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Mar 2016

ISSUE 133



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d'Pristine

@ MEDINI

ISKANDAR MALAYSIA



COASTAL

Best Of The Best Location

Singapore
Second Link
(15 mins)

Motorsports
City
(10 mins)

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(5 mins)

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Studios
(10 mins)

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Airport
(20 mins)

Ascendas
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(10 mins)

Puteri
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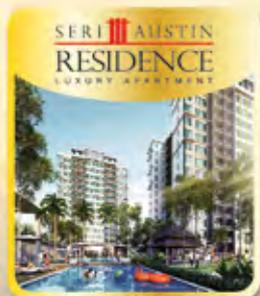


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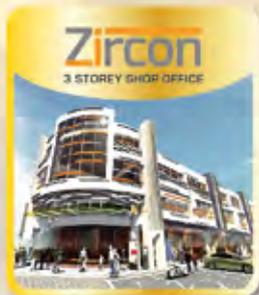
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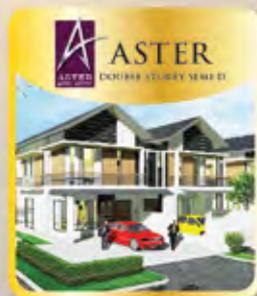
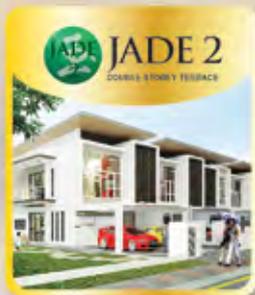
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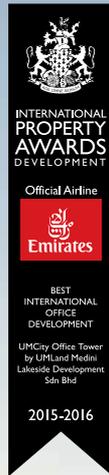
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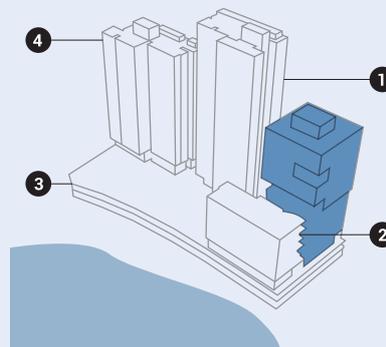
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Resort Facilities

Another Project By:



Developed by Xerine Masdon Sdn Bhd (50444-K) is a subsidiary of Land & General Bhd (50274-K) (Jalan, Level 16 Menara 1, Jln. Cahaya SD/35, Bandar Sri Damansara, 50500 Kuala Lumpur, T. 03-6273 8020, F. 03-6273 8022. Project Name: ASTORIA AMPANG • Type of Property: Service Apartment • Developer's License No: 16227-1/91-2013/MS (L. Validity: 15/10/18 to 15/10/23) • Advertising Permit No: 13021-1/91-2015/46 (P. Validity: 19/1/2015 to 18/1/2018) • Land Tenure: 99 years Leasehold (Expired: 25 Jan 2024) • Encumbrances: PUBLIC BANK BERHAD • Restriction of Interest: Tanah ini telah dipasarkan dengan perjanjian dengan bank. • Expired Date of Completion: January 2018 • Selling Price: RM452,000 (Inclusive of 10% GST/10% SST) • Bumi Putra Developer: PTC • Type: 1-BR/1-1012 • Building Plan: Approved • Major Facilities: Ampang City WALK • Building Plan Approval No: MAU-58-KB-749-140-074. Disclaimer: The information contained in this visual is subject to change and does not form part of any offer or contract. All drawings are artist's impression only. All measurements are approximate. While every reasonable care has been taken in preparing this visual, the developer cannot be held responsible for any inaccuracy. All the above items are subject to variations, modifications and substitutions as may be required by the Authority of Recommendation by the Architect or Engineer. *Terms & conditions apply.

Skema No.5901/48

GREEN. THE NEW LUXURY.

Welcome to Astoria Ampang; a majestic new address that brings breathtaking shades of green to the distinct greys of vibrant Jalan Ampang. A quartet of towers, 46 storeys each, marks Astoria's whereabouts. And here is where some of the finest high-rise living spaces in Kuala Lumpur will be found. Built-ups range from 560 – 1,505 sq.ft., offering multiple configurations from 1, 2, 3 to 4 bedrooms, which make them perfectly practical for any discerning urban dweller.

Astoria's pièce de résistance, however, arrives in the form of its 5.7-acre central landscape, conceptualized to create a naturally paradisaical ambience amidst the development's modern architectural presence. This tapestry of lavish greens forms a sanctuary so abundant with natural elements that even nature itself finds a home here.

The facilities deck that populates these nature-enriched grounds is testament to the exquisite craftsmanship of its developers - an ideal venue for everyday enjoyments and recreation.

Much of this space is weaved together by a network of elevated walkways, reminiscent of a child's fantasy treehouse, dotted with fitness pods and an observatory, stretching nearly the whole length of the central expanse. This thoroughfare overlooks the residence's many attractions, including jogging and cycling paths, live water streams and waterfalls, resort-inspired pools, a yoga deck, a zen garden, an amphitheatre, and a truly unique hammock garden. This is the perfect place to indulge in a novel, bond with loved ones or just be absolutely free. Being immersed in this wonderful environment on a daily basis is a luxury afforded to all residents.

Biodiversity is also a quality weaved into Astoria's being. Its sole objective is to create and maintain an atmosphere that is glowing with the uplifting sights and sounds of a living eco-system; a

setting brought to life by singing birds, fluttering butterflies and the merry babble of streams.

Water elements like refreshing wetlands, a marshland, woodland, cascading waterfall and elegant water terraces, purposefully adorn the deck. Complementing them are blankets of greens, made up of carefully handpicked fauna in order to maximize interaction with the natural life within Astoria. Facilities aside, Astoria's allure also lies in its central location that is but a stone's throw from various landmarks in the Kuala Lumpur city centre – world-class shopping and entertainment destinations, renowned educational and medical institutions, and international hotels. Its vicinity is also synonymous with a prime address off Jalan Ampang, as it is one located at a nexus of road connections and rail stations – all close at hand.

All in all, Astoria Ampang has all the makings of a truly desirable urban address, one that is enriched with an up-close and personal relationship with nature. Never has there been a development quite like it. Never has luxury been greener.



Resident Lounge



Cascading Waterfall



Sky Bridge

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119 Trees, Three Square Inn, A-G-1, Jalan Sultan Yassin Sgk Jalan Gopeng, 30000 Ipoh, Perak

Developer: (OPENIS) PANG LAP PERDA (S) BHD. (2011-42-M)

119 Trees, Three Square Inn, A-G-1, Jalan Sultan Yassin Sgk Jalan Gopeng, 30000 Ipoh, Perak Darul Ridzuan, Malaysia

Pangsapuri Lapangan Perdana (Ipoh South Precinct)

• Developer's License no.: 8324-7/02-2017/01031(L) • Validity: 15/02/2016-14/02/2017

• Advertising & Sales Permit no.: 8324-7/02-2017/01031(P) • Validity: 15/02/2016-14/02/2017

• Land title: Freehold (Title No. 104423, 8330/07/196, 1041, 2030/00/02, 1042, 1043, 1044, 1045, 1046, 1047, 1048, 1049, 1050, 1051, 1052, 1053, 1054, 1055, 1056, 1057, 1058, 1059, 1060, 1061, 1062, 1063, 1064, 1065, 1066, 1067, 1068, 1069, 1070, 1071, 1072, 1073, 1074, 1075, 1076, 1077, 1078, 1079, 1080, 1081, 1082, 1083, 1084, 1085, 1086, 1087, 1088, 1089, 1090, 1091, 1092, 1093, 1094, 1095, 1096, 1097, 1098, 1099, 1100, 1101, 1102, 1103, 1104, 1105, 1106, 1107, 1108, 1109, 1110, 1111, 1112, 1113, 1114, 1115, 1116, 1117, 1118, 1119, 1120, 1121, 1122, 1123, 1124, 1125, 1126, 1127, 1128, 1129, 1130, 1131, 1132, 1133, 1134, 1135, 1136, 1137, 1138, 1139, 1140, 1141, 1142, 1143, 1144, 1145, 1146, 1147, 1148, 1149, 1150, 1151, 1152, 1153, 1154, 1155, 1156, 1157, 1158, 1159, 1160, 1161, 1162, 1163, 1164, 1165, 1166, 1167, 1168, 1169, 1170, 1171, 1172, 1173, 1174, 1175, 1176, 1177, 1178, 1179, 1180, 1181, 1182, 1183, 1184, 1185, 1186, 1187, 1188, 1189, 1190, 1191, 1192, 1193, 1194, 1195, 1196, 1197, 1198, 1199, 1200, 1201, 1202, 1203, 1204, 1205, 1206, 1207, 1208, 1209, 1210, 1211, 1212, 1213, 1214, 1215, 1216, 1217, 1218, 1219, 1220, 1221, 1222, 1223, 1224, 1225, 1226, 1227, 1228, 1229, 1230, 1231, 1232, 1233, 1234, 1235, 1236, 1237, 1238, 1239, 1240, 1241, 1242, 1243, 1244, 1245, 1246, 1247, 1248, 1249, 1250, 1251, 1252, 1253, 1254, 1255, 1256, 1257, 1258, 1259, 1260, 1261, 1262, 1263, 1264, 1265, 1266, 1267, 1268, 1269, 1270, 1271, 1272, 1273, 1274, 1275, 1276, 1277, 1278, 1279, 1280, 1281, 1282, 1283, 1284, 1285, 1286, 1287, 1288, 1289, 1290, 1291, 1292, 1293, 1294, 1295, 1296, 1297, 1298, 1299, 1300, 1301, 1302, 1303, 1304, 1305, 1306, 1307, 1308, 1309, 1310, 1311, 1312, 1313, 1314, 1315, 1316, 1317, 1318, 1319, 1320, 1321, 1322, 1323, 1324, 1325, 1326, 1327, 1328, 1329, 1330, 1331, 1332, 1333, 1334, 1335, 1336, 1337, 1338, 1339, 1340, 1341, 1342, 1343, 1344, 1345, 1346, 1347, 1348, 1349, 1350, 1351, 1352, 1353, 1354, 1355, 1356, 1357, 1358, 1359, 1360, 1361, 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CEO'S FOREWORD



New beginnings in the Year of the Monkey

February was a very big month in the history of the iProperty Group!

I am very excited to announce that the iProperty Group has become part of the REA Group Limited, a multinational digital media business specialising in property.

The acquisition brings together two highly successful and complementary industry leaders to create one of the world's best-positioned online real estate platforms.

Together with REA's outstanding geographical footprint in Australia, Europe, North America and China, we are able to take the iProperty Group to a global market, providing our customers with a wider reach to property buyers and investors and our consumers, a one-stop platform to search for their dream home around the world.

Results from the 8th iProperty.com Asia Property Market Sentiment Survey H2 2015 showed that 41% of Malaysian respondents that want to invest in properties abroad would consider purchasing properties in Australia. 16% on the other hand, were eyeing properties in the UK, whereas 13% expressed interest over properties in Singapore. Majority of these respondents believe that properties in their chosen location will bring the most profit while a smaller segment on the other hand, either wanted to retire in the country or send their children there for further education in the future.

It is still business as usual and we would like to thank you for making the iProperty Group your most trusted and preferred property portal.

I'm excited about the future and what we will accomplish together over the next 10 years as we continue to grow!

Thank you for journeying with us!

Georg Chmiel

CEO

The iProperty Group

TIJANI UKAY

AMPANG
118 BUNGALOWS



ACTUAL SITE PHOTO

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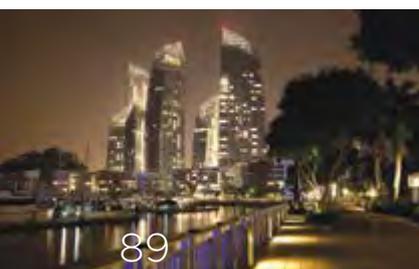
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EDITOR'S NOTE

Yes, we are now part of a bigger family. Last month REA Group, Australia's leading digital advertising business specializing in property finalised its acquisition of iProperty. This move will give customers, property buyers and investors the opportunity to tap into a wider market. Exciting times ahead!

This month's Special Focus is Medini Iskandar Malaysia, whereby experts commented that Medini continues to pulsate with growth despite the economic slowdown faced by the country. According to Knight Frank's recent report, Iskandar Malaysia continues to register positive growth in investments - both local and foreign. There is still faith in Iskandar Malaysia although some sceptics have not been won over.

I managed to gather some reviews from developers and experts regarding the revised Budget 2016. One expert commented that finding a reasonable and decent house at RM300,000 within the city and its surrounding townships is close to an impossibility.

My view is that there should be clarity on how some of these rules and policies in the revised Budget 2016 should be implemented.

To some Malaysians, the DIY concept is relatively new and it is probably easier to hire a contractor. However, if you intend to start building work and if you employ a contractor it is important to manage them effectively as a lack of control of contractors can inevitably lead to increased costs. Adrian Wee in the "Let me help you" section shares some invaluable tips on how to best manage your contractors on page 111.

How well equipped are Malaysian youths in making financial decisions? Apparently not very well - as revealed by the Asian Institute of Finance's latest research. More on page 108.

Till next month.

Roshan Kaur Sandhu



HAPPENINGS

Double the celebration for Mah Sing Group



Mah Sing Group recently celebrated the year of the Fire Monkey with various Chinese New Year themed activities held simultaneously at 10 of its property galleries throughout Malaysia. The main celebration was officiated at Southville City, KL South (Bangi) by Mah Sing's Group Managing Director, Tan Sri Dato' Sri Leong Hoy Kum; Chief Executive Officer, Ng Chai Yong and Executive Director, Dato' Steven Ng.

Kicking off the event was an acrobatic lion dance and Chinese dance performances followed by the festive drums performances. Guests were also

treated to a shopping spree at the bazaar market with 32 stalls offering gifts, accessories, food and beverages, as well as various other items for sale. At the function, Mah Sing Group also announced the early completion of the dedicated interchange and a high-speed rail project which will boost Southville City's appeal.

Tan Sri Dato' Sri Leong said, "The direct interchange from the North-South Expressway into Southville City is expected to be completed by end 2017, earlier than the scheduled completion in 2018. This will make Southville City just 17km from Kuala Lumpur, making it an even more appealing investment. We are truly delighted by the Government's commitment to the High-Speed Rail as Southville City is just 20 minutes either way from the stations in Bandar Malaysia and Seremban," he added.

Guests were also given an insight to Southville City upcoming phase; Cerrado Residential Suites, which is scheduled for launch this year. The residential suites will comprise of 4 towers with 1,616 units offering two types of layouts namely 2 and 3 bedrooms with built-ups from 650 sq ft - 825 sq ft.

HAPPENINGS

UMLAND ON A ROLL IN ISKANDAR MALAYSIA

UMLand to stay focused on Johor with ongoing projects worth RM3 billion. - BY REENA KAUR BHATT

United Malayan Land Berhad (UMLand) recently conducted its first ever familiarisation (FAM) tour of its property developments in the southern region (Johor) for members of the media. Held from 2nd -

3rd February 2016, the event was organised as part of the developer's efforts to highlight the progress of UMLand's current developments in Iskandar Malaysia, Johor.



1

JOHOR HALAL PARK'S PROMISE

The organisers got the ball rolling with an overview of the development of Johor Halal Park (JHP), held at UMCity Medini Lakeside Sales Gallery @ Little Red Cube, Puteri Harbour, Johor. Jointly developed by UMLand (Tentu Teguh Sdn Bhd) and Johor Biotechnology & Biodiversity Corp (J-Biotech), a Johor state government entity, JHP which is located in Pasir Gudang, is set to be the first premium Bio-Halal Industrial Park in Malaysia.

Mohd Noor Abdul Salam, CEO of Tentu Teguh Sdn Bhd said, "The first phase of JHP will be completed end of this year while the second and third stage will be completed in 2018 and 2020, respectively. He added that JHP has received considerable interest from Korean and Japanese investors as the companies there are keen to penetrate the halal market in Muslim countries and the Middle East.

Wan Amir Jeffery, CEO of J-Biotech explained that JHP will be a self-sustaining eco-system for biotechnology and bio-based companies, providing A-Z business services, from downstream infrastructure and an integrated packaging facility to logistic facilities and a regional marketing clearing house.



2

A WORLD - CLASS DEVELOPMENT

Next to take the stage was Azlan Salim, Deputy Senior Manager of UMCity Medini Lakeside who briefed on the integrated mixed development which



is located just across Legoland Park at Iskandar Puteri. It comprises of a retail mall, premium office tower and 3 hotels; which will be managed by reputed hospitality outfits - The Ascott Limited as well as Shama and Ozo from Onyx Hospitality Group.

Highlighting UMLand's recent win at the International Property Awards 2015 in London, Azlan shared that UMLand is extremely honoured that its efforts towards impeccable design, quality, service innovation, and commitment to sustainability have not gone unnoticed. The UMCity office tower which garnered the Best International Office Development Award is currently being constructed by world class builder, Samsung C&T of Korea.

"The UMCity development will definitely attract domestic and foreign companies to set up their offices here, thus serving as a catalyst towards positioning of Medini as the new central business district (CBD) of Iskandar Puteri," he added.

NOT ALL WORK AND NO PLAY

There were cheers all around as members of the media were treated to a scenic boat ride in the evening. Departing from the Puteri Harbour jetty, the media members got to view upcoming developments along the Iskandar Puteri seafront while enjoying the picturesque sunset. The fun continued at the Ledang Urban Retreat club where an appreciation dinner was held.

SHAPING COSMOPOLITAN LIVING

The second day of the tour witnessed two other project briefings. Ken Ng, Head of Exquisite Mode Sdn Bhd (a subsidiary of UMLand) gave an in-depth presentation on the Suasana Iskandar project, a

niche development which comprises of serviced residences, a hotel carrying the Amari brand and retail components.

Located in the heart of Johor Bahru (JB), along the popular shopping strip of Jalan Wong Ah Fook, the freehold development is also within walking



distance to the Sultan Iskandar Custom Complex (CIQ) and just 2km away from the upcoming Bukit Chagar rapid transit station.

Elaborating on the development's strategic location, Ken said, "Suasana Iskandar will benefit greatly from the recently launched Ibrahim International Business District and Coronation Square JB project, which is aimed at transforming the JB city centre.

Besides that, the Segget river, which is currently undergoing RM240 million rehabilitation exercise will run through Suasana Iskandar. This will definitely inject vibrancy into the area and draw in tourists," he added.

Next up was Izhan Goh Abdullah, Senior General Manager of UMLand who presented an overview on The Waves, a mixed development project in Somerset Puteri Harbour. Comprising of serviced residences, a retail mall and hotel, the project, which is a joint-venture between UMLand and UEM Sunrise Sdn Bhd will be launched either end of this year or by early 2017.

All in all, the informative tour proved that UMLand is going all out to expand its portfolio in the South Johor economic region. 📍

1 Mohd Noor Abdul Salam, CEO of Tantu Teguh Sdn Bhd and Wan Amir Jeffery, CEO of J-Biotech.

2 Azlan Salim, Deputy Senior Manager of UMCity Medini Lakeside

3 An artist's impression of UMCity Medini Lakeside.

4 Ken Ng, Head of Exquisite Mode Sdn Bhd.

REA GROUP FINALISES iPROPERTY PURCHASE

REA Group's acquisition of iProperty Group is set to be a "game changer" for Asia, accelerating the growth of the online real estate industry and enhancing the opportunities for customers and consumers across the region.



Arthur Charlaftis, COO, International & Developer of REA Group Limited and Georg Chmiel, CEO of iProperty Group at the press conference.

To celebrate the completion of the acquisition, a process that has taken several months, a press conference was held on Wednesday 17th February at iProperty Group's headquarters in Kuala Lumpur.

In attendance was Arthur Charlaftis, REA Group Chief Operating Officer, International & Developer and Georg Chmiel, CEO of iProperty Group.

The event was hosted by well known Malaysian personality, Vanessa Chong.

Following a traditional lion dance performance, Charlaftis and Chmiel took questions from the attending media relating to the potential implications of the acquisition for the Southeast Asian real estate market.

A CLEAR MARKET LEADER

REA Group's credentials as a multinational digital advertising company specialising in property is well established. In Australia, REA Group operates the market-leading site, realestate.com.au, and its award-winning mobile apps.

The Group's network of digital real estate sites includes European sites which are casa.it, atHome.lu, atOffice.lu, atHome.de and immoRegion.fr, and Chinese property site myfun.com, as well as a significant shareholding in Move, Inc. in the US.

Charlaftis commented international expansion was a core pillar of REA Group's strategy, and that Southeast Asia was a market which held significant commercial opportunities.

"In 2014, we made an investment in iProperty because we had identified Southeast Asia as having excellent potential for long-term growth and knew that the iProperty Group was the very best partner for us in this region. Since then, iProperty's management and staff have done an amazing job of building iProperty from an emerging start-up to being in leadership positions in its key markets," he explained.

The acquisition, which valued iProperty Group at about AU\$750.8 million, positions REA Group as the clear market leader in the online real estate industry across the Asia Pacific region, in an industry that is valued at AU\$1.26 billion and growing rapidly.¹

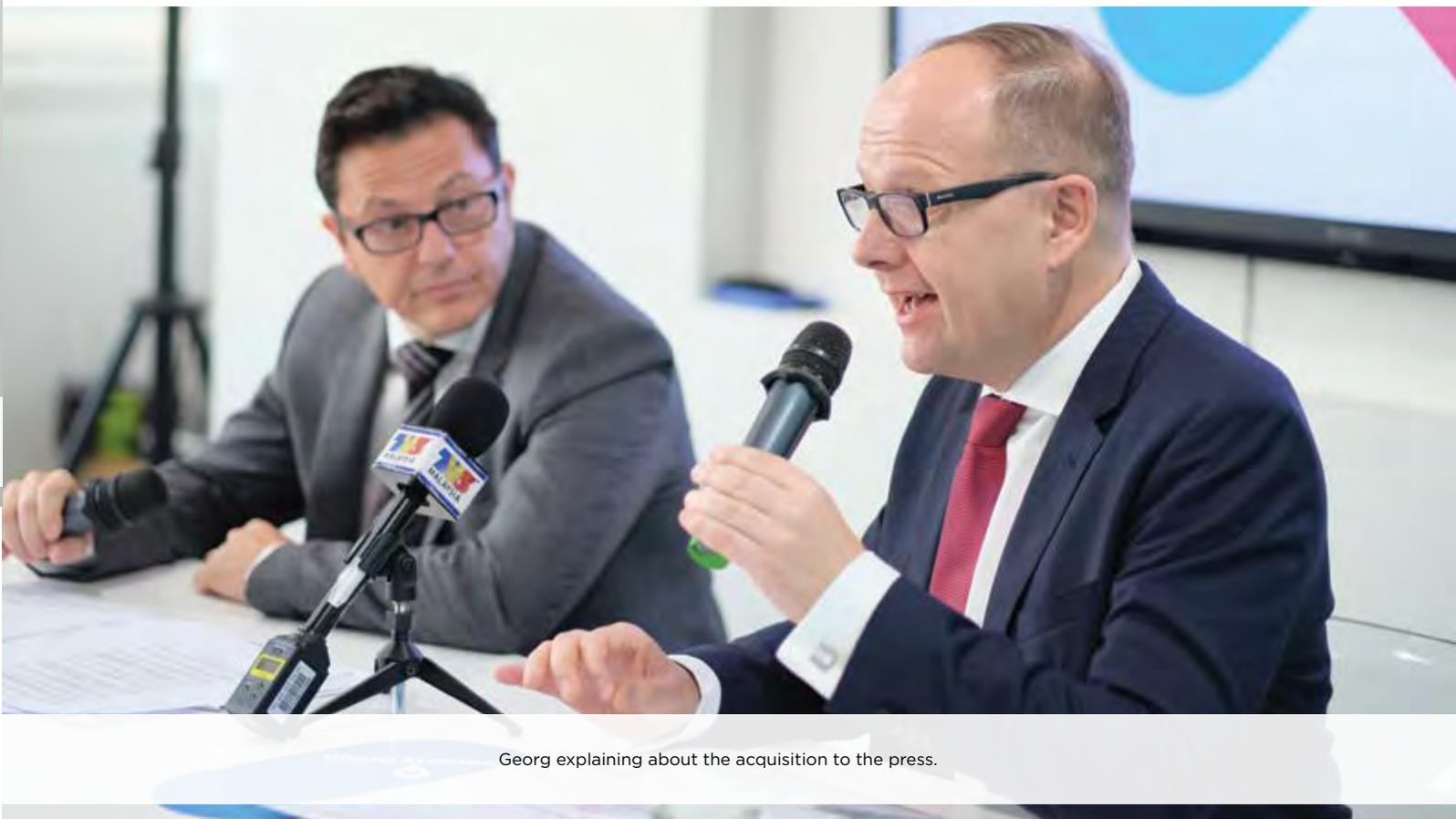
HUGE POTENTIAL

There are a number of factors generating interest in the online advertising industry in Southeast Asia and bringing attention to businesses such as iProperty Group, who have established a market-leading position in the region.

Charlaftis said that a growing population, an increase in personal wealth, high numbers of real estate transactions and a significant total investment in real estate advertising made Southeast Asia a highly attractive market.

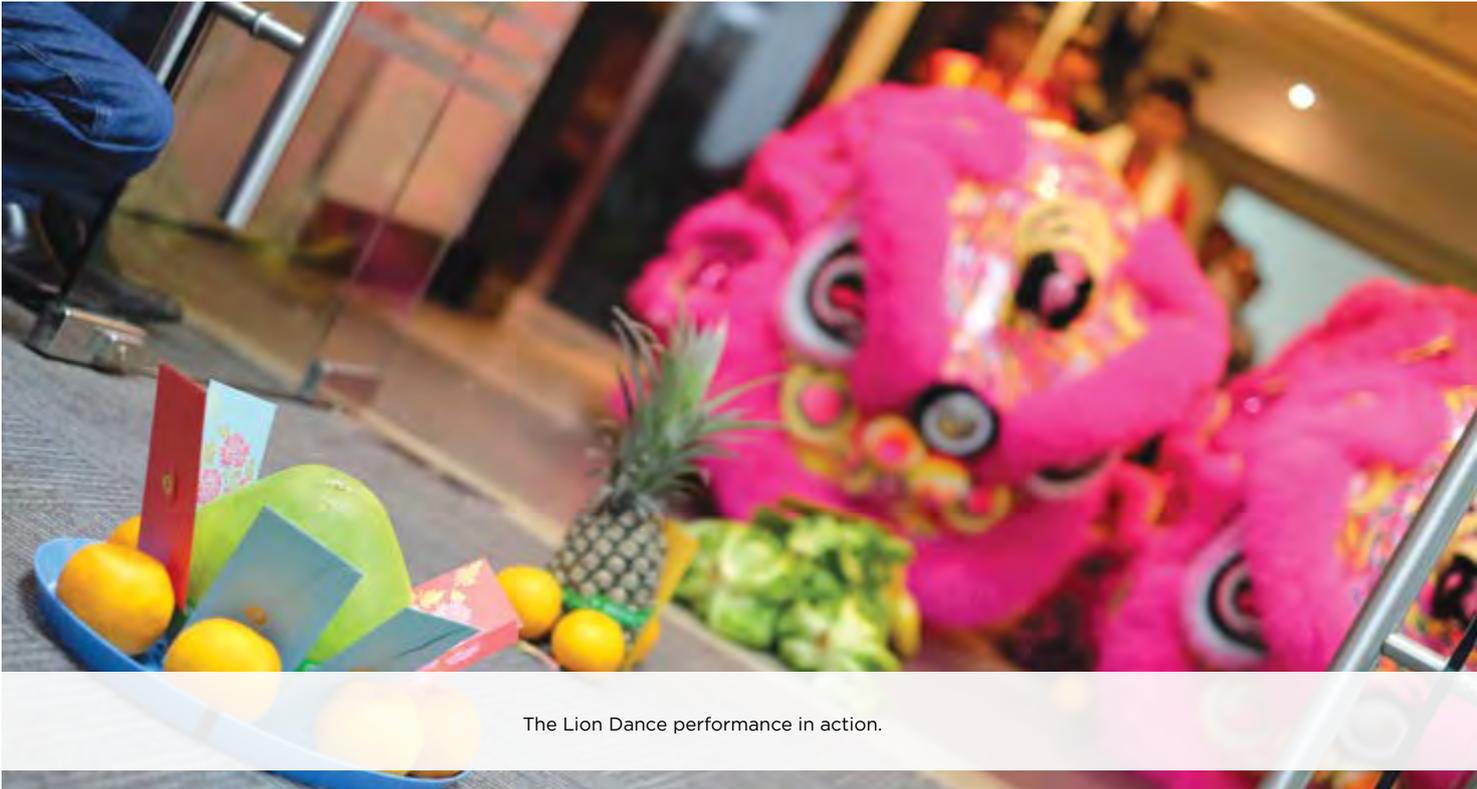
"With a population of more than 500 million people, Southeast Asia is the world's fastest growing real estate market. Average property prices in Singapore and Hong Kong are already higher than in Australia, and the volume of transactions also exceeds that of Australia, with more than a million property transactions per year in South East Asia," he said.

