buyers?

There is a ready and planned state-of-the-art infrastructural facilities with integrated connectivity to road networks within the region, making Medini one of the most attractive and ideal location for prospective house buyers.

Being part of the larger Nusajaya, Medini has excellent connectivity as it is within close proximity the Coastal Highway Second Link (CHSL) which will be completed by 2017. Attractions such as Pinewood Iskandar Malaysia Studios, EduCity and Legoland Malaysia Theme Park are conveniently located in the vicinity. Medini is also a special region whereby there is no Real Property gains Tax (RPGT) as well as zero foreign restrictions on property purchase where foreigners can purchase properties here even if they are priced below RM1 million.

Surrounded by lush greenery, Medini has approximately 210 acres of green space with an addition of 44 parks and open recreational spaces.

### What are your plans for the next five years?

Within Sunway Iskandar, the integration of education, hospitality, theme parks, retail, residential, commercial and healthcare as synergistic key components will offer a world-class lifestyle to the communities within the city.

In line with our concept of “Living Sunway, Living Community”, Sunway Iskandar will be a place where people can live, learn, work, play, be safe, be healthy and be connected in a nature inspired environment safeguarded by Sunway’s own private contingent of private security force and auxiliary police.

Beyond the development elements, one of the most attractive propositions that we have for our communities in Sunway Iskandar is that they will

have Sunway Group as co-investors to ensure lifelong growth. With the strength of the Group and its unique build-own-operate business model, the communities within Sunway Iskandar have our assurance that we will continue to re-invest to keep it relevant to our communities as we have in Sunway Resort City and Sunway City Ipoh.

### Please do share with us your market outlook for next year.

We remain cautiously optimistic. Many are taking a closer look at investments, not only in terms of property but other investments as well. People tend to tighten their spending in order to make prudent and better decisions. As the Iskandar region is growing, competitions are arising as well.

Our undervalued Ringgit should also provide opportunities for foreign investors, especially Singaporeans to buy our properties.

We are keeping a close watch on the market while adjusting the pace and scale of our launches accordingly. Our strategy remains unchanged, that is to continue to offer a strong value proposition to our customers, leveraging on our build-own-operate business model to ensure that we have continued momentum and that our communities are viable and sustainable for the long-term.

Our strong track record has garnered long standing loyalty and support from our customers as well as many potential. People who know Sunway understands that we bring the best to our investors, house owners and community, whether in Johor or nationwide. 📍

4 *The private balcony offers breathtaking as well as panoramic view of the inspiring 20-acre Emerald Lake Garden*

*\*All illustrations and pictures are artist’s impressions only*

# LAKEVIEW LIVING IN AN INTEGRATED CITY

LINK HOUSE • COURTYARD HOMES • GARDEN VILLAS • LINK SEMI-D • SEMI-D

Strategically located within Sunway Iskandar's Lakeview precinct, Emerald Residence is the first landed homes in this world-class integrated city and offers contemporary living enhanced with conveniences and accessibility in an exclusive community.

Modern **retail convenience**  
right at your doorstep

Next to **Sunway International School**

**Hilltop development**  
with exclusive lakeview

Gated & guarded  
with **private clubhouse**

Low density  
**222 units**



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Sunway Iskandar Sdn. Bhd. (94451-A)  
Lot 199241, Mukim Pulau, Bandar Nusajaya, Nusajaya, Johor | E: [sunwayproperty@sunway.com.my](mailto:sunwayproperty@sunway.com.my)

Developer: Sunway Iskandar Sdn. Bhd. (94451-A) • Address: Lot 199241, Mukim Pulau, Bandar Nusajaya, Johor • Project Name: Emerald Residence • Development Type: Landed Residential • Developer License No. 13695-2024-2077(8022) • Validity Period: 26/03/2015 - 26/03/2017 • Plan Reference No. WJ.BLD/PPMA/02014 • Authorities approval: City Council of Johor Bahru • Land Tenure: Lease For 129 years (21A1) • Expected Completion Date: 36 months from the Sale and Purchase Agreement • Land Encumbrances: Public Bank Berhad • Total Units: 222 units • Selling Price: RM1,429,300 (Min), RM2,952,000 (Max) • Particulars: 1. All buildings are not allowed to be sold or transferred to any third party (except Sunway Iskandar) built on this land unless the building is first built according to the plans approved by the local authority concerned. 2. Percol buildings founded on this land when it simply assumed possession of the Authority State. 3. Percol buildings erected on this land could not be sold or transferred to any means to Non-Citizens / Foreign Company without the consent of the State Authority.

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SUNWAY ISKANDAR  
BEST TOWNSHIP OF THE YEAR  
2014-2015

Go There  
ByWaze



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Malaysia's **NO.1** Property Developer





# CONCERTO: THE ORCHESTRA OF PERFECTION

BCB Berhad had laid its eyes on the northern side of Mont' Kiara here on Jalan Dutamas Raya, raising five towers comprising 440 units over five acres of freehold land. Set to be completed by December 2015, BCB calls the Concerto North Kiara its greatest masterpiece.

With a gross development value of RM550 million, the architecture of Concerto was designed by one of the top architects in Malaysia, Dato' Chan Chee Yoong. Sean Tan, Executive Director and General Manager of BCB Berhad (BCB) sat with iProperty.com and talked extensively on the Concerto North Kiara development and his market outlook for 2016.

#### **What's the meaning behind the name Concerto?**

The idea behind the name Concerto was about a piano orchestral musical piece. You have to play the keys right and match them to your liking before presenting it to the world. For us, the masterplan of this development is very important. You have to fine tune every layer of the floorplan, landscape and elevation just like one does in a musical play.

It took us approximately a year in planning alone just to get all the keys right, to get what we wanted and to give the best to our customers.

We positioned the façade with a north-south orientation. We carefully designed each floor with 11 ft high ceilings. We intricately created a condominium apartment with a sensation that one is in a landed residence.

Concerto is also the first in Malaysia to sound proof its units via double ceiling slabs. It is an amazing design whereby each condominium unit not only has protection from noise pollution, it has its own drainage and piping systems. Via this design, neighbours from the bottom floors and upper floors will not



have leakage problem from a unit should there be a plumbing problem. Even so, the double slab system allows any leakages to flow out to the excess drainage.

Most condominium apartments have the same problem and we do not want that our residents to suffer the same fate. Plumbing problems can easily be fixed from their own residence without having to arrange plumbing solutions with their neighbours.

We gave the name Concerto a meaning by designing the blocks to look like a piano. It's not just name that our residence will live in, but the meaning in itself.

We placed so much care in our masterplan because it's not about building and selling a house to our customers, but rather to give our customers a place they can call home.

**With the perception that there is an oversupply of properties in Mont' Kiara, how do you differ from the other developers in the region?**

It is the concept of selling a fork and a pair of chopsticks. In eastern countries like China, Taiwan or Japan, one can sell chopsticks like hot cakes because that is what they are used to dine. If you try selling

chopsticks in western countries, you will find that it is bad business because they use forks and knives to eat.

Applying the same concept here, even before we designed Concerto, we asked ourselves what do we want to be built here. We then proceeded to ask what the consumers want via a survey. We found out that the development that is doing well and the right thing to suit the market demand can sell their properties.

For the product that is deemed as "oversupply", we think that it is the wrong product. In our mind set, if we were to deliver the right product for the property market, there will no problems with oversupply in Mont' Kiara because people are still buying.

To date, we have managed to sell over 80% of Concerto units, and the reason for its success is because we delivered what the consumers want. We have five types of different layouts, with floor areas ranging between 1,588 sq ft and 1,945 sq ft, and with this concept we do not give too much of the floor area nor too little for families to live in.

We understand that a company only grows via customer satisfaction. Even though we have sold our units, we still continue to upgrade and improve our units. We have upgraded our units to marble tiles, timber floors and even servicing each unit with two private lifts.



1 Mr. Sean Tan, Executive Director & General Manager of BCB Berhad

2 Mr Sean Tan applies lean kaizen approach to perfecting development of Concerto

3 Mr. Sean Tan showcasing Concerto's Kitchen Island



Similar developments have a price tag of RM2 million for the same floor area, yet the oversupply happens when the price tag is beyond the prospective buyer's budget. Concerto units goes from RM1.4 million to RM1.7 million with an average of RM700 per sq ft, and this attractive pricing brings in our customers to purchase our units.

**Tell us more about Concerto.**

Even at such attractive pricing, each Concerto unit is partially furnished. Each unit has 3+1 rooms, kitchen cabinet, wet & dry kitchen hood & hob, refrigerator, air-conditioning system and walk in wardrobe in the master bedroom.

We understand that residents need a sense of security in their residence. Hence Concerto is introduced with a 3-tier security system with the embodiment of entrance and lobby security, closed-circuit television cameras, security patrols, a security room as well as the private lift system that limits residents only to their respective floors.

The car park is also accessible via four different external ramps that link to four levels in the car park. It is convenient in that way as residents do not need to access the car park unlike conventional level car parks and have to spiral between the levels to get





Lebuhraya Damansara-Puchong (LDP), Duta-Ulu Klang Expressway (DUKE) and Penchala Link.

From here, it may not seem much but Concerto North Kiara is surrounded by various and excellent amenities, strategically adjacent to Mont' Kiara and Sri Hartamas neighbourhoods. Within a few kilometres is the vibrant Solaris Dutamas and Solaris Mont' Kiara commercial hubs which offer an innumerable variety of restaurants, alfresco cafés, entertainment outlets, shopping outlets, fast food chains, fine dining restaurants and banks, among many others.

There are also schools within the vicinity, such as the French International School Mont' Kiara International School, and the Garden International School. By next year, residents can expect the MATRADE Exhibition and Convention Centre to be completed, which is also located nearby the Concerto North Kiara.

#### What is your property market outlook for 2016?

I remain optimistic about the property market next year. It will definitely be better than this year unlike the conventional mind-set that thinks otherwise. I believe that Bank Negara Malaysia (BNM) will implement new set of policies, such as bringing back the Developers Interest Bearing Scheme (DIBS) specially for first-time house buyers because if they do not buy now, they are unlikely to purchase a property in the future due to escalating property prices.

There will not be an oversupply in the market because current statistics reveal that there is more demand than supply. Oversupply only happens when developers are not able to sell their properties because they delivered the wrong product to the market. 📍

to their respective floors. We are the first developer who designed such concept in Malaysia for residential condominiums.

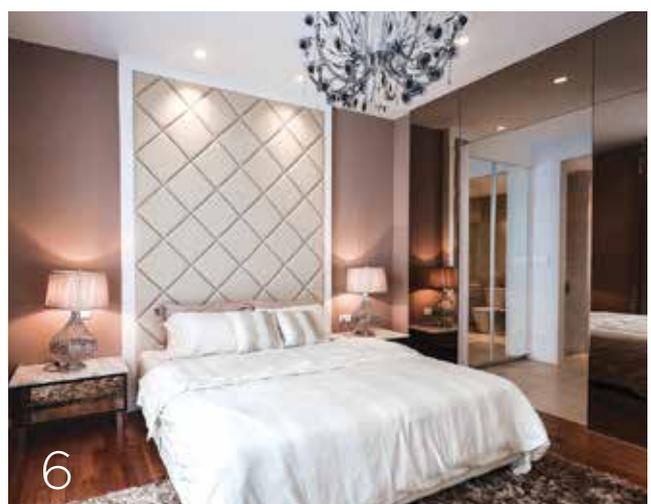
Concerto North Kiara also offers residents a sweeping view of Kuala Lumpur's city skyline from their balcony or patio.

There are also facilities to keep sports enthusiast contended within the development. Concerto comes equipped with an array of active lifestyle facilities, including the badminton court, half-basketball court, table tennis equipment, a squash court, a yoga room and a gymnasium as well as an Olympic swimming pool and an aqua gym, among others.

We also placed special care on the children's needs as there is a children's playground that specifies on child safety. Equipment in the children's playground are all imported from Denmark and tested to be safe for children.

#### How accessible is Concerto to other key districts?

Concerto offers easy accessibility to Kuala Lumpur and the iconic KLCC as well as other districts in the Klang Valley. There are major road networks and highways that connect Concerto such as the Sprint highway, Kerinchi Link, North Klang Valley Expressway,



- 4 Living room
- 5 Dining area
- 6 Master bedroom



# NEXT EMERGING HOTSPOTS IN KLANG VALLEY

Property expert Ishmael Ho, CEO of Ho Chin Soon Research Sdn Bhd provides an insight on the property market in Q4.

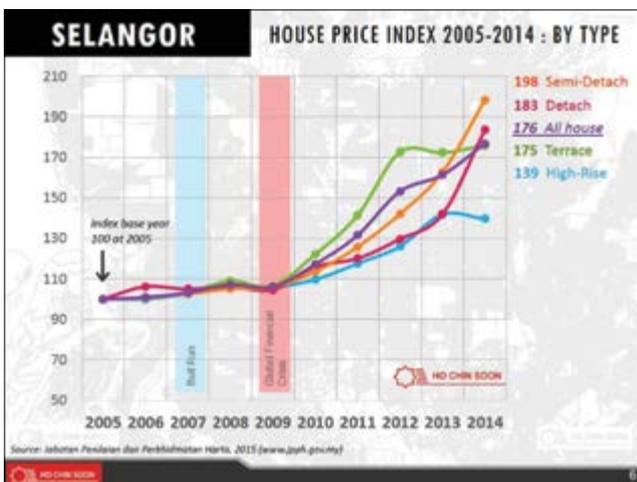
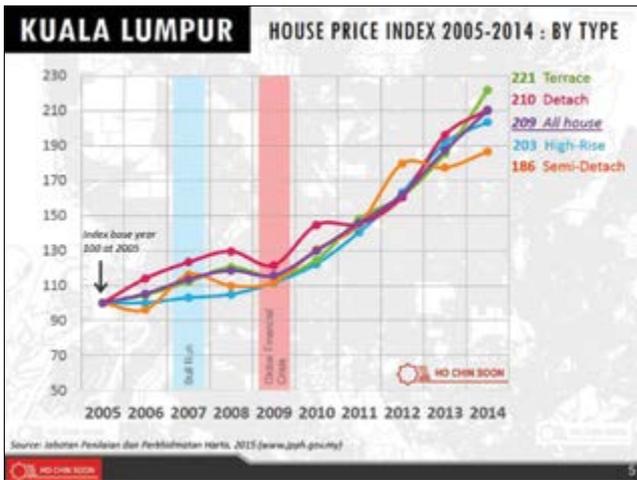
Ishmael Ho highlighted opportunities for future homeowners and investors as well as the impact of the upcoming MRT lines 1, 2, 3 on property values. He spoke at the Starfish Training Sdn Bhd's third quarter review for the property market.

Beginning his presentation with a quick snapshot of how the property scene is in Greater KL, Ishmael touched on some of the interesting areas that investors should look out for before moving on to explain the impacts of the upcoming MRT Lines on

property values. To enable the audience to understand the derivation of the future hotspots, Ishmael first presented current updates relating to the property market as featured below:

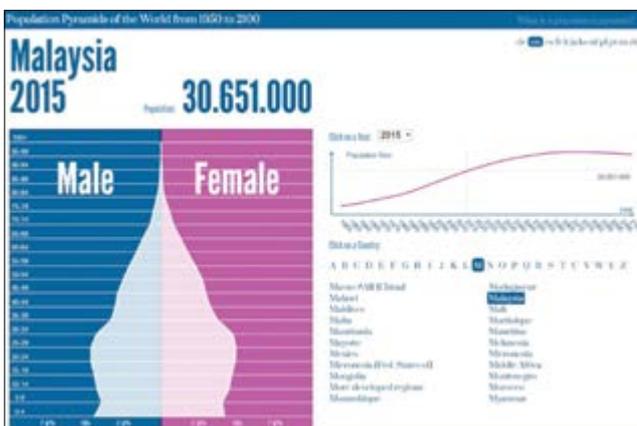
## HOUSE PRICE INDEX (2005-2014)

Ishmael presented the documented house price index from 2005 to 2014 in Kuala Lumpur and Selangor, which clearly showed capital appreciation for all types of residential properties. As of 2014, the average index stood at 209 for Kuala Lumpur and 176 for Selangor.



He highlighted that Malaysia has a very young population, as the bulk of it consists of Gen Ys and Gen Xs. As shown in Diagram 1, the biggest percentage of our population comes from the age group 20-24. As explained by Ishmael, all this translates to future demand. In 5 to 10 years' time, these are the people who will be coming into the work force and wanting to buy a house.

DIAGRAM 1



\*Source: Population Pyramids of World in 2015 website

## PROPERTY TRANSACTION STATISTICS IN KUALA LUMPUR (Q1 2015)

Moving on to describe the current property market activity in Kuala Lumpur, Ishmael then presented property transaction statistics for the first quarter of 2015. The data which consisted of the number and percentage of transactions for residential properties revealed that 54.69% of total residential transactions in Kuala Lumpur are above half a million.

Transaction Statistics Kuala Lumpur			
Table 1.1 NUMBER AND PERCENTAGE OF TRANSACTIONS BY			
Price Range (RM)	Time Period	Residential	
		No.	%
0 - 50,000	Q1 2014	68	1.9
	Q4 2014	63	1.8
	Q1 2015	27	0.8
500,001 - 1,000,000		890	25.4
		1116	31.9
		918	26.2
1,000,001 & Above		614	17.6
		665	19.0
		530	15.2
Total		3,498	
		4,127	
		3,250	
% Breakdown			73.6
			73.9
			75.7

\*Source: Jabatan Penilaian dan Perkhidmatan Hartanah (JPPH)

$(26.2\% + 15.2\%) / 75.7 = 54.69\%$   
THEREFORE > RM500K  
IS "MAJORITY"

## TRANSACTIONED AVERAGE VALUES FOR CONDOMINIUMS IN KUALA LUMPUR

He mentioned that potential homeowners who are looking for residential property below half a million ringgit in KL will have a hard time as this bracket is but a small percentage among the available condominiums in the area. This includes new and old properties, as in both the primary and secondary market.

	A	B	C	D	E	F	G	H	I	J
1	<b>Condominium Values (Million)</b>									
2		Town Center	KL	Petaling	Cheras	Setapak	Ulu Kelang	Ampang	Batu	Total
3	Q1 2014	399.48	254.29	143.03	0.3	146.6	1.08	353.49	10.85	1,309.12
4	Q4 2014	313.51	282.59	192.07	3.13	152.73	3.03	422.66	22.98	1,392.71
5	Q1 2015	248.11	209.34	188.46	0.91	122.85	2.02	344.52	19.01	1,135.22
6										
7										
8	<b>Condominium Transaction Numbers</b>									
9	Q1 2014	364	382	346	1	318	4	426	23	1864
10	Q4 2014	328	435	425	6	313	10	536	35	2088
11	Q1 2015	279	326	370	2	261	7	419	30	1694
12										
13										
14	<b>Simple Average values (Values/Trans#)</b>									
15	Q1 2014	1,097,473	665,681	413,382	300,000	461,006	270,000	829,789	471,739	702,318
16	Q4 2014	955,823	649,632	451,929	521,667	487,955	303,000	788,545	656,571	667,007
17	Q1 2015	889,283	642,147	509,351	455,000	470,690	288,571	822,243	633,667	670,142

\*Source: Jabatan Penilaian dan Perkhidmatan Hartanah (JPPH)

As shown in the diagram above, major locations in Kuala Lumpur, namely the locations - WP, KL, Petaling, Cheras, Setapak, Ulu Kelang, Ampang and Batu - have an average transaction value of RM 700,000. As shown in the diagram above, major locations in Kuala Lumpur, namely the locations - WP, KL, Petaling, Cheras, Setapak, Ulu Kelang, Ampang and Batu - have an average transaction value of RM 700,000.

**AFFORDABLE HOUSING: A DOUBLE-EDGED SWORD?**

Ishmael then spent some time explaining how affordable housing affects purchasers. He stressed that potential investors and homeowners need to know what is happening in the sector as it is the people’s money that is being allocated for all the government’s’ affordable housing initiatives.

As elaborated by Ishmael, two years ago, the government arm, PR1MA was allocated RM1 billion to provide 80,000 PR1MA units for the rakyat. The recent budget stated a further allocation of RM 1.6 billion for another 175,000 units.

Presenting to the audience the current standings of each affordable housing project, (Diagram 2), Ishmael implored the audience to form their own conclusion based on the performance so far.



**DIAGRAM 2**

Exhibit 4-4 Public affordable housing programmes developed during the Tenth Plan

Programmes	Monthly Household Income (RM)	Ministries/Agencies	Number of Housing Units		
			Completed	Under Construction	Total
Program Bantuan Rumah (PBR)	Below Poverty Line Income*	Ministry of Rural and Regional Development	55,558	8,208	64,566
Program Perumahan Rakyat (PPR)	2,500 and below	Ministry of Urban Wellbeing, Housing and Local Government	12,025	27,087	39,112
Rumah Mampu Rakyat (RMAM)	750 to 3,000	Syarikat Perumahan Negara Berhad	32,948	2,803	35,751
Perumahan Rakyat (PR1MA)	2,500 to 10,000	Perbadanan PR1MA Malaysia	560	18,400	18,960
Malaysia Civil Servants Housing (PPA1M)	2,500 to 10,000	Prime Minister's Department	-	13,536	13,536
Rumah Wilayah Persekutuan (RUMAWP)	6,000 and below	Ministry of Federal Territories	-	9,309	9,309

Notes: PR1MA, PPR1M and RUMAWP commenced in year 2013. Figures as of March 2015. \* Poverty Line Income (PLI) is a measure of absolute poverty based on the minimum requirement of food and non-food items for household members to live healthily and actively in society. In 2014, the average monthly PLI was RM930 for Peninsular Malaysia, RM91,173 for Sabah and RM980 for Sarawak.

The report clearly shows that there is a huge gap between demand and supply, with over 800,000 people registered for PR1MA scheme and less than a 100,000 being completed.

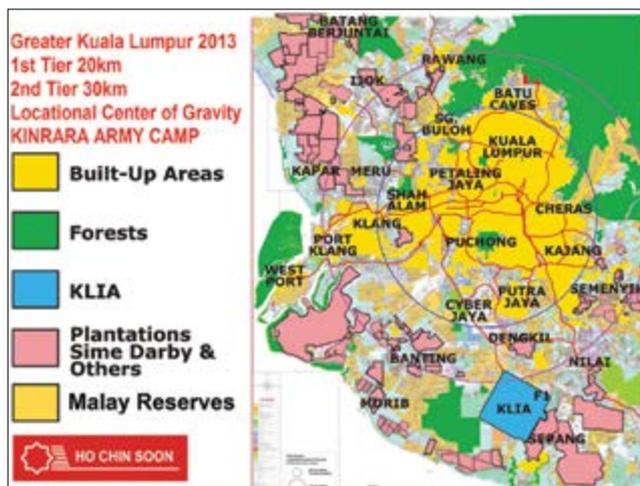
Ishamel opines that affordable housing is a bit of a double-edged sword in some ways as politics can be an issue. PR1MA is a federal government’s initiative, with a certain monetary budget being allocated to it. However, as Selangor is governed by the opposition party, all PR1MA developments have to go through the usual protocol, including the request for certain landbanks and planning permissions. Some would argue that it might not be in the state’s political interest to champion PR1MA’s projects, more so with the Selangor having its own initiative, the Rumah Selangorku project.

Besides that, developers with prime land banks who are planning to build townships might be instructed by the state to apportion part of the development for Rumah Selangorku. This translates to higher costs for the developer, who then pushes it to the other “non-affordable housing” units, resulting in prices being pressed upwards.

## FUTURE HOTSPOTS?

Using the Ho Chin Soon's tier structure (Diagram 3), he helped the audience identify which areas are profitable. He explained that purchasers will not go wrong when acquiring properties that are in the first tier radius (20km), regardless whether primary or secondary, as this is where the city is. With 90% of the medical facility in this area, the location is second to none. Purchasers will get cheaper property outside the second tier as it gets a bit further from the city centre. Up north and towards the east there are geographical obstacles, hence the city's growth here is limited.

## DIAGRAM 3



He directed the audience's attention to growth areas that are influenced by highways, namely - Lekas highway, Seremban highway, Maju Expressway, South Klang Valley Expressway and Kesas.

Ishmael explained that highways are used as a beacon for developments as it opens up new areas by connecting somewhere far closer to the city. Using South Klang Valley as an example, he mentioned how IJM's Bandar Rimayu capitalizes on its connectivity. To the East there is Cyberjaya, to the north is Kota Kemuning, and 5km to the north of Kota Kemuning is industrial land. The development draws on the natural transpiration that when there is economic activity and thriving businesses, the nearby residential area will prosper.

Reminding the audience on the earlier mentioned data which saw landed property having the best capital appreciation, he mentioned that almost all of the products in the market situated in areas not too far from the city are landed properties. Citing the north-west area of Greater KL as a hotspot, he exemplified Low Yat Group, which leveraged on the soon to be opened LATAR expressway by developing a township in Bandar Tasek Puteri, Rawang.

Another area he highlighted as a future hotspot was the south-west of Greater KL, especially to the south of Rawang, where major developers are staking their presence. Some of them include Sime Darby Property in the north, Kuala Lumpur Kepong Bhd's Bandar Seri Coalfields, and EcoWorld Development Sdn Bhd, which recently bought a lot of land in the area.

## FUTURE HOTSPOTS ALONG MRT LINES

Ishmael then shared with the audience how Greater KL is the place to focus on as this area is being targeted by the government itself as highlighted in the 2011 Economic Transformation Programme. This is of course evidenced by the upcoming MRT Lines which will equip Greater KL with an integrated urban rail system as well as the future High Speed Rail connecting KL with Singapore.

There has been some talk in the market regarding the selling point of areas along MRT Line 2 and 3. Some people opine that the MRT Line 2 and 3 will not have a unique selling point (USP) upon completion as compared to the first one.

Ishmael dispels this fact by stating that the current public transportation penetration rate in Malaysia is below 30%, where 2 out of 10 people use public transportation. This is much lower as compared to Singapore where 8 out of 10 people use public transportation as it has a penetration rate of 50%.

He further elaborated by stating that by 2035, when all the rails are completed and functioning, Malaysia's penetration will still be less than half, at 40% - hence ALL THREE MRT Lines will still have a USP.

However, he cautioned future homeowners to do their homework before making any decisions to invest as developers may fail to mention investment-sensitive information. For instance, some developers will market their project as being within a 1km radius of an upcoming MRT station but might fail to mention that the MRT station is blocked by a highway, thus disrupting its access.

## CONCLUSION

Ishmael reminded the audience to continuously keep themselves abreast with industry updates especially on the development of MRT Line 2 and 3. As he aptly puts it, a successful investor is a savvy one. 📍

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DISCLAIMER: The opinion stated in the article is solely of Ishmael Ho and is not in any form an endorsement or recommendation by iProperty.com. Readers are encouraged to seek independent advice prior to making any investments.

# BUILDING WORLD CLASS CITIES: WHY A BOTTOM UP APPROACH IS BETTER THAN TOP DOWN

Cynthia Nikitin, Senior Vice President of Project for Public Spaces (PPS) provides insights into how communities should shape our cities, not the other way round.



Cynthia Nikitin

No man is an island. As poet John Donne so aptly stated - men do not thrive when isolated from others. Almost everyone's sense of being has always revolved around community and connectivity. That is why placemaking, which is a process that connects

people to their environment, should be at the very core of planning city development.

## PLACEMAKING AND CITY DEVELOPMENT

The pioneer of placemaking, Project for Public Places (PPS), is a non-profit firm dedicated to helping people create and sustain public spaces that build stronger communities. Having practise placemaking for 40 years in over 50 countries and in 3500 communities, the organisation has worked with numerous developers on creating some of the best public spaces in North America and is hoping to replicate their success here in Malaysia.



As explained by Cynthia, “For a city to be world class and to have projects that are fully leased and full of people, we have to create great public spaces, which are destinations and places where people want to be”. Placemaking is one way of ensuring the success of a project as no developer has the time or money to create a project or development that fails. Unfortunately, this incongruity still occurs, where many expensive investments, which are usually built with profit in mind, instead of with people in mind, understandably fail.

*“ We are going back to how we designed cities 100 years ago when it was all about scale, context, walkability, as well as designing for bicycles, pedestrians, and transit users. ”*

With placemaking, the community is engaged from the very beginning - by crowdsourcing information and asking people in a place what they want to see, what are their goals and vision for that place, and by taking their views into consideration to design the area or development. It is the complete opposite of the type of planning that local authorities and developers have been doing all these years.

Placemaking turns this concept on its head - when the government builds with the people, then cities are designed to meet the needs of their communities. Cynthia commented, “We are going back to how we designed cities 100 years ago when it was all about scale, context, walkability, as well as designing for



- 1 Times Square in New York City being a great example of public space - 4 years ago it was transformed into a pedestrian boulevard
- 2 Cynthia introducing placemaking strategies and ideas to the team from Think City and Kuala Lumpur City Hall (DBKL)

“ Placemaking on the other hand, starts at the human scale and it ripples outwards, very much like pebbles in a lake. ”

### PLACEMAKING HERE IN KL?

“The biggest challenge would be factoring in the street network – we have to look at the crossings, the distances between traffic lights, the five-foot ways, the sidewalks and how you have to go about creating and designing roads that are less auto-centric and would support walking, biking and transit. To start off, we have to take back the streets as they make up 70% of a city”, she added.

But the beauty of place-making – is that it can be done in small bite-sized pieces, unlike masterplans which start big and never really trickle down. Placemaking on the other hand, starts at the human scale and it ripples outwards, very much like pebbles in a lake.

PPS has been working in partnership with Khazanah Nasional’s Think City since 2009, and providing technical support and training on placemaking approaches to municipal staff and planning authorities. They are evaluating several urban renewal projects here in Malaysia – small scale projects that would take back and transform the public realm.

“Investing money in the future and making money is easy, building a legacy or a project that your grandchildren are going to be happy about however, that is something else,” she concludes.

\*To learn more about placemaking, visit the Project for Public Spaces’ website at <http://www.pps.org/>

bicycles, pedestrians, and transit users”. This concept supports human life and habitat, builds civil society, and creates a safe, welcoming public society”.

### PLACEMAKING AND PROPERTY VALUES

Cynthia points out that as we have been building our cities based on how to accommodate more cars and traffic, we have been undersupplying great public places for decades now, and we have not built what the market now demands. That is one of the reasons why property prices are so high in walkable compact neighbourhoods.

Explaining her point, she said, “Urban dwellers around the world want to be able to walk to work, or bike to the LRT station, to do their shopping in the neighbourhood and to let their kids play down the street –all which is impossible when the only public spaces are parking lots around these vertical towers. What we should do instead is to spend money, get private donors to build a fabulous public space with great amenities, a place that people would want to live near. Then, developers would be very interested to build there and pay all the taxes and the land at market. So, you create the demand first instead of creating the supply”.

Another great example was PPS’s success story with Broadway in New York, where they convinced the City to close down the motorways and added plazas and bicycle lanes, as well as relocating parking thus turning these traffic islands into pocket parks. All these created a pedestrian boulevard which gave the streets back to the people, creating more footfalls in that area, which in turn resulted in more customers for the businesses there, thus increasing more sales and the value of properties as well.



2

# MAXIMIZING YOUR RENTAL RETURN

BY IKHRAM MERICAN

Mathew and Marisa are looking to invest in a property. This will be their first investment property. Like many other homebuyers, they have done their research online and at some property seminars.

They figured that a 2-bedroom apartment in a good location, priced below RM650,000 would be the ideal investment for them.

Like all investors, they want the best rental return so they hunt for an apartment in a few good locations with the cheapest selling price. Eventually, Mathew and Marisa shortlisted 2 apartments in a condominium complex.

The first apartment is priced at RM550,000. It is on a low floor with not much of a view but the price is at least 10% below market. The seller urgently needs funds to expand his business and want to sell quickly. The 2nd apartment is priced at RM610,000. It is on a very high floor, offers a spectacular view, and has better interior decor.

It is a difficult choice. Mathew believes that it is better to buy an undervalued asset and Marisa feels they'd have better luck renting out the 2nd apartment.

Who do you think is right? What would give them the best rental return potential?

## RENTAL SYNERGY

All too often, rental price is derived from the purchase price of the property. Investors think about pricing their rent at a minimum threshold that covers their home loan repayments.

While it is only fair that you aspire for your rent to cover your monthly installments and give you some profit, you should not be deriving your rental rate from the purchase price. It should be the other way around. You need to understand the demographics of the location you are buying into. What type of people does it attract? Can these people afford to pay the type of rent you are demanding?

If the rental price and the location is a mismatch, there is no synergy. Take Mont Kiara and Segambut for example. These two places are right next to each

other. You would be pressed to find a tenant for RM6,000 a month in Segambut area but not in Mont Kiara.

So, it could be dangerous to buy a RM1,000,000 apartment in Segambut but rather safe to buy the same in Mont Kiara. Other components that come together to provide synergy are quality of property, size, aesthetics, interior design, amenities, and facilities. It therefore makes a lot of sense to look for properties that maximize these synergistic effects at the lowest price.

## PROFESSIONALISM

In his magnus opus, *Think & Grow Rich*, Napoleon Hill says, "there is but one dependable method of accumulating, and legally holding riches, and that is by rendering useful service. No system has ever been created by which men can legally acquire riches through mere force of numbers, or without giving in return an equivalent value of one form or another."

If Mathew and Marisa in the example above want to become investors, they should do it professionally. This includes acting like professional landlords. When they do this, they start providing value for their tenants. This creates goodwill, and encourages demand for their properties. Being a professional landlord means furnishing your

property with finesse. It means setting aside funds for improvements and regular maintenance. It means having your property looking crisp and clean when prospective tenants view it.

A few years ago I had a client who wanted to rent her studio apartment, which had been vacant for 8 months. When I visited the apartment, I could see why. A thin layer of dust covered the whole floor. The bed was bare and there was a stale musty smell assailing my nostrils.

After 2 months of trying to rent it out for her, I suggested that we do a thorough cleanup, put sheets over the bed and pillows, and spruce the place a little. She was not convinced it would make a difference but eventually succumbed. We even changed the curtains. The apartment was rented out less than 2 weeks later.

“ *Occupancy rate is the number of days in a year that an apartment is occupied. If it takes you 30 days to find a new tenant every year, your occupancy rate is 91.67%.* ”



You see, professional landlords have better occupancy rates.

#### **KNOWING THE SCIENCE BEHIND YIELD**

Remember Mathew and Marisa's dilemma earlier? Lower price does not necessarily translate to better yields. Occupancy rate can affect your rental return substantially. Occupancy rate is the number of days in a year that an apartment is occupied. If it takes you 30 days to find a new tenant every year, your occupancy rate is 91.67%.

If past history shows that the 1st apartment has an occupancy rate of 85% and can fetch a rental price of RM2,000, the annual rental return is 3.71%. On the other hand, if past history shows that the 2nd apartment on the higher floor with better furnishing has an occupancy rate of 92% and can command a rental price of RM2,100, the annual rental return is 3.8%.

Although the 2nd apartment has a higher price tag, it gives better returns and therefore better resale prospects.

Cost is another aspect that affects your rental returns. All other things equal, a cheaper property with higher costs can have worse investment performance than a more expensive property with lower costs.

To maximize your rental returns, you should always factor in occupancy rate and costs into your calculation.

#### **PUTTING IT ALL TOGETHER**

Maximizing your rental returns starts from ensuring that you pay the right price for your rental property. The "right price" is a value proposition and can differ from location to location or between product offerings. Then, you need to treat your investment like how you would a business. It should be systematic and professional with commitment towards improvement.

Finally, you must understand how occupancy and costs affect your rental return. A property with better occupancy and lower costs can provide better returns than a cheaper property with lower occupancy and higher costs. 💡



**Ikhram Merican** is a real estate negotiator, investment property advisor and property analyst with a focus on residential properties. He writes about the local property market at his blog, *LivingSpace.com.my*, and has been featured in The Edge, NST, and The Expat Group's various publications. He holds a degree from Monash University, with majors in Strategic Management and Electronic Commerce. He is also an Associate Financial Planner Malaysia (AFPM).

# BUDGET 2016: WHAT IT REALLY MEANS FOR GEN-Ys

As the Budget 2016 was tabled in Dewan Rakyat recently, it announced a raft of new policies for the low-income earners and the young Gen-Yers. iProperty.com had a chance to speak to some of the Gen-Ys who expressed their opinions about the Budget.



Two questions were put forward to them:-

**A: How satisfied are you with Budget 2016?**

**B: In what ways can the Budget 2016 be improved?**

## 1. Mubashar Aftab, 30

*CEO of Urbanify Sdn Bhd*

- A) The poverty statistics in Malaysia are skewed to the point that they are no actual sources other than that from the Ministry of Finance. There isn't much evidence that absolute poverty has been reduced to a mere 0.6%, yet while addressing hardcore poverty, those with barely enough are side-lined from the statistics to make the data look good. We still have Malaysians living in squatters or small homes that fit more than five families and by revealing skewed data, the efforts to reduce all forms of poverty to zero will be only be just a goal and not a reality.
- B) The Budget 2016 announcement also did not give enough incentives to small and medium sized enterprises (SMEs) and start-up companies as well as enterprises that are struggling hard to survive. The productivity of SMEs is affected with the depreciation of the Ringgit and this in turn will adversely affect the economy.



## 2. Mohammad Nursaeed, 25

*Musician*

- A) The increased tax of 28% for the higher income category is nice for us who are in the middle and lower income class. The budget was notable for what it did not include - as there was very little for the middle class, who are more affected by the GST. There were no allocations to increase the manpower for Ministry of Domestic Trade, Co-operatives and Consumerism (KPDNKK), who are supposed to enforce and expose more research on the application of GST. While the Indonesians are thinking about slashing corporate tax to attract more foreign investors, however this time around, Malaysia did not announce such incentives.
- B) There should also be more allocation to the health and medical sector for the purpose of treatment and disease research. Dengue killed 70% more people this year compared to last year and with such statistics, the government should move in to tackle the issue rather than to continue asking citizens to keep their compounds clean to rid their premises of dengue mosquitoes.



### 3. Calvin Nanthan, 25

*Photographer at iCart Malaysia Sdn Bhd*

- A) It appears that Budget 2016 intended way to solve all the problems in the country is through injection and appropriation of more funds, even though there could be a better way to settle such issues such as revamping or restructuring several policies and systems via the Budget. It is not necessary to constantly pump in more money to almost everything as seeing our own national coffers dwindling when our revenues were lesser as compared to last year.
- B) There should be more allocation of funds into improving public transportation and road improvements especially within the Klang Valley. More cars are brought into the roads each year and the number of vehicles moving at one time grows as well, especially during peak hours. Otherwise, tax subsidies can also be implemented to promote the sales of more energy efficient and environmental friendly hybrid or electric cars.



### 4. Charlotte Grace, 24

*Professional make-up artist*

- A) When the GST was implemented and citizens had to pay extra for their purchases and other expenses, Budget 2016 should have considered a reduction in income tax. The income tax rate of more than 10% for middle income earners before other deductions, coupled with 6% GST is strenuous for working individuals, especially fresh graduates who are trying to start their own life away from their parent's financial support. Given the rising costs of living, it is harder for middle income earners to save enough and that makes it harder for them to own a property.
- B) There should be a subsidy, price discount or relief of some sort for all first home buyers based on their salary or house desired, perhaps along with free legal services. This should be more viable options for young working adults who, instead of renting a place and partially paying for the landlord's own mortgage, can own a property of their own.

### CONCLUSION

Gen-Ys in Malaysia can be considered the smartest cohort of young people history has even seen, by virtue of socio-economic privileges bequeathed to them by previous generations. The recent budget should include policies that would improve the lives of everyone and not a segmented few. Long-term policies must be established, such as the abolishment of BR1M (Bantuan Ringgit 1Malaysia) and inject the allocated funds into subsidies for commodities that are more important for the rakyat. 💡

# BUDGET 2016: PROGRESSIVE OR REGRESSIVE?

Some measures were implemented by the government via the Budget 2016 to curb speculation in the property market to a certain extent and to increase more numbers of affordable housing. What does this mean for developers, investors and house buyers?

iProperty.com asked some experts to discuss the effects from the policies drawn up by the recent Budget. These are the questions posed to them:

1. Was the Budget 2016 satisfactory in addressing the current housing issues? In your opinion, what more should have been done?
2. Are the additional 175,000 affordable homes and the 5,000 units of PR1MA & PPA1M to be built in 10 locations near LRT and monorail stations sufficient to cater to the growing need of affordable housing?
3. Will the RM200 million allocated for First House Deposit Financing Scheme be enough to assist first time house buyers especially Gen-Y? If no, please state reason(s).
4. Will the allocated RM1.4 billion to improve roads around the country be efficient in making suburban townships more appealing?





## Adrian Un

*Skybridge International Sdn Bhd, CEO*

1. In my opinion, what was on everyone's wish list - DIBS for first time home buyers and reduction of RPGT among others which did not crystallise. This is expected as the existing cooling measures have been quite effective in curbing the speculative activities which have been spiralling since 2008.

In short, the goodies for property industry were not forthcoming. In view of the lack of these goodies, the private sectors have to strategize and take it upon themselves to ignite the housing industry. I believe, we still lack foreign investment into our housing industry.

We are still behind Singapore and Australia. Recently, I have seen a surge of foreigners showing a great deal of interest on properties in Singapore, Australia, Cambodia, Japan and even The Philippines.

Desperate times calls for desperate measures. If our local consumption such as the local buyers' sentiment in property purchase is waning, the government should improvise on existing incentives to attract foreign direct investments (FDIs) via property investments. This will enable developers to stay afloat along with foreign buyers in trying times. The Budget 2016 should have considered this aspect and offer more investor friendly incentives to boost FDIs.

2. It is insufficient as there is still a strong migration from low to medium-low income households in different states into Klang Valley. The allocations will be insufficient to cater to existing and future

*“ The key to a successful first house deposit financing scheme is financing. If the mechanism and manner by which financing is organised for house buyers are not effectively executed, many of the applicants will not benefit from this scheme. ”*

demands. Penang has witnessed quite a number of big multinational companies closing down and resulting in unemployment. Many may be hard-pressed to migrate down to Klang Valley in search for greener pastures and housing will still be an issue.

Affordable housing is meant for low to medium - income households, but currently we are witnessing medium-income households looking into affordable housing, which is sad.

3. No, because based on estimated forecast, at most it will only benefit around 30,000 house buyers and this demand will be swelling in great numbers. At least some will benefit from it.

The key to a successful first house deposit financing scheme is financing. If the mechanism and manner by which financing is organised for house buyers are not effectively executed, many of the applicants will not benefit from this scheme.

The government should set a target for both foreign and domestic commercial banks as well as set aside a funding scheme to finance some of the units. Failure to do should result in some form of penalty, just like in the old days where Bank Negara will set certain allocations for banks to meet quota on low cost financing.

4. Yes it will. The key to sustainability of any townships or neighbourhoods is all about accessibility and connectivity. When these two factors are made easy, inhabitants will likely to grow and so does the value of properties.



## Chris Tan

*Chur Associates, Founder and Managing Partner*

1. Housing issues are not properly addressed given that affordable housing has been a prominent feature in the recent Budget. The measures introduced so far in housing the nation are at best stop-gap and superficial. If the government is serious about its housing agenda, a long term and sustainable programme must be introduced.

We have been talking about affordable housing for years and yet we do not even have a common definition of what is the level of affordability. Given that the income level differs from location to location, we need some workable discrimination to ensure the most deserving gets housing.

The “friendly” competition between the Federal government and the various State governments in pushing their very own schemes of affordable housing is a clear sign that there is no concerted effort in addressing this issue.

Acknowledging that the Federal government would have challenges in this agenda given that land is constitutionally a state matter, the Federal government can certainly do better with the fiscal policy that is directly under its control.

Permitting the DIBS, a new Employee Provident Fund (EPF) funded housing scheme, a friendlier lending policy for the first time house buyers as well as offering tax incentives for housing developers involving in the building first homes should all be welcomed.

2. I think the problem is not entirely on the quantity of affordable homes but rather which person fits the eligibility criteria to purchase the affordable house.

While affordable homes are available to those with income between RM2,500 and RM7,500,

“ If the government is serious about its housing agenda, a long term and sustainable programme must be introduced. ”

middle-income households will find themselves stuck between the two categories. They are neither qualified for low cost homes nor able to own affordable homes under the schemes.

Besides paying for the housing, house buyers need to pay for other additional expenses such as fee for sale and purchase agreement, stamp duty, maintenance fee, renovation cost, among others. The houses provided by PR1MA & PPA1M may be cheaper than those provided by developers but the government has failed to see the bigger picture on what the house buyers need to pay for besides the housing price.

I would like to stress the point that affordable housing is not only necessary for low-income households but it is also important to middle-income households when they represent a large population in the country.

3. Although payment for deposit has always been the biggest barrier to house entries but the fact that this mechanism and the bracket for house prices under the scheme are still unclear cast a benefit of doubt on the practicability of this scheme to first time house buyers.

Buying and financing a home takes a lot more than just paying the deposit and the loan, as there are still other miscellaneous fees which the house buyers may overlook. Therefore, if the threshold set for house prices is high under this scheme, it will be very difficult for the house buyers to maintain the payment in the future.

Average wage earners would have issues in coming up with the money upfront for the initial deposit given their limited disposable incomes. Cagamas that was introduced a few years ago should play a more prominent role in taking care of the deposit. RM200 million is too small a fund these days for any meaningful impact.

4. The RM1.4 billion will be directed to a particular ministry and it depends on how the ministry will utilise the money in improving the roads. It will be efficient in a way that it will lead to a more convenient pathway in accessing to the suburban townships. This will eventually trigger growth and development in that area.



“ In my opinion, it is good because current policies are deemed to be sufficient to maintain the stability of housing sector. ”

## Gary Chua

CEO of Smart Financing

1. There is no surprise in the housing sector because there is neither tightening nor liberalisation on guidelines such as changes in RPT rate, re-introduction of DIBS or changes in stamp duty fee. In my opinion, it is good because current policies are deemed to be sufficient to maintain the stability of housing sector.

Having said that, improved tax reliefs for M40 (middle class) would be able to increase the disposable income of this segment. This means now the affordability of this group is enhanced and have a better chance of owning a house.

Nevertheless, one key element which needs more attention is house financing. There were no measures, such as DIBS or reduction in Statutory Reserve Requirement (SRR) for banks to improve liquidity in the market and to address on how we can make financing more affordable for all especially when property prices, just like most other goods and services are increasing in prices.

2. It is not enough because 5,000 out of 175,000 are merely 3% of the housing that are accessible to public transportation. This is the group which needs public transportation more than any other segment. 97% of the population will need to own a vehicle in order to travel. This leads to affordability issue again where this segment will require another financing to fund the vehicle in order to survive or to be competitive in the job market.

In addition, parking spaces are limited especially in urban areas and this has led to the ever increasing parking rates, - for example the average price in some areas has gone up tremendously from RM2/hour in 2014 to RM3/hour in 2015 (excluding GST).

3. Deposit or down-payment to purchase a property is just one of the requirements to owning one. The more critical issue that we are facing today is that when banks are not lending to first time home buyers primarily due to affordability issue.

After the introduction of Responsible Lending Guidelines in 2012, another new segment has been classified in 2013, under this guideline, which is called vulnerable segment. This refers to Malaysians with monthly income below RM5,000 as defined by most banks.

Banks are applying more stringent Debt Service Ratio (DSR) cut off at below 60% on net income for those who fall under this category whereas others can be as high as 80% to 90%. This has further dampened the chances of securing a financing from the bank to purchase the first house for the younger population who generally earns less than RM5,000 per month.

4. Yes of course, especially those in the suburban areas will need more improvement on roads and accessibility to the city. However, upgrades of public transportation particularly the reach of LRT or MRT to the suburban areas is rather crucial.

Generally the house prices in suburban areas are more affordable but the need to own a vehicle to travel to town to work especially with the high fuel price due to the removal of government subsidy and the increased of toll rates in October 15 have reduced the average Malaysian's affordability. There must be a plan to review the highway toll rates and fuel subsidy to appeal to the suburban areas.



“ The distinction between RPGT for Malaysians and foreigners should have been abolished. ”

**Mohd Ikhran Merican**  
Founder of LivingSpace.com.my

1. I think the Budget was good from a macroeconomic perspective but it falls short on addressing the local housing needs. I think a lot more could have been done. Not only are more affordable houses needed, but the rate at which they are being produced needs to be ramped up drastically. We are already short of 1 million affordable homes.

More could have been done in terms of creative financing programs for first time home buyers. Many experts have pointed out that DIBS for first time home buyers are much needed. Statutory contributions imposed on developers could have been subsidised to bring down the cost of building houses.

The distinction between RPGT for Malaysians and foreigners should have been abolished. If Greater KL is to be a cosmopolitan city, then we need to do more to encourage foreign ownership. Foreigners could provide a much needed boost in the high end segment.

Malaysia has been rated as of the top destinations to retire and an attractive location for expatriates. It would make sense to encourage this trend through attractive home ownership schemes for foreigners.

2. Definitely not. As I highlighted earlier, we are already short of 1 million affordable homes. 175,000 affordable homes falls far short. The problem is exacerbated by the rate of implementation which, is seriously lagging. They government is looking at building 10,000 affordable homes next year. That only addresses 1% of the shortage.

5,000 PR1MA homes near LRT and monorail stations is a drop in an ocean. That sounds exaggerated but if you think about it, the shortage is growing. It is not being reduced neither is it being arrested. So, the current numbers don't really change much.

3. No it is not enough. If we assume that the Gen-Y's can afford a RM250,000 house, the deposit required will be RM25,000. And if you do the numbers, only 8,000 people can benefit. Again, this RM200 million allocations are far short if you take into account that we need to facilitate 1 million new affordable homes.

I think legitimizing creative financing programs like "no-money down" schemes to buy a house for first time home buyers could be a solution. Combined with government subsidies on statutory contributions for example, this could work. The mechanism for such schemes needs to be studied carefully to ensure that prices do not get inflated recklessly.

4. Yes, certainly! This is something we really need. Take a drive around upper-middle class neighbourhoods in the suburbs and you'll notice the roads are horrible. People are paying millions for properties here but the roads are in poor condition. We need better roads in housing areas (without discrimination) and this allocation is a great start. I also believe proper roadworks and planning is vital on top of this allocation. Contractors who are fixing our roads do not follow proper procedure which results in uneven roads and potholes.



“ The concept of build-then-sell should be implemented. ”

## James Tan

Associate Director of Raine & Horne International

1. No, not at all. There must be a mechanism to reduce conversion premiums and development charges should be waived all together with statutory contributions such as SYABAS and Indah Water Consortium in order to reduce the cost to the developers and give them special tax incentives so that they can build more affordable homes. There must also be a fast track release of unsold Bumiputera units to reduce holding cost.

The concept of build-then-sell should be implemented. Look at the number of abandoned housing schemes that are still around and unresolved!

2. In my view, this is insufficient as I am doubtful as to the construction and delivery of these homes - as to where they are located. Are there public transportation and facilities where these homes are being built?

Apartments at Bukit Beruntung are being sold at less than RM150,000 but nobody wants to live there as it is just too far away. The further away the location of these homes, the lesser the demand.

3. This amount is just too small. Assuming RM200 million will be the 10% down payment, the total price of the properties that can be purchased will be RM2 billion. Assuming that the average house price is RM400,000, only 5000 units can be sheltered under this scheme - which is way insufficient.
4. Definitely but may not be sufficient or enough as cost has gone up tremendously and there are still lots of unplugged leakages that have not been addressed.

The continued prohibition of DIBS is a very good thing but has been implemented too late as the cat has been let out of the bag. Property clubs or any form of it should be totally banned as this have encouraged speculations and pushed prices beyond the means of the average *rakyat*.





“ I do expect that more units will be planned in next year's Budget. ”



### Khoo Boo-Khuan

Full Time Property Investor  
& Author of “The 9 to 5 Property Millionaire”

1. I personally feel that there is nothing very exciting about this year's budget in relation to the housing issues. While it is good that there are schemes such as PR1MA, PPA1M and Rumah Mesra Rakyat, I would have preferred if there was an industry wide policy that will encourage all developers to focus on affordable housing.
2. I don't have the exact figures, but my gut feeling is that this is not going to be enough, especially in the short term. I do expect that more units will be planned in next year's Budget.
3. I am sure many will benefit from this financing scheme if implemented effectively as down payments are usually the biggest challenge for Gen-Ys. I touch on the implementation because the mechanism of this scheme is still unclear, so we will have to wait until the mechanism is clarified and finalized before we can have a better picture on its potential.
4. It will definitely help make suburban townships more appealing but it is only one of many factors that people would use to decide where they would want to stay. Other infrastructure developments for health care, education, necessities and even employment need to also be put in place to make suburban towns more appealing.



“ 84% of our planned residential launches are priced below RM1 million, with 71% priced below RM700,000 and this will again benefit the middle income group in the Klang Valley. ”

### Tan Sri Leong Hoy Kum

*Mah Sing Group Berhad, Group Managing Director*

1. Mah Sing lauds the various initiatives in Budget 2016, which has several initiatives including reiteration of commitments to major infrastructure projects and various measures to create more affordable housing.
2. We are heartened to see the Government's continuous commitment towards improving the nation's public transport network. The government's continued efforts to make the High Speed Rail a reality and their commitment to improve highways, MRT and LRT will directly benefit Mah Sing as our focus is in Greater KL which makes up 61% of our land bank in terms of gross development value.

84% of our planned residential launches are priced below RM1 million, with 71% priced below RM700,000 and this will again benefit the middle income group in the Klang Valley.

4. Projects like the RM900 million proposed for Jalan Tun Razak traffic dispersal project to reduce Kuala Lumpur congestion will directly benefit our M City @ Jalan Ampang project, while RM1.4billion for improvement of roads around the country will make suburban townships like Southville City @ KL South, M Residence in Rawang more appealing to home buyers.





### Samuel Tan

*KGV International Property Consultant Sdn Bhd,  
Executive Director*

1. The government is obviously trying to address two pertinent issues - affordability and house ownership for first time house buyers.

For the former, various schemes were introduced to increase the supply. It is a commendable effort but I doubt the supply will be able to match the demand due to multiple factors. On the supply side, the private developers will not be able to carry the task when land, building and compliance costs are high. On the demand side, the shrinking Ringgit does not allow much room for the low and middle income groups to afford such big ticket investment.

The task as noted in the Budget was given to government agencies. The number of units will not be enough to meet the needs but it is still a good effort.

On the issue of house ownership, the government took into cognisance that first time house buyers must be given priority, hence the RM200 million fund to assist them. We have yet to know the criteria and the mechanism. The sum is certainly insufficient to satisfy the needs of the entire country.

Another way is simply to allow DIBS to be administered by the banks. Each bank will have to

“ Another way is simply to allow DIBS to be administered by the banks. ”

meet certain criteria before approving the loan to this group of borrowers. It will be more efficient and the quantum is to be set based on the banks' capacity.

2. As stated above, it will not be able to but it is still a good effort.
3. It will not be sufficient. Mathematically, if the fund is to assist in the payment of the first 10% and we assume the average affordable home is priced at RM250,000, the fund will assist with the first 10%, as this will allow for only 8,000 units. Of course, at this stage we still do not know how it will work.

I would suggest that in a transitional period like this, house ownership needs not be a top priority. A housing relief can be given to the deserving groups deducted from their income tax, so that it will be less burdensome for them and it is for a targeted use. For those who are not paying income tax, a rent-and-buy scheme will be more appealing. A hybrid of both is also a workable strategy.

4. From the previous economic slowdown, we observed that funds spent on infrastructure are always a wealth creation mechanism.

One good example in JB is the opening of new highway to Gelang Patah. A major part of this area becomes Nusajaya that features various signature developments. From a new village, it becomes a striving town. Land values soared and many modern developments mushroomed here. Population increased too.

Firstly, it opens up new frontiers in the rural or suburbs making them more accessible. Since the land prices are relatively cheaper, development offering more affordable homes can be built. Secondly, road improvements or construction increase the value of the existing houses and lands. That by itself generates wealth and also attracts activities into these areas. Thirdly, the spill-off effect from infrastructural development can create more job and business opportunities.



“ What is pressing, however, is that while there are plans to construct more affordable housing under PR1MA, the difficulties of first-time homebuyers to get financing are not addressed. ”

### Sarkunan Subramaniam

*Knight Frank Malaysia Sdn Bhd, Managing Director*

1. There should be more effort placed towards building affordable housing. For instance, incentives should be given to the private sector to turn pieces of land into affordable housing areas. With weak take-up rates and slower home loan approvals, lee-ways for planning and conversion charges should be given to private developers as an incentive for them to develop affordable housing units.

Also, the Budget 2016 did not stipulate the idea of affordable housing properly as it is very vague and not specific. There should be a stipulation on what is the price range for affordable housing to avoid it being taken advantage of by some developers who are looking to make extra profits by placing a higher price tag on a portion of the units.

2. It is insufficient mainly because the housing demand in Malaysia is insatiable. The allocated 175,000 homes is a laudable move, but it is not adequate in addressing the affordability issue. What is pressing, however, is that while there are plans to construct more affordable housing under PR1MA, the difficulties of first-time homebuyers to get financing are not addressed.

3. With the amount allocated, the scheme will only benefit a small percentage of aspiring house buyers. The scheme is also a bit worrying as if a proper financing mechanism is not implemented,

there will be hiccups in the scheme's execution. Careful consideration must be given to details such as what interest rates will be used and how will the deposit be paid to developers. Instead of the RM200 million allocation, the government could give out a lump sum reprieve to youths who are eligible for affordable housing that fall within a certain income bracket.

4. It is a big relief as better transportation access leads to the development of residential, industrial and commercial sectors which creates additional wealth. This would especially be a boon for those staying in the outskirts especially those working in city centres. 📍



# STATUS QUO REMAINED IN BUDGET 2016 VIS-A-VIS HOUSING INDUSTRY



The National House Buyers Association (HBA) acknowledges the challenges faced by our honourable Prime Minister in tabling Budget 2016 in view of the slowdown in the global and regional economies and also the steep drop of the Ringgit.

As a result, many of our wish list to stem excessive speculation in the property sector that has caused the unbridled escalation of property prices was not granted. Nevertheless, we are grateful that our PM did not heed the advice from business groups with vested interest to relax some of the cooling measures announced previously to stem excessive speculation such as lowering the Real Property Gains Tax (RPGT) or re-introducing the Developer Interest Bearing Scheme (DIBS). We are indeed glad that a 'status quo' (an existing state of affair) had remained.

The positive take on Budget 2016 in relation to property, in particular affordable properties are as follows:

- (a) The government will build more PRIMA homes, SPNB, PPAIM houses and also PPR homes (Affordable Homes by the Government)
- (b) A sum of RM200 million will be allocated for First Home Deposit Financing Scheme to assist first time home owners to pay deposits when purchasing affordable housing.

## **DEVELOPERS' INTEREST BEARING SCHEME (DIBS)**

HBA is glad that the Government has continued to heed our call to ban the gimmick of DIBS or any permutation that entails interest capitalisation.

Developers being entrepreneurs have to be responsible and bear the risks that come with their investment. They should not be allowed to enjoy profits at the expense of house-buyers bearing the risks on their behalf. Thus, when developers claim that DIBS is good because they "assist new purchasers", they should be asked to use the 'Built Then Sell' (BTS) 10:90 concept instead if they are sincere in not wanting to shift the risks to the house-buyers. Developers, being profit driven, merely want to sell their products by whatever means, even recommending DIBS for 'first time house buyers' on the guise of 'assisting them'. We are glad that the developers' trade organization did not succeed to convince the Government to be their sales agent. Do not allow 'First Time House Buyers' to be sucked in.

Following the existing cooling measures announced in Budget 2014 i.e banning the DIBS, tightening of the loan-to-value ratio (LTV) and increasing the RPGT, the housing market is now more stable to a certain extent.

*“ They must build the right product at the right place with the right pricing and the right numbers.  
- HBA ”*

A BIG THANK YOU to the honest civil service staff in the Ministry of Finance, EPU of the PM's office and Bank Negara for standing up to politicians and parties with self interest who have been clamouring behind the scene to attempt to reinstate this deceptive packaged DIBS that have been the blunt of escalating house prices.

## **BUDGET 2016**

### **1. Affordable Homes by the Government**

Thumbs up to the Government for taking the initiative to build more affordable housing. However, HBA cautions the right implementation to ensure that it reaches the right target market.

The affordable housing must be built at the right place and priced reasonably (between RM150,000 to RM300,00 and not more than RM400,000 for prime locations) and only for first timers and not to be made available for second time house buyers which PRIMA allows albeit with conditions.

PRIMA must also ensure that all the allocated land is used to build affordable housing and not to partner with those private developers where only 40% of the lands (from what we understand from the market) is for affordable homes whilst the balance used for lifestyle properties to build commercial and high-end properties.

HBA further opines that the best agent of delivery for private affordable Housing is private developers. The Government can boost the delivery of affordable housing by giving incentives and rebates to private developer to build affordable Housing such as:

- (a) Lower corporate tax rates
- (b) Lower land conversion premiums
- (c) Fast track release of unsold Bumiputera Units

### **2. First Home Deposit Scheme - 10%**

Whilst the above scheme is laudable as it aims to assist first timers to own their property, HBA urges some caution as providing the initial deposit of 10% down-payment may send a wrong message.

HBA has always caution against so-called “Zero Entry Cost” properties whereby the buyer does not need to make any down payment as it encourages unnecessary speculation. House buyers are advised to rent instead of owning if they cannot raise the initial down payment / commitment fee for an affordable housing unit.

Do not think that just because it is within the affordable housing category, one is eligible for a 100% loan (in this case 90% margin). Buyers must understand that it means taking out a back-breaking loan of 30 years and ‘slaving’ for the bank. They must understand their obligation to repay the monthly loan without fail and to regularly pay the maintenance and sinking fund as well as utility charges. If buyers could not afford to commit with their own funds (ie down payment), he or she is strongly advised to rent instead. From the onset, buyers must know their legal obligations and moral responsibilities. There is a vast difference between buying and renting. If they don't keep up



with the monthly instalments to the bank, the bank will foreclose the property and the family gets evicted. It is only then that many realise that buying a house can be a nightmare. They will instead be house poorer.

Since it has already been announced, HBA urges the Government to impose a restriction that such properties under this scheme cannot be sold for the first 10 years and must be owner occupied.

On the hindsight, this will be very helpful to "First Time House Buyers" who lack the cash to make the required 10% down payment. It is definitely better than what it currently being practiced by errant developers in that the developer increases the selling price by 10% and then offer a rebate of 10% so that the house buyer does not need to make any physical down payment. However such a 'scheme' artificially increases the selling price and also adds pressure to prices of existing completed properties.

ABANDONED housing projects in the country continue to be a dampener to the hopes of many house buyers and their families from realizing their dream of being owners of their own homes.

Its continued presence remains a thorn in the housing industry that does not bode well for the victims nor the reputation of the Housing Ministry as the regulatory body and approving authority.

Besides causing a dilapidated environment, abandoned projects also cause unnecessary hardships to the victims as they need to continue with their monthly bank installments for their housing loans, and in many cases unless the projects are successfully revived, there will be no end in sight as to how long they have to bear their ordeal. There is no solution for abandoned housing projects save and except to seek out the intervention of the Government, using tax payers money and 'white knights' to rescue those abandoned projects.

“Janji DiTepati”  
(Promises Fulfilled)??  
- BTS 10:90 ,,

The Government, through the then Minister of Housing, Dato Wira Chor Chee Hueng had in February 2012 reiterated that the BTS 10:90 system will be made mandatory by 2015. This was also recorded in the Parliament Hansard in 2013 in the Dewan Rakyat. Under the BTS 10:90 system, house buyers only need to fork out the initial down-payment of 10% when booking a house and do not need to make any further payment until the vacant possession of the property





is delivered whereupon the balance 90% will be paid. This is a more orderly concept to rein in errant housing developers. The BTS 10:90 is a far safer mode of home delivery system and the Government should compel the housing industry to adopt the system as we believe it will drastically if not totally eliminate cases of housing projects being abandoned.

Early this year, the current Housing Minister, Dato' Abdul Rahman Dahlan, made a 'U-Turn' to shun the mandatory imposition of the BTS 10:90 system and that he will propose to the Government to allow BTS 10:90 to co-exist with the 'Sell-Then-Build' concept and that the developers were allowed to choose. This is akin to allowing the housing developers a free rein again.

This has drawn the flak and adverse criticism of the house buying public and consumer associations especially the victims of abandonment and those of unlicensed developers and whether the Government will hold true to their slogan: "Janji DiTepati" (Promises Fullfilled).

The Government saw it fit to approve it in February 2012 with the announcement of the mandatory imposition of BTS 10:90 concept come year 2015. Is the Government taking a retrogressive step? There has been no announcement in BUDGET 2016 on the BTS 10:90 concept. 📍



#### **NATIONAL HOUSE BUYERS ASSOCIATION [HBA]**

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**Striving for House Buyers Rights and Interest**

# BUY NOW OR LATER? – STOP SPECULATING AND BE A SMART INVESTOR INSTEAD



As the year comes to a close, there are many questions being asked about the property market such as when will the property market slump pick up and when will be the right time to invest in properties. Dato' Sri Dr. Vincent Tiew, Managing Director of Andaman Property Group provides an insight from a developer's perspective.

With this year's downturn in the overall economy, speculation is now rife that the property market is headed for a period of doom and gloom. Dato' Sri Dr Vincent tells us why we should jump off the speculating bandwagon and instead strive to capitalize on current opportunities in the market in order to score the right property.

## A DEVELOPER'S OBSERVATIONS

Drawing on his decade-long background as a developer, Dato' Sri Dr Vincent shared a few key observations property investors should take note of: They include:

- Developers are shifting their focus from premium products to affordable ones instead, where projects will be catered to the mass market within reasonable price ranges.
- There will be more projects made available in prime locations such as Kepong, Puchong, Serdang and Seri Kembangan, with the plot ratio in Klang Valley increasing up to an estimated value of 20.
- There will be a lower rental yield at an average of 5% per annum, especially for units that cost more than RM600 per sq ft.

- The loan approval rates and loan margins will continue to decrease, a boon for financially credible buyers as there is less competition.

## THE ONLY WAY IS UP

Elaborating on why the public should step up to the plate and attempt to shop for the right property, Dato' Sri Dr Vincent said that costs are not going to go down anytime soon. It is true that property prices are currently not very encouraging, however he stressed that potential homeowners should know that current prices for most locations especially hotspots, is in fact going to be hard to find a few years down the road.

In illustrating how costs will be seeing an upward trend, Dato' Sri Dr Vincent implores buyers to ask themselves the following questions:

1. **Will there be an increase in supply and are land costs decreasing?**
2. **Are developer's operating costs such as labour, fuel and construction materials reducing?**
3. **Is the local authority implementing planning guidelines that are cheaper and easier for the developers?**
4. **Is it easier for developers to obtain bridging loans or term loans to purchase land?**

None of the above will be happening anytime soon - for example, consider question no 3. The planning guidelines for developers have in fact seen further constriction. One new ruling which came into effect recently was that houses have to be set back 66 feet from the main road as compared to the prior 50 feet. This forces developers to spike up the price per unit to cover up for the lesser units that can be built on a plot of land. This was one of the many examples Dato' Sri Dr Vincent provided on how developers are facing the costly implications of new introductions and recent amendments to rules and regulations pertaining to developers' projects.