Charlaftis said that REA Group's experience had been in helping to capture a growing digital audience, providing online real estate products and services to changing consumer behaviours.



Georg explaining about the acquisition to the press.

¹ Spend in iProperty's markets - AU\$77million in digital, AU\$1,180 million offline = AU\$1.26 billion total market (6% in online): Frost and Sullivan, IPP, DAAT, REA (REA Group, HY15 Investor Presentation - February 2016)



The Lion Dance performance in action.

“The total advertising spend is at a similar level to Australia however in the key Southeast Asian real estate markets, online only accounts for between 2 - 12% of the total advertising spend. We know that consumers in Southeast Asia are online and connected. We would, therefore, expect that the advertising spend will migrate rapidly towards online channels to mirror consumer media consumption.

“iProperty Group’s local market expertise is second to none and our teams will be working closely together to tap into the needs of buyers throughout the region and deliver even more value to our customers and consumers,” Arthur added.

A PROFITABLE MARRIAGE

CEO of iProperty Group Georg Chmiel said that by joining forces with REA Group, iProperty Group’s customers and consumers would benefit from REA Group’s digital real estate expertise, technology and international network across Asia, Australia, Europe and North America.

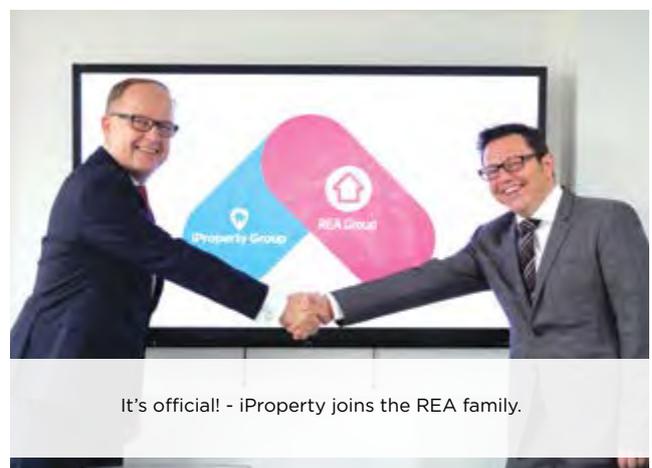
“We have strong synergies with REA Group and have already started to share cross-border opportunities. Most recently, we’ve offered REA’s Australian based customers the opportunity to participate in our Property and Investment Expo in Kuala Lumpur in April. It’s an invaluable opportunity for Australian developers and project marketers to connect directly with property seekers & investors in Malaysia. We

hope to have more of these shared opportunities in the future.

“This acquisition is a major accelerator as it significantly enhances the growth profile for both companies while giving our customers, property buyers and investors the opportunity to tap into a wider market,” said Chmiel.

MOVING FORWARD

While the day to day operations of the businesses continue as usual for the time being, opportunities are plentiful for this new online real estate advertising powerhouse.



It's official! - iProperty joins the REA family.

In terms of 'What's Next?' for the Group, Charlaftis said: "This acquisition positions us as a top-tier global provider in the online real estate industry. With highly skilled people in both businesses, we will be able to tap into greater resources to deliver superior results for customers and immersive experiences for consumers. "In the future, we'll certainly be looking to leverage our shared experience and know-how to find opportunities to connect our consumers and customers across the globe," said Charlaftis.

Chmiel said that the focus for the short term would be on establishing information exchanges to enhance the knowledge and capabilities of both businesses.

"To do this, we are working closely with our management teams to find synergies and opportunities to connect with the people and programs which are going to deliver maximum value to our audiences," he said.

Concluding the press conference with his thoughts on the acquisition, Chmiel said: "By joining forces with REA Group, we will benefit from the skills and resources available as part of REA's community of passionate and talented people, as well as drawing on their digital real estate expertise, technology and international network. This is an important milestone that propels us into a future rich with opportunity for our customers, our people, and our company." 📍



Georg and Arthur having a light moment with the Monkey God of Fortune.



1



Gerard Soosay
CEO of Sunway Iskandar

SUNWAY ISKANDAR: A POWERFUL CATALYST FOR MEDINI'S GROWTH

With its strong record, Sunway Iskandar has enjoyed impressive build success and has forged an enviable reputation for building homes of character and individuality. - BY ROSHAN KAUR SANDHU

In an email interview with iProperty.com, Gerard Soosay, CEO of Sunway Iskandar, elaborates about Sunway Iskandar's milestones and plans for the future.

1. Sunway is a brand that is synonymous with property development in Malaysia. How does Sunway Iskandar strive to deliver value to the group?

The essence of Sunway lies in the commitment it shares across its businesses. We operate with a single goal in mind, which is to serve the community by delivering what we promise. As a leading Master Community Developer, Sunway Property echoes this value that puts the community's well-being first in what we do.

We work towards the future with sustainability in mind and in order to realise this goal, we need to have a true community living in a liveable environment. Sunway Iskandar brings the best to investors and home owners. This is where our expertise as a Master Community Developer comes



into the picture as we understand the requirements to create a sustainable township that cater to the needs and wants of our residents and visitors.

Following the footsteps of the successful Sunway Resort City and Sunway City Ipoh townships, Sunway Iskandar is our largest township to date that will feature key components including Education, Hospitality, Leisure, Retail, Residential & Non-Residential, Commercial and Healthcare incorporated into the precincts to provide a well-balanced living for the community.

We are more than just a developer. We are here to stay for the long term to nurture and grow in tandem with the community in Johor. This is why our efforts are channeled to engage with the Southern folks to provide a safe & secured, well-connected and holistic eco-system for them to live, learn, work, play and be healthy with their loved ones.

2. Please share with us an overview of Sunway Iskandar's milestones and key events during the company's growth in the past few years?

Since our launch in 2014, we have achieved many milestones in which we would like to take this opportunity to thank everyone for the positive support towards Sunway Iskandar. Following the township'S launch and our introduction of the Citrine mixed development, we have witnessed a successful sell-out of the Citrine office suites just within weeks of the launch.



From then on, development has been on track and we have also introduced the Education element of the township with the Sunway International School (SIS) Sunway Iskandar in the same year. Aside to this, Sunway Iskandar is set to be home to the first 100 quality pre-fabricated landed homes developed by Daiwa House Industry Co Ltd (DHICL), a top pre-fabricated homebuilder in Japan. Currently, we are previewing our Emerald Collection featuring our first landed homes and retail shops which we are excited to launch soon.

Our key events are always celebrated together with the community through various community driven events for the festive seasons such as Chinese New Year, Mid-Autumn Festival, Christmas and more. We also had the privilege to host the US Ambassador to Malaysia, Ambassador Joseph Y. Yun; Dr. Melanie Billings-Yun; and the delegates for being present during our World Environment Day celebration last year at our Sales Gallery. Another key event in 2015 was our first ever 'Dinosaur Alive and Outdoor Movie by the Lake' activity.

- 1 Emerald Lake, Lakeview Precinct
- 2 Sunway International School Sunway Iskandar
- 3-4 Dinosaur Alive and Outdoor Movie by the Lake

We are also honoured and humbled to be named as the Best Township of the Year for the second consecutive year at the iProperty.com People's Choice Awards 2015. This accolade underscores our commitment as a Master Community Developer that strives to deliver our promises to create a liveable city for the community.

3. Sunway Iskandar is one of the largest new townships in Iskandar. How do you set yourself apart from the other property developers in the area?

Besides the Sunway brand and its proven track records, the proximity to the global business hub and the natural surroundings makes Sunway Iskandar very attractive for both investors and residents. Strategically located in Medini overlooking the Straits of Johor, Sunway Iskandar provides great access to the community via Coastal Highway Southern Link (CHSL) to the Second Link when they move in 2017. As a result, it is approximately a 5km drive from Sunway Iskandar to Singapore, making us one of the closest townships to our neighbouring country. There are also commuting plans in the pipeline to further ease the burden of our community.

Dubbed as Nature's Capital City, the community will have the best of both worlds being connected to nature at all times while still enjoying the luxury of a world-class city. With 700 acres of natural elements, featuring lush mangrove and green forests, Sungai Pendas, and the Straits of Johor, the community can expect a green yet luxurious lifestyle set in a nature-rich setting. Aside to this, 40% of nature and land will remain untouched and 10% of green pastures will be implemented for every project phase, providing lush green spaces across the 1,800-acre township.

As one of the key players in the Malaysian property industry, we believe that Sunway's unique Build-Own-Operate philosophy is one of the key

contributors to further drive our efforts to build a holistic township. With this, we are here for the long term to co-invest and continuously bring added values to our community in Sunway Iskandar.

4. How does Sunway Iskandar plan to further expand going forward?

We are still focusing on delivering the products as planned. Sunway Iskandar's skyline is quickly changing, soon we will see a vibrant community in Sunway Iskandar. We have a series of clusters to be launched in the coming years. The clusters in each phase will consist of several key elements that will be launched in stages to ensure that residents and the public are able to enjoy the conveniences of a self-sustaining township.

We have launched office units, serviced apartments, retail shops and the Sunway International School Sunway Iskandar. The Emerald Collection is scheduled to launch early this year featuring the township's first landed homes and retail units.

Since the inception of Sunway Iskandar, we have been actively organising various community activities. Aligned with the 'Living Sunway, Living Community' campaign, we are thrilled to announce that Sunway Iskandar will be hosting more public initiatives such as the first 'Viper Challenge' in Medini, Johor. We look forward to further engage with the Southern community through more exciting events in the pipeline.

5. What is your outlook for the property market this year?

Despite the fact that the property sector is expected to remain challenging this year, we have observed that the demand for property acquisition remains positive. The buyers are making prudent investment decisions, factors such as quality, value for investment, and growth potential are assessed with even more weight than before. For that reason, we are confident.





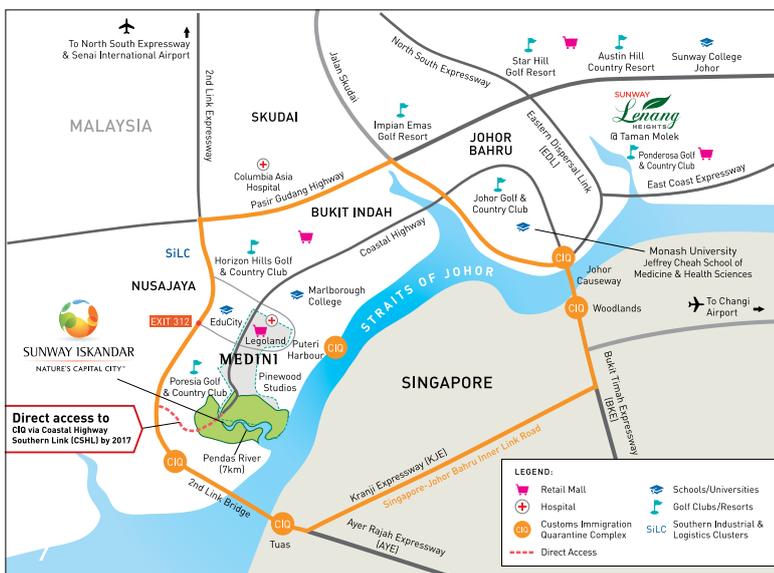
6

Our brand has been in the market for over 40 great years, in which our strong track record has garnered long standing loyalty and support from our customers as well as many potential buyers. We are known to bring the best to our investors, home owners and community, whether in Johor or across all of our developments. Hence, we are positive that things will be in place despite the sentiments and current condition. It is really about the robust trust and reliability that we have built which makes us confident in our standing.

As a Master Community Developer, we will continue our focus in delivering promises in terms of quality products and services amid the

current slowdown in the property market. Staying true to the commitment to improve the lives of community living in our developments and to benefit all our stakeholders, we will continue the Build-Own-Operate business model and our expertise in building integrated developments featuring key components such as Education, Healthcare, Hospitality, Retail, Leisure, Residential & Non-Residential and Commercial. 📍

- 5 Past Sunway Iskandar's events in 2014 & 2015
- 6 Sunway Iskandar Sales Gallery



PROJECT NAME:
Sunway Iskandar Emerald Residence
(Semi Detached)

CITY:
Sunway Iskandar, Nusajaya, Johor

PROPERTY TYPE:
Semi-detached House

LAND TITLE:
Residential

TENURE:
Leasehold

BUILT UP:
3760 - 3919 sq.ft.

LISTING PRICE:
RM2.2 million onwards

LAND AREA:
42'x85' & 42'x95'

EXPECTED DATE OF COMPLETION:
Q4, 2018

DEVELOPER:
Sunway Iskandar Sdn Bhd

CALL NOW:
+607-509 6575





SOUTHKEY MOSAIC RESIDENCE – A STONE THROW FROM JOHOR BAHRU CITY CENTRE

Southkey holds the key to the perfect blend of living, leisure and business.

Iskandar Malaysia's Flagship Zone A is set to welcome a sterling development – Southkey Mosaic Service Residence, comprising 584 residential units spread across two 34-storey tower blocks. Located at the epicentre of the integrated development of Southkey, the service residences are surrounded by five 4-storey standalone boutique pods, 41 units of 4-storey shop offices and a high street that stretches around the development. All set for an amazing integrated living experience, Southkey holds the key to the perfect blend of living, leisure and business.

A REMARKABLE LIFESTYLE EXPERIENCE

Designed to blend modern living and convenience, the services residences present elegant interior layout designs with 7 design options to choose from. Type 1A and Type 1B offer one-bedroom designer suites with built-up sizes of 676 sq ft and 758 sq ft respectively.

Type 2A presents 2-bedrooms with a built-up size of 904 sq ft, whilst Type 2B and Type 2C feature 2+1 bedrooms with built-up sizes of 1,074 sq ft and 1,127 sq ft. Meanwhile, Type 3A and Type 3B consist of 3+1 bedrooms with built-up sizes of 1,465 sq ft and 1,509 sq ft.

Thoughtfully designed to ooze modern charm whilst retaining a rustic and cosy atmosphere, the residences present well-defined family areas and private yet elegant bedrooms.

The units are partially furnished with high ceilings and wide hallways, espousing a sense of spaciousness and grandeur. The leasehold development is broadband-ready and comes with built-in kitchen cabinets and a standalone island breakfast bar. Southkey Mosaic Service Residence also promises top quality fittings

such as sanitary ware, porcelain tiles and electrical fixtures, among others.

Aside from that, discerning buyers will get to enjoy a panoramic view of the surrounding areas, and a cool and refreshing ambience above the hustle and bustle of the commercial centre below.

Targeted at investors, professionals and expatriates, units are priced from RM606,250 to RM1,550,500. Attractive perks await eligible buyers, such as free legal fees for SPA, deed of mutual covenant (DMC) and loan documentation, one parking bay allotted to each unit for Type 1A, 2A, 1B and 2B, and two parking bays provided for Type 2C, 3A and 3B. Interior design packages are also provided and a Bumiputera discount is available. The development is expected to be completed by the second quarter of 2017.

LUXURIOUS FACILITIES

Southkey Mosaic Service Residence offers an amazing range of facilities spread across 105,000 sq ft, befitting its luxurious living environment.

The infinity pool, children's play pool and Jacuzzi promise a splashing experience of fun-filled recreation. The fully equipped gymnasium and par course are perfect to kick-start the adrenalin rush for a healthy lifestyle. The outdoor jogging tracks, exercise area, yoga deck and reflexology path offer excellent respite from a hectic day in the city.



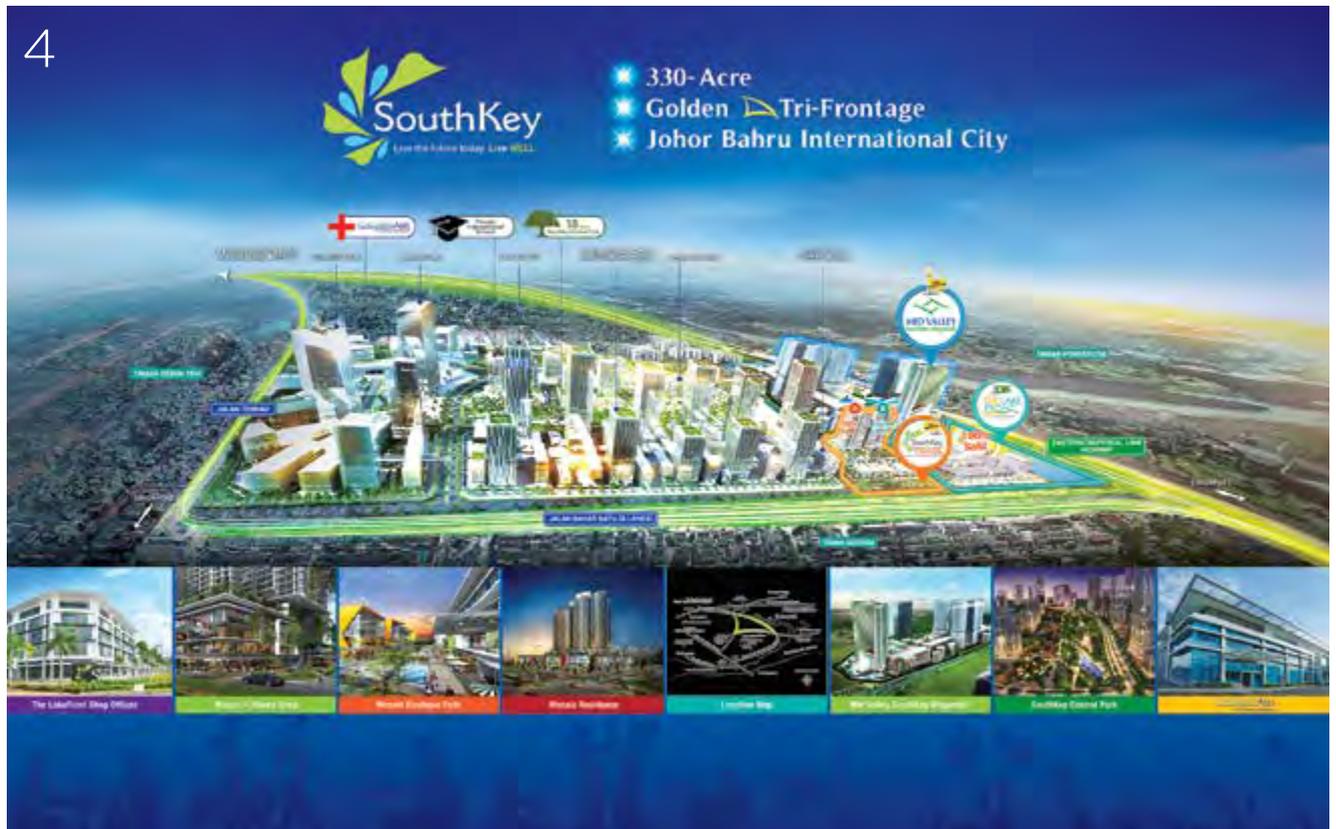
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3

- 1 Southkey Mosaic Residences
- 2 Master bedroom of Southkey Mosaic Type 1A
- 3 Study room of Southkey Mosaic Type 3A
- 4 Overall development of Southkey

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



4

FEATURED PROPERTY | *Southkey Mosaic Residence - A stone throw from Johor Bahru city centre*



The kids will simply love the outdoor camping area, playroom and playground which offer a wide range of recreational facilities. Relax under the cool shade of the gazebo or hangout with family and friends at the barbeque pit or spacious dining hall. The games room promises a sea of fun and excitement, whilst the rooftop sky lounge presents an exhilarating 'out of this world' experience way up above the busy urban hub.

For the convenience of residents, there is also laundry collection centre, conference room, surau, multi-purpose hall and management office.

A future-oriented development, Southkey Mosaic also provides smart electric vehicle charging station to conveniently charge environmentally-friendly electric cars. The project is a secure and friendly living environment with its multi-tiered security system.



INTEGRATED COMMUNITY

Southkey Mosaic Service Residence presents an integrated community where living, business and leisure are combined to achieve wholesome lifestyles. Excellent sky living, exciting retail experiences and a thriving business environment await visionary residents and entrepreneurs.

The development is located within a stone's throw from Johor Bahru city and other commercial and industrial areas. Southkey is easily accessible via Jalan Tebrau, the Eastern Dispersal Link, the Pasir Gudang highway and the North-South highway.

The proposed Mid Valley Southkey Mall is within a few minutes distance from the development. The Malaysia-Singapore Causeway is just 25 minutes away, whilst the second link (TUAS) is approximately 35 minutes away.

Popular hotspots such as Legoland, Hello Kitty Town and Puteri Harbour are located within a 30-minute drive from Southkey. Several reputable international schools are within several minutes' drive from the Southkey namely, Austin Heights International Schools, Fairview International School and Sri Ara Schools.

Premier healthcare centres are within a convenient distance such as Columbia Asia Hospital in Nusajaya, Hospital Sultanah Aminah, KPJ Puteri Specialist Hospital, Kempas Medical Centre and KPJ Johor Specialist Hospital.

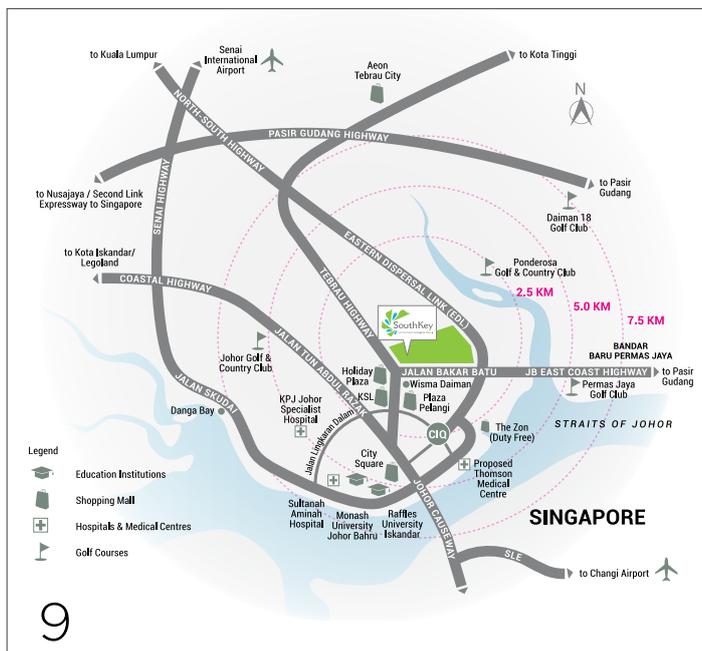


ABOUT THE DEVELOPER

Southkey Mosaic Service Residence is a signature project by Southkey City Sdn Bhd. For more information, please contact **607-335 7373** or visit www.southkey.com.my.

- 5 Dining & kitchen area Type 1A
- 6 Living area Type 1A
- 7 Living area Type 3A
- 8 Entrance of Southkey Mosaic Residences
- 9 Location Map

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



PROJECT NAME:
Southkey Mosaic Service Residences

CITY:
Johor Bahru, Johor

PROPERTY TYPE:
Serviced Residence

LAND TITLE:
Residential

TENURE:
Leasehold

BUILT UP:
676 - 1509 sq.ft.

BUMI DISCOUNTS:
15%

LISTING PRICE:
From RM606,250 - RM1,555,500

EXPECTED DATE OF COMPLETION:
Q2 2017

DEVELOPER:
Southkey City Sdn Bhd

CALL NOW:
07-335 7373

WEBSITE:

<http://newlaunch.iproperty.com.my/Southkey-Mosaic-Service-Residences/5031#IV4FRWJAH8GBCoXi.97>



RAHIM & CO PREDICTS A CHALLENGING PROPERTY MARKET

Rahim & Co International Sdn Bhd released their annual publication entitled 'Property Market Review 2015/2016' which includes a market overview of selected property sectors such as residential, retail, office, hotel and industrial properties across Malaysia.



The real estate consultant firm highlighted that 2015 had been a challenging year with the rising costs of living, worsening scenario of crude oil and commodity prices as well as the depreciating Ringgit - causing volatile economic conditions and depressed consumer sentiments across the country.

The Malaysian economic performance, measured by Gross Domestic Product (GDP) growth was at 6% in 2014 but slowed down to 4.7% in Q3 2015.

The Malaysian Institute of Economic Research's recently released Consumer Sentiment Index pointed out a new low of 63.8 for Q4 2015. Considering the challenges in the environment, the market has generally been cautious.

The Property Market Review 2015/2016 reported that the total number of property transactions in 1H 2015 was recorded at 186,661, a drop of 3.5% as compared to 1H 2014 with 193,405 transactions. Meanwhile, the total transaction value also experienced a decline by 6.6% to RM76.6 billion.

"This declining trend has spanned over 1.5 years since 2H 2013. Despite the slowdown of total property transactions nationwide, average property prices are appreciating, but at a slower pace compared to the past 2 to 3 years," said Sulaiman Akhmady, Director of Research and Strategic Planning of Rahim & Co.

The subdued activity is expected to continue throughout this year.

ON BUDGET 2016

Rahim & Co also highlighted in view of the Budget 2016 announced last October 2015, there were neither cooling measures nor market boosters such as reduction in RPGT and reintroduction of DIBS made by the Government.

“We felt that the minimal-intervention stand by the Government in the property sector was appropriate as the market should correct itself based on the open market and its available liquidity, especially for those selling at normal price within the middle to upper range houses,” said Senator Tan Sri Dato’ Abdul Rahim Abdul Rahman, Executive Chairman of Rahim & Co.

“The market should find its own natural equilibrium as it should go down to the fundamentals of supply and demand,” he added.

The recalibrated Budget 2016 is expected to save the Government over RM9 billion in operating and development expenditures.

“The recalibration was more focused on easing the rakyat’s burden of daily costs of living as well as broadening and increasing the efficiency of government revenue sources and collection,” Rahim commented.

“ The property market is expected to be challenging with moderate activity this year. Prices are still expected to rise but more marginal for the residential sector. ”

Responding to the new policy introduced by the Government to limit houses priced up to RM300,000 for only first-time house buyers, Rahim noted that this move will be beneficial for the younger generation.

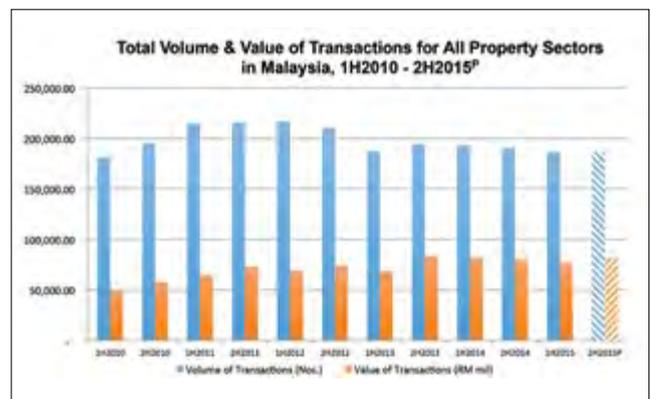
“This move will further encourage home ownership among Malaysians as well as to discourage speculative activities in the property market. However, there must be a clearer definition for a clearer guideline on this matter as this new policy is still quite vague,” he elaborated.

The Budget 2016 recalibration also highlighted that the GDP growth forecast for this year had been toned down to between 4 - 4.5% from the initial forecast of 4 - 5%.

“Even though the economic situation is expected to be challenging, growth enablers such as major infrastructure projects and initiatives that were announced in the Budget 2016 will continue,” Rahim enthused.

PROPERTY MARKET TO EXPERIENCE SLOWER GROWTH

“The property market is expected to be challenging with moderate activity this year. The market will remain cautious whereby buyers are definitely becoming more discerning in their purchases across all sectors,” he explained.



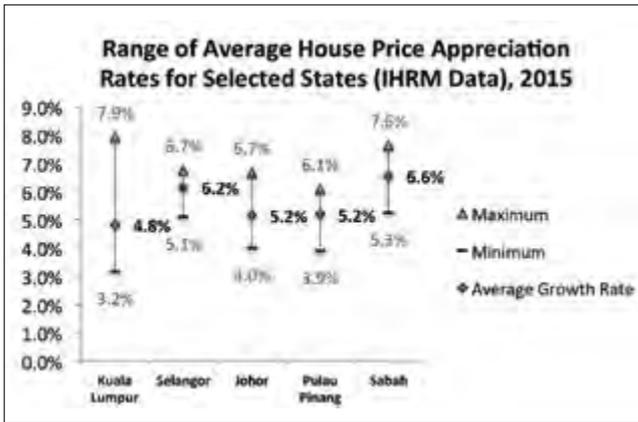
Source: JPPH

The numbers of real estate transactions for all property sectors have showed muted growth with a decrease of 3.5% from 193,403 units transacted in 1H 2014 to 186,661 units transacted in 1H 2015. The total value of transactions also dropped by 6.6% from RM82.03 billion to RM76.61 billion.

“Property prices are still expected to rise but more marginally for the residential sector. Depending on the location and type of property, some may see price consolidation as the gap between sellers’ asking prices close towards buyers’ expected prices,” Rahim & Co noted.



Source: Rahim & Co Research



Source: Rahim & Co Research



Source: JPPH

“ For the commercial sector particularly the office sector, Kuala Lumpur’s total supply of office space currently has reached 88.9 million sq ft in 1H 2015 with average occupancy rate remains stable at 81%. ”



Source: Rahim & Co Research

For the residential sector, number of transactions of properties priced between RM400,000 to RM1,000,000 dropped from 23% in 1H 2014 to 19.2% in 1H 2015. This signifies a market slowdown in 2015, especially in Johor with a decrease of 3,390 or 18.1% of residential transactions in 1H 2015 as compared to 1H 2014. There is also a decline in total transaction value for residential properties by 9.7% compared to 1H 2014, dropping from RM40.3 billion to RM36.4 billion.

The consultancy firm noted that more affordable housing projects are being planned and launched by both the public and private sectors.

Budget 2016 included the government’s target numbers for affordable houses to be provided by various government agencies. PR1MA is expected to provide 175,000 affordable housing units whereby 74,339 units are currently in various stages of construction.

For the commercial sector particularly the office sector, Kuala Lumpur’s total supply of office space currently has reached 88.9 million sq ft in 1H 2015 with average occupancy rate remaining stable at 81%.

Sulaiman expects the office sector to remain challenging due to greater incoming supply into the market. Prices and rental rates are expected to be competitive with the same factor affecting the retail sector.

“Looking forward, the absorption rate of office spaces is expected to slow down hence we predict an increase in vacancy rates. About 8 million sq ft of office space in Kuala Lumpur are expected in the pipeline by 2020,” Sulaiman said.

“Retail sales are expected to face some tougher times, fuelling the pressure in rental rates amidst decaying consumer sentiments. The market will still remain cautious, with buyers definitely becoming more discerning in their purchases across all sectors, while expecting bargain purchases to slowly creep up in the market.”

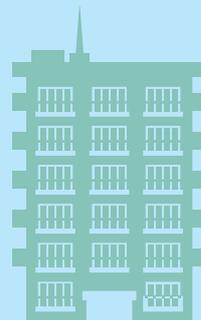
GENERAL OUTLOOK FOR KLANG VALLEY PROPERTY MARKET

Rahim & Co outlined the highlights of its property market review:-



RESIDENTIAL

- Heightened interest along transportation lines.
- More affordable houses are under planning and under construction.
- Rationalisation of luxury high-end residential segment with slower take-up rate.



OFFICE

- Office property market remains challenging with new supply looming.
- Rental rates will be under pressure.
- Modern design & facade within an established address will give potential for higher rental.
- There will be market preference for MSC and green rated buildings.



RETAIL

- More malls are being completed and under construction, but there will be challenges in filling in new spaces.
- Restraint of consumer spending due to challenging economic situation.
- Success stories dependent on development's accessibility, mix and management.



INDUSTRIAL

- Regional pricing comparative advantage.
- Demand for industrial buildings on the rise.
- There will be more specialised industrial parks.
- There will be an influx of managed industrial parks. 



DEVELOPERS

BUDGET 2016 REVISION: FOR A BETTER PROPERTY MARKET

Prime Minister Datuk Seri Najib Razak tabled the Budget 2016 revision that further enhances the well-being of lower income groups, including the introduction of a new policy to help first-time home buyers.

Sale of housing costing below RM300,000 will only be limited to first-time house buyers. Various parties, including property developers, lauded the move by the premier to give the younger generation a chance at property ownership.



Tan Sri Dato' Sri Leong Hoy Kum
Group Managing Director of Mah Sing Group Bhd

"The Government's mandate that all houses priced up to RM300,000 limited to only first-time house buyers as well as the Integrated House Ownership Expo roadshow will definitely boost home ownership among Malaysians," said Tan Sri Dato' Sri Leong Hoy Kum, Group Managing Director of Mah Sing Group Bhd.

Leong further elaborated that the recalibration of Budget 2016 to address the current challenges in the global economic environment will be proactive in providing sufficient liquidity in the financial system for home buyers.

"It will also drive demand for our housing projects located everywhere around Malaysia," Leong added. Mah Sing also highlighted that most of their projects are priced above RM300,000 and this new initiative by the government will not affect their sales.

"89% of our planned residential launches for 2016 are priced well below RM1 million, including Cerrado serviced apartments in Southville City @ KL South are priced from RM388,000. The new township of Laman Ayu township in Rawang, new blocks in D'Sara Sentral and Lakeville Residence in the Central region, Ferringhi Residence 2 in Penang and Meridin East township in Pasir Gudang are indicatively priced from RM350,000," Leong added.



Tan Sri Lim Hock San
Managing Director of LBS Bina Group Bhd

LBS Bina Group Bhd looks positively on the revised budget as the group does not see much major impact on developers.

"The revised policies on the RM300,000 properties limited to first-time house buyers is designed to further assist aspiring homeowners in the affordable segment," said Tan Sri Lim Hock San, Managing Director of LBS Bina Group Bhd.

Lim also highlighted that the Budget revision's call for residential property sale limitation will not affect developers' sales.

"The projects LBS are involved in which falls under this new policy are government-linked projects, such as Rumah Selangorku and Perumahan Penjawat Awam 1Malaysia (PPA1M), which has their own specific guidelines and this will not affect LBS's sales," Lim explained.

The Prime Minister, also noted that the revised GDP growth forecast was adjusted to 4% - 4.5% as well as the continuation of major infrastructures projects such as the Mass Rapid Transit (MRT), Light Rail Transit (LRT), Pan-Borneo Highway, Malaysian Vision Valley, Cyber City Centre, RAPID Pengerang and the High-Speed Rail (HSR).

"We believe that both of these revisions demonstrate that the Government is realistic. By adjusting to the current market scenario, these initiatives should help support the property industry," Lim enthused. 📍

EXPERTS

EXPERTS' VIEWS ON BUDGET 2016 RECALIBRATION

One of the new measures that was implemented by the government via the Budget 2016 recalibration is to help first-time house buyers, effective immediately, the sale of new houses priced below RM300,000 are only restricted to this market segment, among other measures to help the lower-income groups.

iProperty.com asked the opinion of a few experts about this new policy. List of questions posed to them were:

- 1) **How will this new measure benefit aspiring house buyers?**
- 2) **With the new policy in place, what are the long term effects that could affect the Malaysian property market?**
- 3) **Houses that comes with a cost of RM35,000 under the People's Housing Project (Projek Perumahan Rakyat) will get a financing package at 4% limited for only 10,000 house buyers, will this be sufficient to help the needy?**
- 4) **What are your other thoughts about the Budget 2016 revision?**



Soma Sundram
Member of Board of Valuers, Appraisers and Estate Agents (BOVAEA) Estate Agency Practice Committee (EAPC)

1) Finding a reasonable and decent house at RM300,000 within the city and its surrounding townships is close to an impossibility. In view of the population concentration and high property

prices, it is only natural for the government to address the cries of the populace when young adults cannot afford a home. It is fair and equitable that this policy applies only to first-time house buyers as property market within major cities are in a high mode of speculative activities. This will evidently help to curb the affordability issue.

- 2) If this policy is properly and carefully implemented, thousands will be able to have a roof to call their own and they will be able to build equity as well – which is not only a need but the fundamental right of every citizen. Developers will probably focus on building homes within this price range of under RM300,000 which in turn will sustain the banking and construction industry as well as other sectors related to property while contributing to the economy.
- 3) The range of those who need the RM300,000 housing is wide, varied and many. An allocation to 10,000 applicants may not be enough and there is no clear definition of what the loan-to-value ratio will be.
- 4) We have many policies that are good in nature but generally lacks the proper execution. The authorities cannot allow any form of abuse in the new policy of limiting houses priced RM300,000 and below. We must have stringent measures to curb such abuse, including confiscation of property secured through fraudulence, misrepresentation as well as bribery. An independent and respected body formed by a group of citizens must be empowered to ensure that the implementation is effected honorably.



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



Chang Kim Loong
Honorary Secretary General of National House Buyers' Association (HBA)

- 1) REHDA finds that sale of houses below RM300,000 limited to first-time house buyers is not suitable for smaller town developments especially in Malacca as most first-time house buyers in the state usually do not qualify for houses between RM200,000 to RM300,000.
 - 2) The Malaccan State Government has in fact put in place selling prices of housing developments at the layout approval stage to ensure more affordable homes to be built and to curb speculative activities. With the introduction of this new policy, the controlled pricing strategy may need to be reviewed.
 - 3) The 4% interest for public housing at RM35,000 is lauded and appreciated by REHDA. The government should also consider relaxing the criteria for the loan application because most people within the lower-income category do not have any income tax or Employee Provident Fund statement to back up their loan requirement.
 - 4) A lot of public servants who had to be transferred to other states especially in smaller towns will be discouraged to buy properties below RM300,000 due to the new policy. REHDA Malacca hopes that the government will consider refining the policy for first-time house buyers so that the policy only applies to major cities such as Johor Bahru, Kuala Lumpur and Penang, while smaller and less developed states such as Kedah, Perlis, Perak, Negeri Sembilan and other states to have a different price limitation of RM180,000 houses for first-time house buyers.
- 1) The new policy is good in principal, however it may have limited benefits in reality. This is because there is hardly any new projects that are launched within Greater Kuala Lumpur which cost less than RM300,000 that are not one-room studio apartments. First time house buyers will still be challenged with home loan qualifications given that they have lower salaries and have to endure higher costs of living.
 - 2) Residential developers can easily circumvent this new measure by pricing their new units above RM300,000 by 10% to 15% more, thus being eligible to sell their units to a wider market. However, this is expected to have a negligible or very little impact on the Malaysian property market in the long run.
 - 3) Typically, buyers for low-cost housing will find difficulty in securing housing loans from commercial banks and they will be forced to approach other lenders such cooperatives or even loan sharks which will charge exorbitant interest rates. As such, this financing scheme will be beneficial to assist the lower income groups to buy their own homes. However, this scheme should be extended to all eligible buyers under the People's Housing Scheme and there must be more stringent checks on the said buyers to ensure that the scheme is not abused or rented out to foreign workers.
 - 4) Our country is currently facing various headwinds along with the falling oil and commodity prices, depreciation of Ringgit and the rising cost of living. There should be more initiatives to increase the people's purchasing power by reducing the cost of living, which the Budget 2016 and its revision failed to address.



- 1) It is an excellent move by the government and this will perhaps demonstrate the caring side of our leaders. This will be helpful in boosting home ownership among the young adults. However, there are many loopholes that the new measure failed to address as it is very vague, such as:-
 - a) Will all properties priced at RM300,000 and below be limited to first-time house buyers?
 - b) Is it limited to newly launched properties or will this apply to secondary properties as well?
 - c) Will the banks be given a special waiver by Bank Negara Malaysia (BNM) for these first-time house buyers for the net income loan assessment?
- 2) This will definitely encourage more developers to build more affordable residential properties priced at RM300,000 and below.
- 3) There are definitely more than 10,000 buyers for houses that cost RM35,000 and this scheme is not feasible. The number of offered schemes must be increased.
- 4) The authorities should reduce the compulsory contributions by the developers as well as development charges or conversion fees. These charges causes the cost of building properties to increase and such expenses will be passed down to the house buyers.



- 1) Theoretically, this will mean less speculation within the RM300,000 and below residential properties segment, leaving it insulated from artificial price increases. However, the government has already introduced speculation curbs such as lower LTV ratios for third properties and higher Real Property Gains Tax (RPGT). Coupled with the fact that the property market is in a general period of consolidation, speculation is minimal so I view this announcement as purely cosmetic. Earlier speculation curbs had a more meaningful impact on the whole market.
- 2) In the long term, we can expect this segment to be insulated from over-speculation. However, there could be a negative effect. Many first-time home buyers can afford to buy a residential property below RM300,000 but are unable to get a loan to purchase it. The number of first-time home buyers who cannot get a loan due to some blemish in their credit history is pretty high. These people would need to rent. If residential properties below RM300,000 can only be acquired by first-time house buyers, supply for the rental market in this segment may be very low thereby limiting access to affordable housing.
- 3) According to statistics, the low-cost housing segment is not the one that needs help. It is the affordable segment which varies from state to state. But even if you calculate the savings, it does not translate to much as the loan amount is small. For a loan on a RM35,000 home with 90% LTV, and 30-year duration, the difference between 4% interest and 4.5% interest is about RM9 on monthly payments. It is not significant enough in helping the needy. Furthermore, it is only limited to 10,000 house buyers.
- 4) When the Budget was first announced in October 2015, I felt more could have been done for the property market, especially in the affordable housing segment. I still hold the same view with the revision. In fact, in the revision, the concessions for the property market appear to be only cosmetic.



- 1) The new rule depends on the location of the property as it is not easy to find such a property within Kuala Lumpur. This new measure is good as it gives the first-time house buyers more choices to buy their first property and do not have to compete with those who already own a home. Many home buyers are still waiting and hoping that the prices will drop even further because of our economic situation.
 - 2) Property developers and secondary property sellers will have a smaller pool of buyers in the future. They have no choice but to re-price their properties to be above RM300,000. If this is not managed properly, it will promote a lot of illicit dealings which are not healthy for the industry and the property market.
 - 3) 10,000 is definitely not enough to cater to the lower-income groups. There should be a much bigger allocation than the announced figure.
 - 4) The economic situation has driven the government to amend and revise the earlier announced Budget 2016. I encourage policy makers to look at the root of the problem before executing immediate effect implementations. I feel that the new housing policy may cause more harm than good as we are already living in a state of oversupplied properties and economic downturns. Any new tightening policy will negatively affect the property market further.
- 1) First-time house buyers will now have an insulated market to choose their first home from and the bank will be willing to lend to the people within this segment as the speculative element is at the bare minimum.
 - 2) Having the new policy in place will place a long term effect on the property market. As such, new residential houses below the RM300,000 price range will be a controlled supply. Rural localities may also experience hikes in real estate property prices of up to RM300,000.
 - 3) There is a need for a clear and standard guideline to define the needy as most of the hardcore poor may not qualify for a loan even if the cost of the property is just RM35,000, let alone the offered attractive interest rate of 4%. Unless there is a comprehensive study on the long-term effects of this new policy, sufficiency is out of the question.
 - 4) The Budget 2016 revision is all about increasing liquidity in the market with hopes that the new policies introduced will boost the economy. However, it is too late and too superficial to have any impact on the property market. 🏠



DIFFERING VIEWS ON NEW HOUSING POLICY

GEN-Ys

Gen-Ys express their opinions on the new housing policy where RM300,000 residential properties will only be limited to first-time house buyers.

Loh Chia Hau, 26

In my opinion, the new policy of limiting RM300,000 and below properties to only first-time house buyers is redundant. Most fresh graduates still cannot own a property due to stringent bank requirements as well as high the Base Lending Rate (BLR). There should be better financing adjustments to spur home ownership among the younger adults.

Mustapha Shah, 29

This move by the Government will surely encourage home ownership among the younger generation as there could be less competition from property investors. About 60% of the Malaysian population are people aged 39 and below, and a huge number of them will benefit from this new strategy. The only concern about this new policy is that there is no clear definition of what these residential properties are.

Kelly Siow, 24

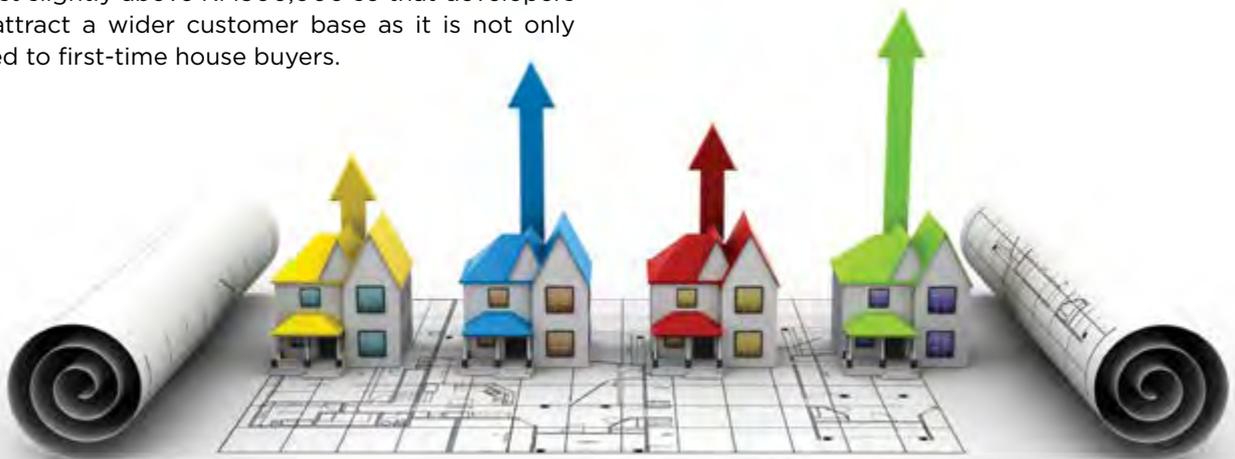
This policy could prove to be a double-edged sword. On one end, the current property market scene will see more property developers building cheaper and affordable projects within the RM300,000 range to attract more first-time house buyers. On the other end, we may also witness newer development projects to cost slightly above RM300,000 so that developers can attract a wider customer base as it is not only limited to first-time house buyers.

Mas Fadilah, 31

As this policy is implemented nationwide, suburban areas such as Seremban and Rawang will be adversely affected where new developments within these townships will have a price tag above RM300,000 as developers do not want to limit themselves to a specific and narrow range of customers. This could lead to market speculation.

Dinesh Prakash, 34

With most younger workers based in cities such as Kuala Lumpur, Penang and Johor, it is pretty difficult for them to find properties within the RM300,000 range in these cities - unless they have to opt for lower built-up space such as studio or shoe-box units. Even so, such units are limited in these areas. However, this move will deter investors and speculators from hogging up the cheaper units as these units are now limited to first-time house buyers. 🏠





MALAYSIA REAL ESTATE HIGHLIGHTS 2H2015

Residential sector sluggish whilst investment sector remains resilient.

Knight Frank Malaysia, the global property consultancy, recently launched the Knight Frank Malaysia Real Estate Highlights 2H2015. The report looks into the market performance across the various property mix – residential, office and retail; and highlights the trends and outlook in the four key markets in Malaysia, including Kuala Lumpur, Klang Valley, Penang, Johor Bahru and Kota Kinabalu for the second half of 2015.

KUALA LUMPUR HIGH-END CONDOMINIUM MARKET

- Sluggish market with potential buyers and investors adopting 'wait and see' approach.
- A Greater level of product innovation and marketing strategies to drive sales.

KUALA LUMPUR AND BEYOND KUALA LUMPUR (SELANGOR) OFFICE MARKETS

- Growing pressures on rental and occupancy levels amid a high supply pipeline of existing / new stock and a weaker leasing market.
- Despite a general slowdown, the investment market recorded several notable deals as savvy investors / funds seek quality assets for long-term returns.

KLANG VALLEY RETAIL MARKET

- The majority of retailers exercise caution in their expansion plans amid poor sales performance and reduced profitability.
- Rental and occupancy levels at prime and established regional and neighbourhood shopping malls expected

to remain resilient despite a high impending supply of circa 4.61 million sq ft by 1H2016.

PENANG

- The overall volume of transactions declined 11.3% in 1H2015 compared to 2H2014 and the trend is expected to continue. No significant decrease in value as yet.
- The challenging outlook for all sub-sectors with further consolidation in the residential sub-sector.

JOHOR BAHRU

- Iskandar Malaysia continues to register positive growth in investment, both local and foreign, with a cumulative investment of RM187.96 billion as at November 2015.
- Active industrial market with notable developments such as the Johor Biotech Park, Nusajaya Tech Park and Eco Business Park III.
- Infrastructure projects, namely the High-Speed Rail (HSR) and Rail Transit System (RTS) are expected to spur further economic growth in the longer term.
- Developers cautious on project launches, particularly in the high-rise residential segment due to slow absorption rate.

KOTA KINABALU

- Developers with sizeable land banks in fringe areas shifting focus to affordable and mid-range housing developments.
- The opening of Plaza Shell sets new benchmark for office sector in Kota Kinabalu.

DISCLAIMER: The data above represents the findings of Knight Frank and is not in any form and endorsement or recommendation by iProperty.com. Readers are encouraged to seek independent advice prior to making any investments.

JOHOR BAHRU REAL ESTATE HIGHLIGHTS 2H2015

For 2016, the general outlook for the property market in Iskandar Malaysia remains lukewarm especially the high-rise residential sector.



MARKET HIGHLIGHTS

Iskandar Malaysia continue to register positive growth in investment, both local and foreign. As at November 2015, the cumulative investment was at RM187.96 billion compared to RM156.35 billion in October 2014.

Slower absorption rate in the high-rise residential segment amid a cautious property market. Infrastructure projects, namely the High-Speed Rail (HSR) and Rail Transit System (RTS) are expected to spur further economic growth.

RESIDENTIAL

The uncertainties caused by the negative external news and the concern of a possible oversupply of residential units in the state has caused the high-rise sector to continue to cool. There has been a significant reduction in the number of new property launches, especially for the high-rise residential sector.

Some of the notable residential launches in the second half of 2015 are as follows: -

Sunway Iskandar has pre-launched 222 units of Emerald Residence in Zone F Medini, Nusajaya. The project comprises linked houses with built-up areas ranging from 1,919 sq ft to 2,439 sq ft, selling from RM888,000 per unit, super-link houses with built-up areas ranging from 2,681 sq ft to 3,166 sq ft, selling from RM1.3 million per unit and semi-detached houses with built-up areas ranging from 3,927 sq ft to 4,290 sq ft, selling from RM2.3 million per unit.

Shama Medini, a buy-to-lease serviced apartments on a 5.03-acre integrated development, UMCity Medini Lakeside in Medini by UMLand, will offer 196 units of fully furnished apartments. Shama Medini will be managed and operated by the Thailand-based hospitality assets management company, ONYX Hospitality Group. The



units are available in four layouts ranging from 583 sq ft to 1,192 sq ft with average selling price at RM1,300 per sq ft. UMLand also targets to launch Citadines, a serviced apartments managed by ONYX Hospitality Group within the mixed development UMCity Medini Lakeside, by early 2016.

Ramada Encore Meridin is a two block of buy-to-lease serviced apartments with a total of 622 units within the mixed use development of The Meridin at Medini, Nusajaya. The developer, Mah Sing Group has signed a franchise agreement with Wyndham Hotel Asia Pacific to procure the Ramada Brand System for these serviced apartments and it will be operated by Topotels Sdn Bhd. The hotel suites featuring studio, one and two-bedroom units ranging from 318 sq ft to 885 sq ft are targeted to be operational by 2018.

IJM Land Bhd's has launched its new township project, Austin Duta. The 250-acre project will be developed in 12 phases. The first phase, offering 183 units of double-storey terraced houses with

a dimension of 24ft by 70ft and typical built up of 2,150 sq ft, has achieved a take-up rate of 60%. The selling price starts from RM650,000 per unit.

ARC @ Austin Hills, a high-rise apartment project jointly developed by Andaman Group and Majlis Bandaraya Johor Bahru is located on a 5.11-acre land in Mount Austin. The project features three blocks comprising a total of 1,843 units. The first two blocks have achieved circa 50% sales since its launch on July 31 whilst the third block is scheduled for launch in February 2016. The ARC @ Austin Hills offers two and three-bedroom units with sizes ranging from 650 sq ft to 900 sq ft, priced at RM420 per sq ft on average.

UEM Sunrise has officially launched Phase 1 of Estuari in Puteri Harbour, Nusajaya in early August 2015. Phase 1 of the project consists of 350 units of double-storey super-link houses with built-up areas ranging from 2,708 sq ft to 3,780 sq ft. Prices start from RM1.39 million per unit.

BCB Berhad has officially launched Elysia Park Residences in August 2015. The project, on 7.82 acres of leasehold land in Medini, features a 4.8-acre Mahkota Park. Phase 1, with three blocks, offers 355 units in eight available configurations sized from 516 sq ft to 1,252 sq ft. Prices range from RM480,000 to RM1.1 million.

Eco Tropics sits on a 303.5-hectare site located at Kota Masai, Pasir Gudang. It is being developed by EcoWorld and has an estimated GDV of RM3.4 billion. Phase 1 offers 558 units of double-storey terraced houses with a typical built-up area of about 1,700 sq ft, selling from RM460,000 per unit and 500 units of double-storey cluster houses with build-ups of 2,200 sq ft to 2,700 sq ft, priced from RM620,000.

A joint venture company between Kuok Group, Khazanah Nasional Berhad and PPB Group Berhad has officially launched the Southern Marina Residences located in Puteri Harbour, Nusajaya. The two condominium tower blocks comprise 456 units, offering 1+1, 2+1, 3+1 and penthouse units with built-up areas ranging from 769 sq ft to 3,317 sq ft. Selling prices start from RM880 per sq ft.

OFFICE

As at 2Q2015, the total net lettable area (NLA) of purpose-built office space which includes private buildings and government buildings in Johor Bahru

stands at approximately 8.68 million sq ft with an overall average occupancy rate of about 77.6%, a slight increase as compared to the previous quarter.

Private buildings currently account for approximately 70.85% (6.15 million sq ft) of total purpose-built office space in Johor Bahru.

Rentals of prime and non-prime CBD office space remained stable with asking gross rental for prime space ranging from RM2.50 to RM3.50 per sq ft per month while non-prime office space command gross rental of between RM1.80 and RM2.50 per sq ft per month.

These rates are generally inclusive of the provision of shared services comprising centralized air conditioning, security and cleaning services for the common areas.

The incoming supply of purpose-built office building is expected to be from Medini Iskandar Malaysia Sdn Bhd's development at Medini, Nusajaya. The development of Medini 9, a 21-storey building with circa 380,000 sq ft NLA is expected to be completed by 1Q2018

RETAIL

As at 2Q2015, the total NLA of retail space (includes shopping centres, arcades and stand-alone

Office Supply and Occupancy Trend in Johor Bahru (2005 – 2Q2015)



Source: Knight Frank Research / NAPIC

RESEARCH DATA | Johor Bahru real estate highlights 2H2015

hypermarkets) in Johor Bahru stands at about 11.74 million sq ft with average occupancy at 79.5%.

Prime retail space continued to perform well with occupancy rates recorded in excess of 80%, commanding gross rentals ranging from RM15 to RM40 per sq ft per month. In August 2015, WCT Holdings Bhd officially launched Paradigm Mall Johor Bahru (previously the abandoned Kemayan City Mall). Located on a 13-acre freehold tract along the Skudai Highway, the six-storey Paradigm Mall with estimated GFA and NFA of 2.7 million sq ft and 1.25 million sq ft respectively, is targeted to open by September 2016.

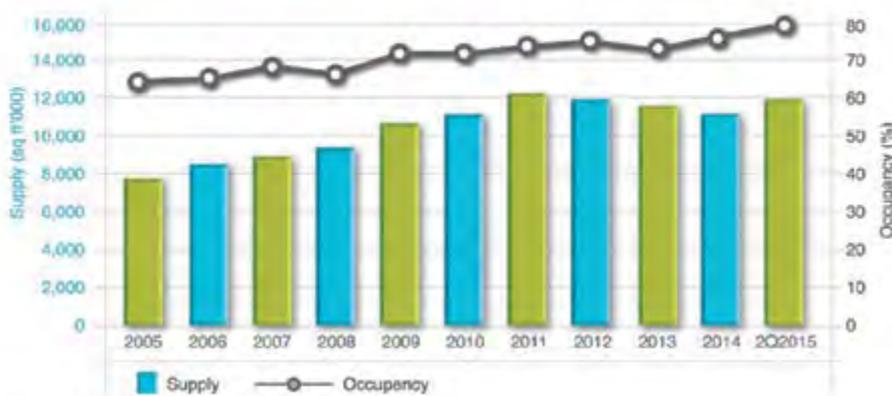
The mall offers some 600 units of shops and comes with 4,200 car park bays. Secured anchor tenants include SOGO, Village Grocer and GSC cinema.