Another example being the amendment of Section 6 in the Housing Development Act which came into effect on 1 June 2015, where a developer is to deposit 3% of total construction cost inclusive of financing cost and professional fees upon application of the Developer License and Advertising Permit. This is compared to the previous fixed rate of only RM 200,000. Besides that, developers' contribution for water and sewerage to the Indah Water Konsortium (IWK) is now based on a percentage of respective properties' selling price instead of the prior fixed rate across the board. All these amendments lead to lower profit margins for developers. Hence, it is safe to say that property prices in the next few years will be having higher price tags.

“ Investing time and effort now to search for the right property hands. ”

Adapt and overcome - that is the advice that Dato' Sri Dr Vincent has for the general public. Investing time and effort now to search for the right property hands down trump waiting around for the tables to turn. One can always find a good deal by reading more and understanding what the typical prices out there are. Get to know your options by knowing what you can afford and then carry out an evaluation process to ensure that your decision is the right one.



### THREE-STEP GUIDE TO EVALUATE INVESTMENT POTENTIALS

Using the Arc@Austin Hills development in Mount Austin, Johor Bahru as an example, he shared a 3-step guide for property buyers in evaluating investment potentials:

#### 1) Savings on Investment

##### Scenario A

Say you were to purchase a unit of the Arc @ Austin Hills at RM420 per sq ft today, (where the average market price of most developers in Mount Austin is at RM600 per sq ft).

Assume that upon completion 4 years later, the market remains static at RM600 per sq ft, you will still enjoy savings of RM180 per sq ft (RM600 - RM420), amounting to total savings of RM117,000 for an apartment unit that has a 650 sq ft built up (RM180 per sq ft x 650 sq ft).

##### Scenario B

Say that the market experiences a conservative growth of 5% per year, the value in 4 years would be RM720 per sq ft (  $1 + \{ 0.05 \times 4 \} \times RM600$  per sq ft ).

With savings of RM300 per sq ft (RM720 - RM420), the total savings enjoyed will be RM195,000 (RM300 per sq ft x 650 sq ft).

***This step clearly shows how if you were to buy a unit that is below the market price; you are already making gains at the point of purchase.***

#### 2) Return on Investment

The next step in determining whether the investment is a profitable one is to carry out a return on investment (ROI) test.

Take for example the 650 sq ft unit priced at RM273,000.

Assume a 70% loan is obtained (exclusive of 5% non-Bumiputera discount), therefore the cash required at point of purchase is RM68,250 (remaining 25%).

As per Scenario A, returns on the cash investment will be:  $\{RM117,000 - RM68,250 / RM68,250\}$  divided by 4 years = 17.9 % per year.

As per Scenario B, returns on the cash investment will be:  $\{RM195,000 - RM68,250 / RM68,250\}$  divided by 4 years = 46.4% per year.

#### 3) Projected Rental Yield

This final step is important for property buyers who are planning to rent out their property. The projected rental yield is a defining factor in determining whether the property is a good deal.

Take the aforementioned 650 sq ft 2-bedroom unit @ RM273,000.

Assume a monthly rental of RM1,200, the rent per annum will be RM14,400.

Therefore, the gross rental yield =  $RM14,400 / RM273,000 = 5.3\%$ .

***As it can be seen, the rental yield obtained is slightly higher than the average market value of 5%.***

\* The current average rental rate for apartment units in Mount Austin (650 sq ft) obtained from listings online is RM1,400 at the point when this article was written. To mitigate future risks a lower rental rate (RM 1,200) was used for the analysis.

As Dato Sri' Vincent advised, LET THE MONEY WORK FOR YOU and buy based on current conditions and solid computations instead of being influenced by goodies from developers. Therefore, property buyers should strive to adapt the evaluation guide above in ensuring for a solid and profitable investment. 📍

DISCLAIMER: The opinion stated in the article is solely of Dato Sri' Dr Vincent Tiew and is not in any form an endorsement or recommendation by iProperty.com. Readers are encouraged to seek independent advice prior to making any investments.

# PROPERTY MARKET: TRANSFORMATION IN PROGRESS



Teoh Eng Poh  
General Manager  
of MCT Consortium Bhd

MCT Bhd's General Manager Teoh Eng Poh explains how the property market in Malaysia is changing to a different paradigm with an array of demographics and preferences.

## YOUTH OF THE NATION

The future of Malaysia is anything but conventional based on a new demographics data that this country has an average age of 27.4 years old among the population of more than 30 million. The shades of younger faces in the country should be something to look forward to and it is time for the younger generation to inherit Malaysian economics.

It is a lifelong journey for investing in the property market and it is high time that the young is developed to be property investors and be the successors of the market.

Since 2007, the percentage of income increment just could not catch up with the house price index. Fresh graduates today may only get between a monthly salary of RM2,000 to RM3,000. Ironically, 10 years ago, the pay was almost the same.

Hence it also fair to say that there will be any increment is a tough note. It creates a question if the property market in Malaysia is sustainable.

When fresh graduates, who are today's Gen-Y cannot afford to own a property, the older generation, such as Gen-X and the Baby Boomers hold most of the properties in Malaysia because the property prices were very much cheaper at that time.

*“ It is the parent's responsibility to build a solid financial platform for their children and teach them financial intelligence. ”*

Most of the time, it's the Baby Boomers or the Gen-X who leave their properties to their children. But if they are not left with any inheritance, Gen-Y will definitely have difficulties in financing their first property. A generation can create three generations of assets - therefore it is time for the older generations to invest in properties now for the sake of their future generations.

It is the parent's responsibility to build a solid financial platform for their children and teach them financial intelligence, because according to a survey statistic by HSBC Bank, 67% of today's retirees are still funding their children and this is not healthy.

**PROPERTY MARKET TRENDS SINCE 1990**

In 1993, the property market was quite stagnant and townships became decentralised. Property developers then were moving out of Kuala Lumpur to develop other townships like USJ, Bandar Sunway, Sungai Long, and Bandar Utama.

Back then some property developers used the connectivity factor to sell their properties e.g. via the North-South Highway and North Klang Valley Expressway (NKVE). Those who develop projects further away from Kuala Lumpur city centre, such as Bukit Beruntung will find it challenging to sell their properties due to poor connectivity. At that time too, developers began to market their residential developments as 'super-link houses', a supposedly improved version of link houses. Hence, developers need to adopt leisure elements such as golf courses to market these less connectivity developments.

By 2004, as these townships become more matured, developers began upgrading these settlements, buying pocket of lands and building higher-class residential houses. Developers started to bring in foreign investments such as from the UAE and Singapore.

*“ Connectivity is the key to creation of new benchmark townships. ”*

More residential homes were built during this time, such as gated and guarded, strata landed super link houses, semi-detached houses, high-end luxury condominiums and even strata offices.

By 2010, the integrated development era began with several townships within the Klang Valley region being absorbed into the Greater Kuala Lumpur, expanding the geographical boundaries of metropolitan Kuala Lumpur. During this time, more new types of developments started to surface, like small office-home office (SoHo), small office-flexible office, small office-versatile office, and boutique units.

In 2015, an emerging trend of world class of integrated metropolis developments began to surface in Kuala Lumpur with the planned Tun Razak Exchange (TRX),

Bukit Bintang City Centre and world class branded hotels as well as luxurious serviced residences. I predict, with the lesser pocket of land banks in the city center, developers will once again create townships in suburban areas for the mass market demand. A new cycle of property trend will then begins with decentralization.

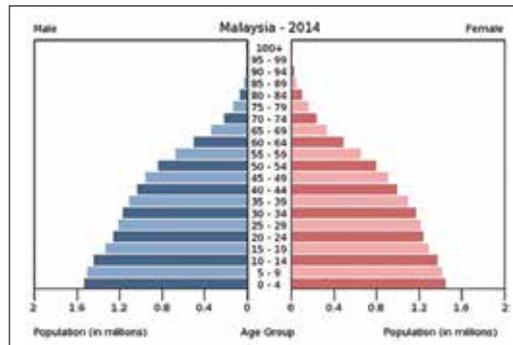
**TRANSIT-ORIENTED DEVELOPMENTS**

More developers are shifting their interests to the southern of Klang Valley (Southern Corridor) region due to escalating land prices in and around Petaling Jaya and Kuala Lumpur as it is hard for developers to build affordable housing projects within the metropolis.

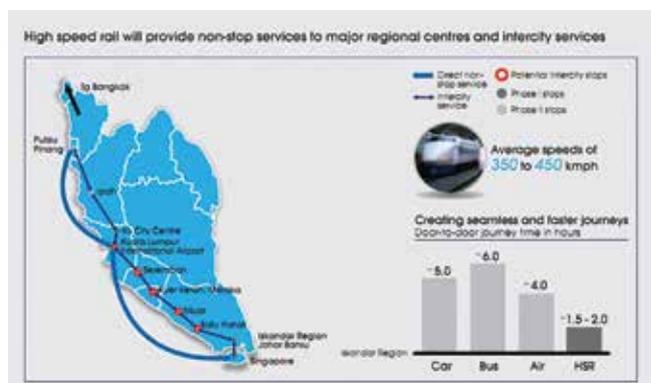
With the planned development of the High-Speed Rail Link connecting Kuala Lumpur and Singapore, it will be a game changer in the property industry where the Southern parts of Malaysia will be experiencing bigger and better developments.

Other than Kuala Lumpur and Singapore, the rail will have stations positioned in Seremban, Ayer Keroh, Muar, Batu Pahat and Nusajaya, and this will connect two major South-East Asia financial centres within 90 minutes. There are even talks of another high speed rail connecting Kunming in China and Kuala Lumpur, giving opportune developments to the Northern states as well as Thailand and Laos.

Connectivity is the key to creation of new benchmark townships. While roads and highways can be a big boost to townships and developments, the new trend of the property market will soon be on the train rails.



\*Source: Indexmundi.com



\*Source: Channel News Asia 2014

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# MALACCA & NEGERI SEMBILAN: TOWERING ABOVE THE COMPETITION





# HSR LINK POISED TO TRANSFORM NEGERI SEMBILAN & MALACCA INTO MAJOR GROWTH HUBS

Neighbours Negeri Sembilan and Malacca have in the recent years benefitted much from their strategic geographical locations.

- BY CAROLINE CHAN

Lying just to the south of Klang Valley and bordering Johor, these two states provide the vital link between two large population centres i.e. Kuala Lumpur and Singapore, placing them in positions of advantage to leverage on the strengthening of socio-economic ties between Malaysia and Singapore. Leveraging on their proximity to Kuala Lumpur and the development boom in Iskandar Malaysia, both states have risen to make their mark as lucrative property hotspots in the fast growing Southern Corridor.

The High Speed Rail (HSR) Link between Kuala Lumpur and Singapore is set to propel both states to further prominence. Proposed locations for the HSR stations are Seremban in Negeri Sembilan and Ayer

Keroh in Malacca. In July this year the Prime Minister's department reported that the HSR project is expected to generate an economic impact of RM100 billion to the country's GDP. About RM70 billion would be generated from construction, operations and the multiplier impact from the mega rail project. The balance RM30 billion is expected to be gained from a wider economic benefit via growth of the property, tourism and services sectors. Negeri Sembilan and Malacca will experience major changes in their landscape, population growth and economic sustainability.

## **ECONOMIC TRANSFORMATION EXPECTED**

These states anticipate the opening of new growth avenues that capitalise on the demand for value added

industries and services from the HSR project. HSR lines around the globe have been successful in creating high value economic developments and some of them have flourished tremendously into mega-cities. Economic growth and activity is expected to cascade to the stations in Negeri Sembilan and Malacca and their neighbouring areas. Mobility of workers to and from economic centres will bring lifestyle changes and spur

Port Dickson area and consist of townships, industrial zones and educational hubs.

The Malacca state government under the Invest Melaka, an initiative that focuses on promoting business has been successful in maintaining a positive economic growth since 2007. The Malacca state government has recently unveiled mega-development projects that are



growth in residential, commercial, educational and retail developments in both states.

The last decade has seen growing investment interest in both states. Negeri Sembilan's capital has geographically expanded with the development of Seremban 2 located about four kilometres southeast of downtown Seremban, Seremban 2 is a planned city built with the aim of relocating the administrative, business and education services in Negeri Sembilan away from the capital. There is also Seremban 3, a University Technology Mara township. Commercial development too is thriving as indicated by the high occupancy at newly opened industrial areas such as Sendayan Tech Valley and Bandar Enstek, which boasts of names like Coca-Cola, Kelloggs', Hino Japan and SKF bearings. Plans are also underway for the launching of 108,000 hectares Malaysia Vision Valley project that will encompass the Seremban-Nilai-

designed to transform Malacca into a global tourist destination and further leverage on the accessibility it will enjoy with the HSR link. The RM40 billion Melaka Gateway project consisting 12 precincts including residential, commercial, cultural, entertainment and marina terminal is poised to boost the state's tourism and other related services multi-fold. It will be the largest in Asia, tapping into the growing number of cruise ships plying the route which currently do not stop at Malacca due to lack of facilities.

#### **CONCLUSION**

The tremendous growth experienced by both states will enable them to fully capitalise on the new opportunities that will arise with the growing prominence of Malaysia's southern corridor. Negeri Sembilan and Malacca play the very important role of offering investors affordable options with easy accessibility to Greater Klang Valley and Iskandar Malaysia. 📍



# HERITAGE MEETS URBANISATION

Dubbed “The Historic State” for its historical origins of Malaysia, Malacca is a rewarding town with heritage values while balancing it with the city’s urban development.



Datuk Anthony Adam Cho  
Branch Chairman of the Real Estate & Housing  
Developers' Association (REHDA) Malacca

Datuk Anthony Adam Cho, branch chairman of the Real Estate & Housing Developers' Association (REHDA) Malacca, speaks to iProperty.com about the transformation progress in Malacca and how REHDA plans to enhance the potential of the State.

## **How does the state government balance between the preservation of heritage and modern developments in Malacca?**

Under the UNESCO's terms and conditions, you cannot deviate too much from the old building architecture. Therefore, UNESCO will not allow any structural demolitions and prohibit any structures that are more than the stipulated stories or more than 14 feet within the heritage area.

In the vicinity of the area - from Jonker Street up to the Christ Church building and Jalan Hang Tuah, any high-rise buildings are not allowed to be built.

This regulation does not include the new areas like Mahkota because although adjacent to the heritage site, it is away from it.

If any of these conditions are breached, UNESCO holds the right to remove the heritage status of Malacca. The committee who enforces the UNESCO regulations are executives from the Malacca state council members, senior architects, as well as the UNESCO committees.

### **What is the direction for Malacca's construction industry upon launch of the Construction Industry Transformation Programme (CITP)?**

REHDA Malacca recently signed a pledge to uphold the Construction Industry Transformation Programme (CITP) that will look into a more sustainable environment in Malacca. What this programme means is that there is a future for a green Malacca, where there will be sustainable living conditions for construction workers and introducing more 'green' products in the developments.

However the term 'green' is too loosely interpreted, as conventional wisdom only defines a 'green' building as a structure with 'green' features. The idea of constructing a 'green' building concept should ideally start from the beginning to the end - from manufacturing and transportation and to construction.

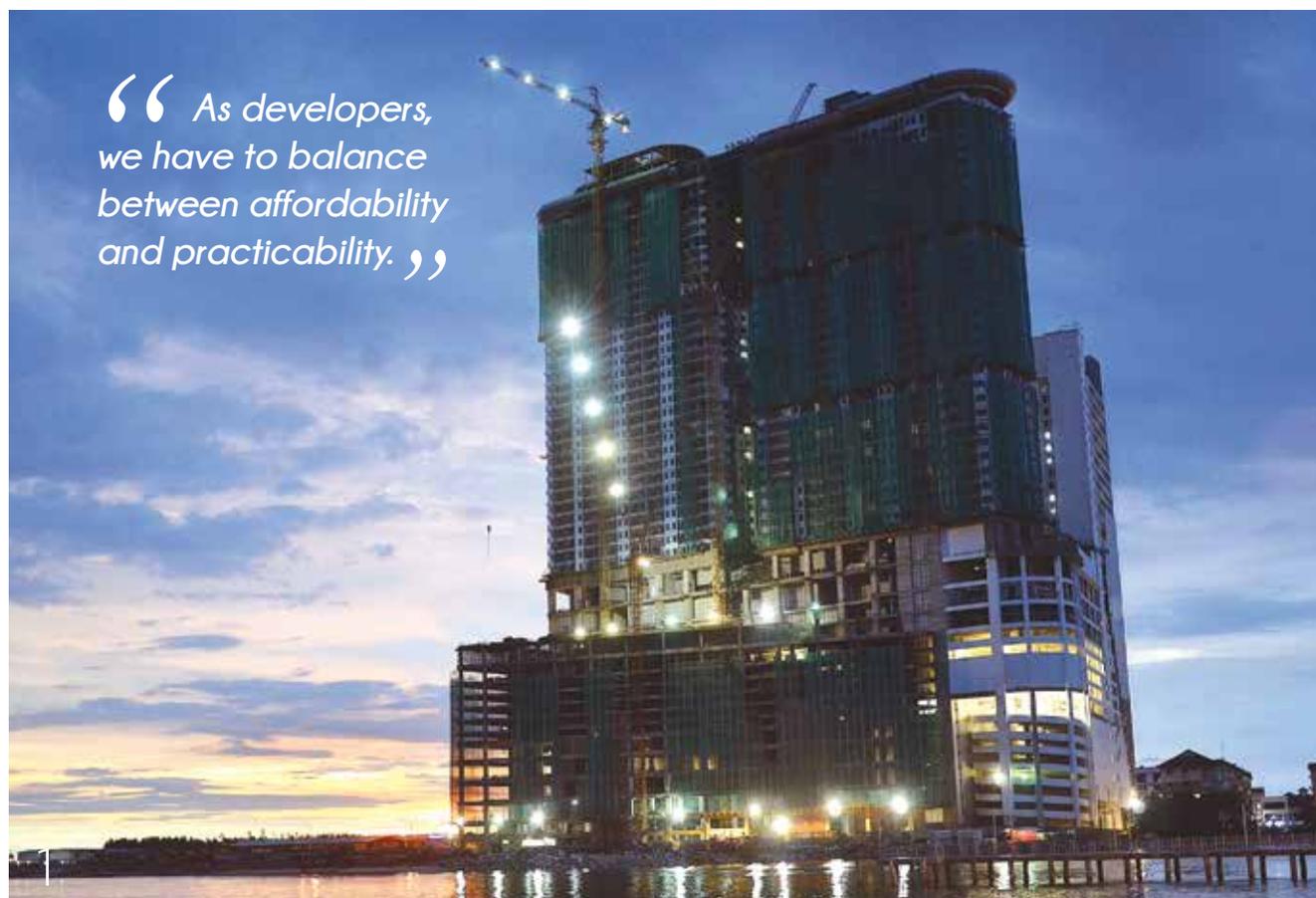
It all begins with how developers discharge their refuse and how they reprocess the recyclables. Having 'green' features in a house such as the installation of a sunshade to reduce incoming heat into the house doesn't make it wholly a green project because the environmental costs of building such houses comes in with a hefty ecosystem price tag.

As developers, we have to balance between affordability and practicability. One of REHDA's top priority is promotion sustainable development projects. As a matter of fact, REHDA introduced the GreenRE (Green Real Estate) certification that is very similar to the Green Building Index (GBI), but cheaper than the GBI certification because REHDA wants to encourage more developers and its members to take up green projects for their developments.

The Industrial Building System (IBS) under the CITP allows manufacturers to produce housing materials as cheap as possible.

Other developed countries like China demonstrated the efficiency of the system by building a 57-floor

1 *Hatten Group's Silverscape Luxury Residences overlooking the Straits of Malacca*



## SPECIAL FOCUS | *Heritage meets urbanisation*

skyscraper called Mini Sky City within 19 days because its use is like stacking Lego bricks. The system is readily available in Malaysia and has been introduced to various developers.

The construction cost using the IBS may seem to be more expensive than conventional methods due to higher logistic costs. Hence, the developers themselves must assume a new strategy or approach to ensure the costs of using the IBS can be lowered.

“ *My advice to consumers is to buy a property now.* ”

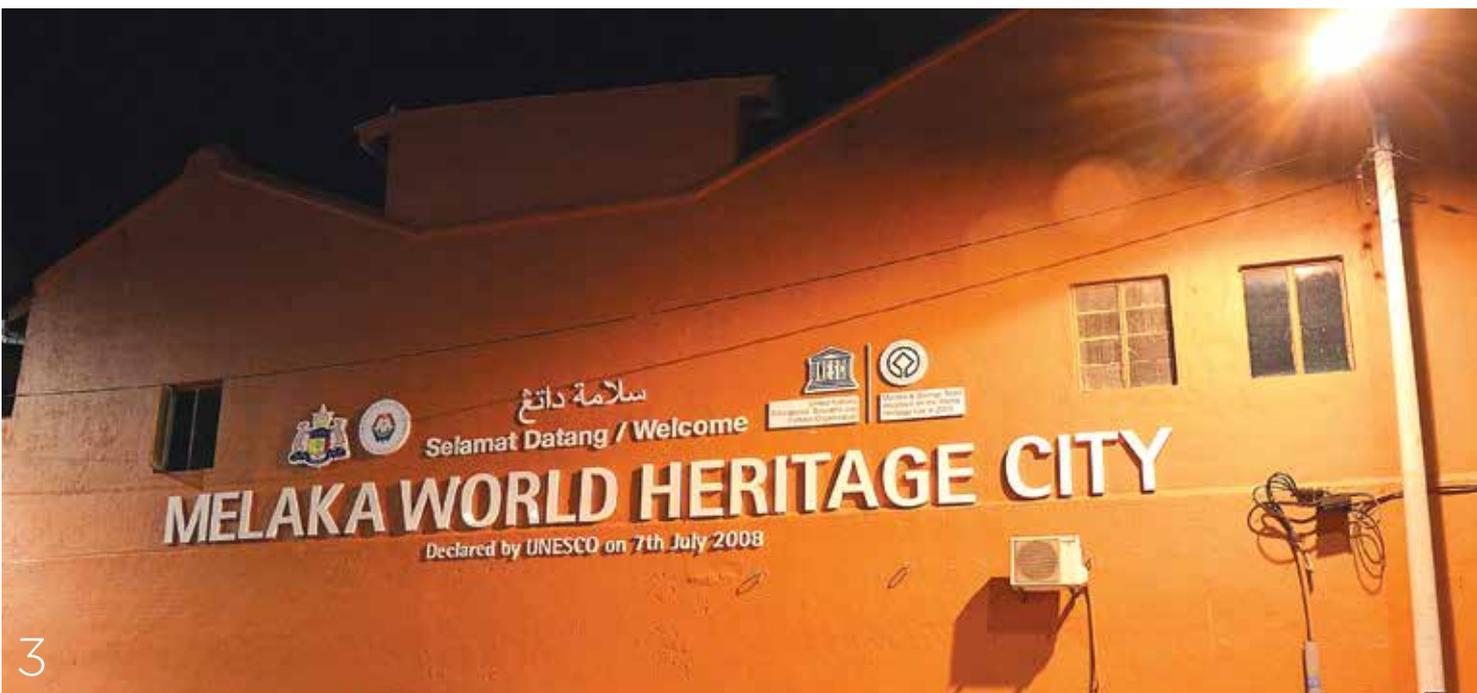
### **Malacca appears to have an issue with low supply of residential properties due to the higher allocation of properties to Bumiputeras. What can be done to curb this issue?**

The Malacca state government had been consistent with the 60% against 40% Bumiputera ratio in housing sales and lately they have introduced projects with 70 to 80% quota for Bumiputeras, therefore creating a very small market for the non-Bumiputeras.

Malacca developers experienced good sales in the non-Bumiputera sector, but they will always have surplus when it comes to the Bumiputera units. REHDA have been engaging the Malacca government about this issue, because back then the state government allowed at least 5% to 6% release or conversion from Bumiputera units to non-Bumiputera ones.



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project submissions by Malacca developers have reduced by 50% this year. I have also been told that on the national scale records, many developers are holding back on their projects submissions.

Hence, it could be quite a challenging market next year.

The demand for affordable housing in Malaysia is about 250,000 a year, but as of last year, there were only about 80,000 units being built. This has created a shortfall of 170,000 houses. With the reduced output for this year and the next, it will create an acute pressure on properties and this will inevitably cause property prices to increase.

My advice to consumers is to buy a property now. However, let's not get too over-confident. If you fall within the category of the affordable range, and you can afford to pay for a property in the next two or three years, then go ahead and purchase one.

Under the current market conditions, if you are intending to buy a house and depend on rental returns, I would advise you not to. It is more feasible to buy a property for your own stay at the moment. 📍

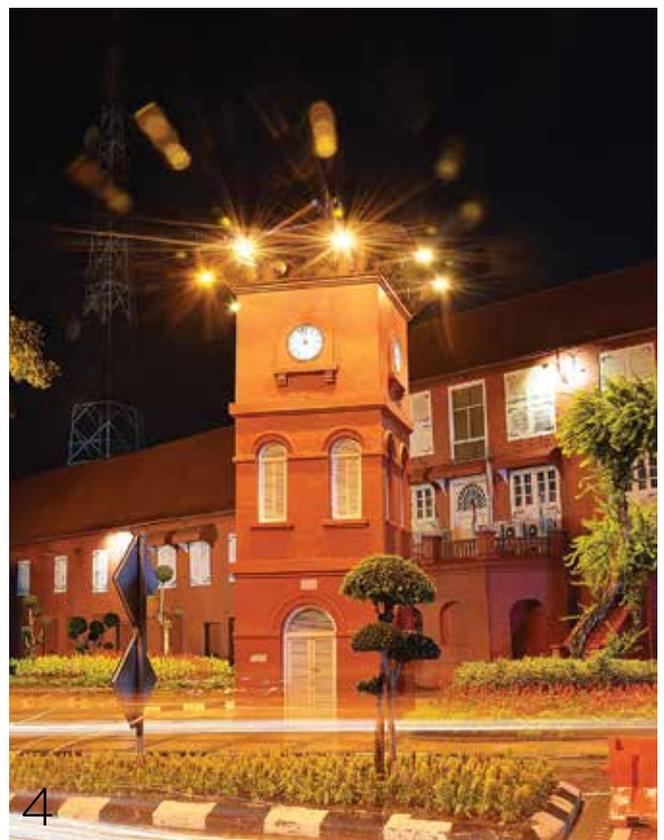
- 2 *Night view of the Malacca River from Jonker Street*
- 3 *Malacca was named as a world Heritage City in 2008*
- 4 *The infamous and popular tourist attraction of Malacca, the Red Clock Tower outside the Stadthuys*

Today, the policy has changed and the state government only allows the swapping method whereby we can swap Bumiputera units from one development with non-Bumiputera units to another development elsewhere with a condition that the exchange must be in terms of value. For example, if we have a RM1 million Bumiputera house in one development, we need five RM200,000 non-Bumiputera units to exchange. This will create an imbalance in the non-Bumiputera quota as there will be more Bumiputera units.

There must be a better release mechanism to bring balance back into the quota system, and REHDA has been trying to negotiate with the state government regarding this issue to allow the surplus of Bumiputera units to be released.

#### **What is the property market outlook for Malacca next year?**

The property market next year will be quite challenging in a sense that according to REHDA's records, the



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# 5 GALVANISING ARCHITECTURES IN MALACCA

Travel across the space-time continuum with these inspiring architectures.

Much like a photograph, architectural designs can record details of specific moments in time. But unlike photographs, physical structures go on to have a life of their own, becoming a central and functional part of countless people's lives as long as it stands. iProperty.com writer, Melvin Chow picked the 5 most inspiring architectures in Malacca by simply visiting them and discovering their historical background.

## 45 LEKIU

An old dilapidated pre-war art decoration building built in 1941, 45 Lekiu is truly a sight to behold. When Musang Lena, a management company, took over the building, the interior and the building itself was less than ideal. The previous owner, who has been living there for generations, had covered the entire centre air well and garden, other than the haphazard illegal extensions and the totally uninhabitable second floor that is close to near collapse.

With the idea of heritage in mind, it took Musang Lena 8 months to refurbish the entire property. Located adjacent to the infamous Jonker Street,

the heritage status of 45 Lekiu makes it even more imperative for them to preserve and restore - keeping what is authentic to the property and replacing what were broken with originals.

Today, 45 Lekiu stand as a guesthouse occupying three levels, clad in the original red bricks. The guesthouse does not obey to the minimalist approach as it is richly furnished with tailored assortment of the mid-twentieth century furniture, contemporary photography, lavish carpets, abstract arts, dainty ceramic, majestic chandeliers and peppered with local Peranakan and Chinese heritage furniture such as the huge ornate Peranakan day bed which anchors the living room and the 20 foot long ancient Chinese scripture which adorn the master bedroom wall.

Guests will experience the cosiness and the feeling of ease while wrapped in luxury and comfort that is to offer from 45 Lekiu's environment alone. There is something new to discover at every turn, while guests can unwind with a dip in the pool or a glass of wine at the patio overlooking the majestic view of the UNESCO Heritage Site from the rooftop.





### THE BABOON HOUSE

The Baboon House is an old-fashioned café located in Jalan Tun Tan Cheng Lock that impresses thanks to its relaxed atmosphere, tranquil open-air courtyard, spacious seating arrangements and extensive furnishings. Coupled with its authentic gourmet burgers and freshly grounded coffee, this café is never short on personality.

The architecture of this hidden gem parallel to the famous Jonker Street, combining art and natural

appreciation flows spontaneously. It is one of the originally Peranakan themed eateries and coffee shops that exist as a breather from the very common and what we consider as a default-option fast food dining. Dilapidated walls give an antique feeling of what it's like to be in a pre-war building.

This unique gallery café offers guests a welcome rest and bite from the day's heat, particularly when they have marched around the narrow and crowded points of interests nearby. While waiting to be served, guests can find a few serene spots to sit back, unwind and enjoy the quiet moment by reading a book, a magazine or simply inspecting the various arts and crafts decorating the walls.



- 1 A winning combination of vintage chic as well as exposed bricks makes 45 Lekiu the very definition of modish luxury
- 2 45 Lekiu's bedroom offers an inspired fusion of beauty, luxury and comfort, besides its breathtaking surroundings
- 3 Baboon House's open-air courtyard provides spacious seating arrangements
- 4 Being the best cafe to relax, Baboon House is also a home for various arts & crafts

POINTS OF INTEREST | 5 galvanising architectures in Malacca

**CASA DEL RIO**

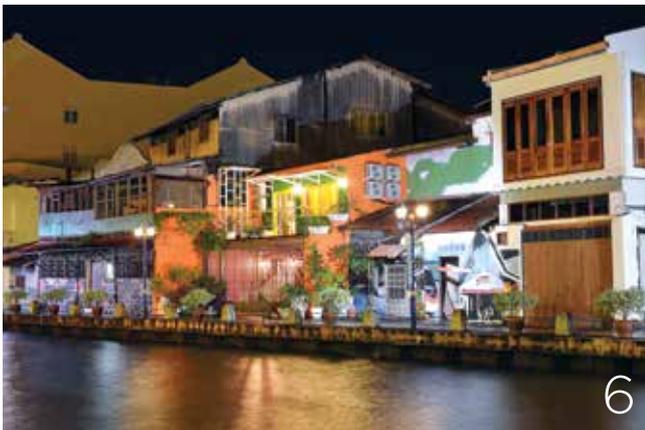
Casa del Rio, as its name suggests, means a home by the river. Located just minutes away from the Stadthuys and Jonker Street within the hive of Malacca, the hotel overlooks the waterway of the Malacca River, offering visitors the old Portugese town a charming abode of both serenity and comfort.

The architectural design of the hotel pays tribute to the Portuguese heritage of Malacca and the Malaccan Sultanate while blending in with the local surrounds. Local stone, rendered walls, natural woods and

terracotta ceramics make up the hard finishing, while pomegranate, amber and burnt sienna hues wash the interiors with a distinctively Mediterranean appeal with a touch of Peranakan flair.

Built on a 2-acre site, Casa del Rio offers more than a bed for guests to rest as it offers couples their own little slice of paradise and experience utter escapism.

It inspires in a way where the architecture takes guests back to the old world charm, yet fulfilling the needs of a 21<sup>st</sup> century guest.



### MALACCA RIVER GRAFFITI STREET ART

Walk along the Malacca River and witness the diverse scene of colonial mansions, café's and guest houses beside high rise condominiums and newly minted hotels in the background. The bonus along the boardwalk is a majority of godown buildings covered in spray-paint murals commemorating the city and its culture, heritage as well as its attractions. Officially known as the Malacca River Art Project, the graffiti art is a showcase of talent by local graffiti artists, adding charm and uniqueness to the town.

The graffiti and murals one can find along the river is quite impressive ranging from bright colours to darker tones, reflecting on diverse subject matters. Some speaks of patriotism, few inspires a future Malaysia, while others with distinctive messages of unity with flair of Peranakan heritage.

What was deemed once as "illegal" because graffiti art signifies vandalism now became a form of creative expression and Malaysia is home to some of the best street arts in the world. This picturesque scene lining the Malaccan is another inspirational architecture of how simple colours can add life to the old boring white walls along the river, galvanising tourist as they stroll through the open-air art gallery.

### MAJID SELAT | STRAITS MOSQUE

Incorporating architectural designs from the Middle East with local decorative elements, the floating Straits Mosque of Malacca is another spectacular sight at night when the whole building lights up. The design idea came from the former Malaccan state

government chief minister Datuk Seri Mohammad Ali Rustam, who was inspired by a floating mosque during his visit to Jeddah.

Standing on a man-made island named Pulau Melaka (Malacca Island) above the waters of the Malacca Straits, the Straits Mosque looks like it's floating when the tide is high.

Completed in 2006, the mosque's most prominent feature is its 30-metre high minaret which also functions as a lighthouse, acting as a guide for boats, ships and aircrafts. Apart from serving as a place of worship, it has also become a famous tourist destination.