The mall is part of the integrated development of Paradigm JB which also includes a hotel and a serviced apartment tower.

INDUSTRY

There were severable notable industrial activities in this half and they include the following: In line with its long-term target of having RM3 billion worth of assets under management, Axis REIT acquired four

FIGURE 4
Retail Supply and Occupancy Trend in Johor Bahru (2005 – 2Q2015)



Source: Knight Frank Research / NAPIC



plots of freehold land measuring 9.76 acres in i-Park, Indahpura for a total consideration of RM61 million.

Each land parcel is improved with a single-storey detached factory, annexed 2-storey office building and other supporting structures. The properties are currently leased to Beyonics Technology for 10 years, expiring on July 31, 2025.

UMLand is partnering Johor Biotechnology and Biodiversity Corp (J-Biotech) to develop a halal biotech park, called Johor Biotech Park, in Felda Cahaya Baru, Pasir Gudang. The park, with estimated GDV of RM1.5 billion, will be developed over the next seven years.

The first phase, featuring 89 units of double-storey factories, shophouses, a dormitory for up to 600 workers and an international Islamic school, is targeted to be completed by 1Q2017.

UM land is also reportedly in talks to acquire two plots of land measuring 80.9 hectares and 121.4 hectares in the Iskandar region. VADS, a wholly-owned subsidiary of Telekom Malaysia (TM), has launched a groundbreaking ceremony for its two-phase purpose-built data centre in Nusajaya Tech Park.

It will house TM Iskandar international gateway, will serve as a regional hub in providing services such as end-to-end managed ICT services, BPO services, Cloud Services via Digital Marketplace and high-speed broadband connectivity, serving customers in Malaysia and the ASEAN region.

The first phase of VADS Nusajaya Data Centre is scheduled for completion in 1Q2017.

Tokyo-based Mitsui and Co Ltd has entered into a joint venture agreement with Nusajaya Tech Park Sdn Bhd

to undertake a 10.7-hectare development, comprising built-to-suit (BTS) properties for lease.

The project will have an estimated GDV of RM468 million over four years. EcoWorld has launched Eco Business Park III. Located next to Eco Tropics in Kota Masai, Pasir Gudang, the project offers 120 units of cluster factories and 86 units of semi-detached factories with built-up areas from 4,000 sq ft and 6,000 sq ft respectively.

OUTLOOK

Without any exciting news in the 2016 Budget, the cooling measures and tighter lending conditions implemented in 2014 is expected to continue to cool down the property market, especially for the high-rise residential units.

The general focus of interest in Iskandar Malaysia will be the progress of the High-Speed Rail (HSR) and the Rail Transit System (RTS) as these infrastructure projects are expected to enhance the property market around the designated stations.

Currently, developers are cautious about property launches especially for the high-rise residential units in view of the slower absorption rate. The region will take time to digest the existing and incoming highrise residential supply.

The full impact of the Goods and Services Tax (GST) has yet to be ascertained, although the general perception is that all goods and services have generally increased in prices. Landed properties are still favoured by the locals although it is expected that in the coming years it will be challenging as more developers are turning into landed developments with new and exciting concepts. 📍



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PREPARE HOUSING FOR AN AGEING POPULATION



Ng Chin Yung
Sales & Marketing General
Manager of Leadmont Group

As the baby boomer generation ages, Malaysia will be facing a growing number of people who might desire a niche lifestyle that caters to their medical and personal needs.

- BY REENA KAUR BHATT

Malaysia is veritably heading towards an ageing population. The United Nations defines an ageing nation as one where more than 10% of the population is aged more than 60 years old. As of 2014, 8.9% of the Malaysian population falls in this category. This number, projected to reach 9.9% in 2020 will grow further to 15% by 2035. The question is what does an increasing share of older persons in the population means for the local real estate industry?

RETIREMENT HOMES - A NEW TREND ON THE HORIZON?

Attesting to the increasing need for retirement homes in the future, Ng Chin Yung, Sales & Marketing General Manager of Leadmont Group says that these homes, also known as Wellness Cities (WC) are an emerging trend in the Malaysian property market.

“Health and social care demands of future aged generations in Malaysia will be more sophisticated due to different life expectations as well as better education and financial standing,” he said.



Ng added, “I recently attended a conference talk on retirement living and senior care in Southeast Asia organised by IMAPAC Pte Ltd in Malaysia. It was highlighted that the new model for private sector housing includes retirement villages, life apartments and senior clubs/ resorts.” Most developers have yet to dip their toe into the WC pool – so far, there are only a few developments being constructed in Malaysia.

“ Health and social care demands of future aged generations in Malaysia will be more sophisticated due to different life expectations as well as better education and financial standing. ”

WHAT ARE WELLNESS CITIES?

Ng explained that WCs differ from nursing homes in the sense that they do not cater to those unable to take care of themselves. Instead, the WCs present an eco-system of supportive lifestyle and care services that enable ageing-in-place. It encourages for an independent lifestyle among the elderly, erasing the need for dependence on their children.

As Ng explained, think of the WC as a lifestyle concept. It is very similar to integrated mixed-used developments, which incorporates residential, commercial and entertainment and recreational components; thus enabling a comprehensive and convenient lifestyle for the modern-day urbanite.



“ The WCs present an eco-system of supportive lifestyle and care services that enable ageing-in-place. ”

The WC works in the same manner, where its structure encompasses special features, healthcare and medical services as well as community and leisure facilities/opportunities for the elderly. These developments are already common in aged nations such as Japan and Thailand.

Elaborating on the WCs established in those countries, Ng said that these developments are specially designed to make life easier for an elder person. Its special features include grab bars, tub seats, nonslip or roll-in showers, and wheel-chair ramps. Some developments even have private elevators to respective units.

These developments also have in-house Health Centres, making it easy for its residents to get basic medical supplies and health consultations. Some even have their own dialysis centres, saving much needed time and energy.

Some higher-end WCs have built-in Smart Health Screening apps in the units, which enables for basic daily basic check-ups such as blood pressure and glucose levels of the resident. The app also enables relatives to view the screenings' results, giving them assurance over their loved ones' wellbeing.

Another plus point is that WCs encourage multi-generational living and stronger family ties where children could stay with their parents under the same roof. Furthermore, dual-key units offer the option of preserved space, privacy and independence.

The WCs are built in strategic locations with easy accessibility to hospitals and pharmacies, stores, eating outlets and recreational parks. Transportation to these locations is also provided, increasing residents' mobility and enabling for an active social lifestyle.

A HEALTHY MIND BREEDS A HEALTHY BODY

“People of all ages aspire to have a sense of belonging and that desire or need does not disappear as we age. It cannot be denied that some elders who live with their children feel isolated and neglected, as their family is busy leading their own lives,” said Ng.

WCs counteracts this problem as it enhances communication and interaction with people in the same age category, enabling the elderly to live full lives in their community.

“Imagine, your grandmother just needs to knock on her neighbour's door for a game of mah-jong and it is possible for your grandfather to play golf with his friends every day!” enthused Ng.

He mentioned that lifestyle factors are major determinants of healthy ageing. An active social life promotes higher mental activity, which in turn combats dementia and depression.

Robert DeNiro captures this sentiment perfectly in the movie 'The Intern; where his character as a 70-year old retiree said, “The key to staying sane is to keep moving - Get up, get out of the house, go somewhere and do something. I can't explain it but it makes me feel like I am part of something”.

CHALLENGES AND OPPORTUNITIES

Touching on the untapped potential of WCs in Malaysia, Ng said that these developments would also definitely attract foreign retirees. Many retirees from countries such as the UK, Japan, China, Singapore and Indonesia will find it more financially viable to retire in Malaysia as the costs for medical treatments is much cheaper here as compared to other countries.

POINTS OF INTEREST | *Prepare housing for an ageing population*

A study by the American publication International Living rates Malaysia's healthcare system as the third best out of 24 countries in its 2014 Global Retirement Index - beating out Spain, Italy, Ireland and New Zealand, among other countries.

It is no wonder that Malaysia has been seeing growing revenue from medical tourism.

MALAYSIA'S REVENUE FROM MEDICAL TOURISM

YEAR	VALUE (RM' MIL)
2007	254
2008	299
2009	288
2010	378
2011	511
2012	594
2013 (est)	688

Source: Malaysia Healthcare Travel Council/NST 2 March 2014

Sweetening the pot is the Malaysia My Second Home programme which is extremely beneficial also beneficial for foreign retirees. It allows non-Malaysians to stay in Malaysia on a social visit pass for 10 years, and it is renewable upon fulfilment of the applicable requirements when it expires.

As compared to nursing homes, WCs promotes active and independent living as well as a well-balanced lifestyle. Thus, it would be a boon in Asian countries where familial support in old age is especially prevalent. As Asians, we are bound by the deep-rooted tradition that it is the duty of the children and family to care for the elderly. Hence, WCs would be a blessing for Asian children who are intending to place parents in nursing homes.

On the flip side, developers will not be without challenges in meeting the housing demands of the ageing generation in Malaysia. Currently, there are several laws and incentives pertaining to matters such as employment, retirement, and health care but not any especially focusing on older persons or the development of retirement homes in Malaysia.

Ng explained that these WCs are not cheap to construct and as such, will only be an option for the more affluent - developers are going to need government incentives or collaborations in order for the WCs to be more affordable for the masses.

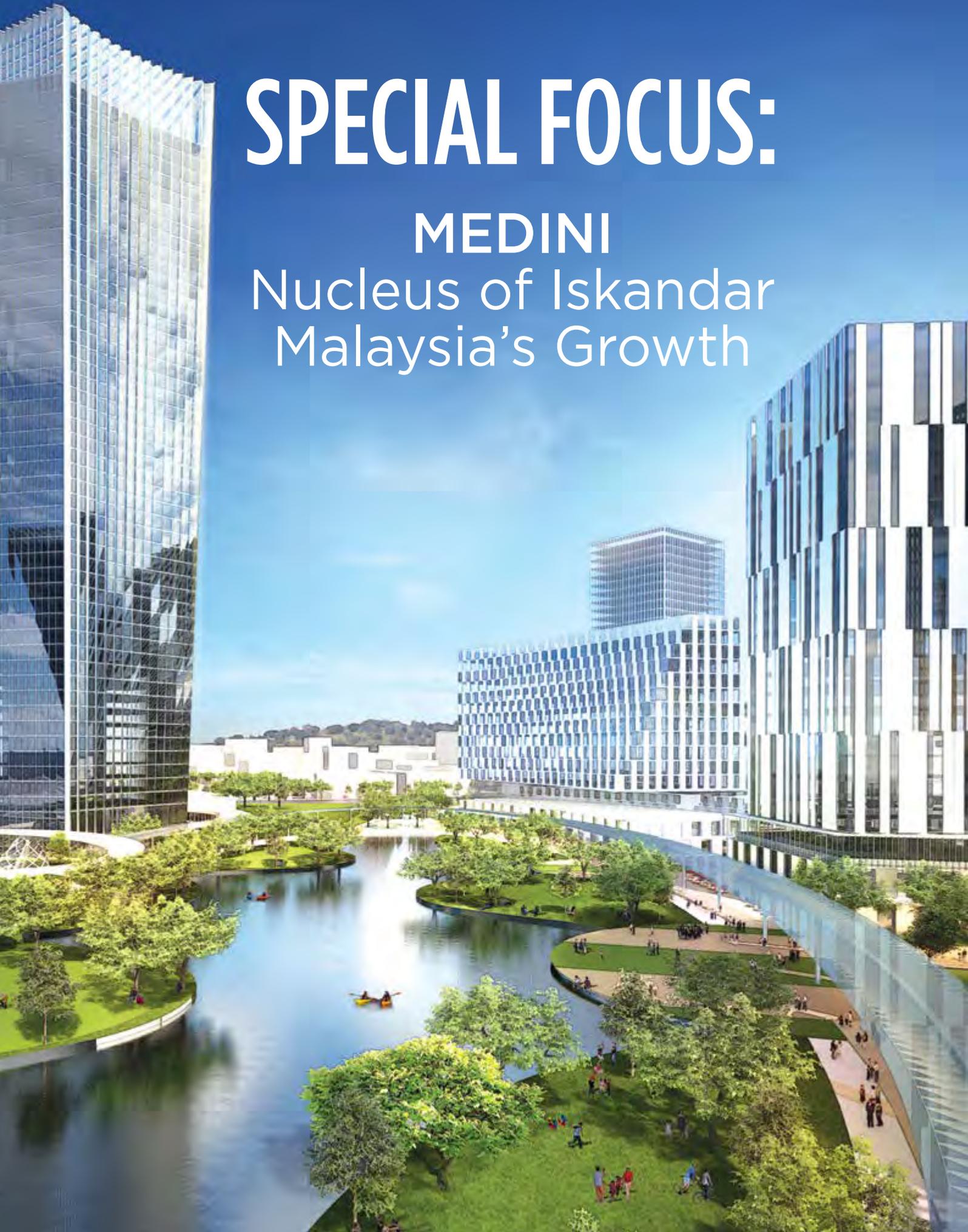
Still, it is safe to say that the mushrooming of retirement homes in Malaysia in the future is inevitable. The rakyat are living longer because of better nutrition and health care; higher education and economic well-being will result in the baby-boomers having their own set of housing needs and demands. Hence, a growing number of developers will be looking to address these demographic shifts in the near future. 📍



SPECIAL FOCUS:

MEDINI

Nucleus of Iskandar
Malaysia's Growth





MEDINI ISKANDAR MALAYSIA: PULSATING WITH GROWTH

Iskandar Malaysia's nerve centre, Medini continues to pulsate with growth despite the economic slowdown faced by the country. - BY CAROLINE CHAN

Medini Iskandar has recorded a positive trajectory since its inception and appears well positioned to confront mounting concerns about Iskandar Malaysia's sustainability. Contrary to the predictions of naysayers, Iskandar Regional Development Authority (IRDA) is confident of attracting new investments of between RM25 billion and RM30 billion this year, despite the global economic headwinds. From January to November last year, Iskandar Malaysia recorded committed investments of RM29.83 billion while from 2006 to November 2015, the total amount in committed investments was RM187.96 billion with 50% of this or RM93.39 billion having been realised.

ISKANDAR MALAYSIA ON TRACK TO REACH INVESTMENT GOALS

The last five years have been exceptionally good for Iskandar Malaysia due to the huge investments from China. The country's first economic growth corridor's goal is to attract a total of RM383 billion

(US\$116.8 billion) worth of investments by 2025 and it is very much on track to double investments within the next 10 years. In a recent interview, IRDA Chief Executive Datuk Ismail Ibrahim identified the three focus sectors, namely health, creative and tourism, that will serve as the catalyst for growth in 2016. He said "Moving forward, the most important agenda for Iskandar Malaysia would be to ensure that the economic growth in Iskandar Malaysia is sustainable. This is not limited to just ensuring a steady flow of new investments into the economic region, but more critical is the development of an ecosystem that allows businesses to grow and prosper, communities to participate in and benefit from the progress without causing damage to the natural environment."

MEDINI - NUCLEUS OF ISKANDAR MALAYSIA'S GROWTH

Medini is the heart of Iskandar Malaysia and is located in Iskandar Puteri and is a greenfield development

spanning 2,230 acres. This Central Business District (CBD) of Iskandar Malaysia is surrounded by established signature developments such as EduCity, an international best-in-class education hub; Pinewood Iskandar Malaysia Studios, with over 100,000 sq ft of film stages; Kota Iskandar, the new Johor State Administrative Capital; Puteri Harbour, a premium waterfront development across the straits from Singapore as well as Horizon Hills, home to one of the best golf clubs in the country. Medini is an international integrated mixed-use township development which began about 8 years ago with an initial capital investment of RM4.1 billion (US\$1.4 billion). More than RM1.84 billion has been utilised in infrastructural work.

The master developer of Medini is Medini Iskandar Malaysia Sdn Bhd (MIMSB), a strategic partnership formed by Khazanah Nasional, United World Infrastructure and Mitsui & Co. Medini has been meticulously planned for leisure, commercial enterprise and residential living. The CBD - in Medini is developing at an ambitious pace. The latest addition is Medini 7, a 140,000 sq ft building that has been fully taken up and soon to be operational. It has a tenant mix of companies in the business, services and technology sectors. The upcoming Medini 9, a 24-storey twin office towers will be designated as a MSC Malaysia Cybercentre Building and will be the centre of growth of ICT and ICT-enabled industries in Malaysia.

“ *The Medini blueprint helms on drivers of growth such as sustainability, innovativeness, smart and futuristic urban living.* ”

THE MEDINI BLUEPRINT IS DESIGNED FOR SUCCESS

The Medini blueprint helms on drivers of growth such as sustainability, innovativeness, smart and futuristic urban living. Strategic partnerships forms the vital platform for Medini's successes. Amongst Medini's recent partnerships include one with Telekom Malaysia which is expected to deliver an enhanced experience through ICT and smart services in support of Medini Iskandar's objective of developing Medini into a connected and sustainable city. Zhuoyuan Iskandar Sdn Bhd is a joint venture company backed by China's Zhuoda Real Estate Group and Malaysia's Iskandar Investment Berhad. The joint venture company will be undertaking a high end

residential development in Medini with an estimated gross development value of RM2.6 billion. Medini has also attracted global players like ICT solutions provider, Huawei and growth consulting firm, Frost & Sullivan.

Iskandar Malaysia is a fundamentally strong investment destination. It is strategically located in close proximity to Singapore. Its fast paced development makes it a viable option for MNCs as it serves as the ideal gateway to ASEAN. Its international working population is growing and Medini is poised to present them with a lifestyle that is compatible to any of the world's leading cities. 📍





Datuk Ir. Khairil Anwar Ahmad
CEO & Managing Director of MIMSB

MEDINI: SMART AND CONNECTED CBD OF ISKANDAR PUTERI

Medini Iskandar Malaysia Sdn Bhd focuses on developing office buildings that complement and act as a catalyst for the developments carried out by our plot developers who primarily focus on residential projects.

Medini Iskandar Malaysia Sdn Bhd (MIMSB) is a niche catalytic developer focused on delivering commercial products, particularly office buildings as the primary focus with a secondary focus on residential developments. Residential products in Medini are currently being developed by a mix of local and international property developers.

Amidst the ongoing construction of several projects in Medini, we are happy to see the opening of Gleneagles Medini Hospital; the facilities and amenities within Afiniti i.e. Somerset Medini, the CIMB

Leadership Academy and Afiniti Residences located nearby Legoland Malaysia. With basic amenities in place, MIMSB focuses on developing office buildings that complements and acts as a catalyst for the developments carried out by our plot developers who primarily focus on residential projects. This ensures that there is a balanced ecosystem that allows Medini to secure its position as a smart and connected Central Business District of Iskandar Puteri.

MIMSB plans to develop its four integrated development clusters. They comprise of The

Compass, a luxury commercial development cluster; The Crescent, a lifestyle retail and business park cluster; The Pulse, a premier commercial development cluster; and The Park, a residential and boutique commercial cluster. These clusters play an integral part of propelling Medini into a smart and connected Central Business District of Iskandar Puteri.

The first cluster development, being The Pulse, caters to the needs of entrepreneurial businesses looking for immediate occupancy into Medini. The premium office spaces offered by MIMSB range from work space suited for start-up companies who desire commercial premises that could meet their demands for office space as their business expands, to office space that are catered to more matured businesses with an average floor plate of 30,000sqft per floor. MIMSB currently offers a choice of two buildings that are already completed with the third commercial premise, Medini 9, a 21-storey office tower due for completion in 2018. The fourth office tower, the 27-storey Medini 10 will also be completed in 2018. This rising Central Business District of Iskandar Puteri is fast becoming a premier growth location for local and multinational companies. Presently home to well-known corporate brands such as Frost & Sullivan and Huawei, Medini is a thriving business community that offers myriad of opportunities.

MIMSB has also implemented several smart city pilot projects which goes hand-in-hand with the positioning of Medini in shaping itself to become a smart and connected Central Business District of Iskandar Puteri. One of the projects that we have implemented is the installation of solar panels at our second purpose built office, Medini 7. Other planned implementation includes the introduction of electronic vehicle, Medini e-community portal and integrated operations centre.



Besides leasing of office space, MIMSB is also actively seeking partners to form joint venture in developing some plots of prime land within Medini. We want to create a rewarding shared experience and an end product that is aligned with what we aspire Medini to be and that is to become an Icon of Future City Living. In addition to being a niche developer, one of the key roles which MIMSB is undertaking is as a township management service provider.

iProperty.com had a chance to speak to Datuk Ir. Khairil Anwar Ahmad, CEO and Managing Director of MIMSB about Medini's township management services.

1) How will the joint venture between MIMSB and UEM Sunrise Edgenta to be the first holistic township management service operator going to work?

Through MIMSB's wholly-owned subsidiary company Township Management Services Sdn Bhd (TMSSB) we deploy a broad range of basic, value-add and lifestyle enhancing services to end-users. The implementation model adopted is a unique one as we form partnerships with selected leading utility and service providers to form an integrated and holistic township management services. Our commitment to grow, build and serve the Medini community are the core aspects that will drive Medini's position of becoming the smart and connected Central Business District of Iskandar Puteri.

To-date, TMSSB has formed two joint venture partnerships. The first was with Intelsec Sdn Bhd (a wholly-owned company of Telekom Malaysia Berhad) where the joint venture company will provide information communication technology (ICT) related services. The partnership was formalized in Q4 last year. The joint venture with UEM Sunrise Edgenta was signed just recently, in the month of January, and their services would generally include facilities, estate, building and security management.

MIMSB is a minor shareholder in both of the joint ventures formed. By partnering with utility and service providers who specializes in the field they operate in, they bring with them a wealth and breadth of experience and expertise, thus enabling TMSSB to offer a 'holistic' range of services.

1 Artist impression of The Compass, a luxury commercial development cluster

2 Artist impression of Medini 9, to be completed in 2018

**All illustrations are artist's impressions only*



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2) Please elaborate what kind of services will be offered through the partnership with UEM Sunrise Edgenta?

The planned services that will be offered by this joint venture company include Integrated Facilities Management, Estate Management and Security Management, which will be introduced in phases.

Phase 1 - Integrated Facilities Management at common areas and building assets comprising hard services, soft services (cleaning, pest control and landscape) and call centre.

Phase 2 - Rolling out Estate Management such as road cleaning, landscaping drain maintenance, waste collection, street light maintenance and pond maintenance.

Phase 3 - Security Management
MIMSB plans ahead to ensure that these basic services are established in anticipation of population growth within Medini.



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3) With 2016 being said to be a buyer's market, will Medini thrive from the market slowdown?

Medini will continue to thrive as more parties are looking at differentiated investment products. Medini's incentives also continue to attract investors and companies from local and abroad. In addition, our current currency situation could appeal to companies from Singapore who have shown interest to move their operations and invest in Malaysia, especially in Medini.

MIMSB is of the view that the current market presents an ideal opportunity to move ahead to build catalytic projects in anticipation of the increased demand moving forward as the property and economic climate improves. MIMSB has always taken a long term horizon in their investments and has led the way in building a sustainable community that would complement the residential market. It has done so and will continue to focus on building a population that can live, work, learn and play in Medini.

4) Briefly, what are the key components essential to the development of Medini - what are the critical factors?

- **Cooperation:** Developers, businesses and authorities must work closely to ensure all respective projects continue to complete on time;
- **Market Analysis:** It's important for us to monitor demand and supply factor and make necessary adjustments to potentialise on the opportunities;
- **Consumer Trust & Confidence:** The successful sales success rate and timely completion of projects on ground will serve as a testimony that Medini is showing continued progress. Constant communication with the public is also a necessity to build confidence. The continued commitment by our plot developers to undertake rigorous marketing initiatives to promote their respective projects and the Medini destination is a necessity. With the presence of reputable property developers in Medini, it raises the credibility of Medini as the premium location.
- **Creating the Livability Factor:** We've completed the infrastructure works and whilst developers deliver their committed projects, the new township needs the provision of necessary amenities. Offering the basics of convenience and security would be critical.

In relations to 'creating the livability factor', fundamental to the operations of MIMSB is the active participation of MIMSB in community building activities. The greatest cities in the world have unique

offerings with prominent characteristics. It takes years to build a city, and placemaking is an art of creating a place with a soul where visitors and residents would feel emotionally connected and belonged. In the area of placemaking, MIMSB has initiated infrastructure works to develop cycling and running paths, and parks. In terms placemaking events, we launched Medini Live! which is a signature annual music, film, arts and community festival event held in Medini.

Part of our other community building activities that we undertake is our CSR program and to name a few:

- a) Medini Mind, focusing on educational activities that will contribute to the development of younger generation; and
- b) Medini Cares, reaching out to members of our community who are less fortunate 📍

- 3 Azmir Merican, MD & CEO of UEM Edgenta with Datuk Ir. Khairil Anwar Ahmad at the document exchanging ceremony
- 4 Joint venture document exchange ceremony between TM and MIMSB
- 5 Mohamad Zamani Razali, Executive Vice President of Development Division of MIMSB at the official launching of Medini Mind in Sekolah Kebangsaan Medini
- 6 A collaboration with Persatuan Berbasikal Negeri Johor members for a cycling event in Medini
- 7 YB Dato' Zulkurnain Hj. Kamisan, Johor's EXCO Member (Pengerusi Jawatankuasa Belia, Sukan, Kebudayaan dan Warisan Negeri Johor) posing with the participants of a Medini Live! event

**All illustrations are artist's impressions only*



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GROWING EFFORTS BY IRDA

Datuk Ismail Ibrahim, Chief Executive of Iskandar Regional Development Authority (IRDA) updates iProperty.com on its activities in Iskandar Malaysia.

What has been the progress so far of the Iskandar Malaysia Property Action (IMPACT)?

The IMPACT program was initiated by IRDA back in 2012 in collaboration with other relevant parties and stakeholders mainly to look into preventing a property bubble in Iskandar Malaysia.

Thereafter, various projects under the umbrella program were initiated looking into different aspects and issues related to the property sector in Iskandar Malaysia. Some projects are led by the State Government such as the policies on foreign ownership, cooling measures and the proposed International Zones which IRDA was involved in. Some are led by IRDA such as a 2-day workshop on Sustainable Property Market held in Dec 2014 which involved key and relevant stakeholders from both the private and public sectors as a platform to provide feedback to the State Government.

Other IRDA-led projects which are currently ongoing include The Iskandar Malaysia Accolades (TIMA) and

a property think-tank to initiate the Iskandar Malaysia Property Foresight as well as act as an independent think-tank to the State Government on property matters; and others which have been implemented by other stakeholders such as REIT by Johor Corp, under the wealth sharing model.

A Quality of Life Survey (QLS) is being conducted by IRDA annually to measure the success of this program since 2014 and will continue at least until 2017. The QLS, with around 500 respondents from a large database of stakeholders, has shown encouraging improvements in rating between the first two years of its inception indicating significant betterment in the lifestyle here in Iskandar Malaysia.

What other infrastructure improvements will we see in Iskandar Puteri in the next 5 years?

Iskandar Puteri is a greenfield development area and the next five years will see this Flagship B of Iskandar Malaysia bustling with a hive of activities as Medini takes shape into a thriving CBD.

IRDA was instrumental in having the infrastructure ready. The Iskandar Coastal Highway that halves the travel time between Johor Bahru City Centre and Medini is seen as a catalyst and game changer to spur the planned economic development along its route including Iskandar Puteri and its surrounding areas in the next 5 years. The secondary infrastructures such as roads and electricity will be developed based on the various development projects in the area and this is under the purview of the respective developers. However, a few high impact transportation projects are in the pipeline for the next five years among them are the Bus Rapid Transit and KL-Singapore High Speed Rail. These two projects will give big impact to the demand for properties along the routes and surrounding the terminals.

Some experts have commented that while Iskandar Malaysia has potential, it is perhaps too reliant on foreign investors and lesser for locals due to the expensive property price tags. What's your take on this?

First of all, investments in Iskandar Malaysia is more than just property investment. Iskandar Malaysia's economy is focused on attracting investments in the nine promoted sectors. These are sectors that can generate economic growth and in turn, create job opportunities that will attract talents and grow the population. This, in turn, will spur demand for properties. At the same time, demand for properties are not just in the high-end segment but the majority of which are in the mid-range segment. This segment is currently undersupplied and with developers now switching their focus to this segment, Iskandar Malaysia will not be attracting just the foreign talents but also locals.



As for the statistics on investments in the nine promoted sectors, the latest figures show that 60% are by local investors and thus, there is no question of over-reliance on the foreign investors be it in the property or other economic sectors, in general.

How will the proposed levy increase imposed on foreign workers affect the development of Medini?

With regards to the increase in the levy for foreign workers, this is expected to have a near term impact as the various affected sectors make the necessary adjustments. However, Iskandar Malaysia as well as Medini's development were meticulously planned across a longer-term horizon with the right strategies in place; and short-term aberrations and challenges will be ironed out accordingly. Iskandar Malaysia has many value propositions to the investors who share a long-term view of this thriving economic region and we are confident that we shall continue to attract investments. 📍

1 Lido Boulevard

**The illustration is artist's impressions only*



Datuk Ismail Ibrahim, Chief Executive of Iskandar Regional Development Authority (IRDA)

INVESTMENTS IN ISKANDAR MALAYSIA



STAYING RELEVANT IN THE NEW DIGITAL ECONOMY WITH HUAWEI

How will Huawei's Digital Cloud Exchange that was launched in Medini last year help nurture Malaysia's creative content and create a productive and innovative digital market worth billions of US dollars?

A Huawei spokesperson said, "The Government is priming Malaysia to capture a portion of the lucrative creative content industry, which has a global market size of US\$158.9 billion based on PwC's Global Entertainment and Media Outlook 2014-2018 Report. With an estimated worth of

RM18.7 billion, the Malaysian creative multimedia industry is not only a lucrative one, but has the potential to grow as digital connectivity becomes faster and more fluid around the world. Huawei's Asia Pacific Digital Cloud Exchange is an excellent platform for Malaysian content providers to expand into international markets. Many content providers, including Upin and Ipin, signed the agreement with Huawei. The Exchange will not only help nurture Malaysia's creative content and the vast pool of local talent and but also to create a productive and innovative digital market."



UNIVERSITY OF READING MALAYSIA: A WORLD CLASS DEGREE WITH UK STUDY EXPERIENCE

The University of Reading Malaysia (UoRM) can offer students the best of both worlds: a world-class degree from a top 1% university, at a brand new campus in EduCity@Iskandar Malaysia.

UoRM is the first overseas campus of the University of Reading in the UK, which is ranked at 156 in the world by QS and has a long-established reputation for the quality of its teaching and research.

Uniquely, UoRM guarantees their students the opportunity to study for part of their course in the UK, which means that getting a world class degree with UK study experience is more flexible, accessible and affordable than ever before. Together with the world renowned Henley Business School, which is part of the university, UoRM offers programmes at foundation, undergraduate and postgraduate level in a range of professional subject areas, including: business and finance, quantity surveying, real estate, and psychology, plus English language teaching, and the prestigious Henley MBA. There are also plans for courses in law, pharmacy and other professional disciplines.

Not only that, but the university offers generous scholarships and discounts for those wishing to study at UoRM, ranging from 10% to a 100% discount on fees for the brightest and best students. Visit www.reading.edu.my or join us on facebook / [uniofreadingmalaysia](https://www.facebook.com/uniofreadingmalaysia).

SOMERSET MEDINI NUSAJAYA

Somerset Residences marries contemporary with the comfort and familiarity of home to give occupants a space reminiscent of a home away from home.

Somerset Medini Nusajaya - a sustainable city planned, designed and intended as a city where the social and community areas plus intrinsic needs such as safety and security, transportation, convenience and enriched lifestyle are part and parcel of an integrated master plan.

Whether as an individual or with a family in tow, making Somerset Medini Nusajaya your home makers for an excellent choice because the serviced residence is a stone's throw away from established signature developments such as Legoland & EduCity, Pinewood Iskandar Malaysia Studios, Kota Iskandar, Puteri Harbour and Horizon Hills. These developments and more make Somerset Medini Nusajaya the place to study, work and play.

Somerset Medini Nusajaya is one of a premier collection of The Ascott Limited' serviced residences in over 90 cities globally. The 33 storey Somerset Medini Nusajaya housing 310 units are exclusive yet inviting. For enquiry please email enquiry.nusajaya@the-ascott.com or for reservations please call (607) 514 8889. [📍](#)





DREAMS DO COME TRUE IN MEDINI WITH ELYSIA PARK RESIDENCE

Since its launch in August 2015, BCB Berhad's Elysia Park Residence has captured the interest of the public with its wealth of attractive features and fantastic location.

- BY REENA KAUR BHATT



Tan Vin Sern
Executive Director
of BCB Berhad

Hitting the ground running, BCB Berhad is off to a good start with its very first foray into the high-rise residential property market. Over 70% of the units in Elysia Park Residence's first tower block was sold even before the project was officially launched. Boasting a GDV of RM1.2 billion, the project was launched by HRH the Sultan of Johor himself.

Tan Vin Sern, Executive Director of BCB Berhad sat down with iProperty.com to talk about the Group's landmark development in the premium township of Medini as well as on the opportunities that Iskandar Malaysia has to offer.

What are the unique features of the Elysia Park Residence in Medini?

Elysia Park Residence is a luxurious high-rise development which sprawls across 7.82 acres of land located in the prime location of Zone A, Medini North. Homebuyers who value the presence of greenery will certainly appreciate the 4.8 acres park that sits right next to the project and its triple volume Sky Garden on the 25th floor redefines the concept of ‘taking a walk in the garden’.

Offering 8 layouts with built-up sizes that range from 516 sq ft to 1,252 sq ft to choose from, Elysia Park Residence is unique in a way that it caters to a varied crowd of buyers, be it individual first-time homeowners, young couples or small families. Buyers will have 8 types of layouts to choose from including studio apartments, 1-bedroom, 2-bedroom and 3-bedroom units as well as duplex units.

With prices starting from RM436,000, it provides for a low entry price for aspiring homebuyers.

What are the strong reasons to invest in this development?

Elysia Park Residence’s winning point is, of course, its location – being located smack in the middle of Iskandar Puteri, which is set to be Johor’s new State Administrative Centre. It is surrounded by a host of important landmarks and amenities. These include Legoland Malaysia, the Mall of Medini which is the largest retail mall in the southern region of Malaysia,

- 1 Aerial view of Elysia Park Residence
- 2 Guardhouse
- 3 Mahkota Park

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



and Pinewood Iskandar Malaysia Studios. In addition, Educity, the Puteri Harbour Family Theme Park and the Southern Industrial and Logistics Clusters (SiLC) located slightly further away provide a large growing catchment for the project.

Topping that, sitting right next to the development is the Gleneagles Medini Hospital, a hotspot for medical travelers. The 300-bed hospital which offers a comprehensive range of specialties including cardiology, otolaryngology or ear, nose and throat (ENT), obstetrics and gynaecology, oncology, ophthalmology and orthopedics further adds momentum to the area.

Connectivity-wise, the Elysia Park Residence is easily accessible via the Iskandar Coastal Highway, Eastern Dispersal Link (EDL), Johor Bahru East Coast Highway and Senai- Desaru Expressway. It also enjoys the advantage of being only 5 minutes away from the Second Link Customs, Immigration and Quarantine (CIQ) toll.



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“ Being located smack in the middle of Iskandar Puteri, which is set to be Johor’s new State Administrative Centre. ”

Each of the residential units come equipped with a multi-tier security system and are furnished with high-quality finishes. With tasteful interiors and fantastic lighting fixtures set to elevate one’s senses, Elysia Park Residence delivers its promise in making a bold statement.

Another plus point is the 99-year lease that comes with an additional 30 years lease which totals to 129 years. Additionally, the project enjoys Medini-specific benefits such as the lack of RM1 million price cap for foreigners, exemption from the Real Property Gains Tax (RPGT) and from Bumiputera quotas as well as no restrictions on sourcing of capital and labour.

Do you think the GST has caused a severe impact on the take-up rates of Elysia Park Residence?

BCB has not experienced any difficulty in attracting buyers for the first phase of Elysia Park Residence. Even though it was launched four months after the GST came into place, we still managed to secure an initial take-up rate of 70% for the first phase. This is largely because of the sale and lease of residential properties not being subjected to GST. There are only modest GST charges on the supply of movable fixtures and fittings. Also, the target market for Elysia Park Residence is made up of mostly foreign buyers, who are not really affected by any impacts of GST. In fact, half of the buyers of the first phase of Elysia Park Residence were made up Taiwanese, Singaporeans, South Koreans and mainland Chinese buyers.



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Please do share with us other BCB Berhad's projects in Medini.

Besides Elysia Park Residence, we are developing a 22-acre commercial plot known as Versis @ Medini which will eventually house 189 units of shop offices. The first phase will comprise of 57 units of 3-storey and 5-storey shop offices. This development will also feature 14 units of semi-detached water villa shops offices, first of its kind in Johor Bahru.

One other upcoming plan is an integrated development spread across 3 acres of land in Medini comprising of residential components and a hotel. Currently, we are in the negotiation process with several internationally acclaimed hotel management brands.

What are BCB Berhad's future plans in Iskandar Malaysia?

In Danga Bay, BCB is planning to develop a 90-acre mixed development. Slated to be launched in 2018, the waterfront project will comprise of 5-storey shop lots, residential condominiums as well as a 5-star hotel carrying an international brand.

What is your take on the future of Iskandar Malaysia?

I have the utmost confidence in the future of Iskandar Malaysia. Covering a land size of 2,217 sq km, almost 3 times the size of Singapore, Iskandar is within a 2 to 8 hours flight radius from Asia's burgeoning growth centres and within the reach of a global market of 800 million people.

Iskandar Malaysia has also reached its tipping point with the completion of a number of catalyst projects such as Johor State New Administrative Centre in Kota Iskandar, Hello Kitty Town, Johor Premium Outlet, as well as the EduCity housing internationally acclaimed universities such as the Newcastle Medicine University Malaysia and Marlborough College.



This education, entertainment and healthcare components will certainly create a demand for properties in the area. Once completed, Iskandar Puteri will not only be a medical hub and an education enclave but a tourism destination housing attractive resorts and an industrial logistics hub as well.

Going to show that figures do not lie; according to the Malaysian Investment Development Authority (MIDA), the Iskandar region recorded an RM14.38 billion (S\$ 4.8 billion) committed investments in the period between January and June 2015 alone. The Iskandar Regional Development Authority (IRDA) projects that Iskandar's population will reach 500,000 by 2025 and according to the data collected by MCT Consortium Bhd, job opportunities in Iskandar Puteri itself should hit 88,430 within the next five to eight years.

- 4 Podium level
- 5 Versis @ Medini
- 6 Sky Garden

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



PROJECT NAME:
Elysia Park Residence
CITY:
Medini, Iskandar Puteri, Johor
PROPERTY TYPE:
Condominium
LAND TITLE:
Residential
TENURE:
Leasehold
BUILT UP:
516 - 1252 sq.ft.
LISTING PRICE:
From RM436,000
EXPECTED DATE OF COMPLETION:
2019 (Expected)
DEVELOPER:
BCB Heights Sdn Bhd
CALL NOW:
07-509 9398





AVIRA GARDEN TERRACES WHERE CONTEMPORARY MEETS NATURE

Experience the perfect blend between contemporary living and natural settings, creating a holistic and inspirational living environment.

As Iskandar Malaysia continues to develop, this southern economic engine in Malaysia has not failed to deliver amazing developments that include integrated parks, open space systems, recreational hubs, lifestyle centres, exclusive residential enclaves, industrial parks and commercial centres. Built to live up to its objective of enhancing city-living and providing a holistic environment, Iskandar Malaysia has a comprehensive blueprint planned to meet the economic and lifestyle needs of today's generation and future generations.

Part of this blueprint is the Avira Garden Terraces - a development featuring double-storey terrace houses spread across 207 acres of prime land. Located within Iskandar Malaysia's Flagship Zone B (Iskandar Puteri)

in Medini Central, the development promises 458 elegant and tastefully designed homes.

INSPIRATIONAL HOMES

Avira Garden Terraces presents a unique living concept premised on physical, mental and spiritual well-being. Designed to present contemporary homes complemented by the wonders of Mother Nature, the development features spacious residences with land sizes ranging from 1,755 sqft to 6,123 sqft, and measuring 27ft x 65ft.

Avira Garden Terraces offers 3 layout designs namely Type A (2,249 sqft), Type B (2,215 sqft) and Type C (2,314 sqft).

Boasting dual frontage, private courtyard gardens and breath-taking rear garden spaces with terrace decks, the homes present a north-south orientation that subtly slants away from direct sunlight yet receives ample natural sunshine, rendering a cool and airy ambience. The interiors are conceptualised to feature an open layout which offers an uninterrupted view from end to end. The living, dining and kitchen are seamlessly integrated yet perfectly defined for their different functions. A rustic courtyard at the side of the home, provides ample indoor ventilation and is a distinct reminder of the presence of nature within the home. Avira Garden Terraces boasts well-manicured communal linear gardens, scenic vistas, lush pocket gardens and pedestrian-friendly walkways to ensure safe outdoor enjoyment

The homes consist of modern fittings and furnishing which include wardrobes in all bedrooms; lighting throughout the house; kitchen cabinets complete with electrical appliances; water heating systems for all bathrooms except the maid's bathrooms; and split air-conditioning units in the living, dining and bedrooms.

The residences are elegantly designed to comprise 3 + 1 bedrooms, 3 bathrooms, a powder room, a utility yard, and a dry yard.

Complemented by high-ceilings that promote excellent cross-ventilation and cool interiors, is priced from RM1.75 million, offering eligible buyers attractive benefits which include zero restrictions on foreign ownership and a waiver on Real Property Gains Tax (RPGT). The hand-over of the first phase is scheduled for July 2016. Avira Garden Terrace is on a 99 years + 30-year lease commencing from 2011.



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- 1 Artist's impression - Back garden
- 2 Actual show unit - Type B
- 3 Actual show unit - Master bedroom type A
- 4 Actual show unit - Kitchen type A



AVIRA WELLNESS SANCTUARY

Set against a scenic backdrop of green vistas, the gated and guarded development presents 24-hour security surveillance, and is enveloped within the concept of wellness and the ideology of prolonging active years.

Residents will enjoy direct access to the 12.5-acre Wellness Sanctuary at the heart of this exclusive enclave, surrounded by pocket parks, breath-taking waterways, and a wellness centre aimed at promoting physical vitality and mental clarity through holistic programmes supported by scientifically-proven methods.

The Wellness Centre is surrounded by 3 acres of landscaped greenery, creating an ideal setting with the natural sights and sounds of Mother Nature. Residents will enjoy access to the wellness centre which hosts a myriad of interesting facilities such as a relaxing lounge area and 2 invigorating gymnasiums. The centre also sports four swimming pools - a 2,900 sqft

main swimming pool, a 500 sqft kids' pool, a private pool and a pool dedicated to wellness treatments. The yoga room and Pilates studio offer residents a much-needed respite after a hectic day.

Twelve specially fitted rooms will be made available, complete with trained therapists for face and body spa treatments. The wellness centre also offers 6 resort-like villas, which are available for short-term reservations, against a picturesque backdrop and overlooking the refreshing water gardens.

MODERN CONVENIENCES

Located within the bustling Iskandar Puteri zone, Avira Garden Terraces enjoys excellent accessibility. The development is within a stone's throw from major attractions, commercial centres and public amenities.

The world-famous Pinewood Iskandar Malaysia Studio is just 3 kilometers away, whilst the scenic Puteri Harbour and the administrative capital of Kota Iskandar are just 5 kilometers away. Meanwhile popular attractions such as Legoland, the Mall of





Medini and the educational hub of EduCity are 7 kilometers distance from Avira.

Gleneagles Hospital is 5 to 7 minutes' drive from the development, whilst the Malaysia-Singapore Causeway is approximately 30 minutes away, with the second Malaysia-Singapore Link approximately 20 minutes away. Golfing enthusiasts will find the Poresia Golf and Country Club a convenient distance from Avira.

DEVELOPER - NURI MERDU SDN BHD

Avira Garden Terraces is a signature development by Nuri Merdu Sdn Bhd, a joint-venture company

between Galaxy Prestige Sdn Bhd, a wholly-owned subsidiary of E&O Berhad, and Pulau Indah Ventures Sdn Bhd, which is a joint-venture between Khazanah Nasional Berhad and Singapore's Temasek Holdings Pte Ltd.

For more information, contact the Avira Sales Gallery at **+607-509 6868 / +6019-390 1188 / +65 6337 1680** (Singapore Office) or visit www.avira-medini.com.

- 5 Artist's impression of wellness centre
- 6 AVIRA masterplan



PROJECT NAME:
Avira Garden Terraces

CITY:
Medini Iskandar Malaysia,
Iskandar Puteri (Nusajaya), Johor

PROPERTY TYPE:
Double-Storey Terrace Houses

LAND TITLE:
Residential

TENURE:
Leasehold

LAND SIZE:
1,755 sqft - 6,123 sqft

BUILT UP:
2,215 sqft - 2,814 sqft

LISTING PRICE:
From RM1.75 million

EXPECTED DATE OF COMPLETION:
July 2016

DEVELOPER:
Nuri Merdu Sdn Bhd

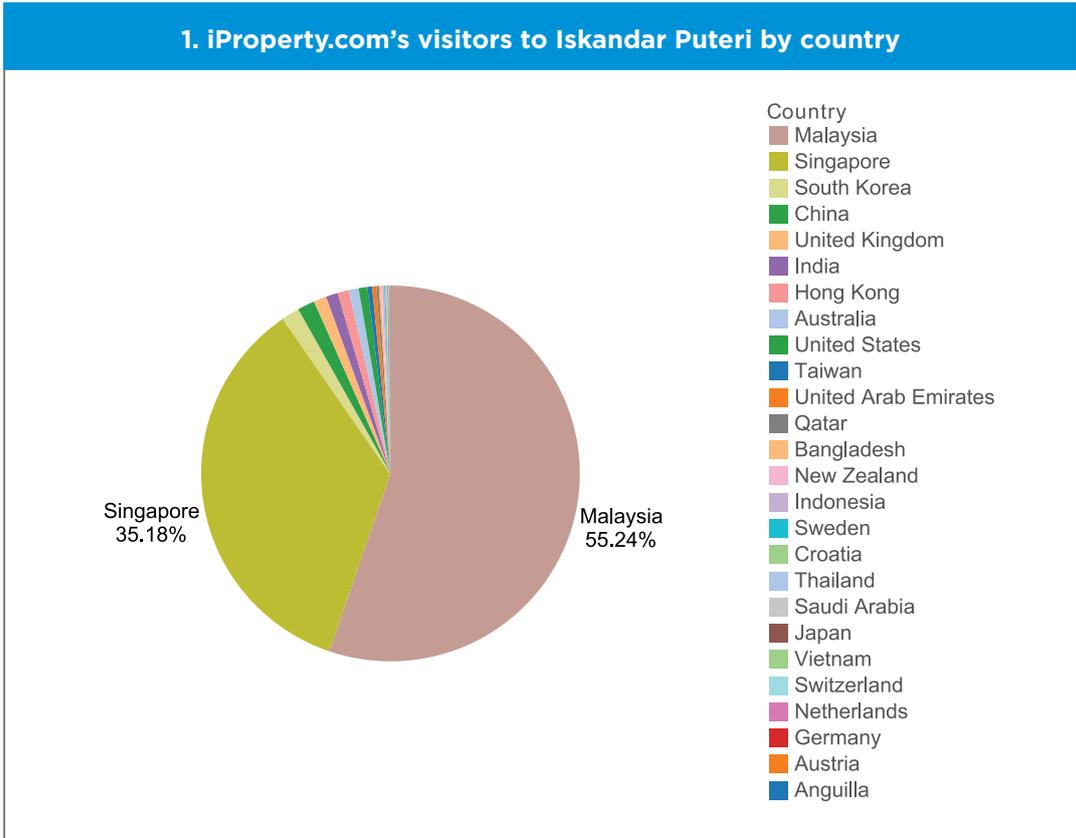
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JOHOR: PROPERTY FIGURES

This month focuses on the commercial and residential property market in Johor. iProperty.com examines information garnered from its iPropertyiQ database which showcases property buyers' preferences from January to December 2015. Meanwhile, brickz.my captures property transaction activities and property price trends in Johor for the first half of 2015.

- BY REENA KAUR BHATT

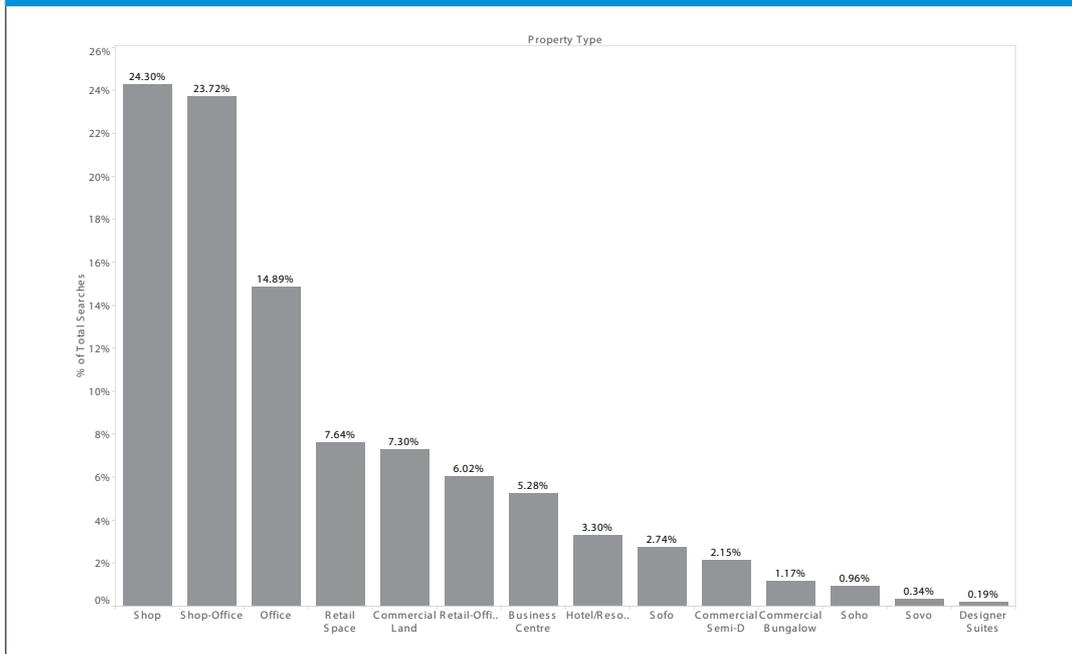
PROPERTY BUYERS' PREFERENCES IN ISKANDAR PUTERI, JOHOR (JANUARY - DECEMBER 2015)



Source: iPropertyiQ

In the first half of 2015, the majority of visitors looking for properties in Iskandar Puteri were from Malaysia at 55.24%. Singaporeans came in second at 35.18%. Countries such as the UAE, China, South Korea, the UK and Hong Kong made up the rest of the demographic.

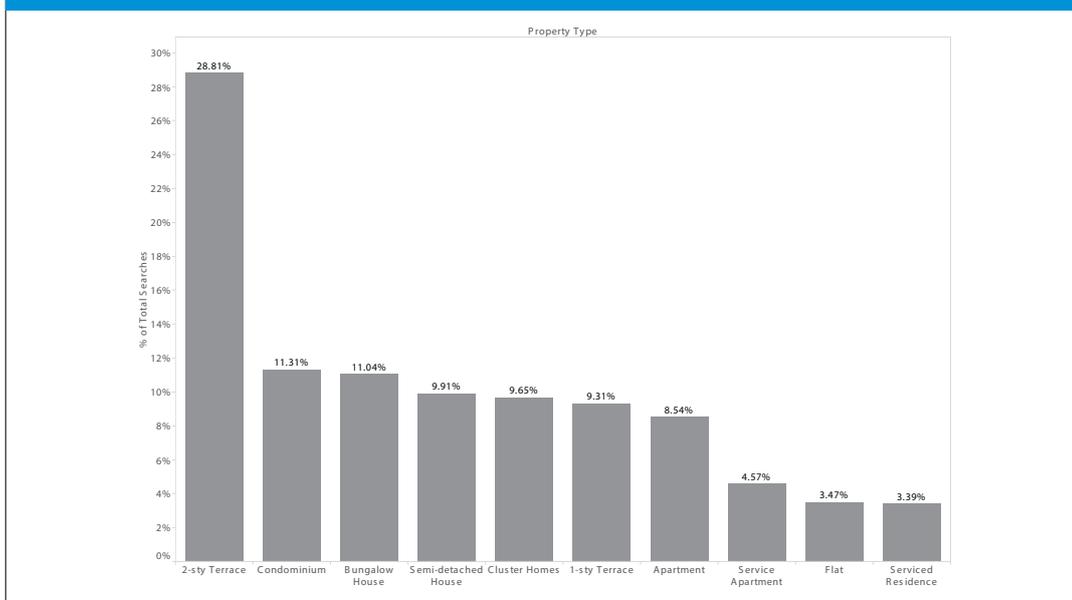
2. Top 10 searches for commercial properties in Iskandar Puteri, Johor



Source: iPropertyIQ

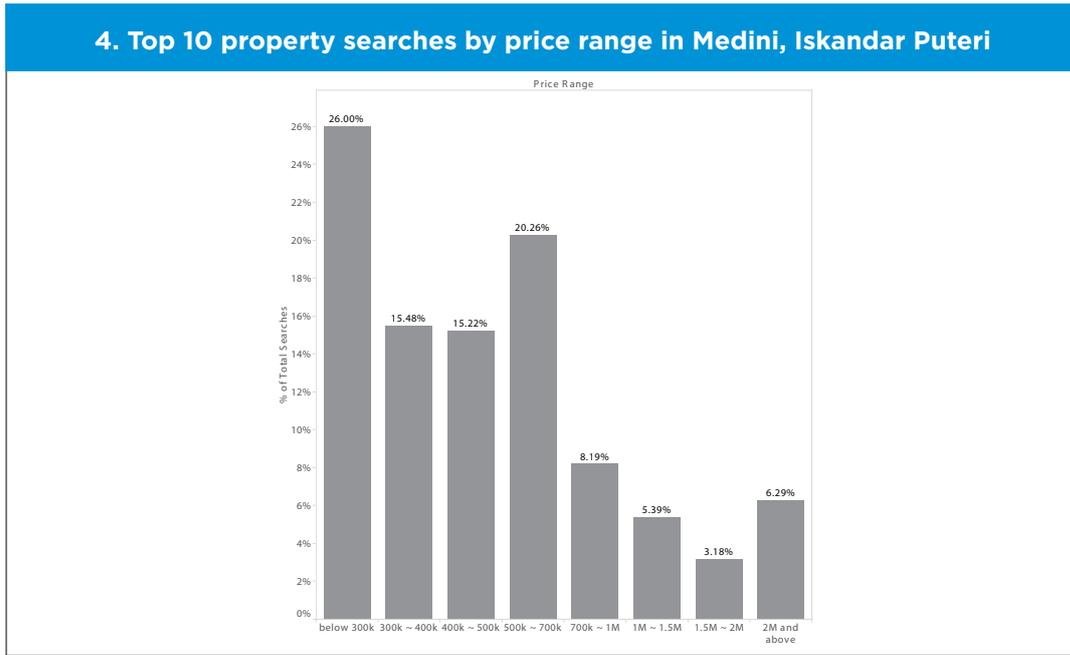
The most searched commercial property type in January - December 2015 was shops, at 24.30%. Coming in a close second were shop-offices at 23.72%.

3. Top 10 searches for residential properties in Iskandar Puteri, Johor



Source: iPropertyIQ

2-storey terrace houses came out tops as the most searched residential property type in Iskandar Puteri in the same period (January - December 2015), recording 28.81%. Trailing in the second and third place respectively, were condominiums at 11.31% and bungalow houses at 11.04%.



Source: iPropertyIQ

In the first half of 2015, the most searched price range for properties in Medini was below RM 300,000 at 26% while the least favourite category went to the RM 1.5-2.0 million price range at 3.18%.