The stained glass windows provide a striking contrast to the generally white building, while the utilisation of bamboo as a major aspect of its structure displays a Middle Eastern compositional style peppered with Malaysian beautifying components. The mosque showcases the magnificence and radiant current Islamic modelling. 📍

- 5 Casa Del Rio faces the Malacca River
- 6-7 Melaka River is a showcase of local art talents
- 8 Masjid Selat incorporates Middle Eastern and local architecture



# EMPIRE STATE OF MALACCA

One of the biggest developers in Malacca, Hatten Group Sdn Bhd had since set its eyes on the state, raising a mega development called Hatten City and the planned Harbour City.



Hatten Group's Head of Sales and Marketing Cassandra Tio explains why it is the best time to invest in Malacca now.

The state of Malacca has good tourism appeal, supported by the fact that it is also a UNESCO World Heritage Site along with Georgetown situated in Penang. The cost of land is cheap and is not overly inflated with plenty opportunities for growth.

## PRIME MALACCA

In 2008 when Malacca was first recognised as a UNESCO World Heritage Site, the state experienced a sudden surge of tourism interests. Then, the development progress in Malacca became more dynamic with more developers launching projects in the state.

Tourists occupy about 50% of the population in Malacca. In 2014, the state of Malacca recorded more than 14 million tourists from around the Asia region such as China, Singapore, Japan and Taiwan, roughly translating up to 39,000 tourists a day.

The current hospitality situation in Malacca demands more than 19,000 rooms for tourists, however the state only has about 8,700 rooms for occupation. Unfortunately, this has created a lack of tourism facilities, but thankfully there are also various specialised homestays in the state.

## SUPERB TOURISM

Malacca is a home to one of the nation's medical tourism industry with specialist hospitals and care for the special needs for tourists. Other hospitals include the Mahkota Medical Centre, Putra Specialist, Pantai Ayer Keroh, Southern Hospital and Hospital Jasin.

For tourists who love sporting activities, there are about nine golf and country clubs enabling more fun undertakings other than sight-seeing. There are the A'Famosa Golf & Country Club, Ayer Keroh Country Club, Gemas Golf Resort, Orna Golf & Country Club, Golden Valley Golf & Country Club, Jasin Golf Club, Pandan Nusa Golf Club, Tiara Melaka Golf & Country Club and Bukit Terendak Country Club.

Along with Hatten Group's development of Hatten City and Harbour City, there will be bigger tourism developments within Malacca.

## INVESTMENT SPLENDOUR

Since 2001, Malacca is one of the fastest growing states because there are many investors and developers starting a foothold here. Malacca saw integrated developments in Alor Gajah, Melaka Raya as well as Ayer Keroh.

In 2008, average price per sq ft for residential properties within the city centre costs about RM250. However 4 years later in 2012, the price increased to RM950 per sq ft. This is approximately 280% appreciation in property value!

With more upcoming projects in Malacca such as the Jurassic Park theme park, Yi Yuan Arts Academy, Marina Jetty Terminal, EcoMarine Park, Cheng Ho Trade Centre and the Teddy Bear Museum, Malacca will once again experience manifold tourism into the state.

## NO TIME LIKE THE PRESENT

It is the best time to invest in Malacca now because it will once again become a central trade point between the Eastern and the Western world as China is starting back a trade route to the proposed Malacca port. 📍

- 1 *Malacca is a famous tourism hot spot with its Heritage status*
- 2 *Cassandra Tio of Hatten Group*

# PARADIGM SHIFT IN THE RESIDENTIAL MARKET

The National Property Information Centre's (NAPIC) H1 Property Market Report confirms what we already know – a soft property market amid escalating residential property prices.

## KUALA LUMPUR

### Chang Kim Loong (CKL)

Honorary Secretary General, National House Buyers Association (HBA)

### James Tan (JT)

Associate Director, Raine & Horne international

### David Shieh Chong (DSC)

Senior Vice President, Malaysia Property Incorporated

**THE ALL HOUSE PRICE IN KL RECORDED THE HIGHEST IN THE COUNTRY FOR H1 2015, AT RM 701,823. WILL RESIDENTIAL PRICES IN KL CONTINUE TO SEE AN UPWARD TREND IN 2016?**

**CKL:** No, the prices will be seeing a downward trend instead. As warned by the International Monetary Fund (IMF), the current low oil price situation could persist for a 'few years' and this implies that the economic slowdown in Malaysia would continue in 2016.

**JT:** I do not expect to see a hike in property prices next year, with the exception for selected areas namely Bangsar and Taman Tun Dr Ismail (TTDI), which might see a slight or moderate increase in prices. The main reasons are:

1. With banks consolidating, there will be a tightening of credit facilities. This translates to even less home loans being given out.
2. The implementation of GST has reduced the *rakyat's* household disposable income, resulting in higher inflation.
3. The reduction in subsidies has severely affected the cost of living and Bank Negara Malaysia's (BNM) stricter lending guidelines have led to less home loans being approved.

**DSC:** In my opinion, the overall economic sentiment and current lack of investors' confidence will see a KL property market that would be slightly lackluster in 2016 and the overall residential prices would generally remain slightly stagnant. It will be challenging for developers to sell new launches. Hence, we will most probably see even more innovative marketing 'freebies' by developers to entice house buyers.

For the sub-sale market, sellers that are more motivated to offload their properties quickly may decide to place more competitive prices as compared to new launches and other similar sub-sale properties in the market.



**THE REPORT STATES, “THE CONSTRUCTION ACTIVITIES IN KUALA LUMPUR WERE ENCOURAGING IN THE REVIEW PERIOD (H1 2015). RESIDENTIAL SUB-SECTOR RECORDED MORE COMPLETIONS, STARTS AND NEW BUILDING PLAN APPROVALS, LARGELY CONTRIBUTED BY THE HIGH-RISE UNITS”.**

**HOW WILL THE PRIMARY RESIDENTIAL MARKET FARE WITH THE INCREASE IN SUPPLY UPON COMPLETION OF SAID UNITS IN 2-3 YEARS’ TIME? WILL IT THROW THE MARKET OFF-BALANCE?**

**CKL:** No, it will not throw the market off-balance. Instead, there will be more demand for properties that fall under the affordable category. Developers are not expected to reduce prices but may offer more ‘freebies and rebates’ to entice new house buyers. Developers with deeper pockets will probably defer further new launches as they adopt a wait-and-see attitude until the economy recovers. As a result, the primary market is expected to see less launches next year.

**JT:** Property speculators who entered the market when it was more ‘friendly’ a few years ago, will be looking to sell off their properties as they will have a tough time servicing their mortgage instalments loans. It will be a tedious task however, as newer properties in the market will always take prevalence over the older ones. However, there is still a demand for reasonably priced properties with good infrastructure in new, well-planned townships.

**DSC:** In an oversupply situation, I believe that good properties and unique product differentiation will set the more successful developers and development apart from the lesser ones. Many developers are already feeling the need to create ‘more innovative residential products’ in their upcoming launches that will be completed in a few years time. For instance, developers are pushing for more viable concepts such as smaller ‘shoe box’ studio apartments with high quality furnishing and dual key units.

No, I do not think that the market would be thrown off-balance. On the back of the government’s initiatives and private sector investments in developing Greater KL, I am confident the city’s population will continue to grow at a fast pace and will hit the 10 million mark in 5 - 6 years time. Hence, I believe that the oversupply is a temporary situation, where these next few years will allow the market to absorb the completed property stock. Good developers with quality concepts, products and developments will still do well.

## JOHOR

**Ryan Khoo (RK)**

*Co-founder and Director, Alpha Marketing*

**Samuel Tan (ST)**

*Executive Director, KGV International Property Consultant SdnBhd*

**David Chong (DC)**

*Co-founder PropertyGeek.my*

**ACCORDING TO NAPIC REPORT H1 2015, DEMAND FOR RESIDENTIAL PROPERTIES FOR JOHOR IN Q1 2015 SAW A DROP OF 6.8% AS COMPARED TO Q1 2014. PROPERTY PRICES IN JOHOR HAVE REMAINED FLAT AND HAVE NOT APPRECIATED WITH RESIDENTIAL PROPERTIES’ AVERAGE PRICE DEVALUING BY 0.7%. WHY DO YOU THINK THIS IS HAPPENING?**

**ST:** Johor Bahru in particular is at a transitional stage at the moment. The drop in transaction volume of 6.8% is to be expected given the current economic climate. Also, bear in mind that we are now in the post-GST period, where buyers’ sentiments have deteriorated. Paying testament to this is the falling Consumers Sentiment Index (CSI) as tracked by the Malaysian Institute of Economic Research (MIER).



However, we need to take into account that the base year used, that is H1 2014, had a buoyant property market. Developers are still maintaining their selling prices but as they are giving more rebates and freebies to attract purchasers, it is only typical that the average price for residential properties is lower.

**RK:** There has been a gradual drop in property prices in Singapore since mid-2013. This affects the luxury property market in Iskandar Malaysia where a significant portion of its demand is from Singaporean buyers. With them backing down, this causes a slowdown in Iskandar's property market. However, the lower-priced property segment is still healthy.

**DC:** It is difficult to make a conclusion based on average pricing alone without studying the actual composition of the residential market. A lower price average does not necessarily mean that residential properties' values are decreasing, for instance it could be a result of more affordable homes being launched into the market.

**WILL THE WEAKENING RINGGIT (DROP OF 17% FROM Q1 2014 TO Q1 2015) BE A LUCRATIVE DEMAND FOR FOREIGN INVESTORS SUCH AS SINGAPOREANS TO BUY PROPERTIES IN JOHOR?**

**ST:** A weakened Ringgit will certainly attract Singaporeans and Malaysians working in Singapore. If they perceive that the Ringgit will strengthen further, it will make sense to invest. On the contrary, if they believe that the Ringgit will weaken further, they will not buy in, due to caution of foreign exchange risk. There will be investors who will buy properties in Johor as they are generally cheaper as compared to the ones in Singapore.

**RK:** The weakening Ringgit is a double edged sword. Property buyers from Singapore will perceive the falling Ringgit as a bane as the capital values of their investments have fallen. However, over the longer run, a weaker Ringgit supports the idea of them living and working in Iskandar. I would also like to point out that there is a misperception that the demand is primarily from Singaporeans. According to the World Bank, a significant portion of the demand comes from Malaysians working in Singapore, where the reported figure in the past decade is close to a million people.

**DC:** I do not think that the drop in Ringgit will generate a strong demand in the short-term. I would say that foreign investors are in no hurry to make purchases as they are expecting the Ringgit to remain weak for some time.



**PENANG**

**Miichael Yeoh (MY)**

CEO and Founder, GM Training Academy PLT

**Kevin Singham (KS)**

Director, Reapfield Properties (PG) Sdn Bhd

**THE REPORT STATES, “THE NUMBER OF TRANSACTIONS IN THE PENANG PROPERTY MARKET SAW A DECREASE OF 11.3% IN VOLUME AND 2.2% IN VALUE AGAINST H1 2014. IN CONTRAST, THE STATE’S ALL HOUSE PRICE INDEX INCREASED BY 5.1%, WHERE THE ALL HOUSE PRICE FOR THE “AVERAGE HOUSE” INCREASED FROM RM344,163 TO RM361,777.”**

**WHAT DOES THIS MEAN FOR ASPIRING HOME OWNERS, WITH PRICES INCREASING EVEN WITH THE SLOWDOWN IN THE MARKET?**

**MY:** The increase in prices is of no surprise as it is getting difficult to build more properties on Penang Island due to the land scarcity. If you were to study the chart of house prices over the span of last 10-20 years, you would notice that the figures have continued to see an upward trend. The demand is still there however, as property investors with the financial means will continue to buy as Penang remains as a viable location for many. For first time home buyers, however, they will have to turn to affordable homes by the state; which is going all-out to assist aspiring home buyers. Also, aspiring home buyers are now shifting their attention to mainland Penang where prices are considerably lower.

Another issue at hand is that property buyers are being weighed down by the sentiment that obtaining a home loan from banks is near to impossible. I have spoken to quite a few potential buyers who feel

defeated even before they attempt to purchase. There is a pressing need for proper education to offset this pessimistic view. Those looking for more insights on bank loans are encouraged to read my articles at [www.miichaelyeoh.com](http://www.miichaelyeoh.com).

**KS:** Despite the overall slowdown of the property market, the residential sub sector remains resilient and stable, with the exception of a few fire sales; where properties are being offered at extremely discounted prices by distressed sellers. Those who are waiting for the right time for a good deal should reconsider doing so to avoid disappointment later on.

**THE REPORT STATES, “COMPARED TO H1 2014, CONSTRUCTION ACTIVITIES FOR RESIDENTIAL AND SHOP SUB-SECTORS WAS ON A LOW MODE, EVIDENT FROM FEWER COMPLETIONS, STARTS AND NEW PLANNED SUPPLY.” WHAT DO YOU THINK SHOULD BE DONE TO ENCOURAGE DEVELOPERS IN MEETING ASPIRING HOUSE BUYERS’ NEEDS IN THE CURRENT ECONOMY?**

**MY:** With the current economy, many developers are putting the brakes on new launches. I believe that if the location and price is right, buyers will still buy as there are still many people with high purchasing power.

**KS:** At the end of the day, it boils down to supply and demand. Factors such as the rise in material and construction costs due to GST and soaring land prices might impact developers’ supply decisions, but regulatory factors such as the abolishment of Developers Interest Bearing Scheme (DIBS) and tighter loan approval requirements plays a more vital role in influencing demand. Perhaps some relaxation on these constraints would boost demand, hence motivating the developers to build. 📍



# INTERNATIONAL NEWS & FEATURES



## Rising interest rates, increasing supply of homes for rent contributes to increase in auctions

Colliers International says 171 properties were put up for auction as mortgagee sales in the first nine months of 2015. This is a 52.7% increase compared to the same period in 2014, which saw 112 such listings. 32 were landed properties, double the 15 listings in the first nine months of 2014.

For the first three quarters of 2015, sales totalled S\$90.8 million, a hike of 54% compared to the first three quarters of 2014. Rising interest rates and the increasing supply of homes for rent were key reasons for the rise in mortgagee sales.



## Q3 2015 records six-year low for property investment sales

Weak economic data and China's growing woes have led to Singapore's investment property market recording transactions worth only S\$2.86 billion in 3Q 2015. This is an alarming 52.9% dip compared to 2Q 2015, which recorded \$6.07 billion. Data from Savills show that transaction volume in 3Q 2015 is the lowest since 3Q 2009. According to the report, such weak performance is a result of weaker global economic conditions, as well as negative developments from currency adjustments in China, which has led to higher volatility in global financial markets.

Apart from the wider trends and influences, cooling measures, as well as lower supply from government land sales (GLS) sites could have played a part in the dip.

In Q3 2015, private sector transaction value dipped 28.7% quarter-on-quarter, to approximately S\$2.37 billion from 36 transactions; private property deals amounted to 82.9% of transactions. During the same period, the public sector under the GLS programme saw just two residential sites and two industrial sites awarded, with total revenue of S\$487.8 million, 17.1% of total investment value for Q3 2015.

## Mortgage rates expected to continue rising in 2016

Mortgage rates have been rising since 2015 and analysts expect further increases. Home buyers in Singapore were able to secure interest rates starting at 1.6 per cent in the first year at the beginning of 2015. According to the CEO of financial advisory firm SingCapital, Alfred Chia, this figure has now risen to approximately two per cent for rates pegged according to the three-month Singapore

Interbank Offered Rate (SIBOR). SIBOR is a benchmark used by banks to set mortgage rates. As recent increases of the SIBOR

have not reflected the interest rates homeowners are currently paying, mortgage brokers believe mortgage rates will soon increase. With Federal Reserve Rates expected to climb, SIBOR is likely to follow suit. DBS estimates SIBOR's current rate of 1.13% will rise to 1.22% by the end of 2015 and 1.75% in twelve months.

If homeowners are concerned about being unable to service their home loans, founder of Get.com, Grace Cheng, suggests considering fixed-rate packages to better weather interest rates fluctuations.



## Possibility of short-term renting of private homes



Home-sharing company Airbnb is interested in working with the Urban Redevelopment Authority (URA) to come up with clear guidelines for short-term leases, hoping to help homeowners monetize their properties.

Allowing only the lease of primary homes and a limit on the number of days for short-term rentals are possible measures. These guidelines are used in other countries, like France and the Netherlands. Chai Jia Jih, Airbnb's Managing Director for Southeast Asia and India said Singapore currently lacks a clear framework on short term renting. Singapore's current property guidelines states that private residences are meant for stays of up to six months, and Housing Development Board (HDB) flat owners are restricted from subletting rooms or units to tourists for short-term accommodation.

The concept of home-sharing is gaining popularity, as it provides additional income to home owners. However, concerns over safety, privacy and noise have been highlighted. The URA conducted a public consultation in January this year, to gain feedback on short-term stays for private homes. Despite concluding the consultation process in February, URA is still reviewing the issue.

## Renewed Interest in property auctions in Q3

Property auctions in Singapore are gaining momentum, with residential property buyers turning their attention to auctions to find good deals.

A report by Knight Frank stated that 222 units were put up for auction in Q3 2015, a first since 2010, when the number of units auctioned crossed the 200-mark. Residential units made up the highest number of successfully auctioned properties, with nine units successfully auctioned, accounting for S\$31.6million, or 69.3% of the total sales value. Out of the nine residential properties transacted, only one was a landed property. According to Knight Frank, the number of properties up for auction and mortgagee sale is set to rise, due to continued market uncertainties.



## Occupancy rates expected to fall

Property investors waiting for cooling measures to be lifted may have to continue waiting, as holding costs are rising in sync with interest rates. With rents likely to remain low in less than favourable market conditions, bargains are less likely to surface for investors. Celine Chan, an analyst from Orange Tee, observed that with tweaks to GLS made in recent years, as well as a heightened demand for new launches, there has been a drop in unsold inventories. For the Core Central Region

(CCR), unsold inventories dipped from 1,917 units in Q2 2015 to 1,261 in Q3 2015.

The high end property market is an attractive investment for potential investors, with prices having dropped considerably from their peak. Chan believes occupancy rates will start falling due to the increase in supply of residential units coupled with tightening foreign labour conditions, which restrict demand.

## The appeal of overseas property investments for investors in Hong Kong



Luxury resale apartments in Hong Kong are among the priciest in the world, at an average of approximately \$4.5 million. With such high prices, real estate investors in Hong Kong are looking for property investment opportunities overseas, which offer more affordability.

Julie Harvey, Director of Pinnacle Alliance, a UK property investment specialist in the process of opening a Hong Kong office, says one bedroom residential apartments in the UK start from £55,000, a fraction of the amount for similar apartments in Hong Kong. Hong Kong buyers are also looking at property investments in Malaysia, Australia and Thailand. With

accommodation shortages, she believes the UK market is seeing an average growth of approximately ten per cent yearly, with rental growth of 4% to 5% annually. These figures represent room for capital growth, expected to continue with housing shortages.

Harvey says UK property investment is safe and secure, and most investors are looking at medium to long term investments. Investors have the choice of living in their apartments, or have letting agents manage their properties for them. This passive investment with minimal work is popular in Hong Kong.

Currency exchange is also a contributing factor for investors. The Hong Kong Dollar is linked to the US Dollar, and changes in US interest rates could impact the property market. Praveen K Choudhary of Morgan Stanley and Cusson Leung of JPMorgan Chase & Co both suggested that there could be price falls of 10% or more; transactions in August decreased by approximately a third, the lowest in 17 months, setting alarms ringing.

With favourable exchange rates, more investors are also turning towards Tokyo and Melbourne. According to Deloitte, prices in Japan have dipped by 70% over the past 16 years. As a result, Japanese property has a stronger appeal to young people who are unable to afford the down payment for flats in Hong Kong.

## Bangkok: condos or apartments?

Bangkok is experiencing a steady rise in the number of expats, according to statistics provided by the Ministry of Labour. Popular areas include Sukhumvit, Lumpini and Sathorn. Most prefer renting, staying between two and three years. CBRE Thailand says expats tend to favour apartments over condos. The single ownership of apartments means tenants can go to building owners when they require repairs or maintenance work. In the case of condos, the building manager manages only common areas and does not deal with unit-specific problems. Tenants have to go through a more troublesome process, and can take a longer time to rectify problems. This is why in the long run apartment buildings are mostly better maintained compared to condominiums, even if they are built around the same time. This might present an opportunity for developers. According to CBRE, there are only 415 apartments under construction in Bangkok's more popular areas, against 27,000 condo units.



## UK government: one million new homes by 2020

Demand has far surpassed supply in the UK's property market; this together with low interest rates has pushed home prices to new extremes. The supply of new houses in London and South East England was at its lowest in September in the period since the financial crisis. Supply was down by 74% and 67% respectively when compared to September 2007. To solve supply issues, local authorities in the UK must produce plans for new housing properties by 2017, as the government is trying to increase home ownership and house-building. The government aims to encourage one million new homes by 2020. The Royal Institution of Chartered Surveyors (RICS) has warned that the situation of Britain's acute property shortage is expected to worsen, and prices may rise by 6% in 2015 due to supply and demand imbalance. The British Prime Minister David Cameron is seeking to address the issue by having funds made available to councils to aid construction of affordable "starter homes" on brown-field sites. In addition, planning permissions

and regulations will be further relaxed. A temporary rule introduced in May 2013 to allow disused offices to be converted into homes without planning permission would be made permanent. RICS head of Policy and Parliamentary Affairs, Jeremy Blackburn, welcomes these measures, and believes swift implementation is necessary in order "deliver the vibrant property sector on which the success of our economy depends".



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## Vietnam's Property law changes allow greater flexibility for foreigners

The Vietnamese government introduced two new policies in the middle of this year that have the potential to fundamentally change Vietnam's investment landscape. The changes include visa-free 15-day travel for five European nationalities, as well the reformed Law on Residential Housing (LRH), with many restrictions on foreign real estate buying removed.

Vietnam's foreign ownership laws now include permission for foreigners with a visa to legally purchase residential property. Also, foreign investment funds, banks, Vietnamese branches and representative offices are now allowed to purchase property. While

previously only applicable to condominiums, all types of residential sector including landed property and town houses can now be sold to foreigners. Furthermore, there is no longer a limit to the number of dwelling units bought by a foreigner as long as the number of units bought by the foreigner does not exceed 30% of total units in a condominium complex, or exceed 250 landed property units in one administrative ward. Lastly, foreigners are now allowed to sublease, inherit and collateralize properties (previously only allowed to occupy the property), while foreigners married to Vietnamese citizens enjoy freehold tenure.



# LOOKING TO THE EAST

- BY HO YUN KUAN



Sabah's property market has been facing some tough times, but the Malaysian state could still prove to be a worthy location for property investors.

It is home to lush jungles and thriving wildlife but it seems the property market on Malaysia's easternmost state, Sabah, is not doing as well as its nature. Since the introduction of more stringent lending conditions and the increase in the Goods and Services Tax (GST) in April, the market has been at a standstill since the beginning of 2015. Almost no new developments have been announced- especially in the landed property segment, and most transactions are from the sale of second hand properties and balance units of projects that are currently under construction.

Industry observers believe that the situation is likely to improve if lending rules are relaxed. Concerned about spiralling household debt, Bank Negara Malaysia had put in place measures that ban pre-approved loans by housing developers as well as impose stricter guidelines on borrowers' aggregate credit repayments. These measures have made it harder for banks to approve housing loans and subsequently led to a decline in demand.

Compared to previous years, there has been an estimated decrease of 50% in sales across all segments, from the lower end to the luxury market. Due to difficulties in obtaining loans, the higher end of the market, namely properties upwards of



RM800,000 is taking the biggest hit. Low to medium priced properties costing up to RM800,000 continue to see a healthy demand, but the supply of these property types does not match up. In a property fair in the state earlier this year, only five out of the more than 70 properties that were exhibited cost below RM300,000.

It seems the decline didn't just happen this year, but has actually been gradually taking hold throughout 2014. 8926 transactions were recorded that year at a total value of RM 4.36 billion, 2% lower than the figures in 2013. Four out of five properties were priced below RM 500,000, and only 6.7% passed the RM 1 million mark.

It's not all doom and gloom, however. The dramatic weakening of the Malaysian ringgit this year has definitely piqued foreign buyer interest, particularly for luxury properties priced at more than RM1000 per square foot, and those in prime locations in or near the city centre. Official statistics are also singing a different tune from what's observed on the ground - according to the National Property Information Centre, the drop in the number of residential property transactions in the first quarter of 2015 was almost indiscernible, going from 1298 to 1286. In fact, the overall value of transactions during the same period even saw an increase from RM 409 million to RM 426.3 million. Although the implementation of 6% GST could be a deterrent to buyers, it also provides an upside: it increases construction costs, thereby limiting the extent to which property prices can fall.

Despite the doldrums, Sabah's capital, Kota Kinabalu, continues to have many things going for it. Major projects such as the Imago shopping mall, The Loft apartments, Oceanus waterfront mall and Gleneagles private hospital are transforming the southern corridor of the city, injecting life and driving interest into it.





Well connected and accessible, the city has Sepangar Port in the north, Kota Kinabalu International Airport (KKIA) in the south, and the South China Sea to its west. It is a tourist paradise; KKIA reported a 6.9 million passenger count in 2013, and remains the second busiest airport in Malaysia. Hotel occupancy rates are currently at 92%.

Some industry watchers are of the belief that the current downturn is a temporary one and that the market will quickly bounce back next year as the more lenient measures announced during this year's budget take effect. These include more affordable housing coupled with loan and financing schemes for the low income groups and civil servants, which will likely spur the market and induce a growth in the relevant segments. Based on historical records, a conservative estimate of population growth in Kota Kinabalu is expected to be at 2.42%, or 11,000 people per annum. With an average household size of 5.5 people, this works out to an annual demand for 2000 residential properties just based on the local population alone.



Also spurring development and potentially pushing property prices up is Kota Kinabalu's increasing population, which is estimated to exceed one million by 2020. New residents are coming from Borneo as well as regionally, attracted by Sabah's growing oil and gas industry – a segment that is expected to create more than 23,000 jobs. Foreign investment currently makes up less than 5% of the transactions. The low percentage is far from negative; rather, it more likely shows how much more untapped potential there is for foreign investments to help propel the market forward.

The Malaysia My Second Home (MM2H) scheme is also a force to be reckoned with. Implemented with the aim of attracting expats, it allows foreigners to live in the country with a long-stay visa for up to 10 years, as long as certain financial and medical requirements are met.

As previously mentioned, no noteworthy landed developments are currently in the pipeline in the city due to rising land costs and a scarcity of land. There are, however, an estimated 4318 condominium units in the pipeline that will be released over the next three years. Units near the KKIA, University Malaysia Sabah, and the hotspots for commercial and touristy developments are likely to see the most movement. 📍



# GOLDEN OPPORTUNITIES IN GOLD COAST

- BY HO YUN KUAN

Investors and developers are buzzing in excitement as the city finally gets out of its rut.

Australia's most famous beach town is finally seeing a property market outlook that matches its sunny climate again. Industry reports released mid this year predicted a price growth for Gold Coast at 13% over the next three years to June 2018. This is the light at the end of the tunnel for the city, which saw its economy hit rock bottom during the Global Financial Crisis (GFC) of 2008 to 2009. Tourism, its biggest industry was hard hit; consumer sentiment plummeted and the property market suffered. Besides tourism, its other major industry, construction, only added to the problem by providing an oversupply of properties. Despite having a 3.1% population growth

in the decade between 2003 and 2013 that was higher than the national average of 1.7%, Gold Coast was the worst performing market in Australia. Prices fell by about 50%; it was possible to purchase properties for as low as one third the replacement cost, which was similar to prices of the 1990s. Inventory could remain unsold for months, and sometimes, even years.

The city has been on a slow recovery since then, and a pick-up in activity has been observed recently. The median house price has increased 4.8% year on year to the March quarter this year, while median unit price saw an increase of 3.9%. Property sales also increased by 5% to 20,079 for the year ending May 2015, the largest in the state of Queensland and 27% above the five-year average for the region.



This is in part propelled by the ongoing infrastructure projects as the city spruces up to host the 2018 Commonwealth Games. The G:link light rail opened in July this year was built primarily to link Griffith University's Gold Coast campus to Broadbeach, but has also inadvertently expanded the network of local buses and train routes that connects Gold Coast to Brisbane and beyond. Pacific Fair mall, one of the city's most important retail locations, has undergone an AUD 670 million upgrading that has transformed it into the biggest shopping centre in Queensland. Another highly anticipated project is the new Gold Coast Aquatic Centre being built in Broadwater Parklands, the beach-side community space that is currently in the final stages of construction. These developments will continue to benefit Gold Coast's economy even after the Commonwealth Games.

Supporting the population increase that is likely to result from these developments is the AUD one billion mixed-used Pacific View Estate to be built in the suburb of Worongary. When completed, the development will consist of 3500 residences for around 10,000 residents, and is expected to create more than 2700 jobs, contributing AUD 3.2 billion to the local economy. Also adding to the supply of residences are smaller, scattered properties that observers believe have been previously completed, but are only being put up for sale now as vendors waited for the revival of an underperforming market.



Of course, there is always the possibility that reality may eventually not prove as rosy as these predictions indicate. Anticipated interest rate increases, as well as the constant addition to supply with new units being built will likely dampen the rise in prices. Performance is also not constant across various neighbourhoods. Houses in Southport, for example are performing better than the units, while units in Broadbeach are doing better than those in Surfers Paradise. Experts believe, however, that the push from economic growth and the Commonwealth Games is likely to ensure a net growth, even if subdued. Compared to Sydney

and Melbourne, Gold Coast's growth is expected to be a controlled, sustainable one.

For those interested in investing in the city, it is difficult to pinpoint exactly what and where to buy. With overall median house price at AUD 515,000 and median unit price at AUD 365,000, Gold Coast is no doubt more affordable than Sydney and Melbourne, and comparable to Brisbane. Correspondingly, the city's return on investment is also better. However, that overall median is a summation of a very wide affordability spectrum across different suburbs. Case





in point: the median price for units in Southport is just over AUD 300,000 while that for houses in Surfers Paradise is over the million dollar mark.

Driving demand are the properties up to the AUD 500,000 mark, popular with existing home owners looking for an upgrade and first-time home buyers who are likely taking advantage of stamp duty concessions for more affordable properties. There is also a reasonable level of demand for homes between AUD 500,000 and AUD 1.2 million but it tapers off sharply beyond 1.5 million. Insiders are of the opinion that a lot of the demand comes from Chinese investors, who are showing an unprecedented level of interest in Gold Coast.

And it's not just the Chinese buyers who are coming to Gold Coast. China's top developers, too, are attracted to the tourist mecca. A great example is the AUD one billion Jewel Project, backed by the Wanda Group, which is owned by China's second richest man, Wang Jianlin. The developer is so confident that it has actually broken ground before a single unit is sold. Also looking to bank on the Chinese tourist dollar is Banyan Tree, which has paid for a big land bank to construct its first hotel in Australia- a foray that definitely represents a strong indication of unprecedented confidence in Gold Coast.

Those looking to buy can't go wrong with a property near any of the abovementioned infrastructure developments geared towards the Commonwealth Games. Properties with a view are definitely a good choice, of course, with Gold Coast's highly coveted and very famous coastline. For those willing to step away from the well-trodden path, experts recommend

looking at resale properties, or "second-hand stock". The advantages of these homes include the lack of corporate body fees as well as less competition from other buyers, because the current demand for them is lower than that for brand new apartments. 📍





# UNLOCK THE VALUE OF YOUR PROPERTY WITH EQUITY LOANS

- BY JASPER ENG, ASSOCIATE DIRECTOR, REDBRICK MORTGAGE ADVISORY

Congratulations! You have finally paid off your home loan. You can now come home to a property you own and even dig for extra cash in your pocket which otherwise would have gone to paying your home mortgage. What bliss! But did you know that, more than just owning a safe roof over your head, you can derive greater value from your private property and convert to a real asset? Without being able to cash out on your private property, it remains to be a non-performing asset or even a liability.

How do you make your private property put money back in to your pocket?

The answer is **Equity Loans**.

## **MAKE PROFIT FROM YOUR PRIVATE PROPERTY WITHOUT SELLING IT!**

An equity loan allows you to cash out on a property that has been fully paid for and for properties with outstanding loans. Equity loans are available only for private properties and not for HDB flats.

If and when your property has appreciated, banks will agree to lend you more and will use your private property as loan collateral.

Equity loans give you the benefit of easing your cash flow if you are faced with an emergency, or if your business needs expansion. Equity loans also give you the option to consolidate your debts and pay a lower

interest. With an equity loan, the interest rate ranges from only 1.7% to 2% per annum for a loan tenure of up to age 75 or 35 years, whichever is lower.

Equity loans are ranked fifth under the CPF board's residential properties scheme. In the event of a default payment and foreclosure by a bank, the proceeds from the sale of your property will be used to pay off relevant charges, as stated below:

1 <sup>st</sup> Charge	Outstanding housing loan from your financier
2 <sup>nd</sup> Charge	CPF principal sum up to 100% Valuation Limit plus CPF withdrawals used for the legal and stamp fees in the purchase
3 <sup>rd</sup> Charge	Equal ranking (pari passu) - CPF principal sum beyond the 100% Valuation Limit plus accrued interest - Repayment of outstanding balance of the housing loan interests
4 <sup>th</sup> Charge	Equal ranking (pari passu) - CPF legal costs and expenses - Financier's legal costs and expenses
5 <sup>th</sup> Charge	Equity loans/ term loans/ overdraft facilities

**HOW MUCH CAN YOU CASH OUT FROM YOUR PROPERTY?**

With mortgage advisors assisting you with your equity loan application, there is a great chance you can cash out up to 80% of your property's current market value.