OVERVIEW OF JOHOR'S PROPERTY TRANSACTIONS (JANUARY - JUNE 2015)

1. TOP 10 TOWNS/AREAS (By number of transactions)

Locations	Average price per sq ft	Number of transactions
Pulai	235	1,071
Plentong	184	1,018
Tebrau	236	803
Simpang Kanan	154	449
Kulai	152	331
Muar Town Centre	127	266
Kluang	95	265
Bandar Johor Bahru	230	191
Senai	142	136
Sungai Segamat	98	117

Source: brickz.my

The highest number of transactions was recorded in Pulai, where a total of 1,071 residential units were sold in the six months.

Warrick Singh, Director of Business Development/ Training of Asian Realty Sdn Bhd, Asian land Auctioneers Sdn Bhd /Starfish Training Sdn Bhd attributes Pulai's rising popularity due to its idyllic suburban environment whilst still being within a convenient distance to the JB city centre. The Malaysia-Singapore Second Link is also a short drive away via the Iskandar Coastal Highway.

Pulai is also home to Universiti Teknologi Malaysia (UTM), the second largest public university in Malaysia. Nestled within Pulai is Iskandar Puteri, which houses the coming up 600-acre EduCity. EduCity will encompass an integrated academic hub that shelters the entire education spectrum, ranging from pre-school to tertiary levels with an influx of globally well-known education providers. Among them include Newcastle Medical School, Marlborough College and the University of Reading. The higher education hub will provide for a huge population catchment of student and lecturers from all over the region.

The Gelang Patah Bus Terminal (GP Sentral), located just off the Second Link Expressway boosts the appeal of Pulai in terms of connectivity. GP Sentral is the main bus interchange in the area, providing bus services to Singapore as well as intercity bus services.



* Pulai comprises of the area shaded in pink.

* (Map - adapted from Google Maps)

2. TOP 10 TOWNS/AREAS

(By highest average price per sq ft)

Locations	Average price per sq ft	Number of transactions
TEBRAU	236	803
PULAI	235	1,071
JOHOR BAHRU	230	191
PLENTONG	184	1,018
SIMPANG KANAN	154	449
KULAI	152	331
SENAI	142	136
SRI GADING	131	76
MUAR TOWN CENTRE	127	266
PARIT BAKAR	126	54

Source: brickz.my

The area which recorded the highest average price per sq ft at RM 236 was Tebrau. As the biggest subdivision in the JB district, Tebrau is home to various mature residential neighbourhoods such as Century Gardens, Taman Pelangi and Taman Kolam Air. Just five minutes away is the Tebrau Highway, which links directly to the causeway and Bukit Timah Expressway making travelling to and fro Singapore a breeze.

Warrick accredits Tebrau's rising trend to the new developments in the area. Notable ones include the 330-acre Mid Valley Southkey Megamall by IGB Corp Bhd and Selia Pantai Sdn Bhd as well as 1Tebrau, an integrated development featuring designer suites and shop offices.

Located 8km to the north of Tebrau is Mount Austin, one of the most sought after residential neighbourhoods in JB. Home to the new AEON Tebrau and Austin Heights Water & Adventure Park, other localities in Mount Austin include Sunway College Johor Bahru and Austin Heights International

School. In the face of diminishing land banks in Mount Austin, Tebrau is now enjoying the spillover effect of the shift in population southwards.

3. TOP 10 PROJECTS/NEIGHBOURHOODS

(By number of transactions)

Locations	Average price per sq ft	Number of transactions
BANDAR BARU SERI ALAM	187	138
TAMAN BUKIT INDAH	316	129
KOTA MASAI	125	103
TAMAN UNIVERSITI	170	95
BANDAR PUTRA	163	88
TAMAN JOHOR JAYA	168	86
BANDAR BARU PERMAS JAYA	244	81
TAMAN PERLING	192	78
TAMAN DAYA	197	72
TAMAN PUTERI WANGSA	142	71

Source: brickz.my

The project/neighbourhood that registered the highest number of residential units sold was Bandar Baru Seri Alam (BBSA), recording 138 transactions in the first half of 2015.

According to Warrick, BBSA, a new integrated development by UMLand which is sandwiched in between Permas Jaya and Masai has all the ingredients of an upcoming middle-class Malaysian township cum educational hub. Touted as the City of Knowledge, BBSA is home to 4 universities, 2 international schools, an art school as well as 8 primary and secondary level schools.

Its proximity to the newly constructed Eastern Dispersal Link (EDL) Expressway, which expedites the journey to the Sultan Iskandar Building CIQ Complex in JB, is a huge plus point for its residents who work in Singapore. As such, there is increasing interest from property investors in BBSA as it serves as a good population catchment, increasing the source of potential tenants. 📍

DISCLAIMER: The source of data on brickz.my is from the Valuation and Property Services department (JPPH) which officially records a property transaction once the stamp duty for the Sales and Purchase Agreement is paid. Analytics are based on the data available at the date of publication and may be subject to revision as and when more data becomes available.



MEDINI: LOOKING AT THE BIGGER PICTURE

Medini is a free trade zone with no property price restrictions and no Bumiputera quota in order to spur growth within Iskandar Malaysia.

With current changes in the property market, iProperty.com sought the opinion of a few property experts about their views on Medini and Iskandar Malaysia as a whole. The questions are as follows:-

- 1) In order to achieve the ultimate goal to become a bustling and vibrant metropolis, what are the issues which you think Iskandar Malaysia should put on high priority at this juncture?**
- 2) The bilateral relationship between Malaysia and Singapore is now at its best. Is Medini leveraging on this factor to draw more investors from Singapore to locate their business and expand their presence in Medini?**
- 3) How do you think the new policy of limiting RM300,000 houses to first-time house buyers announced at the Budget 2016 recalibration will affect the residential property market in Iskandar Johor?**
- 4) Will the weakened Ringgit spur further foreign investments into Medini?**



Ishmael Ho
CEO of Ho Chin Soon Research

- 1)** The current emerging sectors within Iskandar Malaysia, as well as IRDA's focus, is on health services, education services, the creative sector as well as financial services. Having said that, these sectors will require lots of skilled workers. Therefore, for Iskandar Malaysia to be a successful and vibrant metropolis, we need to focus on hiring skilled labour. In the near future, we need to be able to attract skilled labours from the Greater Kuala Lumpur, Singapore and from within the region. There must be training for locals to produce ample supply of skilled labours.
- 2)** As Iskandar Malaysia is not being planned as a satellite town, however it is a comprehensive economic region that takes into account the vast advantage it has from being a neighbour of Singapore. Having said that, big developers such as Sunway Bhd as well as E&O Property Development Bhd with projects within Puteri Iskandar attracts many Singaporeans. The price of the average HDB



unit of about SGD\$800,000 when converted into Ringgit, it can easily be exchanged for a luxurious semi-detached house in Puteri Iskandar, which is very near to Medini CBD. It is also worthy to note that from 2005 to 2013, the change in land use within Iskandar Malaysia has been in the right direction.

LAND USE	2005 (ACRES)	2013 (ACRES)	CHANGE
COMMERCIAL	2,997	4,818	61%
INDUSTRIAL	10,000	16,766	68%

- 3) Currently, the announced policy is too vague and it lacks specific definition. For the sake of the argument, assuming that the new policy is effectively made into the law, the impact for Iskandar Malaysia will be minuscule for landed properties, but it may be an important consideration for developers with development plans for shoebox units. It is important to take note that, assuming with the calculation of 30 years' repayment period at the current interest rate, RM300,000 will translate into a repayment of approximately RM1,350 per month. At 70% net income, we are talking about the household income of less than RM2,000 which is about 21.7% of Iskandar Malaysia's population. Therefore, any product that is below RM300,000 will only cater to approximately 20% of the total population. This move can be seen as protectionism.
- 4) Personally, the weakened Ringgit will not be a factor that will boost investment immediately. It will more likely raise a few red flags among property investors. Having said that, after the initial apprehensive sentiment of the Ringgit is over, investment zones like Medini will soon appear very attractive.



WARRICK SINGH
 Director of Business Development and
 Training for Asian Realty Sdn Bhd,
 Asian Land Auctioneers Sdn Bhd and
 Starfish Training Sdn Bhd

- 1) These are the issues which need urgent reviews:-
 - The RM1 million threshold for foreigners which was raised from RM500,000.
 - High Real Property Gains Tax (RPGT).
 - Newly introduced state levy of 2% or RM20,000, whichever higher
 - Withdrawal of Developer Interest Bearing Scheme (DIBS).
 - Strict banking guideline of the TDSR and unattractive loan margin.
- 2) It is beyond a shadow of a doubt that the bilateral relations between the neighbours as it is more than best. Some of the additional factors that could further relish this relationship would be:-
 - Improving current relocation of Singaporean SME/SMI to Medini via the Ascendas, the demarcated special international zone by UEM Sunrise Bhd's partnership.
 - Connectivity seems to keep things apart, however in all fairness, the state government has poured in a lot of money into infrastructure development of highways, flyovers and general road works.
 - The work, play, live lifestyle of Medini will be given an additional boost with the materialisation of the High-Speed Rail (HSR) from KL and the planned internal MRT system that will form a loop of connectivity between industrial heartland of Singapore and the industrial powerhouse of Medini.
- 3) Limiting residential properties of RM300,000 and below to first-time house buyers will not really impact Iskandar Malaysia's property market. The new policy is more of a home ownership programme for the Gen-Y's that form the principal backbone of Malaysia. It can be safely assumed that this initiative will have close to zero bearing on the general wellbeing of Iskandar based on these reasons:-
 - Johor is six times the size of Singapore and there is more than ample land in secondary locations, namely Permas Jaya, Seri Aman, Masai and Pasir Gudang, among others.
 - Connectivity to these secondary locations is amply serviced by public transportation.



Dr Daniele Gambero
CEO of REI Group of
Companies



Samuel Tan
Executive Director of KGV
International Property
Consultants Sdn Bhd

- 1) There are a few indispensable issues that need to be addressed over the next few years:-
 - IRDA needs to re-establish the confidence of overseas investors through a wider promotion of Iskandar Malaysia as an economic development region and getting them to understand the full integration of the original Comprehensive Development Plan as well as its 2015 update.
 - There needs to be work on Malaysia's long-term credibility in which IRDA and federal agencies need to focus their promotion on Iskandar's high sustainability.
 - 2) Medini has the bigger advantage in competitive incentive packages, high accessibility and great infrastructures. It is time for Medini to be made known over foreign markets to attract businesses as well as investors. A revision of the existing master plan should be done to increase its credibility. Iskandar itself must accept the fact that its success is complementary to Singapore and not try to compete with its neighbour. Singapore needs to relocate its production facilities and Malaysia has the means for them to set shop here.
 - 3) Property investors and speculators that have been looking at affordable houses as an alternative product for their investments should now raise their target towards the RM300,001 to RM600,000 category and the impact should be quite positive. Developers will reposition their offer towards these two categories as while properties below RM300,000 will garner strong demand from first-time house buyers, properties above the price range will be targeted by property investors.
 - 4) The weakened Ringgit should be used as a tool by the IRDA and developers to attract foreign investors. Unfortunately, most developers are not interested in bringing their projects to the international market. There is international interest in Iskandar, particularly within Medini, but these buyers and investors will not come to us, we need to show to them the positive outlook of investing into Iskandar Malaysia.
- 1) Taking into recognition that Iskandar Malaysia is a 20-year development programme and that the current property market is in the midst of a challenging season, it is important to get the priorities right. We are comforted by the fact that the Iskandar region is not expected to be successful overnight or within a short span. It will have to go through the several property cycles, and while the outlook for the year appears to be challenging, we have to take the initiative to do several things:-
 - Building human capital - Iskandar should look into importing talents from other states as well as attracting overseas migration for knowledge workers should be made easy and workable.
 - Building soft and hard infrastructures - There must be an improvement in soft infrastructures such as creating friendly government policies, world-class banking facilities, and strengthened security grid as well as hard infrastructures such as water, electric, fibre optics for high-speed broadband connection, highways, ports and airports.
 - 2) Medini has been attracting many buyers from Singapore due to the unique features that Medini possesses that no other townships in Malaysia enjoy, namely the zero international quota, zero RPGT and for its proximity to Singapore. To date, most investors are attracted to the residential sector but soon enough the office sector will flourish with Singaporean investors and industrial players.
 - 3) At first glance, the new policy announced at the Budget 2016 revision appears to be noble, however, there are also some possible implications:-
 - In areas where property prices are not too high, developers will take this opportunity to build more properties below the RM300,000 range for first-time house buyers.
 - This new policy is good in providing first-time house buyers with the opportunity to own a home of their own, but in developed cities such as Klang Valley, Penang and Johor Bahru, it is difficult to find such properties.



- The RM300,000 limitation should not be used across the nation, but implemented in less developed towns or states while maintaining higher thresholds for developed cities.
- 4) Foreign investments will continue to flow into Iskandar Malaysia and Medini, but the main question

should be what type of investments are coming in, the rate of such activities and the impacts that they have. I believe foreign investors will probably adopt the “wait and see” strategy, perhaps not rushing in to buy until they are assured that our currency has stabilised.



1) As far as I am concerned, I have already considered Iskandar Malaysia as a vibrant metropolis region with a fast growing development in many factors. Iskandar Malaysia has open-up many diversified business opportunities and has abundant resources waiting to be penetrated by you, me and other investors and entrepreneurs. However, there is one major issue that Iskandar Malaysia should watch out for, that is the weakening Ringgit as for overseas investors, currency stability is a deciding factor for any kind of investment be it in property or industrial market.

I must admit that there are deferring views on the implication of weakening of RM as some investors may use this as a “golden opportunity” to invest into the property market as a form of diversified investment. Singaporeans are taking this “golden opportunity” and eyeing on some of the investment products in Iskandar Malaysia.

2) Undeniably YES. If the element of “distance” is diminished by an introduction of a good

transportation system, then Johor is the next best place for Singaporeans be it for investment or retirement.

Medini, by its loud and bold announcement on “... no restrictions on foreign ownership, no minimum price threshold for foreigners and exemption on real property gains tax until end of 2025 for investors...” has delivered their intention crystal clear to all the investors and entrepreneurs out there that Iskandar Malaysia is ‘THE’ place to live in and/or invest.

3) The introduction of RM300,000 houses for first time buyers and residential property in Iskandar Malaysia is totally a two separate thing.

The noble aim of our Government is to put a roof over the heads of low income earners. However, I believe that our Government must put in place a more systematic borrowing method for first time home owners and also consider the cost of construction and cost of developing and acquiring land that has to be borne by the developer in building RM300,000 worth of residential property.

Amongst others, it is very difficult to find houses below or at RM300,000 in some areas. If we did find one, then the size (space) is not practical (most of us are still living with our parents and siblings even after marriage), and if size does not matter, then the locality becomes an issue and without a good transportation system in place, then the introduction of RM300,000 houses for first time home buyers may create and lead to even greater problems. 📍





A NEW ROAD FOR OLD KLANG ROAD

The century-old trunk road's brimming potential as a property hotspot may mean an influx of population and increased traffic to the area, but a transformation is taking place.

Old Klang Road has come a long way since 1908. Its humble beginnings as the only route to Port Klang is a far cry from the six-lane major road it is today.

In recent years however, its strategic locale and high plot ratio has caught the attention of developers and investors alike, and with that, a slew of residential and commercial developments were soon introduced along the already congested 11.2km course.

A massive, RM359 million road widening exercise was carried out in 2004 to upgrade the road and lessen traffic congestion, but the past decade has only seen the congestion worsen.

However, the old road is set to undergo a different transformation. The commencement of MRCB Land's highly anticipated Old Klang Road (OKR) – New Pantai Expressway (NPE) Link Bridge project is well underway, and an official ground breaking for the RM100 million development is scheduled on 11th November 2014.

On The Road To 2020

Lodged between 9 Seputeh's VIVO Series and commercial component, the linkage's priority is to improve OKR's prevalent traffic conditions, but that is not all it will do.

The link bridge passes through the 9 Seputeh development to connect OKR to NPE directly, cutting through the congestion, providing vehicles an easier travel alternative while alleviating traffic congestion from both sides.

The traffic enhancement scheme – a key factor of the integrated development – is slated for completion in 2018. Based on the Dewan Bandaraya Kuala Lumpur timeline for its 2020 structure plan, the OKR-NPE Link Bridge will be the perfect addition to a comprehensive plan for the overall improvement of areas in the vicinity of 9 Seputeh.

Assessing The Problem

For a 360-view of current and predicted traffic conditions, traffic surveys were conducted on key roads and junctions in the area to capture the current land use condition and travel patterns, followed by a four-part traffic assessment of the OKR-NPE Link Bridge performance.

DIRECTIONAL TRIP DISTRIBUTION

52.2% of the incoming traffic originates directly from Kuala Lumpur city. Another 29% comes from Petaling Jaya via Federal Highway, followed by 14.8% from OUG and Puchong via NPE. Traffic from Cheras and Kajang account for 3.9% of the traffic.

MODE SHARE

The road network mode share reveals that private vehicles account for 80% of the trips as opposed to a 20% share of public transport, reflecting the efficiency of the OKR network to the people in the immediate community.

THE LINKAGE'S PRIORITY IS TO IMPROVE OKR'S PREVALENT TRAFFIC CONDITIONS, BUT THAT IS NOT ALL IT WILL DO.

DEDICATED OKR - NPE LINK BRIDGE

- New Pantai Expressway
- Old Klang Road
- Federal Highway
- East West Link Highway

THE FACTS

DIRECTIONAL TRIP DISTRIBUTION

- Eastbound Bypass:**
- 45% → Taman Bukit Angkasa & Bukit Kerinchi
 - 55% → Federal Highway
- Westbound Bypass:**
- 66% → local destinations & NPE
 - 34% → Federal Highway

MODE SPLITS

- Car 52%
- Light Trucks 5%
- Heavy Trucks 1%
- Bus 7%
- Rail 12%
- Motorcycle 19%

BASED ON THE OUTGOING TRIP DISTRIBUTION, IT WAS CONCLUDED THAT THE OKR-NPE LINK BRIDGE WILL DECREASE VEHICLE SATURATION BY A SIGNIFICANT AMOUNT FOR ENHANCED DRIVING CONDITIONS.

MODE SHARE	Trip AM (veh)		Trip PM (veh)	
	IN	OUT	IN	OUT
Total trips	791	684	829	944
20% PT	158	137	166	189
80% PV	632	547	663	755

ROUTE ASSIGNMENT

With the OKR-NPE Link Bridge westbound and eastbound bypasses, each comprising of three routes, neighbourhood locales including Kampung Kerinchi, Jalan Bukit Angkasa, Pantai Hill Park, and Pantai Dalam will be much easier to access from the Batu Tiga area and vice versa.

While doubts have been casted on present road constructions, cold hard facts are presented as evidence that the OKR community have nothing but benefits to reap from the link bridge.

Redefining The Old Road

As one of the dedicated infrastructures complementing 9 Seputeh, the link bridge is a part of the development's promise of bringing everything closer to home.

Aside from improving traffic conditions, MRCB Land also has plans to enhance the landscape of the area facing the 9 Seputeh promenade boulevard. Proposed features include a linear park, a jogging track, and a cycling path.

With a dedicated link to key destinations and comprehensive amenities right at their doorstep, residents of 9 Seputeh will truly have it all. It has been a long time coming, and Old Klang Road is ready for a new lease on life. One that the OKR-NPE Link Bridge, together with 9 Seputeh, will deliver, by ultimately bringing everything and everyone closer to one another.

Now that is metropolitan living redefined.



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NEW URBANISM FOR GEN-Y

Dr Daniele Gambero, Co-founder and CEO of REI Group of Companies presents on how the property market is changing to cater for the younger generations and boost home ownership in Malaysia.



Malaysia is fairly a young nation with 67% of the Malaysian population below the age of 39 – also known as Generation Y. From a real estate perspective – the market needs to know what they want, what they need and how much is their purchasing power parity (PPP) to understand what will they buy and where they want their properties. It is all about choices.

WHAT DO THEY LIKE?

The younger generation has no preference to the type of property they want as long as it fits into their requirements. As technological age and the importance of privacy catches up with time, what Gen-Y's need the most is the sense of security in their own residence, even if it comes at the cost of convenience.

Most developers today are putting in high-value security systems and features in their projects, from gated and guarded townships to high-rise office towers.

“The systems, with a mix of security guards, security control centres, patrolmen, CCTV's, access cards and biometric scanners are essential for a typical Gen-Y

today, not only to protect themselves from bodily harm but for their privacy as well,” said Gambero.

Gen-Ys also need a residence that promotes a trendy and conducive lifestyle. The trend line among these aspiring buyers appears that they prefer to live in a place that is close to various facilities and amenities, such as malls, hypermarkets, medical centres as well as banks.

As the technological age advances, what is important for Gen-Ys is to be highly connected to each other via the internet. In Malaysia, there is a current demand for more bandwidth from internet service providers and developers are preparing the necessary infrastructure for high-speed internet connection within their developments.

THE WEALTH DISTRIBUTION

One of the positive sign of Malaysian economy growth is demonstrated by the steady growing trend of per-capita income. The Malaysian average per capita income in 2014 on a PPP basis of RM5,032 per month appears to be on an improving scale.

“By understanding what wealth distribution means, we can define what affordable housing is and how to comprehend the difference between affordability in the property aspect,” Gambero explained.

Gambero revealed that the lowest 20% income-earners of the Malaysian population share 5.5% of Malaysian wealth; while middle-income 60% of the population share 53.5% of the nation's wealth and the highest-income 20% share 41% of the nation's wealth.

“While an average middle-income member working in Kuala Lumpur can still afford a house of RM500,000 to RM600,000, a senior admin living in Selangor can hardly purchase a property above RM320,000. This drops further in states like Kedah or Kelantan, where the affordability value drops all the way down to RM100,000 to RM150,000,” said Gambero.

“ The market needs to know what they want, what they need and how much is their purchasing power parity to understand what will they buy and where they want their properties. ”

THE GAME CHANGER

The Malaysian property market is about to change with the addition of various factors - including the Trans-Partner Pacific Agreement (TPPA) and the One Belt One Road (OBOR) initiative.

The OBOR is an economic growth plan proposed by China which is going to connect nations economically via both land and sea - The New Silk Road Economic Belt and the Maritime Silk Road. Malaysia is seeing the effects of the initiative with various developers from China coming into Iskandar to set up shop.

TPPA, a proposed regional free trade deal between 12 countries in the Asia-Pacific region including Malaysia has received various criticisms from nay-sayers. However, Gambero begged to differ.

“We have so much to lose if TPPA is not implemented in Malaysia but it is going to happen nonetheless. It’s better to take the train than to miss it. If we miss it, we have to pay more than what we have to leave it on the table,” he added.

“ We have so much to lose if TPPA is not implemented in Malaysia but it is going to happen nonetheless. ”

Gambero refers his statements to the benefits TPPA could provide for Malaysia, such as a comprehensive market access where there will be new opportunities for businesses, workers and consumers, as well as a platform for regional economic integration to be inclusive of additional economies across the Asia-Pacific region.

DEMAND DRIVEN DEVELOPMENTS

Over the past few years, developers have been over-delivering high-end, high-cost properties until recently they started developing more affordable areas further out of Kuala Lumpur, moving towards the south, east and west of the city.

Gambero says most of the big property developers in the country have had launches in these areas, quoting as an example, Malaysian Vision Valley, a 108,000ha development extending from Nilai to Port Dickson in Negeri Sembilan.

He notes that developers have been buying up land in these areas at affordable prices like RM15 to RM25 per sq ft compared with thousands of ringgit they would have to pay for land in the Klang Valley.

“Developers can actually build affordable houses with smaller built-up areas from 1,600 sq ft to 1,800 sq ft - a size reasonable for families, which are high in demand. But instead, I observed that developers have been building huge houses of 2,500 sq ft to 3,000 sq ft,” Gambero lamented.

While prices may be cheaper per sq ft away from the Kuala Lumpur city centre, a larger built-up area property does not make it anywhere within the affordable range. For example, even at RM300 per sq ft, a 2,500 sq ft property will cost a whopping RM750,000 as compared to a 1,600 sq ft property at RM480,000.

Gambero advised prospective buyers and investors not to look for concept driven properties but demand driven properties.

“Look for something with strong capital gains and not just a property that you like,” he said. 📍



TOP 3 REASONS TO INVEST IN MEDINI IN 2016

With the falling Ringgit, its close proximity to Singapore, no minimum purchase price and no Real Property Gains Tax (RPGT), Medini could be the sweet spot for Malaysia in 2016.

- BY KHALIL ADIS



Malaysia could be facing a tough year in 2016 in luring foreign investors despite the falling Ringgit. However, the sweet spot amid all the gloom and doom in its property market could be Medini, Johor, located some 15 minutes away from the Second Link.

Formerly a greenfield site and home to oil palm plantations, Medini is fast taking shape as an integrated urban township of international standing with four well-master planned precincts - Medini North, Medini Business, Medini Central and Medini Living.

Comprising 9.2 sq km, Medini is now home to Legoland Theme Park, Pinewood Iskandar Malaysia Studios and just a stone throw's away from EduCity. In 2014, it welcomed Huawei as its first tenant in Medini 6, located in its business district.

Just last year, it witnessed the groundbreaking ceremony for its first high-rise office building known as Medini 9. This, combined with its close proximity to Singapore, has made it an attractive proposition for investors.

Here are 3 reasons why Medini could be the saving grace for Malaysia this year.

WELL PLANNED TOWNSHIP SUPPORTED BY VARIOUS ECONOMIC DRIVERS

Singaporeans are often spooked when buying in Johor as they had always perceived that it lacked property master planning when compared to the Lion City.

With the rise of Nusajaya (now renamed Iskandar Puteri) in 2008, Medini now has infrastructure that rivals that of Singapore's. With over RM 1.4 billion (US\$450 million) spent on infrastructure and utilities by its master developer, Medini Iskandar Malaysia, it is no wonder property prices here have seen steady price appreciation since 2010.

In addition, the urban township has been well master planned with various catalytic industries to spur economic growth, create jobs and boost demand for homes in and around the vicinity.

“ In addition, the urban township has been well master planned with various catalytic industries to spur economic growth, create jobs and boost demand for homes in and around the vicinity. ”

Some of the most visible industries here include tourism (Legoland Theme Park), creative (Pinewood Iskandar Malaysia Studios) and education (EduCity). This had made it an attractive proposition among developers.

EXEMPTIONS ON COOLING MEASURES FOR FOREIGNERS

While the rest of Malaysia is affected by the minimum purchase price requirements, Real Property Gains Tax (RPGT) and Bumiputra quotas, Medini remains the only place where these rulings are relaxed.

Designated as a free trade zone to make it foreign-investor friendly, Medini is slowly coming to life with a growing number of expatriate communities working at

Pinewood Iskandar Malaysia Studios, Frost & Sullivan and EduCity, who now call Iskandar Malaysia home.

This has made it particularly attractive to foreign investors who are lured by the various industries and its well-planned surroundings but where properties are still reasonably priced.

INCENTIVES, INCENTIVES, INCENTIVES

For foreign knowledge workers or returning Malaysians looking to live, work and play in Iskandar Malaysia, you can apply under the 15% tax rate scheme for knowledge workers in Iskandar Malaysia.

Those applying under this scheme need to be working in the nine promoted sectors with plans to reside and live in Iskandar Malaysia.

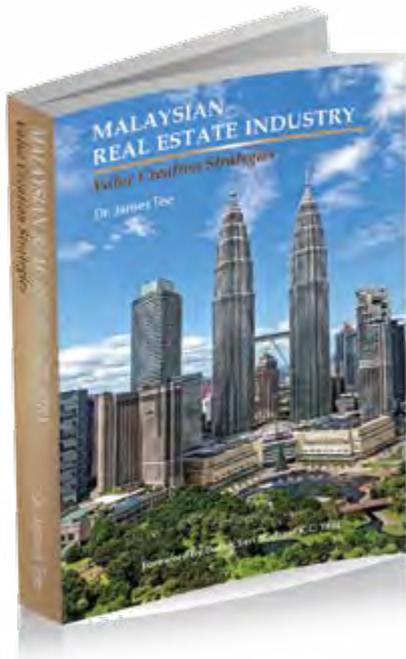
The nine promoted sectors that Iskandar Regional Development Authority (IRDA) has outlined include tourism, financial advisory & consulting, education, healthcare, creative industries, electrical & electronics, logistics, petrochemical & oleochemical and food & agro-processing.

You can apply via your employer so that you can enjoy a preferential flat rate of 15% tax on your employment income. Once approval is obtained, you are also eligible to apply and opt to purchase a duty-free car for your own personal use.