For example, if you purchased your property for \$600,000 in 2010 and if it is presently valued at \$1.2 million, then you can cash out up to \$960,000 which is 80% of your property's current market value. This



is a significant amount of money which can help you diversify your investment portfolio. In fact, we have seen how property investors would cash out on their private property to purchase investment products like bonds, shares and unit trusts. With this, these savvy property owners would use the yields earned to pay off the interest for the equity loan and enjoy capital appreciation on their investment.

The loanable amount will be reduced, however, in case you have another mortgage loan. In which case, the loan to value amount will be up to 60% of your private property's current market value.

To illustrate, we have prepared a computation for three scenarios, as follows:

**Scenario 1: No other mortgage loan at the point of application**

Valuation: \$1,000,000  
80% of valuation: \$800,000  
Less  
Loan outstanding: \$200,000  
CPF usage (Principle plus accrued interest): \$200,000  
Equity loan you can explore: \$400,000

**Scenario 2: No other mortgage loan and no CPF usage at the point of application**

Valuation: \$1,000,000  
80% of valuation: \$800,000  
Less  
Loan outstanding: \$200,000  
Equity loan you can explore: \$600,000

**Scenario 3: More than 1 mortgage loan at the point of application**

Valuation: \$1,000,000  
60% of valuation: \$600,000  
Less  
Loan outstanding: \$200,000  
CPF usage (Principle plus accrued interest): \$200,000  
Equity loan you can explore: \$200,000

**Scenario 4: More than 1 mortgage loan and no CPF usage at the point of application**

Valuation: \$1,000,000  
60% of valuation: \$600,000  
Less  
Loan outstanding: \$200,000  
Equity loan you can explore: \$400,000

Whatever the case, remember that equity loans enable you to unlock the value of your private property. It can do more for you than give you shelter; you can cash out on it at low interest rates and long tenures. You can convert your private property from being a non-performing asset into a real asset that puts money back into your pocket; even without the need to sell it!



# CHRISTMAS WITH THE **KARTELL**



This holiday season, celebrate in a luxurious & colourful style with the leading manufacturer original Italian design classics made in Italy made modern, Kartell. Comprising a total of six collections, Kartell once again rises to the occasion in bringing creativity, innovation and glamour our homes.

– WORDS BY LESLIE LIN

*Clockwise from top left, Kartell BATTERY by Ferruccio Laviani, Kartell I SHINE, YOU SHINE by Eugeni Quitllet, Kartell JELLIES FAMILY by Patricia Urquiola, Kartell Precious collection, Kartell SHIBUYA by Christophe Pillet, Kartell SPARKLE by Tokujin Yoshioka, Available at Space Furniture (77 Bencoolen Street Singapore 189653, t 65 6415 0000, [spacefurniture.asia](http://spacefurniture.asia))*

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 Lot Seragam : 22' x 75'  
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 45, Jalan Panglima, 30000 Ipoh, Perak, Malaysia.  
 Faks : 05-254 8502

Pemaju :  
**GALIAN MAKMUR SDN BHD** (184200-1)  
 ☎ 05-254 3568 / 012-463 2013  
 05-254 4446 / 012-528 6003 (蔡Mr.Chai)

# TEACH YOUR KIDS FINANCIAL INTELLIGENCE

Best-selling American author Robert Kiyosaki shares his views on the world economy and also touched on financial lessons for children for their future security and well-being.



Robert Kiyosaki and Dato' Sri Dr Vincent Tiew, with Andaman's loyal property purchasers.

An exciting two-day event, Masters of Wealth (MOW) was held at the One World Hotel, Petaling Jaya from 10<sup>th</sup> - 11<sup>th</sup> November 2015. MOW is designed to help existing and future business leaders, entrepreneurs, investors and interested individuals achieve outstanding results in an increasingly competitive world.

“ *The current school system prepares children for the industrial age, but that age is over.* ”

Other than the world-renowned speaker Robert Kiyosaki, MoW was also attended by Justin T Foxx, Chan Peng Joon, Kevin Green, Mario Singh, Johnathan Quek, Sean Seah, Tom Hua and Richard Duncan.

As the exclusive Gold sponsor of MOW, Andaman Group managing director Dato' Sri Dr Vincent Tiew handed over 100 free tickets, including VIP tickets to the Andaman's loyal property purchasers, as well as for the winners of the Andaman's Facebook campaign. In an exclusive press conference with the media, Robert Kiyosaki answered some questions and shared his views about the world economy and future predictions.

## FINANCIAL EDUCATION

"I do not believe that a child's best route to success is to get straight 'A's', go to college, get a job and work 40 years until retirement," Kiyosaki opined.

"Schools do not teach students about money and finance. Teachers do not teach them how to struggle with credit card debts or how to handle foreclosures. The current school system prepares children for the industrial age, but that age is over," Kiyosaki commented on the current education system.

"Children are being taught with an old advice to get good grades, get a job, get out of debt, save money and invest in the stock market. In my opinion that's not a recommendable advice anymore - it's flawed and obsolete."

He explained how money does not solve financial problems but it often exacerbates them. When income increases, so will their spending and this can quickly lead down into a dangerous spending habit.

Kiyosaki further explained that when a person suddenly comes into a sudden windfall of cash, like an inheritance or a pay raise, they will soon return back to their financial mess or worse.

"What solves financial problems and produces money is intelligence. Money without financial intelligence is just throwing money away. Unfortunately most of us are taught how to make money but not the crucial part on how to intelligently manage it," Kiyosaki shared.

## PARTNERS AND MARRIAGE

In the business line, friends and partners are important. However, business partners often find themselves starting a business together with little planning and very few ground rules until they discover unmet expectations - leading to anger and frustration against each other.

"Finding a partner in business is like finding a spouse in your life. If I may be blunt, you only discover the detrimental side after you've sealed the deal, signed

the marriage certificate and put a ring on it. It is the same with finding business partners and now so often, it requires an ounce of luck to find a good business partner," Kiyosaki compared.

Instead of business partners, Kiyosaki asked if a business really needs a partner to build a successful company, because like marriages, business partnerships can end in bitter divorce.

"Taking on business partners should be reserved for when a partnership is critical to success, say, when the prospective partner has financial resources, connections or vital skills you lack. You may be better off hiring the other person as an employee or as an independent contractor."

## KIYOSAKI'S PREDICTION

"2016 will be a tough year for Malaysia," Kiyosaki envisioned.

He forewarned how some national banks globally will have to print money in order to devalue their currency to boost exports. A weaker currency or deliberate devaluation of currency, while it is may not be favourable to the economy, it can be a good attraction for countries which export more than they import. "When the export rates in a country decline, a lot of people could foresee losing their jobs. The value of the Chinese Yuan is decreasing and so is the US Dollar because these countries are printing money. The Malaysian banks will inevitably print money in order to devalue the Ringgit currency. If this is not done, it will affect export rates," he said.



From left - Dato' Sri Dr Vincent Tiew and Robert Kiyosaki at the Masters of Wealth event.

*“ What solves financial problems and produces money is intelligence. Money without financial intelligence is just throwing money away. ”*

The Baltic Dry Index, which is seen by many as a leading indicator of the state of the world economy that measures shipping costs for commodities including iron ore, copper and steel, has since hit a record low and it is continuing to drop.

"As the Baltic Dry Index drops, it means people are not exporting or importing and this could be challenging for Malaysia in the coming year if the Ringgit is not devalued." 💡

# PERSONALISE YOUR WORLD WITH DULUX AMBIANCE™

Proud home owners can now turn inspiration into personalised reality with AkzoNobel's latest offering.



AkzoNobel, one of the world's leading global paints and coatings company and the maker of DuluxPaints, recently launched Dulux Ambient™, a range of premium interior and special effects wall paints. Dulux Ambient™ was created by colour experts and designers, based on an advanced paint formulation that offers wall decoration solutions.

"Today's home owners with a good sense of personal style and individual aesthetics like to add personality, creativity and uniqueness to their home décor. We created Dulux Ambient™ to enable home owners to transform their homes - to truly personalise living spaces and bring out your personal style", said Jeremy Rowe, Managing Director of AkzoNobel Decorative Paints for South East & South Asia, Middle East.

The Dulux Ambient™ range comprises:

- Dulux Ambient™ Pearl Glo, premium interior wall paint with a colour palette of depth and intensity, reflecting personal inspirations and tastes, and
- Dulux Ambient™ Special Effects Paint, a selection of fine featured finishes and textures – such as Linen, Marble, Metallic and Velvet – that adds both a new physical and visual dimension, bringing an unique touch and feel to home walls.

In the spirit of supporting home owners in achieving the look they have always dreamed of, Dulux's global colour and interior experts have also created the Ambient™ Collections. The four Ambient™ Collections – Classic Luxury, Elegant Romance, Creative Expression, and Modern Contemporary – are beautiful thematic ideas that inspire the personalised interior design journey.

- 1 Jeremy Rowe, Managing Director, Akzo Nobel Decorative Paints, South East & South Asia, Middle East showing off the Dulux Ambient™ range.
- 2 Jeremy Rowe and Dulux Ambient™ ambassador, Nadya Hutagalung at the Dulux Ambient™ Velvet showroom.
- 3 Dulux Ambient™ Marble Showcase
- 4 Dulux Ambient™ Linen Showcase

To commemorate the launch of Ambient™, Dulux has partnered with Nadya Hutagalung – supermodel, actress, entrepreneur, and eco-warrior – to create her very own Ambient™ Collection. Nadya who travels the world, presents TV shows and produces documentaries is also actively involved as a United Nations Environment Programme (UNEP) ambassador for the world's endangered species.

"I'm sure everyone aspires to a home where you can truly be yourself and express your unique personality. It is the one place you can create and personalise to be a source of positive energy and inspiration for those around you," said Nadya. "Personally, I feel energised by nature and I love natural materials and warm textures. I am so glad this is reflected in my very own Dulux Ambient™ Collection – with an intense palette that speaks of oak, warm stone, optimism and positive energy. The unique range showcases my personality and eclectic decorating style."

During the launch, AkzoNobel also unveiled Monarch Gold as the 'Colour of the Year' for 2016, now in its 13th annual colour trend guide. 📍



**iProperty.com**  
**PEOPLE'S CHOICE AWARDS**  
**MALAYSIA**

# CONGRATULATIONS TO ALL WINNERS!

- Developer of the Year** – Mah Sing Group Berhad
- Best Emerging Developer** – Hatten Group Sdn Bhd
- Best High Rise Development** – Residensi Sefina by UEM Sunrise Berhad
- Best Luxury High Rise Development** – The Astaka @ 1 Bukit Senyum  
by Astaka Padu Sdn Bhd
- Best Landed Development** – Sierra 6 by IOI Properties Group Berhad
- Best Luxury Landed Development** – Hometree by BCB Berhad
- Best Value Development** – Nadayu28 Bandar Sunway  
by Nadayu Properties Berhad
- Best Integrated Development** – Harbour City by Hatten Group Sdn Bhd
- Most Iconic Development** – D'Twist by DK Group
- Best Waterfront Development** – R&F Princess Cove by R&F Properties
- Best Southern Development** – TriTower Residence @ Johor Bahru Sentral  
by MB Group
- Best Northern Development** – Upper East @ Tiger Lane, Ipoh  
by Curah Bahagia Sdn Bhd & Andaman Group
- Best Township of the Year** – Sunway Iskandar by Sunway Iskandar Sdn Bhd  
& Sunway Iskandar Development Sdn Bhd
- Best Commercial Development** – IOI City Mall by IOI Properties Group Berhad
- Best International Development** – The Bay by TEHO Development  
(Cambodia) Pte Ltd



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CAMERON FAIR  
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金马仑高原崭新的时尚生活

# Cameron Highlands' Most Convenient Place To Live



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低密度(只有175单位)
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健身房
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阅读室
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庭院花园
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三重保安系统
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FROM RM170,000**

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约有四万两千名人口
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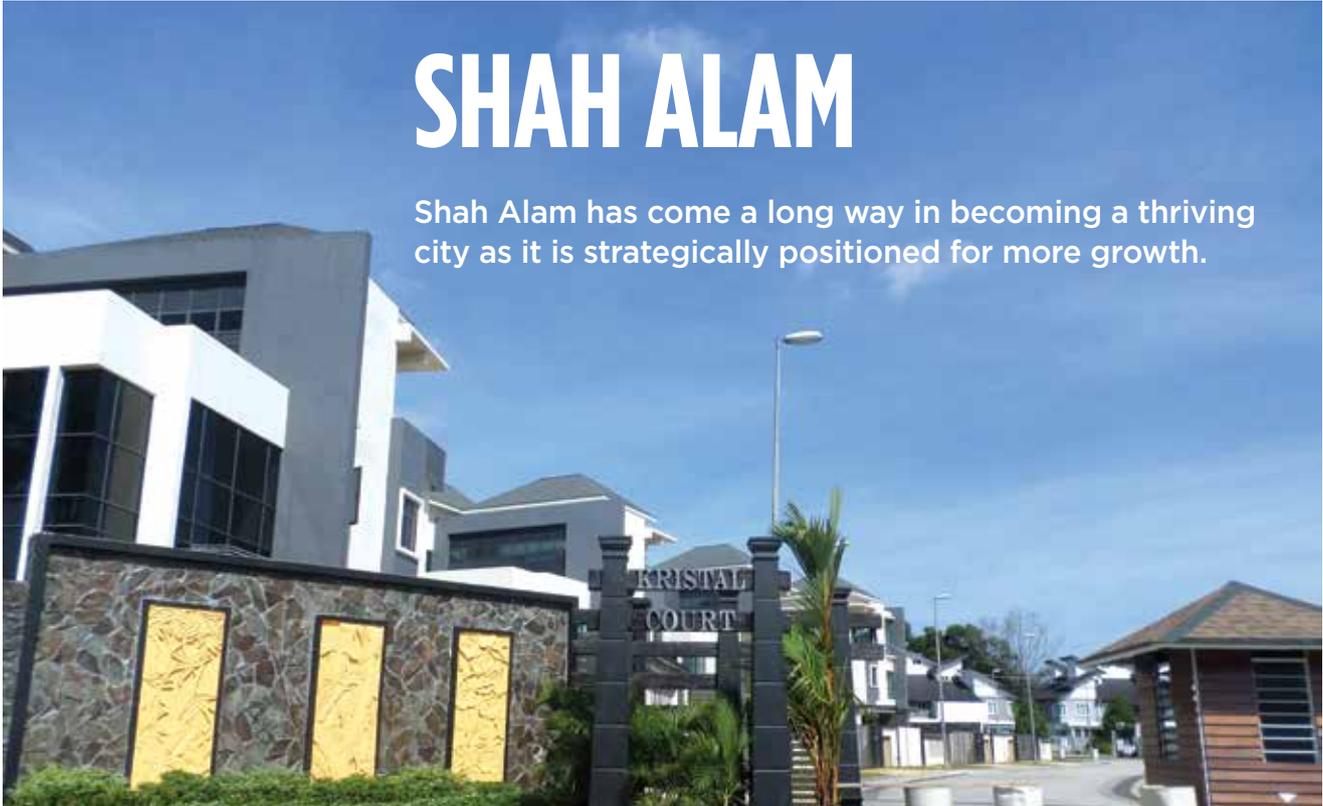
End-Financier:  
**Hongkong Bank** **Maybank**

Encumbrance:  
**UOB**

Developer's License No: 13907-1/04-2017/0273LJ •  
Validity: from 04/04/2015 to 03/04/2017 • Advertisement  
and Sales Permit No.: 13947-1/04-2017/0273P •  
Validity: 04/04/2015 to 03/04/2017 • Land Tenure: Lease  
99 Years (Expiry 2 July 2113) • Land encumbrances:  
United Overseas Bank (UOB) Bhd • Sekatan sekatan  
keperluan tanah: N/A • Expected date of completion:  
Jan 2018 • Total Serviced Suites: 175 Units • Serviced  
Suite Price: RM 190,000 (Min Price) RM 528,100 (Max  
Price) • Authority Approving Building Plan: Majlis Daerah  
Cameron Highlands • Building Plan reference no.:  
MDC/0909/05/52/14

# SHAH ALAM

Shah Alam has come a long way in becoming a thriving city as it is strategically positioned for more growth.



Being the capital city of the state of Selangor, Shah Alam covers an area of approximately 290 km<sup>2</sup> consisting of 56 sections in total. With a population of approximately 650,000 citizens, Shah Alam is generally divided into three parts, the north (Section U1 to Section U20), central (Section 1 to Section 24), south (Section 25 to Section 36), developed with mainly residential, industrial and commercial properties. Other than attraction points like I-City, Taman Botani Negara Shah Alam, raja Tun Uda Library, Masjid Sultan Salahuddin Abdul Aziz Shah and others, there are also malls that bring convenience to the citizens and bringing up the vibrancy of the city, Plaza Shah Alam, Anggerik Mall, PKNS Complex, Plaza Alam Sentral, Shah Alam City Centre and Ole-Ole Shopping Mall to name a few.



There are few major roads / highways connecting Shah Alam to the other areas in Klang Valley, namely the Federal Highway, the NKVE, the Lebuhraya Kemuning-Shah Alam (LKSA), Elite Highway and the New North Klang Straits Bypass (NNKSB), also known as Lebuhraya Selat Klang - these highways connecting the nearby established schemes acting as the main duct between work places and homes, therefore traffic congestion has become very common within the city and it does cause headaches during peak hours. At the moment, the public transport users can only rely on buses, taxis and the KTM rail services to travel. However, the proposed LRT extension through Shah Alam towards Port Klang will very much benefit the public transport users.



The recorded transaction prices of selected schemes within Shah Alam are listed below:-

**STRATIFIED**

TYPES	SCHEMES	BUILT-UP AREAS	YEARS	AVERAGE (RM PSF)	COUNTS
Apartment	Danau Mas Apartment	820 sf	2010	205	7
			2011	238	6
			2012	286	7
			2013	290	10
			2014	334	8
			2015	367	1
	Indarisa Apartment	1,000 - 1,056 sf	2010	190	10
			2011	210	16
			2012	243	12
			2013	269	12
			2014	292	19
	Perdana Apartment	850 sf	2010	171	37
			2011	187	32
			2012	208	41
			2013	217	55
			2014	246	28
	Sri Ixora Apartment	800 sf	2010	167	58
			2011	204	27
			2012	236	19
			2013	287	19
			2014	322	44
Serviced Apartment	Alam Idaman S.A	807 - 1,150 sf	2013	374	33
			2014	394	23
			2015	414	3
	Brunsfild S.A	467 - 1,090 sf	2010	186	27
			2011	219	27
			2012	246	21
			2013	282	17
			2014	305	6
	Sri Acappella S.A	730 - ,1280 sf	2010	309	16
			2011	361	23
			2012	387	16
			2013	422	12
			2014	457	8
			2015	484	7

Condominium	Elaeis Condo	900 - 1,070 sf	2010	216	35
			2011	246	43
			2012	292	22
			2013	331	28
			2014	362	15
			2015	389	9
	Indah Alam Condo	840 - 1,380 sf	2013	373	28
			2014	387	39
			2015	420	3
	Kristal Condo	986 - 1,100 sf	2010	219	3
			2011	258	8
			2012	315	15
			2013	329	21
	Mutiar Anggerik Condo	1,057 - 1,493 sf	2012	301	16
			2013	308	11
			2014	336	4
			2015	354	1
	Prima UI Condo	980 - 1,100 sf	2011	328	5
			2012	344	28
			2013	371	21
			2014	389	21
2015			412	6	
Puri Aiyu Condo	910 - 1,100 sf	2010	215	31	
		2011	241	48	
		2012	286	33	
		2013	323	35	
		2014	370	17	
Sri Alam Condo	1,227 - 1,884 sf	2010	176	36	
		2011	202	43	
		2012	220	33	
		2013	276	35	
		2014	311	27	
		2015	329	2	

\* Oregon Property Consultancy Research Team



\*The analysis is merely done at the selected schemes, it does not reflect the activity of the area in whole.

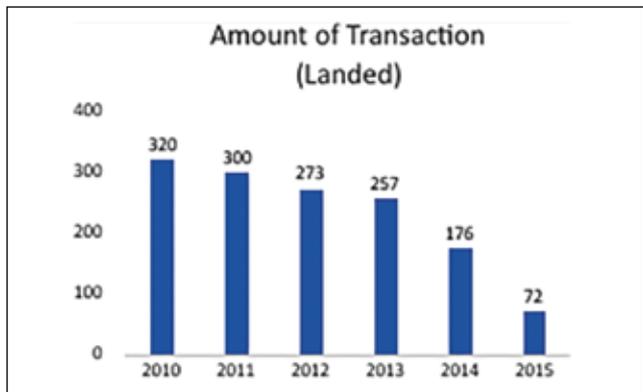


**LANDED**

TYPES	GROUP LA	YEARS	MIN	MAX	COUNTS
Bukit Jelutong	3,200 - 7,500 sf	2010	1,500,000	2,200,000	13
		2011	1,700,000	2,700,000	6
		2012	1,850,000	2,550,000	12
		2013	1,830,000	3,000,000	7
		2014	1,700,000	2,650,000	7
		2015	1,800,000	2,500,000	3
Section 13	2,400 - 8,500 sf	2010	738,999	1,250,000	18
		2011	796,999	1,288,999	14
		2012	810,000	1,350,000	10
		2013	880,000	1,400,000	11
		2014	940,000	1,300,000	6
		2015	1,310,000	1,310,000	1
Section 17	1,500 sf	2010	135,000	210,000	12
		2011	135,000	240,000	14
		2012	145,000	250,000	14
		2013	180,000	300,000	12
		2014	200,000	330,000	11
		2015	245,000	370,000	4
Section 20	1,200 sf - 1,540 sf	2010	100,000	230,000	18
		2011	110,000	250,000	16
		2012	130,000	260,000	17
		2013	160,000	300,000	13
		2014	170,000	310,000	6
		2015	180,000	440,000	4
Section 24	1,180 sf	2010	110,000	170,000	12
		2011	130,000	180,000	23
		2012	140,000	207,000	15
		2013	150,000	230,000	25
		2014	180,000	260,000	10
		2015	225,000	310,000	5
Bukit Jelutong	1,400 sf - 1,650 sf	2010	325,000	582,000	38
		2011	349,000	645,000	37
		2012	450,000	710,000	29
		2013	500,000	820,000	33
		2014	600,000	830,000	28
		2015	640,000	930,000	6
	1,870 sf - 1,920 sf	2010	430,000	720,000	60
		2011	500,000	760,000	35
		2012	550,000	880,000	38
		2013	600,000	920,000	42
		2014	705,000	925,000	22
		2015	769,000	975,000	12
Section 18	840 sf	2010	110,000	185,000	25
		2011	120,000	210,000	30
		2012	135,000	235,000	28
		2013	149,000	270,000	28
		2014	180,000	250,000	12
		2015	180,000	320,000	4

Section 25	1,200 sf - 1,400 sf	2010	123,000	225,000	33
		2011	140,000	265,000	31
		2012	150,000	310,000	32
		2013	230,000	333,000	17
		2014	230,000	360,000	16
		2015	300,000	385,000	8
Section 27	1,650 sf	2010	165,000	329,000	37
		2011	170,000	380,000	33
		2012	275,000	410,000	20
		2013	250,000	475,000	26
		2014	280,000	505,000	14
		2015	360,000	535,000	8
Section 7	1,400 sf - 1,650 sf	2010	240,000	340,000	26
		2011	270,000	398,000	31
		2012	325,000	475,000	30
		2013	400,000	500,000	20
		2014	420,000	575,000	25
		2015	490,000	590,000	5
Section 25	840 sf	2010	105,000	168,000	28
		2011	113,000	205,000	30
		2012	135,000	238,000	28
		2013	145,000	240,000	23
		2014	165,000	270,000	19
		2015	185,000	295,000	12

\* Oregon Property Consultancy Research Team



\*The analysis is merely done at the selected schemes, it does not reflect the activity of the area in whole.

Generally the high-rise dwellings were at a steady positive growth in term of transacted prices from 2010 to 2015. Prices continued to grow without hesitation and transaction activity were having ups and downs for past several years where the lowest transaction volume was recorded as of August 2015 at merely 53 units (approximately 19% of the previous year). Same goes for landed properties where the recorded transaction prices were generally in an increasing pace for the past several years. However, the transaction activity showed a decreasing trend where an average drop of 14% per annum from 2010 to 2014, and as of August 2015, only 72 transactions were recorded.

Some of the noted ongoing projects in Shah Alam are as follows:-

PROJECTS	DEVELOPERS	LOCATIONS	TYPES
Liberty Tower @ iCity	iBerhad	iCity, Shah Alam	1,219 units SOHO
Parisien Tower @ iCity	iBerhad	iCity, Shah Alam	1,219 units SOHO
i-SOHO @ iCity	iBerhad	iCity, Shah Alam	956 units SOHO
i-Suite @ iCity	iBerhad	iCity, Shah Alam	826 units SOHO
Central Tower @ iCity	iBerhad	iCity, Shah Alam	Mixed development consisting residential suite towers, a hotel tower and an office tower
The Jewel @ iCity	iBerhad	iCity, Shah Alam	Comprising of residential towers, office suites, retail units and a luxury hotel
Hyde Tower @ iCity	iBerhad	iCity, Shah Alam	Residential tower
Opal Residensi	Perbadanan Kemajuan Negeri Selangor (PKNS)	Jalan Baiduri Bulan 7/28, Seksyen 7	3 blocks of high-cost apartment: 1. Blok A 15-storey (48 units) 2. Blok B 17-storey (60 units) 3. Blok C 4-storey (30 units)
Metia Residence	Prop Park Sdn Bhd (Huayang)	No. 5, Persiaran Sukan, seksyen 13	20-storey serviced apartment (306 units)
TTDI Sentralis	Ikhlis Murni Sdn Bhd (Naza TTDI)	No. 2A, Jalan Tukul Besi, Seksyen 13	Phase 1: 3 levels of shops (78 units) and 1 level of shop-office (29 units) Phase 2: 1 block of 12-storey commercial suite (206 units)
DEMC Women's and Children's Hospital, Shah Alam	First Emphasis Sdn Bhd	No. 3, (Presint 2.7), Jalan Perdagangan 14/4, Seksyen 14	19-storey women and children specialist hospital
Studio 14 SOHO	Medinah Court Sdn Bhd	Jalan Persiaran Perbandaran, Seksyen 14	17-storey commercial complex
Skyz Jelutong Residences	Urban Courtyard Sdn Bhd (WCT)	Jalan Bazar U8/100, Bukit Jelutong	2 blocks of 15-storey serviced apartment (222 units)
Suria Residence	Pinaremas Sdn Bhd	Jalan Bazar U8/100, Bukit Jelutong	2 blocks of 12 to 13-storey serviced apartment (545 units)
Radia Phase 1, 2, 3 & 4	Sime Darby Sunrise Development Sdn Bhd	Persiaran Arked, Bukit Jelutong	Phase 1: 1 block of 3-storey shop, 1 block of 10-storey office complex (159 units), 1 block of 14-storey serviced apartment (84 units) Phase 2: 1 block of 3 storey shop, 2 blocks of 13-storey serviced apartment (304 units) Phase 3: 1 block of 3-storey shop, 1 block of 14-storey serviced apartment (168 units) Phase 4: 1 block of 3-storey shop, 1 block of 10-storey office complex (80 units), 1 block of 14-storey serviced apartment (84 units)

There are several large scale projects by developers such as iCity by iBerhad, involving development mainly on SoHos - sizes ranging from 464 to 850 sq ft, hotels and offices; as well as Radia by Sime Darby consisting shops, offices and serviced apartments. Radia is priced at approximately RM600 to RM700 per sq ft for the units available now, Suria Residence is priced from approximately RM400,000 after

rebate, Skyz Jelutong Residences at approximately RM590,000, Studio 14 SoHo from approximately RM318,000, Metia Residence at RM400,00 onwards and Opal Residensi from RM560,000 onwards. From these projects, we could project that in near future, supply will be skewed towards high rise properties, for both residential and commercial. 📍



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DISCLAIMER: Since the asking prices and project status varies from time to time, we do not guarantee the validity of the information found here. The analysis and the article written was based on information available and was then further modified and analysed by Oregeon Property Consultancy Research Team. We bear no losses or legal liability caused by the information given.



## THE DIRT ON FENG SHUI

This articles explores how people are turning to Feng Shui to make sure that they are buying property in a suitable land.

When Feng Shui is mentioned, things like mountains, water and Meridian spots are likely the first things that come into a person's mind. The least likely thing that a person would probably think about is soil. It is an often mentioned thing, but soil actually has a place in Feng Shui textbooks.

By just digging a few feet into the ground, the colour and the quality of the earth below the top soil would tell you much about the Qi of the land. For instance, if the soil is soft and loamy, it is a positive indication that the land is a good one and is filled with positive Qi. On the other hand, if what you see are rocks and pebbles, this tells that positive Qi does not circulate well at this place.

This phenomenon ties to the phrase, "Qi is dispersed by the wind, and gathers at the boundaries of water" commonly used as a guideline in Feng Shui. Rocky land is a possible indication of erosion by fast moving wind. Where there is wind, it is a sign there is lack

of hills or mountains to protect the area; hence, Qi cannot gather.

As Qi is known to emanate from hills and mountains, the absence of such features is also a clear indication that the presence of good quality Qi is also lacking. In the absence of hills or mountains, we tend to look for water as Qi "gathers at the boundaries of water".

Qi shares similar nature to water and as such, has a natural tendency to flow from high to low ground. Due to this, where there are water features such as lakes and rivers present, Qi is likely to be present as well. Having said this, the land should not be waterlogged as this is an indication of stagnant Qi. A good land is one with natural water ways where Qi is allowed to circulate and flow.

If there are mountains located in the vicinity of your property, that is already a good sign. However, you may want to know what sort of energies they emit

and the soil would be a good place to start. One of the best signs you would want to see is greenish coloured soil. This type of soil indicates the area is governed by the Wood element.

Wood Qi is conducive for prolonging life, maintaining good health and as identified as being supportive for those seeking to elevate their status and raise their reputation. As such, professions which require a reputation such as writers and celebrities will usually benefit from such Qi. As Wood is also symbolic of growth, those influenced by this element are likely to be more sentimental and benevolent in nature.



Yellowish soil are usually associated with the Earth element which among the Five Elements, represents stability and wealth-generation. These are the type of lands which are supportive of the banking industry and businessmen in general.

Soil which are related to Metal element are usually pale white in colour and lands with such quality are suited for politicians, leaders or people in the military as this is the element which represents power and authority. Lands associated with the Wood, Earth and Metal element are usually the most sought after as they are classified in Classical Feng Shui as superior land due to their benevolent influence on those who reside on them.

Soil which are associated with the Water element are black. This is an element which is not only linked to intelligence, but is also related to movement and leisurely pleasures. Such lands are commonly associated with tourist sites and in some cases, those who stay on them tend to travel away to seek opportunities elsewhere as the Water element is also related to instability.

Fire element related soil on the other hand are usually purple or reddish. Due to it associated with passion, such lands are not conducive for domestic occupation as they would influence its residents to become overbearing. Normally, the best sort of usage for Fire element lands are for religious or spiritual establishments. 📍



TO KNOW MORE ON HOW TO PARTICIPATE IN DATO' JOEY YAP'S FENG SHUI & ASTROLOGY 2016 SEMINAR, PLEASE LOG ON TO [www.joeyyap.com/Media/iProperty2015](http://www.joeyyap.com/Media/iProperty2015)



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# STABILISING PROPERTY MARKET IN MALACCA

**Some interesting new developments are expected to take place in the historical state of Malacca in years ahead, potentially creating vibrancy to its property market. - BY CHAN AI CHENG**

According to the Ministry of Finance's Valuation and Property Services Department's Property Market Report 2014, the prospect of Malacca's real estate industry is anticipated to remain positive with prices of properties expected to firm up.

One long term mega project which would entail excitement in the property industry is the 246-hectare Melaka Gateway. This project with 12 precincts includes residential, commercial, cultural, entertainment, and lifestyle elements. The project is expected to be fully completed in 2025. Upon completion, its marina terminal will be the largest in Asia.

On the shores of Pulau Melaka, we can expect a new landmark that is being developed. The Harbour City is a mixed development with a water theme park that is expected to have elements of thrilling rides and multi-storey slides. There will also be retail and entertainment elements, together with an international hotel, serviced suites, and resort.

In a move to address traffic congestion from Ayer Keroh to the city centre, the Federal Government had



approved the development of two new flyovers, one at Malacca International Trade Centre (MITC) and the other at the Tun Ghafar Baba Interchange in Peringgit. These flyovers are a part of road upgrading projects that will cost RM2 billion and are expected to take four years to complete.

The state had recently added another feather in its leisure segment with the recent launch of a premium outlet, the Freeport A'Famosa Outlet Village, located next to A'Famosa Resort in Alor Gajah, which offers a variety of designer brands and fashion items.

In the housing segment, several PR1MA housing projects have been balloted, while others are expected to be coming soon. For example, PR1MA @ Malacca Tengah 1 and 2 Zones have already been balloted. Coming soon would be developments such as PR1MA @ Padang Temu, Malacca Tengah Zone.

Generally, prices of residential property have remained stable, with mixed movements noted in several locations. Single storey terraces generally fetched between RM110,000 and RM170,000 per unit, with a higher range of more than RM200,000 recorded in selected neighbourhoods of Malacca Tengah. As at Q4 2014, the All House Price Index for the state stood at 173.6 points, increased from 169.9 points in Q4 2013.

The residential rental market was on a stable trend with exceptions in several locations. Rental of single storey terraces in Malacca town generally fetched between RM350 and RM550 per month. Similar units in Taman Merdeka, Malacca Tengah, recorded a 22.1% rental increase due to its proximity to industrial areas. Higher institutions such as Multimedia University and Bukit Beruang Community College pushed up rental by 25.0% in Taman Air Keroh Heights. 📍



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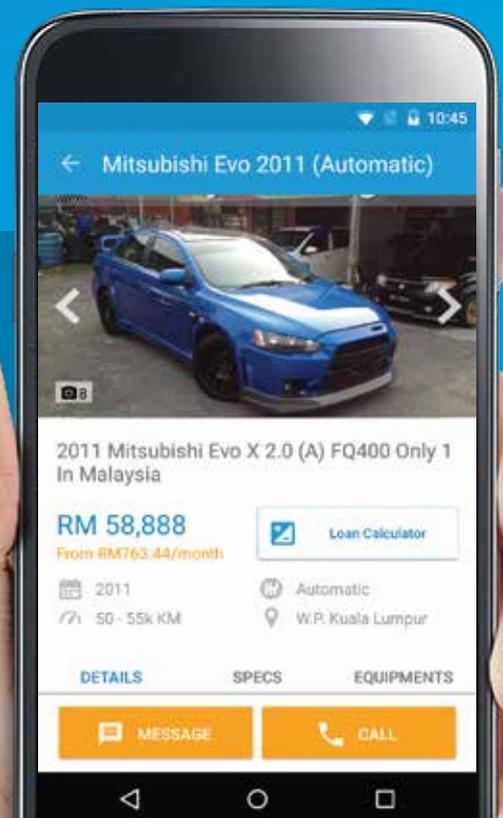
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# PSYCHOLOGY OF WALL COLOURS



Colours are powerful design tools that can make the rooms in your home feel more calm, cheerful, comfortable or dramatic to evoke peace, serenity, appetite and productivity.

You can make your home feel cosier by painting the walls with a warm colour or make a tiny room feel more spacious by using different colours on opposing walls. With a good combination of wall colour and the colour of the furniture, it can create the mood you desire.

## OFFICE

### Blue:

- The most productive colour
- Calmness and serenity
- Curbs appetite
- Associated with water and peace

## KITCHEN

### Yellow:

- Increases metabolism
- Makes the room brighter and gives you energy
- Cheerful and warm

## BEDROOM

### Green:

- Tranquillity and health

- Colours of spring, renewal and rebirth
- Emotionally positive colour
- Encompasses mental clarity

## GIRL'S ROOM

### Pink:

- Calming and warm
- Inspires compassion and sense of nurturing
- Reassures emotional energies

## LIVING ROOM

### Lavender:

- Calms the nerves and allows relaxation
- Invokes humanitarian and selflessness
- Colour of the royalty
- Creative and inventive

## DINING ROOM

### Red:

- Encourages appetite
- Appeals to passion and intensity
- Evokes strong emotions 💖

# 5 WAYS TO A GREEN HOME

Energy-saving changes not only save the need to strap down your wallet's finances and lower your energy bills, but it has been proven that you can live green without sacrificing either style or comfort.

## ROOF INSULATION:

Insulators like aerolite and isotherm when applied to the roof can become the heat flow barrier between the roof tiles and the ceiling to prevent heat from passing through, hence keeping your house cooler in hotter days.

## FRIDGE MANAGEMENT:

Your fridge is always turned on, making one of the most expensive home appliances. Make sure the door seal is tight and free from gaps so that cold air doesn't escape. The ideal temperature for a refrigerator is about 4 to 5 degrees Celsius while freezer temperature should be about minus 10 degrees for optimal energy usage.

## CHOOSING THE RIGHT PAINT:

Some of the most harmful chemicals found in paint is the volatile organic compounds (VOCs). These compounds are harmful to your health as well as the environment, and consumers are demanding for a safer alternative of using low-VOC and no-VOC paints which are widely available by major paint manufacturers.

The time to begin thinking about the environmental aspects of your changes is during the planning phase and what you can do to make your house more energy efficient.

## SOLAR-THERMAL WATER HEATERS:

Electric water heaters can be costly as they use a huge amount of electricity and overtime, may also contribute to a hefty electric bill. Consider opting for solar-thermal water heating for all your water heating bathroom solutions. Photovoltaic (PV) panels have attractive long term durability; hence it is a viable long term power saving option.

## ENERGY SAVING BULBS:

The electricity used over the lifetime of a single incandescent bulb can cost up to 5 to 10 times the original purchase of the bulb itself. Consider switching to light emitting diodes (LEDs) and compact fluorescent lights (CFLs) bulb to increase energy efficiency at home.



# ROOF REPAIRS: WHAT TO LOOK OUT FOR

Is it that time of the year again for your home maintenance works? Do not forget to include your roof in your checklist. Addressing small roofing problems before they lead to bigger ones is imperative in avoiding costly repairs.

Check out our guide for the details on 7 most common roofing issues and what their presence indicates.

## **BUCKLING/CURLING SHINGLES**

One reason this problem occurs is due to poor ventilation. This happens when a new roof was not properly installed or when new shingles are installed on top of old shingles. The lack of ventilation causes moisture to build up between the underlayment and shingles, causing them to buckle inwards or curl outwards. Weather elements are another culprit, as harsh climates can also cause your roof to expand and contract. This will result in the nails holding your shingles down to be forced upwards, causing the shingles to curl.

## **WATER SPOTS ON YOUR CEILING**

Discoloured spots on your ceiling are probably because of water coming from leaks in your roof. The unsightly spots are just the beginning of the problem however; if left ignored, major water damage can occur and you will be facing bigger headaches in having to replace interior home features such as ceilings or drywall.

## **ROTTING ROOF**

Roofs will begin to rot when the moisture has been absorbed moisture all the way to the core of the shingles and it is rotting from the inside out. This episode is a common problem with organic-based shingles. A decaying roof is serious matter that requires the attention of a roofing professional as quickly as possible.

## **MISSING SHINGLES**

Missing shingles are usually the result of high winds or unexceptionally heavy rain. Another possibility is that the shingles were not installed correctly. It is important to call a roofing professional during this instance as an amateur trying to do this on their own can incorrectly replace the shingles, which can cause your roof to leak.

## **MISSING GRANULES**

When a roof is first replaced, it's normal to have some granules which are small ceramic coated rock specs that cover an asphalt shingles surface, acting as a protector against the sun UV's rays. Shingles with smooth or bald spots on them means that most of the granules have been dislodged, a sign that your shingles are nearing the end of their service life.

## **BLISTERING**

Blisters, which resemble bubbles, occur just under the surface of the shingle's granules, when moisture becomes trapped in a shingle. However, until the shingle breaks open, it may not require replacing. Once it breaks open, there will be discolouration and water leakage may become an issue.

## **DAMAGED FLASHING**

Roof flashing which is a piece of sheet metal placed on the joints in a roof acts to keep water from seeping into the structure. Installed before the shingles, flashing that is damaged or not installed correctly will cause leaking. In some cases, flashing can be replaced in the damaged area only. [👉](#)

# HOW TO LUXE UP YOUR HOME ON A BUDGET

Whether you are looking to spruce up your home or prepping your home to sell, these tips and tricks will add visual value to your home, jazzing it up to look more classy and expensive.



## FAUX EXPENSIVE CURTAINS

One important component in a well-designed room is custom curtains. You can easily have your own set by adding distinct touches to store-bought curtains:

- Mount the curtains at ceiling level - this will make the room appear taller and more spacious as it extends the eye upwards.
- Attach banding to the bottom of the curtain to add a burst of colour.
- Include a trim or banding using decorative materials such as silk and damask to the inside edge of the curtain panel.

## DRESS UP YOUR DOORS IN BLACK

Most people stay away from the colour black when it comes to home décor, however if applied accordingly, it can provide a sleek touch to your living area. One fine example is to paint the interior doors of your home black. The crisp pops of black will add sophistication and detail to your space.

## AMP UP YOUR CROWN MOLDING

Another way to add an expensive feel to your space is by working on enhancing the crown molding. This is done by adding an additional trim underneath your existing crown molding to enlarge and enhance. Do not fret if you do not have an existing one - all you need to

do is to paint a white band around the ceiling to fake the look of an existing molding.

## DETAILS, DETAILS, DETAILS

Sometimes what work best is the small touches as it adds detail to an area - it could be a sleek stack of coffee table books, some fresh flowers or a few well-placed embellishments. One key point to remember is to not go overboard; focus on minimalism, not clutter.

## A PURPOSE PLAN

To avoid ending up with a jumble of furniture pieces and accessories that don't look great together, is to plan ahead. Hash it out and make a mood board before tackling your redesigning endeavour. This will allow you to visually plan the look and feel that you would want your apartment to have. One great way to collect ideas and styles is to utilize Houzz or Pinterest.

## STATEMENT PIECES

Not everyone has the means to acquire bespoke pieces - that is why IKEA is your new best friend. The home accessory giant has some killer pieces that really make a statement for a low price - be it a fancy-looking lamp or a quirky corner table. However, you should be careful not to spend all of your money in one place as this would create a flat, unexciting feel to the space. Instead, get creative by creating variety. 📍



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# WEATHERING THE STORM

Realtors share their experiences on how they have weathered the storm in these challenging times of the property market.



Joe Liew  
Director of Jyms properties  
Sdn Bhd (Kuchai Lama Branch)



Michael Chong  
Founder of Wesley Realty  
Sdn Bhd

It has been a roller-coaster ride for the property industry this year especially with the Ringgit seeing an all-time low. As the year comes to a close, Joe Liew, Director of Jyms Properties Sdn Bhd and Michael Chong, founder of Wesley Realty Sdn Bhd shared with iProperty.com their take on how they dealt with the challenges this year.

## Joe Liew (JL)

Director of Jyms properties Sdn Bhd  
(Kuchai Lama Branch)

## Michael Chong (MC)

Founder of Wesley Realty Sdn Bhd

### HOW DID THE PROPERTY MARKET FARE FOR THE PRIMARY AND SECONDARY PROPERTIES THIS YEAR?

**JL:** Both the primary and secondary property market saw a downturn this year, with the former taking a harder hit, seeing a 8%-9% drop in transactions as compared to the latter's 5%. These statistics were obtained from Brickz Data.

**MC:** The primary market was clearly weak as developers struggle to push sales in order to clear unsold units. The secondary market fared better, as buyers gravitated towards the cheaper alternatives it provided.

### WHAT WERE THE CHALLENGES YOU FACED THIS YEAR?

**JL:** The increase in home loans rejection rates this year was a tough blow as many of our deals had to be forfeited when our clients did not obtain the necessary financing. Also, the negative sentiment due to the drop in the local currency's value had many buyers putting property purchasing decisions on the hold.

**MC:** The economic downturn due to the fall in the Malaysian currency has sent everyone reeling for cover. Many have adopted the wait-and-see stance, putting purchasing of properties on the backburner.

### HOW DID YOU OVERCOME THESE CHALLENGES?

**JL:** We moved away from setting prices according to the seller's asking prices to more market-realistic prices, where we utilize Brickz Data to gauge the prices that will be attractive to buyers. As we advise the sellers, prices have to be aligned to the current sluggish market or they will risk not selling their properties at all.

**MC:** We strived to generate maximum exposure for secondary properties in the media in attempt to attract more buyers who are looking for affordable properties. With more buyers feeling the pinch, we went all out to provide them with more options that would not burn a hole in their pocket.

### WHAT IS YOUR OUTLOOK FOR THE PROPERTY MARKET IN 2016?

**JL:** The secondary property market will continue to pick up as the demand for properties is still there, albeit most buyers having a lower purchasing power. Besides that, I believe that next year will also be a good time for cash investors to purchase properties. In fact, interest is already being garnered as we have some foreign investors currently looking for primary properties, especially condominium units in prime locations such as Mont' Kiara, Desa Parkcity and KLCC.

**MC:** Property will always be one of the most popular investment options due to its guaranteed capital appreciation and I have every confidence that the property market will pick up next year as the Ringgit stabilises. 📈

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No. Lesen Pemaju: 9117-3/05-2017/0482(L) Tempoh Sah: 30.5.2015 - 29.5.2017 No. Permit Iklan & Jualan: 9117/3/05-2017/0482(P) Tempoh Sah: 30.5.2015 - 29.5.2017 Tarikh Dijangka Siap: June 2018 Kelulusan Pihak Berkusasa: Majlis Bandaraya Ipoh Ruj. Pelan Bangunan: LB01/0000850/0028/15/1F00/P00/L00 Jumlah: 113 unit mengandungi: 96 unit Rumah Bandar 2-Tingkat (Harga: RM528,000 - RM688,000) (Jenis A-30 unit; Jenis B-24 unit; Jenis-C 19 unit; Jenis-D 16 unit & Jenis-E 7 unit) 12 unit Link Banglo 2-Tingkat (Harga: RM928,000 - RM1,088,000) 4 unit Rumah Berkembar 2-Tingkat (Harga: RM888,000 - RM928,000) 1 unit Banglo 2 1/2 Tingkat (Harga: RM1,888,000) Pajak Tanah: 99 Tahun (12.2.2111) Bebanan Tanah: Tiada Sekatan Kepentingan: Tanah ini boleh dipindahmilik atau dipajak dengan kebenaran bertulis oleh Pihak Berkusasa Negeri.

## PUSAT PERNIAGAAN AKASIA



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### Air Conditioning & Ventilation

#### Acson

Website: [www.acson.com.my](http://www.acson.com.my)  
Tel: 603-7964 8388

#### York

Website: [www.york.com.my](http://www.york.com.my)  
Tel: 603-7718 8388

#### KDK Fans (M) Sdn Bhd

Website: [www.kdk.com.my](http://www.kdk.com.my)  
Tel: 603-7785 5011

### Air Purifiers

#### Alen Corp Asia

Website: [www.alencorpasia.com.my](http://www.alencorpasia.com.my)  
Tel: 6013-388 1967

### Audio/Visual Equipment

#### WNM EShop.com Sdn Bhd

Website: [www.wnmeshop.com](http://www.wnmeshop.com)  
Tel: 603-2144 2288

### Ceramic Tiles

#### Malaysia Mosaic Bhd

Website: [www.mmosiacs.com](http://www.mmosiacs.com)  
Tel: 1300-88-8182

### Curtains

#### SSF Sdn Bhd

Website: [www.ssfhome.com](http://www.ssfhome.com)  
Tel: 603-6140 2020

### Eco/Energy Saving

#### CSR Climate Control (M) Sdn Bhd

Website: [www.csrcoolbatts.com.my](http://www.csrcoolbatts.com.my)  
Tel: 603-3341 3444

#### Monier Sdn Bhd

Website: [www.monier.com.my](http://www.monier.com.my)  
Tel: 1-800-88-0865

### Feng Shui

#### Studio 212 Sdn Bhd

Website: [www.studio-2-1-2.com](http://www.studio-2-1-2.com)  
Tel: 603-7885 8280

#### Prosperity Feng Shui Sdn Bhd

Website: [www.prosperityfengshui.com](http://www.prosperityfengshui.com)

#### Oriental Wisdom Metaphysic Academy

Website: [www.orientalwisdom.com.my](http://www.orientalwisdom.com.my)

#### Mastery Academy of Chinese Metaphysics Sdn Bhd

Website: [www.masteryacademy.com](http://www.masteryacademy.com)  
Tel: 603-2284 8080

### Flooring

#### Floor Depot

Website: [www.floordepot.com.my](http://www.floordepot.com.my)  
Tel: 1800-88-7585

### Furnitures & Customised Furnitures

#### Deep Living Sdn Bhd

Tel: 603-6141 6159

#### LPE Interior Gallery Sdn Bhd

Website: [www.lpegallery.com](http://www.lpegallery.com)  
Tel: 03-7783 3188

#### XZQT Home Store Sdn Bhd

Website: [www.xzqt.com.my](http://www.xzqt.com.my)

### Home Accessories

#### Expressions Entertainment Sdn Bhd

Website: [www.expressions.com.my](http://www.expressions.com.my)  
Tel: 603-4270 3372

#### Universal Cable (M) Bhd

Website: [www.ucable.com.my](http://www.ucable.com.my)  
Tel: 603-7845 6699

### Insect Screens

#### Elegant Home Decor Sdn Bhd

Website: [www.elegantscreens.com](http://www.elegantscreens.com)  
Tel: 603-9172 3126

### Interior Design

#### B&N Design Associate Sdn Bhd

Website: [www.bnndesign.com](http://www.bnndesign.com)  
Tel: 603-4142 6344

#### Structure Rhythm Sdn Bhd

Website: [structurehythm.blogspot.com](http://structurehythm.blogspot.com)  
Tel: 603-9205 6209

#### Oceana Ventures Sdn Bhd

Website: [www.oceanaventures.com](http://www.oceanaventures.com)  
Tel: 603-7877 0048

### Kitchens

#### Artset Design Sdn Bhd

Tel: 603-6156 3763

#### Signature Kitchen Cabinet Sdn Bhd

Website: [www.signaturekitchen.com.my](http://www.signaturekitchen.com.my)  
Tel: 603-6286 7000

#### Fiamma Sdn Bhd

Website: [www.fiamma.com.my](http://www.fiamma.com.my)  
Tel: 603-6279 8888

### Pest Control

#### Antipest Management Services Sdn Bhd

Website: [www.antipest.com.my](http://www.antipest.com.my)  
Tel: 603-8023 1888

### Security Systems

#### Sensorlink Sdn Bhd

Website: [www.centrixsecurity.com](http://www.centrixsecurity.com)  
Tel: 603-7983 7270

#### ADT Services (M) Sdn Bhd

Website: [www.adt.my](http://www.adt.my)  
Tel: 1300-88-0228

### Solar Water Heater

#### SolarMate Sdn Bhd

Website: [www.solarmate.com.my](http://www.solarmate.com.my)  
Tel: 603-5569 1688

#### Monier Sdn Bhd

Website: [www.monier.com.my](http://www.monier.com.my)  
Tel: 1800-88-0865

### Window, Curtains & Blinds

#### Hunter Douglas Window Fashions Malaysia Sdn Bhd

Website: [www.hunterdouglas.com.my](http://www.hunterdouglas.com.my)  
Tel: 603-5191 2020

### Water Purifiers

#### Nesh Marketing Sdn Bhd

Website: [www.nesh.com.my](http://www.nesh.com.my)  
Tel: 603-8060 3668



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**Johor Bahru** 012 6169225 Danny

**Bukit Jali** 03 89949277 Kavita,  
010 7847997 William  
**Project Launch (1)** 012 6060993 Andrew  
**Project Launch (2)** 017 2244106 Ms Tan

Cyberjaya, Selangor



**CRISTAL RESIDENCE**

Property Type: Condominium & Villa  
 Land Title: Residential  
 Tenure: Freehold  
 Built Up: 1,302 - 3,189 sq ft (condo)  
 22' x 80' (Villa)  
 Land Area: 11.44 Acres  
 Listing Price: From RM 628,000 (Condo)  
 From RM1,368,000 (Villa)  
 Total Units/Lots: 350 / 50  
 Expected Date of Completion: August 2016  
 Developer: Trientel Land Sdn Bhd  
 (A Member of Villamas Group of Companies)  
 Phone: (6012) 538 8133/ (6012) 298 0826/ (6012) 912 8810



Bukit Jalil, Kuala Lumpur



**DENAI SUTERA**

Property Type: Apartment  
 Land Title: Residential  
 Tenure: Leasehold  
 Built Up: 1,141 - 1,884 sq.ft.  
 Listing Price: From RM605,800 - RM902,800  
 Total Units: 182 (Low Density)  
 Expected Date of Completion: June 2017  
 Developer: I&P Group Sdn. Berhad  
 Phone: (603) 9058 7600  
 Website: www.inp.my



Cheras, Kuala Lumpur



**DAMAI CIRCLES BUSINESS SUITES, ALAM DAMAI**

Property Type: Shop-Office  
 Land Title: Commercial  
 Tenure: Leasehold  
 Built Up: 4,207 - 11,671 sq.ft.  
 Listing Price: From RM1,936,000 - RM5,090,000  
 Total Units/Lots: 54  
 Bumi Discounts: 5%  
 Expected Date of Completion: Aug 2018  
 Developer: I&P Group Sdn. Berhad  
 Phone: (603) 9102 3880 / 9100 3859  
 Website: www.inp.my



Kajang, Selangor



**PUSI 4, ALAM SARI**

Property Type: 2-sty Terrace/Link House  
 Land Title: Residential  
 Tenure: Freehold  
 Built Up: 1,816 - 2,043 sq.ft.  
 Land Area: 1,870 - 4,758 sq.ft.  
 Listing Price: From RM680,800 - RM1,074,800  
 Total Units/Lots: 51  
 Bumi Discounts: 7%  
 Expected Date of Completion: Sept 2017  
 Developer: I&P Group Sdn. Berhad  
 Phone: (603) 8926 7500  
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Johor Bahru, Johor



**D'CARLTON SEAVIEW RESIDENCE**



Property Type: Service Apartment (With Private Lift)  
 Land Title: Residential  
 Tenure: Freehold  
 Built Up: 521 - 1313 sq.ft.  
 Land Area: 4 Acres  
 Listing Price: From RM244,845 - RM2,858,350  
 Total Units/Lots: 823  
 Expected Date of Completion: 2016 March  
 Developer: Goodwill Division Sdn Bhd  
 Phone: (607) 288 7855 / (6012) 728 8158



Johor Bahru, Johor



**PRECINCT 12**



Property Type: Semi-detached House  
 Land Title: Residential  
 Tenure: Freehold  
 Built Up: 3743 - 4190 sq.ft.  
 Land Area: 3,600 sq.ft (40'x90')  
 Price per sq ft: RM433 - 528  
 Total Units/Lots: 94  
 Expected Date of Completion: January 2016  
 Developer: Plenitude Tebrau Sdn Bhd  
 Phone: (607) 356 0333



Ipoh, Perak



**ZONE SERI TERATAI – PHASE 6.1A(T)**



Property Type:  
 2 storey Semi-D & Bungalow  
 Land Title: Residential  
 Tenure: Freehold  
 Land Area: 40' x 90'  
 Listing Price: From RM798,000 - RM1,853,000  
 Total Units/Lots: 80  
 Expected Date of Completion: February 2017  
 Developer: Pinji Botani Sdn Bhd  
 Phone: (605) 323 6622



Johor



**NEUVO CENTRO**



Property Type: Shop-Office  
 Land Title: Commercial  
 Tenure: Freehold  
 Built Up: 1,650 - 4,950 sq ft  
 Total Units/Lots: 33  
 Developer: UDA Land (South) Sdn Bhd  
 Phone: 1800 1800 89 or (607) 237 4944





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CLASSIFIEDS SECTION

<p><b>PROPERTY BELOW RM500K</b></p>		<p>Bandar Saujana Putra, Bandar Saujana Putra 21, Serviced Residence, SALE, RM 365,900, 3r2b, BU610sqf, LA2114 Acres sqf, Kein On, 016-590 1768, UP4261030</p>		<p>Bandar Saujana Putra, Bdr Saujana Putra Height USJ south, 2-sty Terrace/Link House, SALE, RM 441,000, 4r4b, BU1765sqf, LA24x70sqf, Vivien Lee, 6017-925 5597, UP4307668</p>		<p>Cyberjaya, Mutiara Ville, Condominium, SALE, RM 480,000, 3r2b, BU975sqf, LA975sqf, Lawrence Low, 6012-632 6907, UP4261015</p>
		<p>Cheras, Ketumbar Heights, Condominium, SALE, RM 365,000, 3+1r2b, BU903sqf, BJ Yu, 012-717 7978, UP4180027</p>		<p>Cheras, Suasana Lumayan, Bandar Tun Razak, Condominium, SALE, RM 480,000, 3+1r2b, BU1142sqf, Alex Chieng, 016-328 2281, UP4287578</p>		
<p>Cheras, Imperial Residence 1139 , Batu 9, Condominium, SALE, RM 495,000, 3r2b, BU1139sqf, JACQUELINE SIM, 6012-608 0996, UP4142216</p>		<p>Jalan Ipoh, jalan ipoh, kuala lumpur, Condominium, SALE, RM 458,000, 2+1r2b, BU703sqf, Keny Lim, 017-364 6444, UP4142916</p>		<p>Kajang, Impian Setia, Saujana Impian, kajang, 2-sty Terrace/Link House, SALE, RM 450,000, 4+1r3b, BU1170sqf, Deswen Chong, 012-796 6312/014-661 4628, UP4279309</p>		
		<p>Cheras, Symphony Tower, Service Apartment, SALE, RM 240,000, Studiorb, BU486sqf, Wilson Lim, 6012-227 1569, UP4111301</p>		<p>Kajang, Sg Jelok, 2-sty Terrace/Link House, SALE, RM 285,000, 3r1b, BU1100sqf, LA900sqf, Lok, 6013-228 3663, UP4252723</p>		
						
<p>Old Klang Road, The Scott SOHO, Soho, SALE, RM 490,000, Studiorb, BU775sqf, LA4 accesssqf, Abby Wai, 016-447 6167, UP4295663</p>	<p>Petaling Jaya, Centrestage Designer Suite, Section 13 , 51A, Serviced Residence, SALE, RM 330,000, Studiorb, BU301sqf, KK Chong, 6012-333 3551, UP4196604</p>	<p>Klang, klang utama , kapar, 2-sty Terrace/Link House, SALE, RM 290,000, 3r2b, LA16x60sqf, Seng, 6010-566 7000, UP1144801</p>	<p>Kuchai Lama, Seri Desa Entrepreneur's Park, Jalan Kelang Lama, OUG, Happy Garden, Apartment, SALE, RM 430,000, 3+1r2b, BU1270sqf, Simon Leong, 6012-280 0083, UP4119049</p>	<p>Old Klang Road, OUG Parklane, Service Apartment, SALE, RM 382,500, 3r2b, BU950sqf, Bentley Tan, 017-264 0103, UP4273919</p>		
						
<p>Serendah, Serendah Lake View Bungalow Lot, Residential Land, SALE, RM 35, BU11000sqf, LA10000sqf, Helene B L Tan, 012-616 0369, UP1225328</p>	<p>Shah Alam, Seksyen 20, Sek 20, Sec20, Sek 20, 1-sty Terrace/Link House, SALE, RM 400,000, 3r2b, BU1200sqf, LA1540sqf, Alex Chieng, 016-328 2281, UP4232259</p>	<p>Setia Alam, Seri Intan, Seri Intan, Seri Baiduri, Setia Alam, Shah Alam, Apartment, SALE, RM 268,800, 3r2b, BU830sqf, Bentley Tan, 017-264 0103, UP4276205</p>	<p>Shah Alam, Pangsapuri Perdana, Apartment, SALE, RM 255,000, 3r2b, BU850sqf, LA-sqf, Lee Thai Chung, 012-386 5181, UP1131248</p>			
		<p>Sri Damansara, Menara D'sara, Bandar Sri Damansara, Condominium, SALE, RM 438,000, 3r2b, BU916sqf, Catherine See, 012-981 2767, UP3241536</p>				

**PROPERTY @  
KLANG VALLEY**



Sri Petaling, Endah Regal Condominium, Condo, SALE, RM 380,000, 3r2b, BU1017sqf, Joyce Lee Shu Hui, 6016-966 0011, UP919239



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Sri Petaling, Endah Villa, sri petaling, Condo, SALE, RM 460,000, 3+1r2b, BU1250sqf, JACQUELINE SIM, 6012-608 0996, UP3487924



Subang Jaya, Casa Tiara Serviced Apartment, SS16, Condo, SALE, RM 349,000, Studio1b, BU540sqf, LA540sqf, Adelyn, 012-683 4616, UP4269073



Sungai Buloh, 2sty link house, Seri Pristana Sungai Buloh, 2-sty Terrace/Link House, SALE, RM 370,000, 4r3b, BU1600sqf, LA1120sqf, Agnes lee, 012-304 7699, UP4267425



Ampang, ampang, Semi-detached House, SALE, RM 2,850,000, 6+1r8b, BU5200sqf, LA3900sqf, Kenny, 0193355233, UP4305834

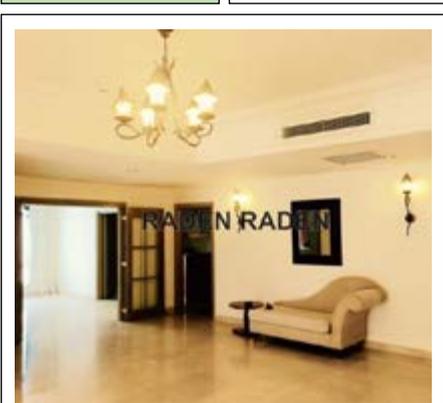


Ampang, Arte Plus @ Jalan Ampang, jalan ampang, Condo, SALE, RM 628,000, 2r2b, BU778sqf, Caydence Chay, 012-370 0185, UP3832709

Ampang, Arte Plus @ Jalan Ampang, jalan ampang, Condo, SALE, RM 628,000, 2r2b, BU778sqf, Caydence Chay, 012-370 0185, UP3832709



Ampang, Office, RENT, RM 7600, BU2702sqf, LA2702sqf, Lim, 06126430088, UP4224427



3 Kia Peng Apartment, KL City Centre, Condo, RENT, RM 8,000, 3+1r4b, BU3080sqf, Raden, 012-317 7879, UP4279002



Ampang, The Elements, Jln Ampang, Condo, RENT, RM 4,200, 2r2b, BU850sqf, YB Woo, 012-395 9905, UP4061990



Ampang, Vista Damai, Jalan Tun Razak, Condo, SALE, RM 1,100,000, 3r2b, BU1430sqf, Lina Chua, 6016-618 6892, UP4257120

Ampang, Vista Damai, Jalan Tun Razak, Condo, SALE, RM 1,100,000, 3r2b, BU1430sqf, Lina Chua, 6016-618 6892, UP4257120



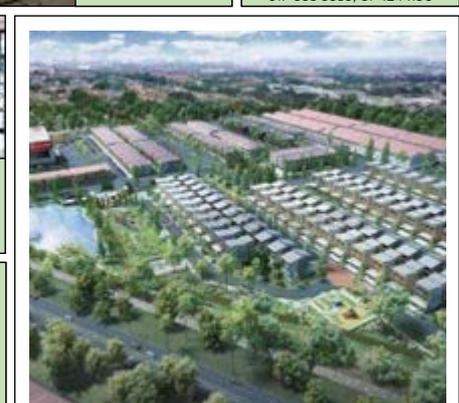
Ara Damansara, Eve Suite / NZX Square, Ara Damansara, Petaling Jaya, Serviced Residence, SALE, RM 830,000, 2r2b, BU1065sqf, Lee Chak Wai, 017-338 3389, UP4244190



Ara Damansara, Eve Suite / NZX Square, Petaling Jaya, Serviced Residence, SALE, RM 510,000, 1r1b, BU684sqf, Kelvin Chai, 6012-345 3866 / 6011-3982 2488, UP3282935



Bandar Bukit Tinggi, Lorong Batu Nilam 23a, Bukit Tinggi 2, 2-sty Terrace/Link House, SALE, RM 1,150,000, 4r4b, BU3627sqf, LA24x75sqf, PK Yeo, 012-339 0525, UP4135321



Bandar Puncak Alam, Shah Alam 2, Bungalow House, SALE, RM 1,599,360, 5+1r7b, BU4232sqf, LA50x80sqf, Lee Kok Hong, 012-288 8729, UP4032291

Bandar Puncak Alam, Shah Alam 2, Bungalow House, SALE, RM 1,599,360, 5+1r7b, BU4232sqf, LA50x80sqf, Lee Kok Hong, 012-288 8729, UP4032291



Bandar Menjalara, Commercial Land, SALE, RM 50,000,000, StevenleeTest, 016466794, UP3073958



Bandar Puncak Alam, Puncak Alam Jaya, Shah Alam 2, Shop-Office, SALE, RM 1,230,000, BU4186sqf, LA30x75sqf, Lee Kok Hong, 012-288 8729, UP4032299

Bandar Puncak Alam, Puncak Alam Jaya, Shah Alam 2, Shop-Office, SALE, RM 1,230,000, BU4186sqf, LA30x75sqf, Lee Kok Hong, 012-288 8729, UP4032299



Bandar Sri Damansara, 2.5-sty Terrace/Link House, SALE, RM 1,550,000, 4+1r4b, BU3000sqf, LA4400sqf, Teoh Guat Hong, 012-268 0948 / 603-7845 2121, UP3982987

Bandar Sri Damansara, 2.5-sty Terrace/Link House, SALE, RM 1,550,000, 4+1r4b, BU3000sqf, LA4400sqf, Teoh Guat Hong, 012-268 0948 / 603-7845 2121, UP3982987



Bandar Puteri Puchong, 2.5sty super link house, 2-sty Terrace/Link House, SALE, RM 1,600,000, 5r5b, BU3080sqf, LA1540sqf, Agnes lee, 012-304 7699, UP4267430



Bandar Puteri Puchong, Aseana Puteri, Condo, RENT, RM 1,600, 3r2b, BU1250sqf, Penny Tan, 0123786332, UP4277640



Bandar Sungai Long, Wira Mutiara Bandar Sungai Long Kajang, Bungalow House, SALE, RM 2,500,000, 6r6b, BU5187sqf, LA7315sqf, Teammy Lee, 019-698 7777/016-976 8698, UP4185224

Bandar Sungai Long, Wira Mutiara Bandar Sungai Long Kajang, Bungalow House, SALE, RM 2,500,000, 6r6b, BU5187sqf, LA7315sqf, Teammy Lee, 019-698 7777/016-976 8698, UP4185224



Bandar Sri Damansara, Paradesa Tropika 2, Condo, SALE, RM 538,000, 3r2b, BU1120sqf, Catherine Soo, 012-981 2767, UP4167176



Bandar Sungai Long, 2-sty Terrace/Link House, SALE, RM 815,000, 4r3b, LA22x75sqf, Marc Teng, 012-283 9931, UP1893204



Bandar Sungai Long, Cheras, Semi-detached House, SALE, RM 1,200,000, 4+1r4b, BU3500sqf, LA20x80sqf, Vivian Yeoh, 6012-231 1874, UP4304356