“ This has made it particularly attractive to foreign investors who are lured by the various industries and its well-planned surroundings but where properties are still reasonably priced. ”

To qualify for the above scheme, you must have a Bachelor's or Master's degree with at least 10 years of professional work experience in a qualifying activity or poaawaa a PhD with at least five years of professional work experience in a qualifying activity. 📍

DISCLAIMER: The opinion stated in the article is solely of Khalil Adis, iProperty.com's brand ambassador (Iskandar Malaysia), property speaker and author 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.



MALAYSIAN REAL ESTATE INDUSTRY

Value Creation Strategies

Dr James Tee shares his extensive knowledge in strategic planning and value engineering in his **recently launched book**, *Malaysian Real Estate Industry – Value Creation Strategies*. Tailored for property investors and property developers alike, this book will help you to determine and define your strategic positioning, sustainable competitive advantage and significant performance angles to deliver strong financial results. His book is now available in major bookstores in Malaysia and Singapore.

WHAT YOU WILL FIND IN THIS BOOK

- 1 Cost management strategies, risk management techniques, the power of branding and marketing, and green building trends.
- 2 An in-depth analysis of successful residential and commercial developments, and the building blocks required in making property development a success.
- 3 Useful frameworks and references, real life examples, case studies, best practices and interviews with industry experts.
- 4 Valuable tips for building owners and property managers to guide them in increasing efficiency, enhancing their income stream and reducing operational costs.
- 5 Deep insights into the Malaysian real estate industry from both a macro and micro viewpoint as well as the industry's outlook for the next few years. 📍

AUTHOR'S PROFILE

Dr James Tee, who was Executive Director of UOA Holdings, previously worked for the Hong Leong Group, Kurnia Asia Berhad and McKinsey & Company. He holds a Ph.D. in Materials Science & Metallurgy from the University of Cambridge. He is a Commonwealth Scholar and also possesses a First Class Honours Degree in Bachelor of Engineering from Universiti Teknologi Malaysia. Dr James Tee served as the Honorary Secretary of the Malaysian REIT Managers Association (MRMA) from 2011 to 2015 and has been a member of the Young Presidents' Organisation (YPO) since 2011.



Dr James Tee will be one of the speakers at the iCities Conference on Urban & Township Development. His book will also be launched at the conference.

Venue : InterContinental Hotel, Kuala Lumpur

Date : 21st – 22nd April 2016

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INTERNATIONAL NEWS & FEATURES



Prices of prime residential expected to fall till end of 2016

According to a report by Knight Frank, price drops in Singapore's prime residential market is expected to continue till the end of 2016 due to the government's assertion that property market cooling measures are not expected to be eased soon.

However, Knight Frank believes that the price drops in luxury properties can be seen as investment opportunities, with 2016 expected to see sales volume increasing as a result of shrinking inventory of luxury homes.

Resale prices of non-landed private homes to continue slide in 2016



According to flash estimates from SRX Property, December 2015 resale prices of non-landed private homes slid 0.8% compared to November 2015. Analysts expect prices to continue the downward trend due to soft demand and higher interest rates.

Prices declined 2.1% year-on-year in 2015, compared to the 4% dip in 2014. PropNex Realty sees the declining prices as a reflection of current languid market sentiment and the cumulative impact of cooling measures.

Despite prices dipping there was a rebound in December's transaction volume - a sign that buyers are more willing to enter the market and are optimistic that prices are slowly bottoming out. PropNex believes private home prices will continue dipping 2%-3% in 2016 as the government continues to maintain cooling measures.

However, the falling prices might be an incentive for buyers to purchase home units; helping to raise transaction volumes.

Despite December 2015's resale volume of 519 non-landed resale units being transacted - a 44.2% increase compared to 360 units sold in December 2014 - strong headwinds are expected in 2016 from a weakening economy and higher interest rates.

Tweaks to cooling measure unlikely to happen in the short term

Singapore's government might be persuaded to ease the property market's cooling measures should residential home prices continue dipping in 2016. Knight Frank and Jones Lang LaSalle believe the government might be considering easing cooling measures despite their official stance of maintaining the status quo, especially in light of Singapore's slowing macroeconomic growth, falling home prices and higher mortgage rates.

Ong Teck Hui, National Director of Research & Consultancy at Jones Lang LaSalle in Singapore, says home prices might dip by as much as 8% in 2016 should the country experience a severe economic slowdown. On the other hand, Knight Frank expects home prices to dip 3%-6% in 2016.

Ong believes that property cooling measures will be tweaked gradually to prevent the property market from overheating. He said that the government will likely start adjusting cooling measures by scaling back on the additional buyers stamp duty for locals and permanent residents, with adjustment more likely to happen in the later part of 2016 rather than earlier.



Three factors that might increase demand for residential property

According to Maybank Kim Eng analysts, three factors might reverse Singapore's soft housing demand. First, a review of the country's population growth, which has slowed due to infrastructural strains arising from the population influx. The review might be possible considering steps have been taken to ensure Singapore's infrastructure can provide for a bigger population, including housing.

Second, a review of the country's foreign-worker policy might raise demand for housing. With a better economy and job creation, there could be room for

increasing the number of work-related passes issued to foreign workers. Demand for housing will rise with more work passes issued to foreigners.

Third, as the government is controlling land supply available for development through the Government Land Sales Programme, there could be a revival of the en-bloc market if developers look to the private land market to replenish their land banks. Demolition rates might rise as a result and partially correct the market surplus.

Resale market sees greater activity in Q4 2015; analysts expect better numbers in 2016



According to the Housing and Development Board (HDB), resale transaction volume increased 11.5% year-on-year in 2015. Quarter-on-quarter, resale transaction volume of HDB flats in Q4 2015 increased 2%. While the resale market was rather active, analysts noted the headwinds that could dampen Singapore's property market. The Resale Price Index (RPI) - price movement information in the resale public housing market - rose to 134.6 in 4Q 2015, a mere 0.1% increase from 134.8 in 3Q 2015.

Analysts expect the transaction volume of resale public houses to continue rising for the rest of 2016. They are wary however that the market is vulnerable to the state of the economy, and signs of a downturn would cause buyers and sellers to be cautious.

MP calls for ABSD to be removed

Christopher De Souza, Member of Parliament for Holland-Bukit Timah GRC has called for the removal of the Additional Buyer's Stamp Duty (ABSD) for Singaporeans while continuing to implement it for foreigners. He believes that this could help ensure foreigners do not speculate in Singapore's property market, while allowing Singaporeans with the financial means to purchase a second property to do so.

He suggests retaining the Total Debt Servicing Ratio (TDSR), another cooling measure that limits the amount borrowers can spend repaying debts to 60% of their gross monthly income, to ensure only

Singaporeans with the financial means will be able to purchase a second property.

While developers and home owners are hoping for cooling measures to be eased, a report by DBS says that based on past cooling cycles, policy makers will ease the cooling measures only after prices have dropped approximately 13%-15%. The report says that excessive drops in property prices would be detrimental to Singapore's overall economy. As such, the government will keep a close eye on the property market and prevent prices from declining too much or too rapidly.

Investors prefer real estate investments amid global economic uncertainty

According to Colliers Global Investment Outlook, investor sentiment regarding real estate will be positive in 2016. In the first nine months of 2015, direct property investment worldwide amounted \$625 billion, and Real Capital Analytics expects the figure to be even greater in 2016.

This is amidst economic uncertainty globally such as China's economic woes, rising interest rates in the US, UK's referendum on exiting the EU, low oil prices and heightening tensions in the Middle East.

The survey by Colliers International showed that 52% of the 600 respondents said they would increase their allocation for real estate investments in 2016, while only 11% will decrease. Main targets for direct cross-border real estate acquisitions in the next 12 months include London, Paris, New York, San Francisco, Tokyo and Sydney.

Despite a risky world economic environment, real estate investors are taking on greater loans to fund their purchases, and real estate remains in demand in most world class cities.

Chinese investors look overseas amid woes in domestic stock market

Amid volatility in the Chinese stock market and the depreciating Yuan, Chinese investors are likely to turn towards overseas property investments in markets like Vancouver, Canada, the US and the UK in search of a safe haven to safeguard their wealth.

Significant portions of Chinese wealth are already in overseas property investments in the UK, Australia and the US. The US property market has been extremely attractive to Chinese investors for an extended period. Currently, the biggest foreign buyers in the US property market are the Chinese, who accounted for US\$28.6 billion worth of real estate investments in 2015.



Survey shows confidence in American property market



The 2016 Foreign Investment Survey for Association of Foreign Investors in Real Estate (AFIRE) finds that the United States has the strongest and safest market for real estate investment. Even with concerns of rising interest rates, 64% of respondents expect to increase

their US real estate investment in 2016, and 31% said, they would either reinvest or maintain investments at their current levels. No one plans a major decrease. A separate survey by Wisconsin School of Business showed that 66% of respondents believe the US provides the best opportunity for appreciation of capital. Domestically, a Commerce Department Report showed a 2.5% drop in housing starts, from November 2015's 1.18 million to 1.15 million in December.

The housing market's performance in 2016 will be determined by progress of the job market. In the longer-term, demand is anticipated to rise with more young adults seeing their financial statuses improve and start purchasing entry-level homes. Even with the Federal Reserve raising benchmark interest rates for the first time since 2006, borrowing costs are expected to remain low and the central bank has indicated interest rate changes will be gradual.

Indonesia eases foreign home ownership rules

In a bid to attract foreign investments, Indonesia has allowed foreigners to own houses for up to 80 years, with President Joko Widodo signing a regulation in late 2015 allowing foreigners the right to buy a landed house for 30 years with the possibility of a 50 year extension.

According to the Cabinet Secretariat, for foreigners to qualify for home ownership in Indonesia, one has to live, work or invest in Indonesia and be “providing benefit” to the country. Previous rules dictate that foreigners could only buy houses for 25 years with the possibility of an extension of 25 years.

Tax changes in UK property

Details of raises to property taxes in the UK announced in November have been revealed. The proposed tax resembles Singapore’s Additional Buyer Stamp Duty (ABSD), which levies a tax on second home purchases. For investors purchasing second homes or investment properties in England, Wales or Northern Ireland, existing rates have been increased by 3% under the proposed tax. The tax increase has the potential of increasing investors’ purchase costs by approximately £17,000 pounds, assuming the second property being purchased costs £650,000.

The tax revisions would stand at 3% on the first £125,000, 5% on the next £125,000, and 8% on the balance up to £925,000. Between £925,000 and £1.5 million, a tax of 13% will be levied, and the balance above £1.5 million will be taxed 15%.

The UK authorities, in calculating taxes, factors in any residential property that investors own, regardless

of where the property is located at. Therefore, if an investor owns a property in Singapore, the increased tax rate applies when the investor purchases a property in the UK, even if the investor does not own property in the UK.

However, the rise in stamp duties can potentially benefit the London’s Ultra Prime rental sector. According to Turnstall Property, the additional costs incurred from stamp duty adjustments can be covered after renting the property out for three years.

Prime sales market for 2016 is set to experience zero per cent growth in property prices, as the outlook of prime sales market does not seem attractive for investors. However, ultra-prime rentals are increasingly popular for national and international investors, and they are shifting their focuses to the rental market, at least till the sales market shows that the increased stamp duty cost is justifiable with higher return of investment.

Vietnam poised to take the lead in Southeast Asia’s property market



A Bloomberg report indicates Vietnam’s economy is expected to grow 7% in 2016, making it one of the fastest-growing markets. Due to the strong economic outlook, foreign investors have been attracted to Vietnam’s stock market, bringing in greater foreign direct investment as well.

In 2015, Vietnam eased its laws on foreign ownership through

the Law on Residential Housing (LRH). With an established reputation of being open to foreign investments, property experts see 2016 as a great year for Vietnam’s real estate industry.

Compared to other Southeast Asian countries such as Singapore, Malaysia and Indonesia, which are experiencing a rough period, Executive Director at real estate firm Alternaty, Mauro Gasparotti, says that Vietnam is ready to lead the region’s property market over the upcoming two to three years.

Developers in Vietnam are confident that rapid urbanisation will be a further stimulus for the domestic market as long as infrastructure improvements and clear guidelines on investments are provided.



HOW SHARE VALUE DETERMINES MAINTENANCE FEES?

One of the considerations when purchasing a condominium development is the amount of maintenance fees the homeowner has to pay. It may not be a significant amount but it may increase your monthly commitments considerably. In this article, we will understand how maintenance fees are determined by the amount of share value a condominium unit owner has.

- BY LANDY LAN, ASSOCIATE DIRECTOR OF REDBRICK MORTGAGE ADVISORY

Share value is a figure that shows the allocation of the proportionate share allocated to the owner in each strata unit in the development. Share value helps to determine how much share an owner has as compared to the rest of the owners. A unit with a bigger square unit does not necessarily mean that the owner has a bigger share value. Share value represents the corresponding usage of the common facilities of the development. The lesser use of the common facilities, the lesser the share values will be.

Share value is useful for:-

1. Determining how much maintenance fees is to be contributed by each homeowner for maintaining the common areas in the development
2. The voting right for the strata lot; in which the higher the share value is, the more voting right the owner has.
3. Determining the share that each owner has in the common property; which is jointly owned by all the purchasers in the development.

Professional surveyors hired by the developers first determine the share value of a development project. After which the developers will send the proposal to the commissioner of buildings for acceptance and approval. Usually, units with more usage of the common facilities are allotted with a higher share value. This is applicable to units or blocks with a build-up with a larger floor area of the development. A common methodology in calculating share value is as follows:

FLOOR AREA (SQM)	SHARE VALUE
50 and below	5
50 to 100	6
101 to 150	7
151 to 200	8

The share value increases by one for every 50sqm of floor area.

The share value of a strata lot cannot be changed once the strata application is registered with the COB.

However, upon request to the Registrar of Titles, they may allow changes:

1. When there is an error in the initial entry.
2. When a fraudulent value is assigned to a lot.
3. When there is a subdivision of a lot.

The maintenance fees are for the purpose of controlling and managing the usage and enjoyment of the common facilities in the development. Should there be any lapse in the maintenance fees, the management corporation has every right to recover the unpaid contributions in form of debts from the owner or even register it as a charge against your strata lot.

The management corporation may give special rebates to owners who pay their contribution before the due date or in full. For those units that are unsold, the developers are given 3 months grace period upon TOP, thereafter the developers have to contribute the maintenance fees for the vacant units to the management corporation. The developer is required to maintain proper book of the accounts and they have to appoint an auditor to audit the accounts annually. An audited and certified true copy of the books will be sent to the COB.



MAINTENANCE FUNDS VS. SINKING FUNDS

1. Management funds is used for day to day recurring expenses of maintaining the facilities which includes;
 - a. Cost of looking after the common property.
 - b. Payment of insurance premiums.
 - c. Other recurrent expenses besides amounts covered by the sinking fund.
2. Sinking funds is collected in case of future needs which includes;
 - a. Painting of the common property.
 - b. Acquiring movable property.
 - c. Renewing or replacing any fixtures on the common property and other property belonging to the MC.

- d. Replacing, repairing or modifying the common property.
- e. Any debts other than amounts covered by the management fund.
- f. Other capital expenses.

Contribution of maintenance fees is determined by the share value that the owner holds. The bigger the share value, the higher the maintenance fees, the lower the share value, the lower the maintenance fees. When the maintenance fees are collected, the management corporation will determine the ratio that will go to management funds or sinking funds based on a set formula, otherwise, it will be based on common consensus from the members in the management corporation.



SHARE VALUE & EN BLOC SALE

A higher share value gives you more voting power than the rest of the owners. The amount of management fees that you pay means that you own more of the common property as compared to the others. When an en bloc opportunity comes, it gives you more voting rights to determine if the en-bloc sale is approved. When it is time for the distribution of the sales proceeds, the distribution is also based on the share value owned by each individual homeowner.

It is important that every purchaser of the unit pays the maintenance cost to the management corporation. It helps the management corporation meet the cost of periodic and regular maintenance of the facilities in the project to avoid any accidents when using facilities that could result in penalties (interests), fine and in some cases, jail terms. 📍



Landy Lan is a founding member of Redbrick Mortgage Advisory. Together with the current management team, she has a pivotal role in the success of Redbrick, especially in building and maintaining a highly qualified sales team that continuously delivers optimal performance.

EAST ASIA'S DREAM

Japan is also known as The Land of the Rising Sun, but its housing market appears to be in its twilight years. Tokyo, however, may be its one bright spot.

- BY HO YUN KUAN



On paper, Japan's economy appears to be crippled with problems: wages are stagnant and its aging population is barely growing. The solution to the country's troubles, according to Prime Minister Shinzo Abe upon his election into his second term in December 2012, is a series of reflationary policies, which the Japanese have affectionately termed "Abenomics". And although its effects on the economy have remained limited, the property market has responded

positively to it, thriving and growing beyond what the country's economic situation suggests possible.

Abenomics' greatest influence is probably in Tokyo, where residential land prices for all 23 wards have seen positive growth even while the national average for land price growth is still negative. When the Bank of Japan introduced quantitative and qualitative easing under the growth strategy launched by Abenomics,

the Yen depreciated. As a result, the price of imported construction materials rose, reducing profit margins for developers and pushing housing prices up for property buyers. The effects of this strategy was accentuated by the increase of consumption tax rate to 8% in April 2014, which caused a flurry of buying before the increase, and a dramatic decrease in supply and demand after. This pushed the balance in the market back to what it was before the mini bubble in 2007; where the average apartment price in Tokyo was 60,120,000 Yen. This was just 1.7% below the average in 2007, and unsold inventory in greater Tokyo at a low 3862 at the end of November 2014.

The current situation may be preferable to the market being in the doldrums, but to head so dangerously close to a bubble isn't without risks, of course. A little more than a year after the changes introduced by Abenomics, prices are now at a level that is beyond the reach of many Japanese. The annual Demographia International Housing Affordability

Survey in December 2015 showed that the percentage of Japanese who plan to buy a home has dropped to 15.4%, the lowest in three years. Future local demand for housing looks bleak, especially since Japan's aging population means that there is a lack of potential first-time home buyers – those within the 25 to 44 age bracket. It is estimated that the country will lose a third of its population in the next 50 years. About 40% of the population will also be over 65 by 2060.

One bright spot in the local demand may come from the decrease in household size. More are living alone today and fewer are living in multiple generation households. The average household size in 1950 was 5. It dropped to 2.67 in 2000 and is expected to further decrease to 2.37 in 2025. This could create demand for smaller high quality housing.

A second bright spot may come in the form of the increase in inheritance tax, which seems to have provoked high-net-worth individuals to turn to



investing in expensive properties in the city center to save on inheritance tax. This is because properties are taxed based on the government's valuation, which tends to be lower than the purchase price, while cash is taxed in full. For the average Joe on the street, however, the home price to income ratio, which compares the average price of residential homes to the average annual income, has also risen to more than 10 times in Tokyo.

Despite this, Japanese home prices remain relatively inexpensive in comparison to similar cities. In Hong Kong, for example, a 600 sq ft apartment will cost about USD1.1 million, while the average price of a three-bedroom apartment in Tokyo is only about USD434,680. This has prompted a deluge of Chinese investors to look to Japan for their next overseas investments. Realty agencies have even begun organising tours to Tokyo and Osaka, bringing busloads of Chinese buyers on property shopping trips. These investors are banking on the Yen's dramatic decline

preferred new apartments over old ones. Prices of secondhand homes in Tokyo's 23 wards have risen more than 20% since 2012.

But even though Abenomics no doubt has a part to play, the Tokyo's demographics has to be given credit as well. The city is bucking demographic trends, witnessing a rise in both population and the number of households while the rest of the country are seeing falls. Between 2005 and 2014, the city saw its population increase from 7.9 to 9 million, with a rise of 57,000 per year on average. In contrast, Osaka, the second largest city of Japan, saw its population rise only slightly from 2.5 to 2.7 million. In the same period, the number of households in Tokyo saw an increase from 3.8 to 4.8 million while Osaka experienced only a marginal increase from 1.1 to 1.4 million.

The population increase is likely due to net migration. Tokyo is a city for the young; its working age population (those between 15 and 64 years old)



and the promise of increasing values as the 2020 Summer Olympics nears to draw a huge profit.

Riding on the increase in prices in the new housing market, the secondhand segment is thriving. Many local buyers are turning to resale properties as they were typically less expensive than new ones. Some have predicted that the secondhand market may eventually perform better than the firsthand market, an unfamiliar idea in Japan, where buyers have always

accounts for 67.7% of its total population compared to Japan's national average of 62.3%. Its elderly population, on the other hand, takes up just 21%, in contrast to the national average of 24.7%. Because its population is largely made up of migrant working professionals who have moved to the city in search of jobs, the home ownership rate, taken in 2013, was only at 45% compared to the national average of 60%. The rental market is exceptionally strong in Tokyo and can be expected to remain robust in the near future.



Due to the strong rental market and weak future demand, experts are of the opinion that investors interested in Japan should invest for yields and not capital growth. Rental yields in Tokyo's central districts range between 3.7% and 4.1%. The smaller apartments appear to have better yield, hitting 4.1%. These figures may not be exceptional, but are at least stable.

The area seeing the most significant growth is probably the bayside area, which is currently experiencing a boost in demand following the announcement in 2013 that Tokyo will be hosting the 2020 Summer Olympics. The bayside islands will host some events and is also the location of the Olympic Village. The area now sees an annual supply of apartments that exceeds 1000 when it previously hovered around 300 to 400. Prices have increased accordingly, from about 600,000 Yen per sq m in the early 2000's to 978,000 Yen per sq m in 2014. 💡



ESCAPING THE BUBBLE

Prices in the Indonesian capital are sky high right now, but far from it being a sign of a bubble, experts believe that opportunities abound in the city. - BY HO YUN KUAN

The city may have seen prices double in the five years between 2009 and 2016 and its property price index climb 150% - even surpassing the price increase in cities known for their rapidly growing real estate market like Dubai and New York, but according to industry insiders, Jakarta's property market is far from going into a bubble. In fact, it is just getting started.

There is still much untapped potential in Indonesia's capital; one of the biggest upcoming changes is the city's first metro line, scheduled to open in 2018. This is likely to unleash a string of development and investment opportunities in a city where the lack of infrastructure and what has been called the world's worst transport gridlock have always been a serious concern for foreign investors. In fact, the cost of lost time, fuel and health from being stuck in the city's infamous traffic is estimated at billions of dollars

every year. Less than 15% of the trips taken by the city's population of more than nine million are on public transport.

To the wealthy, however, transport gridlocks seem to be of little concern. Prices and demand for centrally located luxury apartments are surging. When the metro is completed, certain areas, especially those within walking distance to metro stations, are likely to see further growth. Already, land prices around the northern and southern ends of the metro have seen some increase.

The future situation in Jakarta is likely to mirror that of Bangkok's, where proximity to a train station remains a huge selling point even for luxury apartments occupied by high-net-worth individuals who more than likely own private cars. This is because if

unpredictable traffic conditions prevail, the metro will become an important – and the most reliable – means of transport.

With anticipation for infrastructure improvements high, developers are going on a building binge. 47,269 units are on the cards to be built between 2015 and 2016. Despite this rapid building, it is estimated that supply of homes in Jakarta is currently only a third of the demand. Although most young people in the capital are priced out of buying their first properties, the city sees a large demand from wealthy buyers looking to buy their second homes for investment purposes. Sales of these units are expected to be quick, especially with the announcement that foreigners are now allowed to buy and own properties costing at least five billion rupiah. Previously, foreigners were only given “right of use” of properties for a maximum of 25 years. Jakarta’s large and steadily growing

population means that demand is unlikely to be quelled in the near future.

Compared to other cities in the region, Jakarta currently has the fastest increase in property prices. Between 2012 and 2013, the capital saw an impressive 38.1% increase. This came about on the back of record lows in the interest rate, which was only at 5.75%. The price increase dipped to 11.2% between 2013 and 2014, when the government implemented policies to curb speculative buying. Strict lending restrictions were one: Those applying for a loan to purchase their second property are now required to pay a deposit that is 30% of the home’s value, while those who already own two or more homes must pay a 40% deposit. Banks are now also disallowed from providing loans for purchase of properties that are still under construction – previously, it was not unusual for speculators to buy and sell an apartment





before it was even completed. Apartments have been known to change hands several times, getting more expensive each time, before the building was even constructed. Last, but certainly not least, the interest rate was increased to 7.5%. But although the current growth rate is slightly slower and more reasonable, the city is far from slowing down.

For investors, worthy areas to look at include those near the future metro stations as well as central areas near the CBD – because despite the addition of the metro, traffic congestion is unlikely to ease completely and proximity to offices and malls will remain an important factor in capital growth or yield. The figures don't lie – occupancy rates for lease apartments in central Jakarta was 81% in 2014, a significant 10% higher than in other parts of the city. 📍





DRUNK ON LUXURY

TEXT BY LESLIE LIN

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PLAYING THE PROPERTY GAME

The rules of the game have changed for current aspiring homebuyers – a seasoned player in the real estate industry shares his strategy for those looking to embark on a property investing journey. - BY REENA KAUR BHATT



A degree, a job, and a car – check to all those boxes. Similar to most Gen-Ys out there, the next item on my list would be my own property. That idea seems daunting, however, as the economy is not so rosy at the moment. But then again, I do not want a sizeable chunk of my salary to go to monthly rental payments forever!

Not that I would know where to start – how do you actually get your foot on the property ladder?

Turning the archetypal strategy of “saving until you have enough money for the down payment on your dream home” on its head, the property investor said that young-uns out there should follow the buy-to-rent and rent-to-stay maneuver.

Apparently, the idea is to buy a property with a high rental yield, preferably one in the city and to rent a place of your own somewhere considerably cheaper, i.e: the outskirts of the city. Renting in a less desirable area where the rent is lower translates to savings, which can be used to pay the 10% down-payment of your first piece of property. The bottom line is that you will be buying said property to rent out and obtain a monthly income, not for your own stay.

Sounds inconvenient – was the first thing that popped into my mind. Bursting my self-pity bubble, he says that most Gen- Ys have big expectations and expect immediate results; but not always knowing or valuing the steps involved to reach those expectations. In this era of smartphones, my generation has not really grasped the concept of delayed gratification. As he puts it, property investing is a journey, one that requires time, effort and not to mention sacrifices.

Being a young writer with a modest salary, he says that my best bet is to go for the cheapest rental property out there – studio apartments. First timers should start looking for units in the city center and slowly move outwards to an area where they can afford a property. This is because residential units in and around the city center are highly tenatable and will always be in demand from renters.

Rebutting my exclamations that it is impossible to obtain a property within my budget (RM300,000 - RM450,000), he said that they are studio apartments around Kuala Lumpur in that price bracket. For instance, studio units in First Subang, a serviced residence in SS15, Subang Jaya are going for RM380,000! His advice

- Do your homework Gen-Ys; you just might have to spend less time Facebooking and carrying out research instead.

My next lament was of course over monthly installments - how do I ensure that I am able to pay them off each month without me having to starve myself? The property investor shared his one tip - make sure that your rental property has tenantability, or in other words, you will ALWAYS have someone interested in renting your unit. On tenantability, he shared the wisdom he obtained from his own mentor - Would you yourself want to live there; Are there eating outlets nearby? How far is it to the nearest LRT station? Also, imagining the worst case scenario, where you are unable to obtain a renter; you will have a fall-back plan where you yourself would be able to stay there.

Another point to look out for is the catchment area - for instance, hospitals and colleges nearby would mean there is always a student or nurse who could be a potential renter. The cardinal rule is to carry out extensive planning and research to make sure that you are buying the right product.

One upside for first time home buyers is that they are able to obtain optimal profits from investing in a rental property for their first buy, as they enjoy a 90% loan. As the property investor explained, you must leverage as much as possible for your first investment property. Not only would your monthly installments be lower, but it would be covered by your tenant, thus guaranteeing a positive cash flow.

After a few years, profits from your rental income and savings from your own rental payments will enable you to obtain your very own nest egg. Then, it is up to you to either upgrade to a fixer-upper or to buy your second piece of property, as long as it ensures an increase in your monthly cash flow. 🏡

The views expressed here are solely of Reena Kaur Bhatt, writer at iProperty.com Malaysia and do not represent that of iProperty.com Malaysia and should not be construed as professional advice. Readers are encouraged to seek independent advice prior to making any investments.



MUBASHAR AFTAB: THE FAST AND THE SPURIOUS



The sky is the limit for this young gun as he already owns an impressive property portfolio with several developments in the pipeline.