Bandar Sungai Long, Kajang, Bungalow House, SALE, RM 2,500,000, 5+1r6b, BU5600sqf, LA6400sqf, Lee Kok Hong, 012-288 8729, UP4058161



Bandar Sunway, BAYROCKS, SUNWAY SOUTH QUAY, Bungalow House, SALE, RM 6,500,000, 5+1r5b, BU6469sqf, LA10000sqf, VINCCI CHEE, 018-871 5996, UP4288090



Bandar Utama, Bandar Utama BU2, 2-sty Terrace/Link House, SALE, RM 1,850,000, 4+1r4b, BU2800sqf, LA3289sqf, Grace Lee, 012-379 1298, UP3541629



Bandar Utama, Bandar Utama BU6, 2.5-sty Terrace/Link House, SALE, RM 1,750,000, 4+1r4b, BU3400sqf, LA23X75sqf, Grace Lee, 012-379 1298, UP4296627



Bandar Utama, Bandar Utama BU7, 2.5-sty Terrace/Link House, SALE, RM 1,750,000, 5+1r4b, BU3000sqf, LA22x85sqf, Grace Lee, 012-379 1298, UP3135351

CLASSIFIEDS SECTION



Bandar Utama, Se Terra, Kayu Ara, Condominium, SALE, RM 1,382,500, 4r5b, BU1975sqf, LA1975sqf, Nelson Wong, 0162056847, UP4287859



Bangi, Bandar Baru Bangi, 2.5-sty Terrace/Link House, SALE, RM 830,000, 5r4b, BU2775sqf, LA22x73sqf, Azmi, 0193321180, UP4297333



Bangi, Seksyen 3, Bangi perdana, Selangor, 2-sty Terrace/Link House, SALE, RM 550,000, 4r3b, BU1992sqf, LA1400sqf, Yvonne Tan, 017-315 8787, UP4278557



Bangsar South, The Park Residences, Condominium, SALE, RM 1,400,000, 3+1r3b, BU2068sqf, Calvin Law, 012-665 5699, UP1226222



Bangsar South, The Park Residences, Condominium, SALE, RM 1,600,000, 3r2b, BU1485sqf, Calvin Law, 012-665 5699, UP1226224



Bangsar South, The Vertical 1, MSC Office, Kuala Lumpur, Office, RENT, RM 3,528, BU735sqf, Lee Chak Wai, 017-338 3389, UP4260922



Bangsar South, The Vertical 1, MSC Office, Bangsar South, Kuala Lumpur, Office, RENT, RM 3,897, BU812sqf, Lee Chak Wai, 017-338 3389, UP4260916



Bangsar South, The Vertical 1, MSC Office, The Vertical Bangsar South, The Vertical, Bangsar South, Kuala Lumpur, Office, SALE, RM 1,366,200, BU1380sqf, Lee Chak Wai, 017-338 3389, UP4260969



Bangsar South, The Vertical, MSC Office, The Vertical Bangsar South, The Vertical 1, Bangsar South, Kuala Lumpur, Office, RENT, RM 6,624, BU1380sqf, Lee Chak Wai, 017-338 3389, UP4244208



Bangsar, Andalucia, Pantai Hillpark, Condominium, SALE, RM 850,000, 3r2b, BU1350sqf, JOSHUA FOONG, 012-222 7925, UP4180560



Bangsar, Bangsar, Townhouse, SALE, RM 1,650,000, 4+1r3b, BU2900sqf, Sharon Lim, 6017-224 8016, UP2149181



Bangsar, Bangsar, 2-sty Terrace/Link House, SALE, RM 2,680,000, 4r3b, BU2400sqf, LA25x75sqf, Vera Hah, 016-226 6346, UP4035857



Bangsar, Ken Bangsar, Condominium, RENT, RM 3,700, 1+1r, BU908sqf, Daisy Chiu, 012-936 4844, UP4139674



Bangsar, Ken Bangsar, Condominium, SALE, RM 1,400,000, 2r2b, BU1200sqf, Calvin Law, 012-665 5699, UP2101717



Bangsar, Townhouse, SALE, RM 1,550,000, 5r3b, LA2153sqf, Sharon Lim, 6017-224 8016, UP4263456



Brickfields, Menara Pelangi, Condominium, RENT, RM 2,200, 2+1r2b, BU950sqf, Raj, +60123847961, UP2614347



Bukit Bintang, Casa Residency, Jalan Galloway, Service Apartment, RENT, RM 3,500, 2r2b, BU750sqf, Helen Ho, 6017-355 9375, UP4255289



Bangsar, Ken Bangsar, Condominium, SALE, RM 1,900,000, 3+1r3b, BU2027sqf, Calvin Law, 012-665 5699, UP2101743



Bukit Bintang, KL court, Condominium, RENT, RM 3,800, 2r1b, BU1100sqf, LAWP KUALA LUMPURsqf, Ong, 0122783688, UP4088595



Bukit Bintang, One @ Bukit Ceylon, Lorong Ceylon, Service Apartment, SALE, RM 1,190,000, 2r1b, BU769sqf, Margaret Lai, 6012-263 1103/6012-263 1073, UP3139761



Bukit Bintang, Verticas Residensi, Condominium, SALE, RM 2,427,650, 3+1r4b, BU2111sqf, Sharon Tan, 6017-881 3513, UP4177809



Bukit Bintang, Sixceylon, Apartment, RENT, RM 3,200, 1+1r1b, BU850sqf, LA850sqf, on, 60122251840, UP4307609



Bukit Jalil, Laman Bayu, 3-sty Terrace/Link House, SALE, RM 1,430,000, 5r5b, BU2973sqf, LA22x72sqf, Justin Yong, 013-337 2628, UP3273107



Margaret 012263110

Bukit Bintang, One @ Bukit Ceylon, Lorong Ceylon, Service Apartment, SALE, RM 660,000, Studio1b, BU453sqf, Margaret Lai, 6012-263 1103/ 6012-263 1073, UP4068355



Bukit Jalil, Z Residence, Condominium, SALE, RM 760,000, 3+1r2b, BU1407sqf, YB Woo, 012-395 9905, UP4104401



Cheras, Bandar Mahkota Cheras, 2-sty Terrace/Link House, SALE, RM 600,000, 4r3b, LA121, Lee Kok Hong, 012-288 8729, UP4163867



Cheras, Dataran C180, Kajang, Shop-Office, SALE, RM 1,800,000, 2b, BU2465sqf, Lee Kok Hong, 012-288 8729, UP4028298



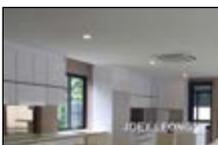
Cheras, Taman Midah, Bungalow House, SALE, RM 12,000,000, 8r10b, BU10000sqf, LA18000sqf, Liew, 0126985111, UP4308209



Country Heights, Kajang, Bungalow House, SALE, RM 8,300,000, 6+r8b, BU11000sqf, LA20000sqf, Serena, 012-223 3814, UP2699829



Damansara Heights, Bungalow House, SALE, RM 6,500,000, 6r4b, BU4000sqf, LA8000sqf, Fredo, 012-373 8985, UP4265572



Damansara Heights, Bungalow House, SALE, RM 6,500,000, 6+1r7b, BU9000sqf, LA6300sqf, Joey Leong, 6012-206 7283, UP4277810



**Parkhill RESIDENCE**  
— BUKIT JALIL —

★ LUXURY LIVING REDEFINED ★

Bukit Jalil, NewProject,BukitJalil Parkhill, Condominium, SALE, RM 680,000, 3r2b, BU1100sqf, Bryan Hooi, 6012-612 5713 / 6012-253 2618, UP4307069



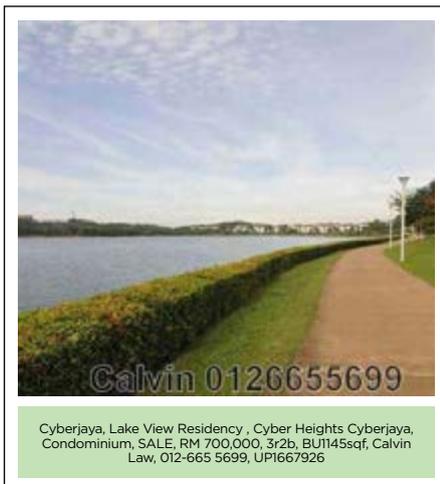
Cheras, Bandar Mahkota Cheras, 2-sty Terrace/Link House, SALE, RM 700,000, 4r3b, LA230, Lee Kok Hong, 012-288 8729, UP4028260



Cheras, IMPERIAL RESIDENCE, CHERAS, IMPERIAL RESIDENCE, CHERAS, Condominium, RENT, RM 1,200, 3r2b, BU1235sqf, Korynne Yap, 012-566 8030, UP4024049



Cheras, Tun Hussein Onn, Cheras, 2-sty Terrace/Link House, SALE, RM 750,000, 4+1r3b, LA22 X 75, Deswen Chong, 012-796 6312/014-661 4628, UP4274917



Calvin 0126655699

Cyberjaya, Lake View Residency, Cyber Heights Cyberjaya, Condominium, SALE, RM 700,000, 3r2b, BU145sqf, Calvin Law, 012-665 5699, UP1667926



Damansara Jaya, Commercial Land, SALE, RM 13,590,000, LA29557sqf, Peter, 0102000499, UP4261635



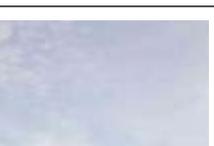
Cheras, Bandar Mahkota Cheras, 2-sty Terrace/Link House, SALE, RM 780,000, 4r3b, BU1700sqf, LA20x65sqf, Lee Kok Hong, 012-288 8729, UP4236024



Cheras, Semi-detached House, SALE, RM 5,760,000, 7+1r8b, BU7147sqf, LA7918sqf, Kim, 0126985111, UP3340311



Cheras, Warisan Cityview, Condominium, RENT, RM 1,800, 2r2b, BU931sqf, Kelvin, 60168788738, UP4149748



City Centre, Parkview Service Apartment, Kuala Lumpur City Center, Serviced Residence, RENT, RM 2,400, 1r1b, BU630sqf, Joyce Lee Shu Hui, 6016-966 0011, UP2984797



Damansara Heights, Bukit Damansara, 1-sty Terrace/Link House, SALE, RM 2,950,000, 4+1r4b, BU3200sqf, LA2900sqf, Avid Estates, 6012-504 0306, UP4274081



Damansara Heights, Damansara, Bungalow House, SALE, RM 12,800,000, 7r7b, BU15000sqf, LA23746sqf, Tim Chew, 016-221 3547, UP4271206



Leonie 019 6607687

Bukit Jalil, Parkhill Residence, Condominium, SALE, RM 580,000, 3r2b, BU1100sqf, Leonie Phang, 019-660 7687, UP3308079



Bukit Jelutong, Jelutong Heights, U8, Bukit Jelutong, SA, Semi-detached House, SALE, RM 2,400,000, 5+1r6b, BU4200sqf, LA40 x 80sqf, TH Ong, 019-279 5588, UP4263260



AMANDA 016-2632288

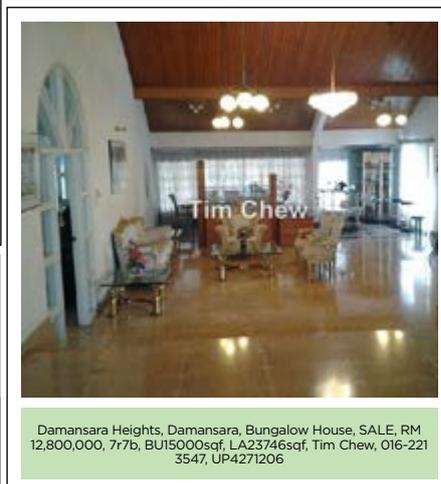
Cheras, Taman Bukit Segar, Semi-detached House, SALE, RM 2,300,000, 7r5b, LA35x87sqf, Amanda Goh, 016-263 2288, UP1864657



City Centre, Sri Emas, Condominium, SALE, RM 890,000, 3r2b, BU1535sqf, Jovin Lin, 017-630 0393, UP4168649



Damansara Heights, Bukit Damansara, 1-sty Terrace/Link House, SALE, RM 2,950,000, 4+1r4b, BU3200sqf, LA2900sqf, Avid Estates, 6012-504 0306, UP4274081



Damansara Heights, Peninsular Residence, Condominium, RENT, RM 2,500, 2r2b, BU10000sqf, Fernandez, 60123891172, UP4271022

Tim Chew

Damansara Heights, Damansara, Bungalow House, SALE, RM 3,000,000, 5+1r6b, BU33000sqf, LA46000sqf, Isaac Ling, 012-385 6622, UP4085639



Bukit Jalil, The Trees, Flat, SALE, RM 1,430,000, 3+1r2b, BU16900sqf, Leong, 0175500668, UP4297671



Bukit Subang, Commercial Land, SALE, RM 20,000,000, LA78501sqf, Peter, 0102000499, UP4261196



Cheras, cheras vista, mahkota cheras, 1-sty Terrace/Link House, SALE, RM 750,000, 4r3b, BU2351sqf, LA22x70sqf, Raymond Loo, 0122325206, UP4276293



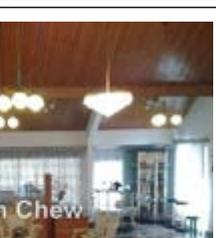
Cheras, Taman Bukit Segar, Segar Perdana, Cheras, Semi-detached House, SALE, RM 4,200,000, 6r5b, LA40X120sqf, Timothy Tham, 6016-331 5757, UP2734479



Country Heights, Kajang, Bungalow House, RENT, RM 10,000, 7+1r8b, BU7000sqf, LA9000sqf, Serena, 012-223 3814, UP1319175



Damansara Heights, Bungalow House, SALE, RM 12,500,000, 7+1r7b, BU12000sqf, LA7000sqf, Joey Leong, 6012-206 7283, UP4276711



Damansara Heights, Damansara, Bungalow House, SALE, RM 12,800,000, 7r7b, BU15000sqf, LA23746sqf, Tim Chew, 016-221 3547, UP4271206



Damansara Jaya, Semi-detached House, SALE, RM 3,000,000, 5+1r6b, BU33000sqf, LA46000sqf, Isaac Ling, 012-385 6622, UP4085639



Bukit Jalil, The Trees, Flat, SALE, RM 1,430,000, 3+1r2b, BU16900sqf, Leong, 0175500668, UP4297671



Bukit Subang, Commercial Land, SALE, RM 20,000,000, LA78501sqf, Peter, 0102000499, UP4261196



Cheras, cheras vista, mahkota cheras, 1-sty Terrace/Link House, SALE, RM 750,000, 4r3b, BU2351sqf, LA22x70sqf, Raymond Loo, 0122325206, UP4276293



Cheras, Taman Bukit Segar, Segar Perdana, Cheras, Semi-detached House, SALE, RM 4,200,000, 6r5b, LA40X120sqf, Timothy Tham, 6016-331 5757, UP2734479



Country Heights, Kajang, Bungalow House, RENT, RM 10,000, 7+1r8b, BU7000sqf, LA9000sqf, Serena, 012-223 3814, UP1319175



Damansara Heights, Bungalow House, SALE, RM 12,500,000, 7+1r7b, BU12000sqf, LA7000sqf, Joey Leong, 6012-206 7283, UP4276711



Damansara Heights, Damansara, Bungalow House, SALE, RM 12,800,000, 7r7b, BU15000sqf, LA23746sqf, Tim Chew, 016-221 3547, UP4271206



Damansara Jaya, Semi-detached House, SALE, RM 3,000,000, 5+1r6b, BU33000sqf, LA46000sqf, Isaac Ling, 012-385 6622, UP4085639

CLASSIFIEDS SECTION



Denai Alam, Andira, 2-sty Terrace/Link House, SALE, RM 930,000, 5r3b, BU2400sqf, LA36x75sqf, Alan Tan, 012-777 3538, UP2846665



Denai Alam, Fernlane, 2-sty Terrace/Link House, SALE, RM 1,266,000, 5+1r6b, BU3375sqf, LA3500sqf, Chris Ng, 6018-389 6628, UP3394071



Denai Alam, Keana Elmina, Shah Alam, 2-sty Terrace/Link House, SALE, RM 880,000, 4r4b, BU2306sqf, Benny Ong, 016-217 8277, UP4240271



Desa Pandan, G Residence, Condominium, RENT, RM 4,500, 2r2b, BU1410sqf, Avid Estates, 6012-504 0306 / 603-6201 0306, UP4181203



Desa Pandan, G Residence, Condominium, SALE, RM 1,000,000, 2r2b, BU1442sqf, Jordan Lee and Jaafar, 012-259 5592 / 012-378 5811, UP4028591



Desa ParkCity, Amelia, Taman Sri Bintang, 3-sty Terrace/Link House, SALE, RM 2,650,000, 5+1r6b, BU3642sqf, LA22X83sqf, Avis Leong, 012-287 3867, UP4301363



Desa ParkCity, Casaman 133a, Desa Park City, 2-sty Terrace/Link House, RENT, RM 6,500, 3+1r5b, BU3082sqf, LA1959sqf, wong, 0123778677, UP4261534



Jalan Klang Lama, 3rd Mile Square, Kuala Lumpur, Shop, RENT, RM 4,000, 2b, BU1495sqf, LA1495sqf, Pauline, 0122313905, UP2889537



Desa ParkCity, Nadia, Condominium, SALE, RM 1,250,000, 3+1r2b, BU1573sqf, Maggie Tan, 013-341 9990, UP4283884



Jalan Ipoh, Alam Puri Condominium, Condominium, SALE, RM 650,000, 3r2b, BU1011sqf, FT Lim, 012-283 1018, UP4257848



Kajang, balakong jaya, Bukit angkat, kawasan perindustrian balakong jaya 2, Semi-D factory, RENT, RM 10,000, BU6200sqf, LA9000sqf, Isaac Lim, 011-2099 6060, UP4106191



Glenmarie, Detached Warehouse Factory 5acre, Bukit Jelutong, Hicom Glenmarie, Subang, Warehouse, RENT, RM 210,000, BU150000sqf, LA218000sqf, Ada Lee, 019-308 2867, UP4058911



Glenmarie, Utropolis Suites 2, Serviced Residence, SALE, RM 880,300, 3r2b, BU1030sqf, Lukcas Koh, 012-379 7251, UP4289010



Kajang, Bangi Avenue, Bangi, Bandar Seri Putra, 2-sty Terrace/Link House, SALE, RM 560,000, 4r4b, BU2108sqf, LA20x70sqf, Eric Teoh, 016-291 2212, UP4022822



Kajang, Lorong Cinta Alam C, Residential Land, SALE, RM 3,700,000, LA2200sqf, Avid Estates, 6012-504 0306 / 603-6201 0306, UP4274114



Kajang, Nadayu 92, Kajang, Bandar Teknologi Kajang, 2-sty Terrace/Link House, SALE, RM 790,000, 4r3b, BU2100sqf, LA22 x 65sqf, Joshua Thi, 6012-302 5457, UP3943586



Kajang, Taman Saujana Suria, Semi-detached House, SALE, RM 1,328,000, 5r6b, BU3396sqf, LA3500sqf, Bee Kuan, 012-523 6393, UP4163268



Kajang, Quas Residence, Zero-Lot Bungalow, SALE, RM 1,700,000, 6+1r6b, BU4568sqf, Justin Yong, 013-337 2628, UP4040557



Kajang, Taman Seri Damai, Semi-detached House, SALE, RM 1,500,000, 5r5b, BU3300sqf, LA3200sqf, Dato' Zakaria, 0126501059, UP4275339



Kelana Jaya, Infinity Tower, Sofa, SALE, RM 580,600, Studio1b, BU665.22sqf, Lee Kok Hong, 012-288 8729, UP4028819



Kelana Jaya, PJ 5 soho, Soho, RENT, RM 1,350, Studio1b, BU473, Helene B L Tan, 012-616 0369, UP3062614



Kepong, 1 link house, Bandar Sri Damansara, 1-sty Terrace/Link House, SALE, RM 678,000, 3r2b, BU1300sqf, LA1300sqf, Agnes lee, 012-304 7699, UP4267437



Kepong, Bandar Manjalara, Office, RENT, RM 2,400, BU1000sqf, Evelyn Hew, 01123590238, UP4272714



Kepong, Kepong Baru, 1-sty Terrace/Link House, SALE, RM 850,000, 3r1b, BU1430sqf, LA2860sqf, PH Choong, 010-929 9789, UP4118326



Kepong, Kepong menjalara, Townhouse, SALE, RM 1,650,000, 3+1r4b, BU3000sqf, LA26x87sqf, Kayxy Tan, 012-917 2130, UP3738089



KL Sentral, Q Sentral, KLStrl (3 MONTHS FREE RENT), Office, RENT, RM 11,456, BU1432sqf, LA3 MONTHS FREE RENTsqf, Tahir, 0197392027, UP4230244



KL Sentral, Suasana Sentral Loft, Brickfields, Condominium, SALE, RM 1,200,000, 2r1b, BU913sqf, Joey Li, 016-333 5106/ 012-380 3538, UP2987657



Kepong, pelangi mangna, Metro Prima, kepong, Flat, SALE, RM 188,000, 3r2b, BU725sqf, Mr Sim, 011-1111 9909, UP3782451



Kepong, Semi- D factory, SALE, RM 2,800,000, BU6900sqf, LA6900sqf, Annie Yee, 6012-699 3424, UP3697284



Klang, Bandar Bukit Tinggi 2, Klang, 2-sty Terrace/Link House, SALE, RM 680,000, 4+1r3b, BU2500sqf, LA20x80sqf, Grace Tan, 016-315 9138, UP4223907



Klang, Jalan Meru, Office, SALE, RM 2,200,000, Peter, 0102000499, UP4260887



Klang, Rawspace Sungai Jati @ Klang, 3sty, Shop-Office, SALE, RM 1,368,000, BU4723sqf, LA24x70sqf, Shirley Ong, 012-300 6999, UP3432170



Klang, Shop-Office, RENT, RM 2,576, BU572sqf, LA572sqf, Lim, 60126430088, UP4287700



Klang, Taman Sejahtera, Semi-detached House, SALE, RM 980,000, 3r3b, LA279, Singh, 0125017732, UP4307071



KLCC, 188 Suites Fraser Residence , Serviced Residence, SALE, RM 1,550,000, 1rb, BU1248sqf, Jason Chua, 017-206 1515, UP3979342



KLCC, 3 Kia Peng , KL City Centre, Serviced Residence, SALE, RM 3,000,000, 4+1r4b, BU3080sqf, Sean Eng, 012-219 7553, UP4297468



KLCC, Dua Residency, Duplex, SALE, RM 3,150,000, 4+1r6b, BU3934sqf, Vera Hah, 016-226 6346, UP3288307



KLCC, MEGAN AVENUE 2, Jalan Yap Kwan Seng, Office, SALE, RM 7,669,500, BU10226sqf, Belinda K, 012-302 1785, UP4106899



KLCC, 3 Kia Peng , KL City Centre, Serviced Residence, RENT, RM 8,000, 4+1r4b, BU3080sqf, C.T.Beh, 017-364 0333, UP4297580



KLCC, Idaman Residence, KL City Centre, Condominium, RENT, RM 5,500, 3r3b, BU1756sqf, LA1756sqf, Randy Chua, 6012-210 7688 / 6012-212 8699, UP3517437



KLCC, K Residence @ KLCC, Kuala Lumpur, Service Apartment, SALE, RM 1,950,000, 2r2b, LA1492sqf, Alan Ng, 017-970 6727, UP4185742



KLCC, Myhabitat, City Centre KLCC, Condominium, RENT, RM 4,000, 2r1b, BU850sqf, Joey Li, 016-333 5106/ 012-390 3538, UP4108567



KLCC, Office, RENT, RM 12,000, 2r2b, BU1452sqf, Kim, 0126985111, UP600784



KLCC, Vipod Suites, Jalan Kia Peng, Condominium, SALE, RM 900,000, 1+1r1b, BU635sqf, Justin Yong, 013-337 2628, UP4178901



KLCC, Summer Suites, KL City, Condominium, RENT, RM 3,500, 2r2b, BU866sqf, Joshua Thi, 6012-302 5457, UP4262934



KLCC, Vipod Suites, Jalan Kia Peng, Condominium, SALE, RM 1,950,000, 2+1r2b, BU1299sqf, Justin Yong, 013-337 2628, UP4246106



Kota Damansara, Encorp Strand Garden Office, Office, RENT, RM 3,000, 2b, BU1500sqf, Justin Yong, 013-337 2628, UP3890846



Kota Damansara, Sunway Nexis, Office, RENT, RM 4,300, 3b, BU1636sqf, Cat Chong, 012-937 7881, UP4280029



Kota Damansara, Jalan Camar 4, Kota damansara, 2-sty Terrace/Link House, SALE, RM 1,500,000, 4+1r3b, BU1650sqf, LA4370sqf, Joyce Lee Shu Hui, 6016-966 0011, UP4087309



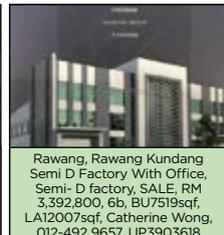
Kota Damansara, Sunway Nexis, Retail Space, SALE, RM 8,000,000, BU4154sqf, LA26'X55'sqf, Cat Chong, 012-937 7881, UP3274899



Kota Damansara, Sunway Nexis, Office, RENT, RM 4,300, 3b, BU1636sqf, Cat Chong, 012-937 7881, UP4280029

CLASSIFIEDS SECTION

<p>Kota Damansara, Sunway Nexis, Retail Space, RENT, RM 12,000, BU1496sqf, Cat Chong, 012-937 7881, UP3354066</p>	<p>Kota Kemuning, 2-sty Terrace/Link House, SALE, RM 830,000, 4r3b, BU2000sqf, LA22x75sqf, Ethan Leong, 012-699 8829, UP3592883</p>	<p>Kota Kemuning, Oncidium Heights, Bungalow House, SALE, RM 3,350,000, 6r5b, BU4700sqf, LA7100sqf, Grey Lim, 012-288 9932, UP4284452</p>	<p>Kuchai Lama, 288 Residences, Kuchai, Condominium, RENT, RM 2,600, 4r4b, BU1440sqf, Lee Kok Hong, 012-288 8729, UP4181022</p>	<p>Kuchai Lama, Seringin Residences, Condominium, SALE, RM 800,000, 2+1r3b, BU1523sqf, Vivian Yeoh, 6012-231 1874, UP4270979</p>
<p>MayTower, Maytower Service Apartment, Condominium, RENT, RM 1,700, Studiorib, BU351sqf, LA351sqf, Randy Chua, 6012-210 7688 / 6012-212 8699, UP4269856</p>	<p>MayTower, Maytower Service Apartment, Serviced Residence, RENT, RM 1,800, Studiorib, BU351sqf, LA351sqf, Randy Chua, 6012-210 7688 / 6012-212 8699, UP4256259</p>	<p>Mont Kiara, Casa Kiara II, Condominium, SALE, RM 1,280,000, 3+1r3b, BU1720sqf, Shoba, 012-224 9200, UP3639726</p>	<p>Mont Kiara, i-Zen @ Kiara 1, Serviced Residence, RENT, RM 3,200, 2r2b, BU913sqf, LA913sqf, Wong Seng Fatt, 012-411 1308, UP3999028</p>	<p>Mont Kiara, Kiara View Wilayah Persekutuan, Semi-detached House, SALE, RM 3,300,000, 5+1r6b, BU5000sqf, LA4000sqf, Serena, 012-223 3814, UP1846253</p>
<p>Mont Kiara, Kiara Ville, Condominium, RENT, RM 11,000, 4+1r5b, BU3900sqf, Daisy Chiu, 012-936 4844, UP4170978</p>	<p>Mont Kiara, Kiaramas Ayuria Condo, Penthouse, SALE, RM 2,900,000, 4+1r4b, BU3800sqf, Liza Tan, 012-316 6198, UP4261608</p>	<p>Mont Kiara, Lanai Kiara, Condominium, SALE, RM 1,380,000, 4r4b, BU2930sqf, Siobhan Roulston, 0176959746, UP4261939</p>	<p>Mont Kiara, Lumina Kiara, Mont Kiara, Condominium, RENT, RM 7,488, 4r5b, BU2552sqf, choi, +85292136446, UP2283811</p>	<p>Mont Kiara, Mont Kiara Pines, Mont Kiara, Condominium, SALE, RM 930,000, 3r2b, BU1468sqf, Yennie Tan, 6012-433 9010, UP4238483</p>
<p>Mont Kiara, SENI @ Mont Kiara, Condominium, RENT, RM 12,000, 4+1r5b, BU2906sqf, LA2096sqf, Randy Chua, 6012-210 7688 / 6012-212 8699, UP2715741</p>	<p>Old Klang Road, Southbank Residence, Condominium, SALE, RM 700,000, 3r2b, BU953sqf, Calvin Law, 012-665 5699, UP4173798</p>	<p>Old Klang Road, Southbank Residence, Condominium, SALE, RM 720,000, 3r2b, BU953sqf, Calvin Law, 012-665 5699, UP4173902</p>	<p>Old Klang Road, Southbank Residence, Condominium, SALE, RM 700,000, 3r2b, BU953sqf, Calvin Law, 012-665 5699, UP4173798</p>	<p>Old Klang Road, Southbank Residence, Condominium, SALE, RM 720,000, 3r2b, BU953sqf, Calvin Law, 012-665 5699, UP4173902</p>
<p>Old Klang Road, Southbank Residence, Condominium, SALE, RM 720,000, 3r2b, BU953sqf, Calvin Law, 012-665 5699, UP4174615</p>	<p>Old Klang Road, The Scott SOHO, Serviced Residence, RENT, RM 1,800, Studiorib, BU775sqf, Joyce Lee Shu Hui, 6016-966 0011, UP2488228</p>	<p>Pandan Indah, Taman Lembah maju, Office, SALE, RM 530,000, BU2423sqf, Raymond Loo, 012235206, UP4276573</p>	<p>Petaling Jaya, AraGreen Residence, Ara Damansara, Serviced Residence, SALE, RM 1,700,000, 2+1r2b, BU2173sqf, Ethan Leong, 012-699 8829, UP2385458</p>	<p>Petaling Jaya, Bungalow House, SALE, RM 6,116,000, 7r8b, BU8800sqf, LA6300sqf, Loy, 0124706888, UP4297623</p>
<p>Petaling Jaya, Icon residenz @ Icon City PJ, Condominium, SALE, RM 1,650,000, 4+1r6b, BU1795sqf, Seong Lim, 6014-221 3297, UP4083016</p>	<p>Petaling Jaya, Millennium Square, Apartment, RENT, RM 3,000, 2r2b, BU1089sqf, Suraj Menon, 0173876901, UP4280916</p>	<p>Petaling Jaya, Park 51 Residency, Sunway, Condominium, SALE, RM 600,000, 3+1r2b, BU1257sqf, LA1257sqf, Law Yong Sein, 010-226 1608, UP4301244</p>	<p>Petaling Jaya, Perdana Exclusive, Damansara Perdana, Condominium, SALE, RM 535,000, 3r2b, BU996sqf, Felicia Wong, 012-307 7553, UP4283875</p>	<p>Puchong, Bandar Puchong Jaya, 2.5-sty Terrace/Link House, SALE, RM 2,300,000, 5r5b, BU3500sqf, LA24x85sqf, Hiew, 0193806685, UP3889670</p>
<p>Puchong, Puchong I-Hub Factory, Factory, RENT, RM 25,000, BU1800sqf, LA29000sqf, Janice Lee, 012-303 8466, UP3114192</p>	<p>Puchong, Puchong, Bandar Kinrara, Bukit Jalil, 2-sty Terrace/Link House, SALE, RM 1,380,000, 5r4b, BU2400sqf, LA3200sqf, Ms Siew, 6012-677 2759, UP4189930</p>	<p>Puchong, Puteri 9, Bandar Puteri Puchong, Bungalow House, SALE, RM 3,500,000, 5+2r6b, BU4200sqf, LA50x100sqf, Jimmi Yee, 011-1539 3431, UP4257733</p>	<p>Puchong, skypo, skypod, Serviced Residence, RENT, RM 2,300, 2r2b, BU881sqf, Sheila Ong, 012-371 7230, UP4258776</p>	<p>Puchong, Taman Bukit Kuchai, Bandar Kinrara, Semi-detached House, SALE, RM 1,888,000, 5r5b, BU3980sqf, LA4000sqf, Bee Kuan, 012-523 6393, UP4017974</p>

 <p>Puchong, Taman Wawasan Puchong, 2-sty Terrace/Link House, SALE, RM 960,000, 5r3b, LA22x75sqf, Jeslyn Goh, 012-288 8372, UP4270947</p>	 <p>Puchong, The Earth, Shop, RENT, RM 18,000, BU3290sqf, James Chow, 019-333 3688, UP4094644</p>	 <p>Puchong, Tmn Meranti Jaya, 2.5-sty Terrace/Link House, SALE, RM 968,000, 5r5b, LA22 x 70sqf, Chong, 016-311 8639, UP4115536</p>			
 <p>Rawang, Green Park Rawang, Bungalow House, SALE, RM 3,000,000, 9r9b, BU9000sqf, LA7950sqf, KC Wong, 017-871 8136 / 012-374 3762, UP4217563</p>	 <p>Puchong, Zefer Hill Residence, Bandar Puchong Jaya, Condominium, SALE, RM 800,000, 3+1r3b, BU1565sqf, SUDHESH, 0126211737, UP4279477</p>	 <p>Putra Heights, Bungalow, Putra Height, Subang Jaya, Selangor., Semi-detached House, SALE, RM 5,000,000, 5+1r6b, BU6900sqf, LA6600sqf, Mr Tan, 0123230225, UP4280908</p>	 <p>Rawang, Kota Emerald West Amberly, Semi-detached House, SALE, RM 845,000, 4r4b, BU2300sqf, LA40x80sqf, angle ng, 6017-311 1255 / 6012-290 0443, UP2004492</p>	 <p>Putra Heights, Putra Heights, Putra Permai, Subang Jaya, 2-sty Terrace/Link House, SALE, RM 828,000, 4r3b, BU2300sqf, LA1800sqf, Vicky Shang, 013-304 4139, UP3854526</p>	
 <p>Rawang, Rawang Industries/ Commercial Land, Kundang, Industrial Land, SALE, RM 9,779,200, LA76305sqf, Catherine Wong, 012-492 9657, UP3905323</p>	 <p>Rawang, Rawang Kunang 3 Stories Detached Factory, Detached factory, SALE, RM 8,000,000, 9b, BU27669sqf, LA45392sqf, Catherine Wong, 012-492 9657, UP1553726</p>	 <p>Rawang, Rawang Kundang Semi D Factory With Office, Semi- D factory, SALE, RM 3,392,800, 6b, BU7519sqf, LA12007sqf, Catherine Wong, 012-492 9657, UP3903618</p>	 <p>Saujana, Glenhill Sajauna, Semi-detached House, SALE, RM 2,700,000, 4+1r5b, BU3000sqf, LA4000sqf, Isaac Ling, 012-385 6622, UP4275575</p>	 <p>Saujana, Subang, Semi-detached House, SALE, RM 4,800,000, 3+2r7b, BU5868sqf, LA7220sqf, Saiful Ahmad, 0169653232, UP4258032</p>	 <p>Segambut, Changkat View, Dutamas, Condominium, SALE, RM 1,000,000, 4r5b, BU2150sqf, Charles Soh, 017-922 2810, UP3341444</p>
 <p>Segambut, Scenaria, 3-sty Terrace/Link House, SALE, RM 2,366,800, 5+1r8b, BU4068sqf, LA24x95sqf, Jo Chen, 6012-217 8013, UP4163504</p>	 <p>Segambut, Scenaria, Condominium, SALE, RM 730,701, 3r2b, BU1250sqf, Jo Chen, 6012-217 8013, UP4163442</p>	 <p>Segambut, Scenaria, Condominium, SALE, RM 732,272, 3r2b, BU1019sqf, Jo Chen, 6012-217 8013, UP3711454</p>	 <p>Segambut, Scenaria, Condominium, SALE, RM 750,000, 3+1r3b, BU1250sqf, Calvin Law, 012-665 5699, UP4173647</p>	 <p>Segambut, Scenaria, Penthouse, SALE, RM 1,213,296, 4+1r4b, BU2014sqf, Jo Chen, 6012-217 8013, UP4163456</p>	
 <p>Segambut, Suria at North Kiara Hill, Condominium, SALE, RM 536,552, 2r2b, BU713sqf, Jo Chen, 6012-217 8013, UP4273385</p>	 <p>Semenyih, Factory, SALE, RM 2,300,000, BU5476sqf, LA11438sqf, Yong, 0122036174, UP4265941</p>	 <p>Semenyih, Industrial Land, Industrial Land, SALE, RM 35,865,314, LA421944.88sqf, Mike Chuah, 0122015666, UP3059367</p>	 <p>Segambut, Scenaria, Condominium, SALE, RM 750,000, 3+1r3b, BU1250sqf, Calvin Law, 012-665 5699, UP4173647</p>	 <p>Sepang, Kota Warisan, Sepang, Semi-detached House, SALE, RM 1,280,000, 5r4b, BU3600sqf, LA3400sqf, KS, 0129160889, UP3315539</p>	
 <p>Semenyih, Suria Grande, Bukit Semenyih, Semenyih, Semi-detached House, SALE, RM 860,000, 5r5b, BU3191sqf, LA40x83sqf, Ghazaly, 019-288 0959, UP4301294</p>	 <p>Seputeh, Seputeh Permai, Taman Seputeh, Condominium, RENT, RM 3,800, 3r2b, BU1312sqf, Sherry Jojo Chan, 019-8385616, UP3966740</p>	 <p>Serdang, The Sanderson Villa, Bukit Serdang, Condominium, RENT, RM 2,700, 3+1r3b, BU2000sqf, LA5ELANGORsqf, BAHARUDDIN, 01116200766, UP4292633</p>	 <p>Seri Kembangan, Bayan Villa, Townhouse, SALE, RM 560,000, 3+1r3b, BU1340sqf, LA5ELANGORSqf, Lydia Shoong, 016-322 6131, UP3083844</p>	 <p>Seri Kembangan, Bayan Villa, Townhouse, SALE, RM 560,000, 3+1r3b, BU1340sqf, LA5ELANGORSqf, Lydia Shoong, 016-322 6131, UP4250643</p>	
 <p>Setapak, Platinum Lake PV 13, Jalan Genting Klang, Condominium, SALE, RM 949,000, 4r2b, BU2327sqf, Lawrence Low, 6012-632 6907, UP4260894</p>	 <p>Setapak, Setapak, 2-sty Terrace/Link House, SALE, RM 750,000, 4r2b, BU2000sqf, LA1873sqf, MannAbas, 012-206 0653, UP4293084</p>	 <p>Setapak, SHOPLOT, Office, RENT, RM 9,000, YAW, 0122959010, UP4306129</p>	 <p>Setia Alam, Setia Eco Park, Setia Alam, Zero-Lot Bungalow, SALE, RM 3,300,000, 5b, BU3800sqf, Steve Ki, 019-655 5101, UP4133301</p>		

CLASSIFIEDS SECTION



Shah Alam, Axis Industrial Park, Shah Alam, Semi-D factory, SALE, RM 4,950,000, 3b, BU8000sqf, LA10000sqf, Karen Chieng, 6016-209 9797, UP3661765



Shah Alam, CAHAYA SPK, KAYANGAN HEIGHTS, Semi-detached House, SALE, RM 1,590,000, 6r5b, BU3500sqf, LA40x80sqf, Azizan Latiff, 6019-303 8833, UP4260107

Shah Alam, CAHAYA SPK, KAYANGAN HEIGHTS, Semi-detached House, SALE, RM 1,590,000, 6r5b, BU3500sqf, LA40x80sqf, Azizan Latiff, 6019-303 8833, UP4260107



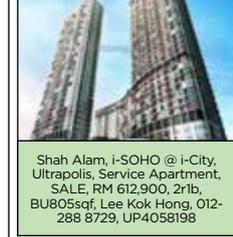
Shah Alam, Glenmarie, Service Residence, Shah Alam, Serviced Residence, SALE, RM 718,320, 2+1r2b, BU1030sqf, Jacky Lee, 012-646 6419, UP4273013



Shah Alam, Hijauan Saujana, Seksyen U2, Condominium, SALE, RM 830,000, 3r2b, BU1372sqf, Alex Chow, 6016-219 0172, UP4113095



Shah Alam, Glenmarie, Service Residence, Shah Alam, Serviced Residence, SALE, RM 747,758, 3r3b, BU1202sqf, Jacky Lee, 012-646 6419, UP4256939



Shah Alam, i-SOHO @ i-City, Ultrapolis, Service Apartment, SALE, RM 612,900, 2r1b, BU805sqf, Lee Kok Hong, 012-288 8729, UP4058198

Shah Alam, Glenmarie, Service Residence, Shah Alam, Serviced Residence, SALE, RM 718,320, 2+1r2b, BU1030sqf, Jacky Lee, 012-646 6419, UP4273013



Shah Alam, KK Hills, Kota Kemuning, Bungalow House, SALE, RM 5,900,000, 5+1r6b, BU6000sqf, LA14000sqf, Teoh TH, 019-277 3228, UP3311801

Shah Alam, Glenmarie, Service Residence, Shah Alam, Serviced Residence, SALE, RM 747,758, 3r3b, BU1202sqf, Jacky Lee, 012-646 6419, UP4256939



Shah Alam, KEN RIMBA, SEKSYEN 16, SHAH ALAM, 2-sty Terrace/Link House, SALE, RM 650,000, 4r3b, BU2000sqf, Yvonne Tan, 017-315 8787, UP4272277



Shah Alam, kota kemuning, Bungalow House, SALE, RM 3,900,000, 7+1r7b, LA14380sqf, Jack Tan, 016-679 2781, UP4275244



Shah Alam, Mahsing, Factory, RENT, RM 5,500, 1r1b, BU3000sqf, LA40x100sqf, Annie Yee, 6012-699 3424, UP1121160



Shah Alam, Section 7 Seksyen 7, Bungalow House, SALE, RM 7,500,000, 7+1r9b, BU12000sqf, LA14051sqf, Alkaf Yacob, 012-602 5803, UP3614571



Shah Alam, Seksyen U5, Selangor, Link factory, SALE, RM 1,050,000, BU3000sqf, LA2250sqf, Raymond Chong CM, 012-319 9666, UP4291931

Shah Alam, Seksyen U5, Selangor, Link factory, SALE, RM 1,050,000, BU3000sqf, LA2250sqf, Raymond Chong CM, 012-319 9666, UP4291931



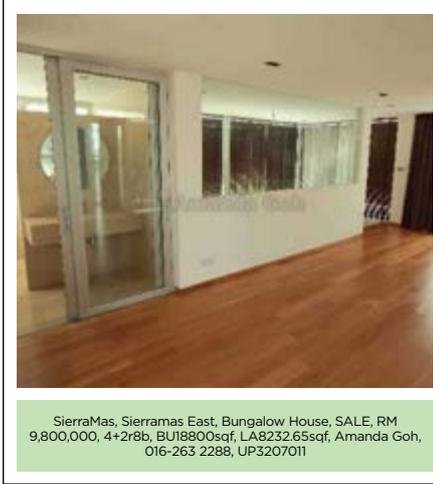
Shah Alam, Setia Eco Park, Semi-detached House, SALE, RM 5,500,000, 6r7b, BU7600sqf, LA11000sqf, DATIN WONG, 0166869277, UP4258676



Shah Alam, Sri Acappella, Penthouse, SALE, RM 1,600,000, 4+1r6b, BU4400sqf, Amanda Goh, 016-263 2288, UP3075767



Shah Alam, Tigaman Square, Bukit Kemuning, Retail Space, SALE, RM 782,600, BU1204sqf, Lee Kok Hong, 012-288 8729, UP4188597



SierraMas, Sierramas East, Bungalow House, SALE, RM 9,800,000, 4+2r8b, BU18800sqf, LA8232.65sqf, Amanda Goh, 016-263 2288, UP3207011



Sri Hartamas, Angkupuri Condominium, Mont' Kiara, Condominium, SALE, RM 950,000, 3r2b, BU1550sqf, Yennie Tan, 6012-433 9010, UP4279124



Sri Hartamas, Duta Tropika, Hartamas, 3-sty Terrace/Link House, SALE, RM 4,050,000, 5r5b, BU4330sqf, LA26x92sqf, Vera Hah, 016-226 6346, UP4010912



Sri Hartamas, Duta Tropika, Hartamas, 3-sty Terrace/Link House, SALE, RM 4,250,000, 5r4b, BU4330sqf, LA26x92sqf, Vera Hah, 016-226 6346, UP393111



Sri Petaling, Endah Promenade, Condominium, SALE, RM 630,000, 3+1r3b, BU1279sqf, Renee Yew, 012-384 9384, UP4106307



Sri Petaling, Endah Puri, Condominium, SALE, RM 530,000, 3r3b, BU1221sqf, F.T Lim, 012-283 1018, UP4298425



Subang Jaya, Amaya Saujana, Condominium, SALE, RM 1,140,000, 3+1r3b, BU1885sqf, Calvin Law, 012-665 5699, UP848659



Subang Jaya, Amaya Saujana, Jalan Lapangan Terbang Subang, Condominium, SALE, RM 1,080,000, 3+1r4b, BU1808sqf, Calvin Law, 012-665 5699, UP847443



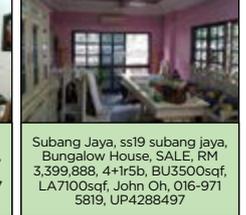
Subang Jaya, Casa Tiera Serviced Apartment, SS16, Condominium, SALE, RM 540,000, 3+1r2b, BU954sqf, LA954sqf, Adelyn, 012-683 4616, UP3499240



Subang Jaya, Myplace Apartment Jalan SS15/8, Flat, SALE, RM 680,000, 6r2b, BU929sqf, LA929sqf, Yap, 60122282822, UP4275971



Subang Jaya, SS18Subang Jaya, 2-sty Terrace/Link House, SALE, RM 790,000, 4r3b, LA22x80sqf, Ms Siew, 6012-677 2759, UP3625123



Subang Jaya, ss19 subang jaya, Bungalow House, SALE, RM 3,399,888, 4+1r5b, BU3500sqf, LA1700sqf, John Oh, 016-971 5819, UP4288497

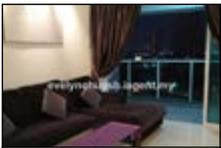


Agnes lee

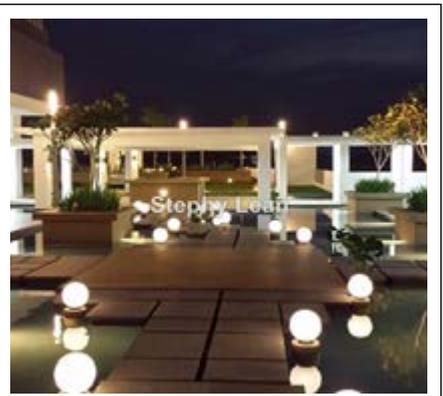
Subang Jaya, Subang Jaya Double House For, 2-sty Terrace/Link House, SALE, RM 960,000, 4r3b, BU1540sqf, LA1540sqf, Agnes lee, 012-304 7699, UP4281178



Subang Jaya, The Regina Condominium, Condominium, RENT, RM 1,750, 3+1r3b, BU1345sqf, STEPHY LEAN, 017-204 7704, UP4267945



Subang Jaya, The Regina Condominium, Condominium, RENT, RM 2,300, 3+1r3b, BU1248sqf, Evelyn Chua, 012-270 3433, UP4089630



Subang Jaya, The Regina Condominium, Condominium, SALE, RM 770,000, 3+1r3b, BU1474sqf, STEPHY LEAN, 017-204 7704, UP4220963



Subang Jaya, USJ 20, Subang Jaya, 2-sty Terrace/Link House, SALE, RM 830,000, 4r3b, BU2100sqf, LA22x75sqf, Teoh TH, 019-277 3228, UP1047783

Subang Jaya, The Regina Condominium, Condominium, RENT, RM 1,750, 3+1r3b, BU1345sqf, STEPHY LEAN, 017-204 7704, UP4267945



Sungai Besi, Dale, Sungai Besi, Lake field, 3-sty Terrace/Link House, SALE, RM 1,200,000, 5r4b, BU2600sqf, Sam Fong, 012-278 5089, UP3591315

Subang Jaya, The Regina Condominium, Condominium, SALE, RM 770,000, 3+1r3b, BU1474sqf, STEPHY LEAN, 017-204 7704, UP4220963



Sungai Besi, Grove, Lakefields Sg Besi, Semi-detached House, SALE, RM 2,490,000, 4+1r5b, BU4300sqf, LA5000sqf, Ivan chua, 012-718 8066, UP4258279



Sungai Besi, Reed Lake Fields, Sg Besi, 3-sty Terrace/Link House, SALE, RM 1,550,000, 4+1r4b, BU3216sqf, LA24X80sqf, YB Woo, 012-395 9905, UP4022056



Sungai Besi, Reed Lakefields, 3-sty Terrace/Link House, SALE, RM 1,650,000, 4+1r6b, BU3216sqf, LA3236sqf, Ivan chua, 012-718 8066, UP4258241



Sungai Besi, The Leafz, Condominium, SALE, RM 650,000, 2+1r2b, BU1025sqf, LA1025sqf, Wong Seng Fatt, 012-411 1308, UP4009068



Sungai Besi, The Leafz, Kuala Lumpur, Condominium, SALE, RM 930,000, 3+1r2b, BU1430sqf, Leong, 0175500668, UP4306190



Sungai Buloh, seri aman heights, Semi-detached House, SALE, RM 1,800,000, 4+1r3b, BU4600sqf, LA4600sqf, Annie Yee, 6012-699 3424, UP970567



Sungai Buloh, Sungai Buloh Shop @ Light Grey, Shop-Office, SALE, RM 3,300,000, LA26x87sqf, Shirley Ong, 012-300 6999, UP3431778



Sunway SPK, Sunway SPK 3 harmoni, Townhouse, SALE, RM 1,400,000, 3+1r4b, BU2583sqf, LA26x87sqf, Kayxy Tan, 012-917 2130, UP3686486



Sunway SPK, Sunway Spk 3 Harmoni, Townhouse, SALE, RM 1,400,000, 3+1r4b, BU2583sqf, LA26x87sqf, Kayxy Tan, 012-917 2130, UP3686541



Sunway SPK, Sunway SPK 3 Harmoni, Townhouse, SALE, RM 1,400,000, 3+1r4b, BU2583sqf, LA26x87sqf, Kayxy Tan, 012-917 2130, UP3738128



Sunway SPK, Sunway spk 3 harmoni, Townhouse, SALE, RM 1,730,000, 3+1r4b, BU2583sqf, LA26x87sqf, Kayxy Tan, 012-917 2130, UP3677402



Sunway SPK, Sunway spk 3 harmoni, Townhouse, SALE, RM 1,380,000, 3+1r4b, BU2583sqf, LA26x87sqf, Kayxy Tan, 012-917 2130, UP3688794



Sunway SPK, Sunway spk 3 harmoni, Townhouse, SALE, RM 1,380,000, 3+1r4b, BU2583sqf, LA26x87sqf, Kayxy Tan, 012-917 2130, UP3688902



Sunway SPK, Sunway spk 3 Harmoni, Townhouse, SALE, RM 1,380,000, 3+1r4b, BU2583sqf, LA26x87sqf, Kayxy Tan, 012-917 2130, UP3688948



Sunway SPK, Sunway Spk 3 Harmoni, Townhouse, SALE, RM 1,400,000, 3+1r4b, BU2583sqf, LA26x87sqf, Kayxy Tan, 012-917 2130, UP3686605



Sunway SPK, Sunway Spk 3 Harmoni, Townhouse, SALE, RM 1,450,000, 3+1r4b, BU2583sqf, LA26x87sqf, Kayxy Tan, 012-917 2130, UP3686517



Sunway SPK, Sunway Spk 3 Harmoni, Townhouse, SALE, RM 1,450,000, 3+1r4b, BU2583sqf, LA26x87sqf, Kayxy Tan, 012-917 2130, UP3688968



Sunway SPK, Sunway spk 3 harmoni, Townhouse, SALE, RM 1,500,000, 3+1r4b, BU2583sqf, LA26x87sqf, Kayxy Tan, 012-917 2130, UP3681848



Sunway SPK, Sunway Spk 3 Harmoni, Townhouse, SALE, RM 1,500,000, 3+1r4b, BU2700sqf, LA26x87sqf, Kayxy Tan, 012-917 2130, UP3686472



Sunway SPK, Sunway SPK 3 Harmoni, Townhouse, SALE, RM 1,650,000, 3+1r4b, BU3000sqf, LA26x87sqf, Kayxy Tan, 012-917 2130, UP3718885



Taman Desa, PRIMA VILLA, Taman Danau Desa, 4-sty Terrace/Link House, SALE, RM 3,450,000, 4+2r5b, BU4200sqf, Terence Yap, 012-210 3557, UP3857145



Taman Tun Dr Ismail, Villa Laman Cahaya, Semi-detached House, SALE, RM 2,800,000, 8r5b, BU4300sqf, LA3900sqf, Zara Jayes, 6019-633 7059, UP2779127



Telok Panglima Garang, Bandar Rimbayu, Perennia, Bandar Rimbayu, 2-sty Terrace/Link House, SALE, RM 748,000, 4r4b, BU2260sqf, LA22x80sqf, Bee Kuan, 012-523 6393, UP4272470



Agnes lee

Tropicana, Double storey Link House, Jalan Tropicana Indah, 2-sty Terrace/Link House, SALE, RM 1,050,000, 4r3b, BU1540sqf, LA1540sqf, Agnes lee, 012-304 7699, UP4275106



Agnes lee

Tropicana, Petaling Jaya Tropicana Double Link House, 2-sty Terrace/Link House, SALE, RM 1,050,000, 4r3b, BU1540sqf, LA1540sqf, Agnes lee, 012-304 7699, UP4280959



JOANNE THAN

Tropicana, Tropicana Indah Resort Home, 2-sty Terrace/Link House, RENT, RM 2,800, 3+1r3b, LA1920sqf, JOANNE THAN, 016-626 8226, UP4153403



USJ, Office USJ Sentral, Office, RENT, RM 14,000, 8r10b, BU10080sqf, LA1680sqf, Lai KH, 0193173272, UP4262557



USJ, Semi-detached House, SALE, RM 1,800,000, 5r5b, BU3750sqf, LA3850sqf, Jaden, 0173011021, UP4265582



Derrick Pang

USJ, USJ 13 Subang Jaya Double Terrace House, USJ 13, 2-sty Terrace/Link House, SALE, RM 620,000, 4r3b, BU1500sqf, LA1200sqf, Derrick Pang, 6017-513 3867, UP4215111



Wangsa Maju, Riana Green Condominium, Condominium, SALE, RM 1,050,000, 5r5b, BU2343sqf, LA2343sqf, Agnes lee, 012-304 7699, UP4266856



PROPERTY OUTSIDE KLANG VALLEY

Balik Pulau, 20 Acs/ Flat Land with Access, Residential Land, SALE, RM 66,826,485, LA20.4555sq, Abu Bakar, 60126040013, UP4256337

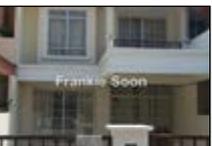


Batu Ferringhi, Ferringhi Villa, Bungalow House, SALE, RM 3,800,000, 4r3b, BU4000sqf, LA9017sqf, Mike Choo, 6012-499 9166, UP4257916



Frankie Soon

Bukit Mertajam, HILLPARK RESIDENCES, ALMA, 2-sty Terrace/Link House, SALE, RM 630,000, 4r3b, BU2200sqf, LA1540sqf, Frankie Soon, 012-473 6818, UP4277114



Frankie Soon

Butterworth, TAMAN UTERA, SEBERANG JAYA, 2-sty Terrace/Link House, RENT, RM 1,180, 4r3b, BU1600sqf, LA1400sqf, Frankie Soon, 012-473 6818, UP3922507

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Mango Kung 995

Ayer Itam, Sri Kristal- KekLokSi-Tastefully , Condominium, SALE, RM 499,000, 3r2b, LA1000sqf, Mango Kung, 012-410 1333, UP4300442



Lee 012-3865181

Bukit Katil, Bayou Lagoon Park Resort, bukit katil, bukit katil, Serviced Residence, SALE, RM 338,000, 2r2b, BU722sqf, LA-sqf, Lee Thai Chung, 012-386 5181, UP2837132

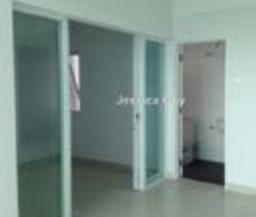


Hancy Ng

Gelugor, jalan hilir pemancar, Semi-detached House, SALE, RM 3,000,000, 4+1r4b, BU5400sqf, Handy Ng, 016-471 2413, UP4289711



Gelugor, The View Condominium, Gelugor, Penang, Condominium, SALE, RM 1,290,000, 4r5b, BU2088sqf, SP Whong, 6017-450 2223, UP4228488



Jessica Goy

Jelutong, Maritime Suite, Condominium, SALE, RM 710,000, 2r2b, BU980sqf, Jessica Goy, 012-952 5589, UP4259468



0167919888

Johor Bahru, adda heights, Cluster Homes, RENT, RM 2,800, 4+1r4b, BU2880sqf, LA3470sqf, Nick Ng, 016-791 9888, UP3090249



Johor Bahru, Bungalow House, SALE, RM 1,600,000, 5+1r4b, BU3500sqf, LA7200sqf, Meiiviar Fong, 016-711 7080, UP4294896



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Johor Bahru, Flat Taman Gaya, Flat, SALE, RM 115,000, 3r2b, BU750sqf, Dennis Lim, 016-790 6176, UP3239352



Johor Bahru, Greenfield Regency, skudai, Apartment, RENT, RM 1,300, 1b, BU476sqf, Jane Lee, 6010-933 9431 / 6012-773 9389, UP3429209



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Georgetown, New Project 1st In Georgetown 5 star VOS, Serviced Residence, SALE, RM 325,000, BU430sqf, Melvin Tan, 6016-441 3271, UP4266191



Johor Bahru, Indah Samudra Condo Sea View , Condominium, RENT, RM 6,500, 3r5b, BU2450sqf, Jeslyn Lee, 6019-776 7161, UP1834109



0167627210

Johor Bahru, Jalan Abdul Samad, Residential Land, RENT, RM 8,500, LA1sq, KGV International Property Consultants, 07-224 2022, UP4006057



Johor Bahru, Jalan Abdul Samad, Residential Land, SALE, RM 1,200,000, LA8000sqf, KGV International Property Consultants, 07-224 2022, UP3422161



Johor Bahru, Molek Pine Apartment, Taman Molek, Condominium, RENT, RM 2,500, 2+1r2b, BU1200sqf, Abby Looi, 012-751 6085, UP1389672



Johor Bahru, Molek Pine Apartment, Taman Molek, Condominium, SALE, RM 580,000, 3+1r2b, BU1460sqf, Abby Looi, 012-751 6085, UP595802



Johor Bahru, Penthouse Palm Gardens Condo JB Iskandar Flagship A, Penthouse, RENT, RM 9,000, 5+1r5b, BU4100sqf, Jeslyn Lee, 6019-776 7161, UP1964124



Jeslyn Lee 6019 776 7161

Johor Bahru, PRIMA REGENCY SERVICE APARTMENT, Jalan Masai Baru, Condominium, RENT, RM 1,700, 3r2b, BU1040sqf, JS Sum, 6016-796 6997, UP2591178



Johor Bahru, SENIBONG COVE, SENIBONG COVE, PERMAS JAYA, Semi-detached House, RENT, RM 3,500, 4r4b, BU2500sqf, Susan Chai, 013-772 9933, UP3699796



Johor Bahru, Setia Tropika, Cluster Homes, SALE, RM 1,200,000, 4+1r5b, BU3087sqf, LA38x70sqf, Desmond Fong, 016-768 1822, UP3370162



Johor Bahru, Straits View Condominium, Permas Jaya, Condominium, SALE, RM 680,000, 3+1r3b, BU1635sqf, Abby Looi, 012-751 6085, UP595762



Johor Bahru, Stulang View Condominium, Taman Pelangi, Condominium, RENT, RM 3,000, 3+1r2b, BU1500sqf, LAJohorsqf, Abby Looi, 012-751 6085, UP889420



Kota Kinabalu, Bungalow House Jalan Kepayan, Bungalow House, SALE, RM 48,000,000, 5r6b, LA16917160sqf, Ivy Lim, 012-830 3199, UP4204705



Johor Bahru, The Peak Vista, Jalan Signal Hill Park, Condominium, SALE, RM 2,500,000, 4+1r5b, BU2246sqf, LA2246sqf, Jayaraj Ramany, 013-558 8995, UP4267123



Nilai, New 2storey Super Link House, Jalan Seremban 2, Nilai, Mantin, Mambau, 2-sty Terrace/Link House, SALE, RM 498,000, 4+1r4b, BU2788sqf, LA22x81sqf, Jason Choy, 6010-232 9893, UP4261016



Nusajaya, Bukit Indah , 2-sty Terrace/Link House, RENT, RM 2,500, 4r3b, LA2700sqf, Neo, 016-715 5221 / 017-715 8140, UP2043640



Nusajaya, Bukit Indah , 2-sty Terrace/Link House, SALE, RM 890,000, 4r3b, BU1926sqf, LA2917sqf, Neo, 016-715 5221 / 017-715 8140, UP4250111



Helene Tan 012-6160269

Nilai, College Heights Nilai , Residential Land, SALE, RM 210,000, BU7000sqf, LA10000sqf, Helene B L Tan, 012-616 0369, UP1225216



Nusajaya, east ledang nusajaya, Bungalow House, SALE, RM 3,388,000, 5+1r6b, BU5223sqf, LA8496sqf, Derek Chai, 6016-710 8821, UP4264918



Nusajaya, east ledang nusajaya, Semi-detached House, SALE, RM 1,988,000, 4+1r5b, BU3257sqf, LA4266sqf, Derek Chai, 6016-710 8821, UP4267352



Nusajaya, Features Double Terrace House , 2-sty Terrace/Link House, SALE, RM 738,000, 5+1r5b, BU2415, LA26x80, Junyui, +6598070029, UP4284969



Nusajaya, Nusa Idaman - Precint 7, 2-sty Terrace/Link House, SALE, RM 688,000, 4r5b, BU2350sqf, LA22x75sqf, Ivan Kang, 6013-331 0131, UP4194405



Nusajaya, Setia Eco Gardens, 2-sty Terrace/Link House, SALE, RM 550,000, 4r3b, BU1530sqf, Tahir, 0197392027, UP4224656



Nusajaya, THE ALDINGHAM@ ECO BOTANIC, Cluster Homes, SALE, RM 1,360,000, 4b, BU2580sqf, LA32x80sqf, M.Y. Tay, 6010-221 1616 / 6016-718 8790, UP2510730



Pulau Tikus, Lorong Birch, Georgetown, 2-sty Terrace/Link House, RENT, RM 2,800, 2r2b, BU1700sqf, LA1600sqf, Max Chew, 6012-444 5793, UP1351734



Puteri Harbour, Imperia, Nusajaya (FREE INTERNET), Condominium, RENT, RM 3,800, 1rb, BU813sqf, LAFREE INTERNETsqf, Tahir, 0197392027, UP4281045



Seremban, Bandar Seri Sendayan, 2-sty Terrace/Link House, SALE, RM 570,000, 4r3b, BU2364sqf, LA3100sqf, Mohamad, 0123664340, UP3935131



Seremban, Saujana Duta, Semi-detached House, RENT, RM 6,000, 4+1r6b, LA4000sqf, Tuang, 6014-932 7188, UP4193577



Seremban, SEREMBAN, Commercial Land, RENT, RM 8,500, 2b, BU10000sqf, LA30000sqf, Hing, 0196612922, UP3949608



Seremban, Taman Seri Binjai, 2-sty Terrace/Link House, RENT, RM 2,000, 4r4b, LA24x90sqf, Tuang, 6014-932 7188, UP4263356



Seremban, Taman Sri Pulai 3, Semi-detached House, SALE, RM 420,000, 4+1r3b, BU1560sqf, LA2250sqf, Kenix Chan, 6014-626 1833, UP4306359



Skudai, semi detach, skudai, Semi-detached House, SALE, RM 878,000, 5+1r5b, BU2776, LA3200, Jc tan, 0127043313, UP4237360



Sungai Ara, Setia Pearl Island, Sungei Ara, 3-sty Terrace/Link House, SALE, RM 1,600,000, 4+1r4b, BU3200sqf, LA1400sqf, Max Chew, 6012-444 5793, UP3018718



Sungai Nibong, Lavinia Apartments, Apartment, SALE, RM 610,000, 3r2b, BU969sqf, Tarmizi, 0192393695, UP4055343



Tanjung Kling, Ocean Palms Condominium, Condominium, SALE, RM 538,000, 3r2b, BU1442sqf, Jessie Lee, 6012-278 4889, UP4282985



Setia Tropika, Johor Bahru, The Glitz @ Caranday, Cluster Homes, SALE, RM 870,000, 4r4b, BU2373sqf, LA35x70sqf, Keng Wei, 6013-986 6652, UP2981712



Sungai Ara, One Imperial, Relau, Condominium, SALE, RM 535,000, 3r2b, BU1050sqf, LA1050sqf, Law Yong Sein, 010-226 1608, UP4305652



Tanjung Tokong, Tanjung Park Condominium, Tanjung Tokong, Condominium, SALE, RM 870,000, 2+1r2b, BU1700sqf, Max Chew, 6012-444 5793, UP4257701



Tanjung Bungah, Grand Ocean, Condominium, RENT, RM 2,000, 3r2b, BU1076sqf, Max Chew, 6012-444 5793, UP2049468



Tanjung Bungah, Pearl Hill, Residential Land, SALE, RM 3,888,150, LA22218sqf, Ms. Yeoh, 6012-4748282 / 6019-400 8399, UP4295221



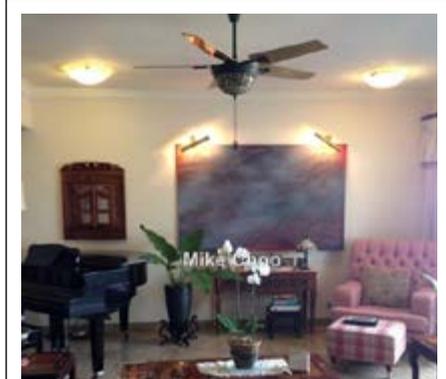
Tanjung Bungah, Alila Homes , 3-sty Terrace/Link House, SALE, RM 1,680,000, 4r4b, BU3594sqf, LA36 x 37sqf, Jenny Yeap, 013-293 8373, UP4247938



Tanjung Bungah, Pearl Hill, Residential Land, SALE, RM 4,760,000, LA28000sqf, Ms. Yeoh, 6012-4748282 / 6019-400 8399, UP1872599



Tanjung Bungah, Pearl Hill, Residential Land, SALE, RM 6,460,000, LA38000sqf, Ms. Yeoh, 6012-4748282 / 6019-400 8399, UP4295204



Tanjung Bungah, Pearl View, Tanjung Bungah, Condominium, SALE, RM 1,800,000, 4+1r4b, BU2100sqf, Mike Choo, 6012-499 9166, UP4257958

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