Mubashar Aftab is the CEO of IT-powerhouse Urbanify Sdn Bhd, and also as the pioneer of iCable Asia and a technology review hub, Pokde.net. At 32, Mubashar has various property investment businesses within the Klang Valley region.

STARTING YOUNG

While admitting he was born with a silver spoon in his mouth, Mubashar is not one of the typical rich kids on the block with a fancy sports car and designer clothing. The modest and polite child from Port Dickson knew even from an early age that every successful man or woman requires a proper shelter befitting their profession after a day's work.

Upon graduating from university, he was offered into the IT business with a local company but was not happy with the office's infrastructure. The company, calling itself an IT powerhouse did not have the proper equipment nor the needed internet bandwidth for his work because the entire office building is still lined with copper wires instead of high-speed optic fibre cables.

He then ventured into his own business to provide computing hardware and software solutions, starting his first business - Urbanify Sdn Bhd. Before he started his business, he had to take hold of a few aspects including where and how he wants to conduct his business.

KNOWING WHAT, WHERE AND HOW

Before jumping the gun into owning his first business or to open an establishment, Mubashar knew what exactly to look out for judging from the problems he had in the previous office space - and what he can afford.

He needs an office with the high-speed broadband capabilities, close-knit security systems and something not too big for a start-up company. Owning an office within the Kuala Lumpur city centre is not only expensive, but it also serves little purpose as some of the clients do not come into his office, instead he has to be on site at his client's workspace.

He then decided the best way to break this dilemma will be to acquire a Small office Home office (SoHo)

“ *The biggest reason investors don't make money is simple: They pay too much for the properties.* ”

unit somewhere away from the city centre. Most newer SoHo's are not only equipped with fibre optic cables for high-speed broadband, but they also provide multiple tier security as well as the right built-up space for a company of three people.

Mubashar was so happy with the pricing offered by the developers, he bought two SoHo units which are just next to each other for less than RM250,000 each. With the property titled as a residential unit, he could also acquire a 90% loan from the bank. In just two years, he witnessed a 20% appreciation over his 650 sq ft units' value as SoHo offices are beginning to trend within the Klang Valley region. He knew it was then he had struck gold as his properties became a good long term investment for himself and his business.

MAKING IT BIG

Mubashar said that while various property experts and economists are commenting that the Malaysian property market is experiencing a slowdown, this slowdown will be beneficial for aspiring property buyers as well as investors. While almost everyone knows how to buy properties and secure finances for them, they tend to make mistakes until it is too late.

- ***Property investment is a "get rich quick scheme"***

There are various self-appointed "experts" who claim that real estate is a way to earn a fast buck, but the

truth is, property is a long term investment, much like mutual fund investments. Not many people understand the risk factor of properties.

- ***Playing the lone ranger***

The key to success is building the right team of professionals. At the very least, you need good relationships with at least one real estate agent, an appraiser, a home inspector, a closing attorney and a lender, both for your own deals and to assist with financing.

- ***Rushing to the cliff***

Many people buy a property and get stuck with it because they only have one exit strategy. They're going to sell it or they're going to rent it out. What if it doesn't sell? What if the rental market stalls? Always have two, if not three, ways to get out of any deal.

- ***Simple plan***

Lack of planning is the biggest mistake new investors make. They buy a house because they think they got a good deal and then try to figure out what to do with it. That's working backwards. First, formulate a plan, then find the property to fit the plan. Pick your investment model, and then go find a property to match that. Don't find the strategy after you find the home. 💡



BUSINESS AS USUAL FOR JOHOR

The Johor property market remains optimistic despite the challenging year ahead.



Eva Tan Yee Hwa
Real Estate Negotiator,
T Tree Realty

Johor Real Estate and Housing Developers Association (REHDA) recently shared its outlook for the state's property market – it is cautiously optimistic and the demand for properties is still there.

iProperty.com Malaysia spoke to Eva Tan Yee Hwa, real estate negotiator at T Tree Realty to find out more about the current Johor property market scene.

What is your outlook for the secondary and primary property market in Johor for the Year of the Monkey?

Both the primary and secondary market in Johor Bahru have shown steady improvements in the recent

two to three months, recording increasing property transactions as compared to the past year. It is safe to say that the local buying power is still strong and with 2016 being a buyers' market, I anticipate that the transaction activities will grow even further, especially in the second half of the year.

This is especially so for secondary properties. Taking into account the stronger exchange rate from SGD to RM, a growing number of Singaporeans are sending their children over to the international schools in Johor Bahru and hence, purchasing properties here for them to stay in. I even have Singaporean buyers who purchased properties here for their elderly parents to live in, as it's cheaper. Besides that, the cooling measures imposed by the Singaporean government and higher property prices there inevitably increases the appeal of properties in JB.



Primary properties, on the other hand, will continue to garner interest from first time home buyers and foreigners planning to retire in Johor.

REHDAs's outlook for 2016 highlights that the demand for properties in Southern Johor remains good. What are some of the hotspot areas and how do you aim to assist buyers?

At the top of the list is downtown Johor Bahru. Many potential buyers, especially those who are working in Singapore singles out guarded condominiums and apartments within walking distance to JB central as their preferred abode.

In addition, there has been considerable interest in commercial properties in Johor Bahru.

Another area that receives considerable attention is Iskandar Puteri, especially Horizon hills – the Second Link nearby makes it especially convenient for locals working in Singapore. Landed properties, as well as high-rise units fronting Puteri Harbour are top favourites.

At T Tree Realty, we strive to assist our clients by being there for them every step of the home buying process; from price negotiations to dealing with lending partners. Furthermore, we guide our clients on the areas to choose – whether it is for their own stay or investment purposes.

In the revised Budget 2016, houses costing below RM300,000 will be limited to first time home buyers. What is your opinion on this matter?

I feel that it is a fantastic idea as it provides more opportunity to those who are looking to be owners of their own home. This group of people will not

“ Landed properties, as well as high-rise units fronting Puteri Harbour are top favourites. ”

only have more properties to choose from but also higher chances of securing a home in their preferred location. Also, first-time home buyers will be able to get good deals as developers would be looking to sell off their properties that fall in that price category.

Do you foresee any challenges ahead and how do you plan to overcome them?

One of my concerns is regarding the implementation of the price hike in toll fees at the Johor-Singapore Causeway as well as the RM20 entry fee for foreign-registered vehicles entering into JB. The decrease in human traffic might deter some foreign buyers to invest in Johor properties.

We aim to counter this by working even harder and to be more aggressive on the online marketing front in order to promote and market our property listings effectively. 📍



BEFORE BUYING A HOME: WHAT DO YOU DO?

Chong Chee Thong, Business Development Manager from City Appraisal Consultant shares with us frequently asked questions by potential home buyers before purchasing a property.

Primary Property

INFRASTRUCTURE/CONNECTIVITY

Transportation is an important factor. If you buy a home that's near public transportation, that purchase is more valuable than similar properties without good access to the bus and rail lines.

For an average Johorean for works in Singapore, it is important to inquire about the distance from his/her property to Singapore customs.

THE SCHOOL DISTRICT

Parents will always opt for a house/condominium that enables them to send their child to school easily. This factor could possibly increase the demand for the residential property and drive up prices in future.

LAND TITLE OF THE APARTMENT

For commercial titles, utilities tariff and local government assessment fees will be higher comparable to a residential title.

SECURITY

A gated and guarded community is the preferred choice when it comes to buying a residential property. Furthermore, a gated and guarded property has a higher capital appreciation.

DEVELOPER'S BACKGROUND

Before entering into a contract with a developer, it's important to perform a background check. Do access information relating to past and present projects, as well as business numbers and contact details. It should also be clear who the directors of the company are.

NEIGHBORHOOD

What types of schools are in the area? Is it kid friendly? Ask about the house from the neighbors living in the area. Find out about the neighborhood vibe.

POPULATION GROWTH

If prices have grown steadily in the area, look at the demographics. An increasing number of young residents with good income is a solid indication that the area is poised for growth.

Secondary Property

ELECTRICAL FITTINGS TEST

Older property always has old electrical fittings and fixtures. It could be an invitation for fire hazard. Check all the wires, connecting points, main switch, etc to determine whether they are working properly or not.

BANK VALUATION

Check the bank valuation of the house, to ensure that you are not buying an over-valued house.

MARKET SURVEY

Please visit the iProperty.com website to check the market value and buy the house which you think is the most valuable.

LAND TENURE OF THE PROPERTY

Is it freehold or leasehold? Most of the properties in Larkin, Johor Bahru are leasehold. If it is a leasehold property and when the leasehold expires, the land automatically reverts back to the State. Any application to renew it must be made before the lease expires, and an approval from the State is not guaranteed.

NO UNPLANNED VACANT LAND AROUND

Are there any plans for a vacant land in the vicinity of the property? Any future developments in the area?

VISIT THE PROPERTY AT DIFFERENT TIMES

If you want to know more about a property, try to visit the area at different times of the day and different days of the week so that you have an idea of whether it is a quiet or a busy and noisy area to move to. [📍](#)



Chong Chee Thong
Business Development Manager
City Appraisal Consultant

HANDS ON TO BEAUTIFUL LASTING WALLS

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Understanding building materials and their know-hows could potentially save you time, money and effort.



Aargh! - The cry of shock when you notice a crack on your newly renovated wall. Does that sound familiar to you?

Many homeowners spend a lot of money renovating and beautifying their dream home. Putting their trust entirely on the contractor, many fail to realise the importance of knowing and understanding building materials closely.

Here are 4 common wall problems faced by homeowners and the recommended Lafarge Pro Solutions that could potentially save you from the hassle and trouble during and post-renovation.

FOUR COMMON WALL PROBLEMS



PATCHY WAVY WALLS

The common way of manual mixing with inaccurate consistency of materials causes walls to shrink irregularly causing patchy wavy walls.

WHAT'S THE SOLUTION? SMOOTH WALL SOLUTION

You only need to add water and the products are ready to be used. They offer great bonding strength to brick or block walls and they are easy to apply. QuickRender™ 387 provides great rendering qualities with a slightly coarser texture. Once the rendering is completely dried, Base Grey 380 (base skim coat) and QuickSkim™ 388 (top coat) is applied for desirable smoothness.



QuickRender™ 387,
Base Grey 380 and
QuickSkim™ 388



CRACKS AND MOULDS

When plastering cement mortar onto brick walls using the conventional method, it is natural for the surface to crack due to mortar shrinkage. Traces of moisture in the cement mortar can also cause undesirable moulding problems.

WHAT'S THE SOLUTION? CRACK & MOULD PROTECTION

These products are specially formulated to prevent cracks. This combination of rendering, and wall coating protects your walls from cracks, fungus, mildews and moulds effectively while guaranteeing smoothness throughout.



QuickRender™ 387,
Base Grey 380 &
LiquidRender 2000(F)



INEFFECTIVE TILE ADHESIVE

Many contractors opt to use a mixture of multi-purpose cement with latex to lay tiles on walls instead of using proper tile adhesives. The bonding strength of latex is not consistent and may result in tiles popping out, hollowness and potentially cracks in the later stage.

WHAT'S THE SOLUTION? EFFECTIVE TILE ADHESIVE

Perfect for homogenous and porcelain tiles, marbles as well as mosaics, SuperBond 369 provides great bonding strength for tiles of all sizes, including large ones. Premixed with the essential materials, you only need to add water to use this product efficiently. Recognised as a Green Label product, Superbond 369 also allows tile-on-tile application - eliminating the need to hack existing tiles.



SuperBond 369



POST-RENOVATION CRACKS

It may take several weeks for cement mortar to dry completely. Sometimes when contractors cut short the construction processes to save time, wall problems would only be visible after handover. Generally, the one common problem faced by homeowners is the appearance of hairline cracks on newly painted walls.

WHAT'S THE SOLUTION? QUICK CRACK FIX

LiquidRepair 1000 is the fastest and most convenient way to repair visible post-renovation cracks on your walls. It is so simple, you can even do it yourself! Simply identify the crack area, widen the crack slightly, apply LiquidRepair 1000 and finish it off with sandpaper.



LiquidRepair 1000

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WHY HAS IT ALL GONE PEAR SHAPED?

When asked why is it that most Malaysian youths are less aware of financial matters, Nor Fazleen said that it is due to the changing landscape of youths' behaviour and mindset as generations evolve. At a time where social media is rife, youths especially succumb to the need to impress and possess only the best. They do not realise that a branded car may impress their friends and win the approval of their colleagues, but it is at the cost of burning their own pockets.

Will Smith, a famous American actor once said, "Too many people spend money they haven't earned, to buy things they don't want, to impress people they don't like." "This quote just about describes the habit of most of our country's youth", said Nor Fazleen.

She agrees that Malaysian Gen-Ys' need for financial education is essential. Nevertheless, she admits that this age group faces greater financial responsibility than the previous generation. They have more and easier access to credit and they have to deal with costs of higher education.

“ Gen-Ys have more and easier access to credit and they have to deal with costs of higher education. ”

Touching on financial education in Malaysia, she commented that there is no silver bullet in addressing the financial literacy issue and a 'one size fits all' approach will not succeed, as children respond to a range of learning styles.

Some of BNM's efforts in the past included the Pocket Money Book for schools that were first launched in 1999 as well as the School Adoption Programme by a few local banks.



Alfred Sek
President of the Association
of Financial Advisors

ALL HANDS ON DECK

Alfred Sek, President of the Association of Financial Advisors also believes that building a generation with financial competence needs to start from an early age. He opined that learning to handle money should be an established and permanent component of any child's upbringing.

He shared that several researches have revealed that young people develop financial and economic understanding when they have undergone 'personal

economic experiences' themselves. He added, "Knowing how much money coming in and how, and when and where it goes out is the key starting point for children to take charge of their finances".

Thus, parents should incorporate a 'tough love' financial framework/education at home, from when their kids are in primary school. For instance; giving their children a weekly allowance (salary) and making them learn from experience on how to manage their weekly spending (meals/entertainment/miscellaneous), without bailing them out (loan).

“ Knowing how much money coming in and how, and when and where it goes out is the key starting point for children to take charge of their finances. ”

ROLE OF EDUCATIONAL INSTITUTIONS

Echoing this sentiment, Nor Fazleen shared that AKPK's focus group studies show that in order to have behavioural and attitude changes in consumers spending, financial education alone is not enough. "The intervention of 'hand-holding' and personal guidance over a certain period is necessary for there to be behavioural changes," she explained.

Therefore, she feels that more focus groups which monitor students' behaviour towards financial management should be formed in higher learning institutions.

Alfred mentioned that the obstacle in the way ironically is money. It requires resources to train teachers to establish such frameworks, to conduct consistent activities year round and to supply school children with the necessary materials - which most schools do not have.

In encouraging participation of all stakeholders, he says that financial institutions and private companies should make an effort to provide for the required funding by schools throughout the country. He feels that financial education is an important corporate social responsibility effort as any; just like the preservation of the environment and assistance for the needy/disabled - it is vital for the future of Malaysian youth and our nation.

"The much-needed resources would enable schools to train teachers, establish special purpose clubs, and carry out year-long extracurricular programmes that would drive in good savings habits and to encourage responsible money management among school children," said Alfred.

MOVING FORWARD

According to Nor Fazleen, financial education has begun to be incorporated into the school curriculum in stages, beginning in 2014. BNM in collaboration with the Education Ministry introduced it to Year 3 students in 2014 and the same will be done for secondary school students from 2017 onwards.

At this juncture, BNM together with the Education Ministry is looking to incorporate exemplary systems in other countries that have shown positive results when it comes to financial education.

“One prime example is Australia, where the Australian Securities and Investments Commission (the government agency responsible for financial literacy), created the MoneySmart Teaching website for teachers and educators in 2008,” shared Nor Fazleen.

Providing professional learning and other resources, the website helps educators to integrate consumer and financial literacy into teaching and learning programmes.

Singapore also has made significant inroads in the provision of financial education. The Singaporean government through the Monetary Authority of Singapore funded the setting up of the Institute for Financial Literacy in July 2012.

The institute aims to build core financial capabilities across a broad spectrum of the Singaporean population by providing free and unbiased financial

education programmes such workshops and talks to working adults and their families.

SOME TIPS TO GET YOU BY

Lending advice on how to better manage their finances, Alfred urges youths to take advantage of technology innovation by using a financial app to keep track of their expenses as well as saving apps that force one to keep aside money each month.

“Another tip for young working adults is to carry out an assessment to figure out how much you can afford to spend based on the amount of your monthly salary”, he added.

For credit card owners, one imperative step in exercising financial control is to set credit limits on ones' account. On top of that, Alfred warns if your credit card has a rewards programme, avoid buying things you do not need just to obtain points. Highlighting the cardinal rule, he reminded that a credit card does not increase the amount of money you have available to spend!

Albert reckons that it is not that Malaysia's young generation is unaware of financial matters - it is because most of them did not have a firm guiding hand from a young age. A financial adviser himself, he implores youth who are in a fix over money matters to seek help or professional financial advice in order to know how to cope and deal in the best way. As he blatantly states, being unable to manage one's money can be a barrier to future success. 📍



HOW TO MANAGE YOUR CONTRACTORS?

Adrian Wee looks into what to look out for when you decide to take charge of your own interior designing.

Building your own home is quite possibly the most exciting and rewarding endeavour for anyone to undertake and it all starts with the perfect home design. More people are looking forward to being self-sufficient and try to create an interior design project for themselves instead of hiring professional designers

Meanwhile, by cutting off the middleman, it not only saves in interior designing costs but one can fully engage and be involved in their project, hence knowing themselves what will be the final outcome. Some interior designers may not be able to concentrate fully on a single project given that they have multiple clients at the same time, so by doing the design yourself can also reduce error as well as faster completion time.

However, such acts can be a double edged sword as being inexperienced in interior designing can lead to a heftier price in one's renovation project, such as remodelling and reworking on a particular section. It is more expensive to do the renovation the second time than it is the first time. If it is your first time or plan to design the interiors of your own home, here's a look at best practices on how to manage an independent contractor.

KNOWING WHAT YOU WANT

You have to let your contractors know what are your expectations. Some contractors prefer to work with interior designers because these designers know what will be the outcome. As some homeowners cannot see what will be the overall result, contractors can be confused and in the end, this will cause more problems and in the worst case scenario, a costlier project.

It is imperative to know what you want, and only then contractors will understand what to deliver. It is best to show them the design you want, preferably on paper or photos rather than describing what you want to the contractors as pictures paint a thousand words. Fortunately, at this time of information technology, there are plenty of materials to refer to in interior designing.

WORKING WITH LEAST REVISION

Contractors can be easily agitated if there are many changes to the project. A common headache for contractors is when clients request for a change in the type of materials to be used long after the contractors have already placed an order on the previously agreed materials. Knowing what you want is one thing, making a final decision is a

different matter altogether. It is important to have a fixed plan for the benefit of both parties as it saves considerable time and energy besides eliminating unnecessary cost. However, small changes that do not involve a large sum of money and that can be easily adjusted is acceptable.

PREPARE A PROPER WORKING CONDITION

Sometimes as a homeowner, we may forget about the worker's lodging conditions. In Malaysia, it is quite common to have construction workers to sleep and rest within the working area, particularly houses where their owners do not stay in there for the time being. They may also serve as a temporary security guard at the work site until the project is completed. Having an unpleasant place for these construction workers will adversely affect their productivity.

There must be a proper place and bed where these workers can sleep as well as sufficient cooking

needs for these workers to make their meals. Of course, some homeowners have their own reservations of how these workers should conduct themselves on their property, hence, there must also be ample instructions and directors to the workers such as a sign to tell them where the bin is, do not wear shoes in the house, or restricted areas, among others.

For the act of kindness, one is also encouraged to treat them to meals - it need not be expensive, perhaps economical rice, but that should spur productivity among them.

HANDLING CONTRACTOR MEETINGS

Home renovation project may not involve only one contractor but multiple contractors; such as electrical contractors, masonry contractors, construction contractors and carpentry contractors. Homeowners will always have to set meetings with these said contractors, and often some will call for meetings with all the contractors. In the end, some contractors will have to listen to a consensus not related to their field and this wastes their time.

Homeowners are advised to arrange for a proper schedule in managing such meetings in a chronological order according to importance.

Having a lesser plan in time management can be an indication or a signal to the contractors that such homeowner may be a difficult person to work with, hence, they may charge extra for their services.

HASTE AND LESSER PROJECT TIMELINE

Having a short timeframe for a renovation project sounds impossible. However, it can be done with the use of a checklist for contractors to achieve the deadlines. One must take into account of a contractor's commitments as they may not be able to meet required deadlines by homeowners. Jobs that do not have a specific instruction or scope will result in the contractors deeming these jobs to be lengthy and can be a hassle.

It is best to not only create a checklist for contractors but to also define what their job scopes are as well. With the said checklist, contractors will dedicate their time and energy as it gives them a sense of direction.

However, if the checklist itself is vague, the contractor may view the job as a secondary project and give priority to his other projects. 📍



DISCLAIMER: The opinion stated in the article is solely of Adrian Wee, Owner of ID Viva Sdn Bhd (Interior Design King) 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.

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KEMENSAH, MELAWATI

To the south-east of Batu Caves, and north of Setiawangsa, Kemensah and Melawati are located at the border of Federal Territory of Kuala Lumpur and Selangor, most north-east of Selangor governed under Majlis Perbandaran Ampang Jaya.

Developed with mainly residential and commercial properties, these townships comprises housing schemes such as Taman Tropika Kemensah, Tiara Kemensah, Sunway Rydgeway, 20trees, Riverview Kemensah, Hevea Kemensah, Twin Palm Kemensah, Kemensah Mewah, Kemensah Heights, Amberhill, Desa Melawati and etc.

Commercial activities are mainly focused at the southern part of Melawati where petrol stations, clinics, banks, restaurants and many other amenities can be found with a smaller portion of commercial activity being placed around Desa Melawati. Residential properties possess a huge gap in type i.e from non-standardized aged high-density terraced houses to modern concept designed high-end bungalows, with landed dwellings as the majority at the moment.

Public transport is available in the form of bus and taxi in this area, traveling via train services is possible by taking bus services to the Wangsa Maju LRT statio. However, feeder buses which provides direct trips to Kuala Lumpur city centre might yet to be the most

convenient and user-friendly as claimed by some of the users reported earlier. Main access to the townships will be the Jalan Lingkaran Tengah 2 (MRR 2), major roads / highways connecting to MRR 2 are Lebuhraya Duta - Ulu Kelang (DUKE), Karak Highway, Ampang - Kuala Lumpur Elevated Highway, Jalan Ampang, Jalan Kuching, Jalan Genting Kelang and etc from north Kuala Lumpur all the way down to Sungai Besi. Traffic condition is within an optimistic level in the townships but traveling out of the townships during peak hours might be a little different.



Source: Oregeon Property Consultancy Research Team

The selected recorded property transaction within the townships are analysed as follows:-

LANDED

STOREY	SCHEMES	LAND AREAS	YEAR	MIN (RM)	MAX (RM)	COUNT
2	TAMAN MELAWATI	3,000 - 6,700 SF	2010	765,000	1,768,000	11
			2011	710,000	950,000	5
			2012	800,000	1,386,000	8
			2013	880,000	1,450,000	4
			2014	1,000,000	1,600,000	3
			2015	1,300,000	1,300,000	1
	TIARA KEMENSAH	2,600 - 3,700 SF	2010	898,000	1,200,000	2
			2011	858,000	1,130,000	2
			2012	935,000	1,250,000	2
			2013	1,050,000	1,050,000	1
	TROIKA KEMENSAH	3,200 - 4,800 SF	2010	1,080,000	1,225,000	4
			2011	1,260,000	1,260,000	1
			2012	1,550,000	1,550,000	1
			2013	1,450,000	1,785,000	3
			2014	1,900,000	1,900,000	1

2.5	TIARA KEMENSAH	2,600 - 3,700 SF	2010	898,000	1,200,000	2
			2011	858,000	1,130,000	2
			2012	935,000	1,250,000	2
			2013	1,050,000	1,050,000	1
	TROIKA KEMENSAH	3,200 - 4,800 SF	2010	1,080,000	1,225,000	4
			2011	1,260,000	1,260,000	1
			2012	1,550,000	1,550,000	1
			2013	1,450,000	1,785,000	3
			2014	1,900,000	1,900,000	1
	1	TAMAN MELAWATI	1,430 - 1,500 SF	2010	120,000	250,000
2011				155,000	368,000	6
2012				160,000	380,000	6
2013				270,000	450,000	7
2014				330,000	470,000	4
1,760 - 1,980 SF			2015	450,000	450,000	1
			2010	333,000	333,000	1
			2011	320,000	375,000	6
			2012	368,000	450,000	4
			2013	430,000	510,000	3
TAMAN MELAWATI JAYA		1,200 - 1,300 SF	2014	400,000	480,000	3
			2010	60,000	95,000	5
			2011	59,130	100,000	5
			2012	73,000	97,000	4
			2013	145,000	145,000	1
2014	60,000	115,000	5			
2	JALAN J - TAMAN MELAWATI	1,080 SF	2010	200,000	355,000	8
			2011	290,000	415,000	7
			2012	320,000	500,000	8
			2013	430,000	505,000	3
			2014	435,000	600,000	3
		840 SF	2015	530,000	594,000	2
			2010	100,000	250,000	9
			2011	178,000	300,000	7
			2012	240,000	350,000	12
			2013	285,000	425,000	8
	JALAN N - TAMAN MELAWATI	1,400 SF	2014	350,000	450,000	7
			2015	340,000	350,000	3
			2010	445,000	455,000	2
			2011	450,000	580,000	2
			2012	580,000	670,000	2
	JALAN F & H - TAMAN MELAWATI	1,260 SF	2013	810,000	860,000	2
			2014	700,000	700,000	1
			2010	240,000	370,000	11
			2011	300,000	415,000	12
			2012	350,000	525,000	18
			2013	360,000	530,000	7
	JALAN A, B & C - TAMAN MELAWATI	1,760 - 1,780 SF	2014	450,000	630,000	8
			2015	450,000	640,000	7
			2010	270,000	490,000	14
			2011	390,000	608,000	13
2012			580,000	650,000	6	
2013			540,000	780,000	10	
2014	600,000	890,000	7			

Source: Oregon Property Consultancy Research Team

STRATA

STOREY	SCHEMES	LAND AREAS	YEAR	AVERAGE (RM PSF)	COUNT
Condominium	DESAKU CONDOMINIUM	880 - 1,250 SF	2010	200	11
			2011	218	7
			2012	253	3
			2013	305	8
			2014	287	5
			2015	347	1
	GAYA MELAWATI	490 - 1,052 SF	2011	421	13
			2012	477	33
			2013	512	14
			2014	615	7
			2015	516	5
	VILLA KEMENSAH	860 - 1,300 SF	2010	161	12
			2011	198	12
			2012	207	14
			2013	248	10
			2014	274	12
			2015	332	8
	20 TREES	1,540 - 1,950 SF	2010	394	2
			2011	382	16
			2012	427	22
2013			481	7	
2014			534	2	
2015			604	2	
Apartment	HILLSIDE APARTMENT	1,070 - 1,190 SF	2010	186	11
			2011	198	7
			2012	235	10
			2013	275	14
			2014	319	11
			2015	334	5

Source: Oregon Property Consultancy Research Team



Source: Oregon Property Consultancy Research Team



Source: Oregon Property Consultancy Research Team

Both transacted prices for landed and strata properties were generally in an increasing trend for the past 5 years, price trend for the landed appeared to be less consistent compared to the strata dwellings as many of the landed are further renovated according to own preferences, most of the inconsistency occurred in 2013 to 2015. Transaction prices for stratified properties remained at an increasing pace throughout the past 5 years, however, the number of transactions have been

decreasing since 2012 from the recorded 82 units to 21 units end of 2015 (approximately 74.4% decrease), while transaction amount for of landed properties decreased continuously from 2010 (98 units) to 2015 (16 units), recording a drop of approximately 83.7%. Competition from new products and the high entry prices contribute most to the decrease of transaction activity.

Some of the noted recent, on-going or future development in the townships are as follows:-

Project	Developer	Location	Type
Rimba @ Tiara Kemensah	Kenzo Sdn Bhd	Tiara Kemensah Rimba	16 units bungalow
Twin Palms @ Kemensah	Venus Capital Corporation Sdn Bhd (Lumchang)	Twin Palms	2 to 3 storey bungalows
Jia @ Melawati	SDB Properties Sdn Bhd	Kemensah	46 units of 2.5-storey super link terraced, 33 units of 3-storey super link terraced, 1 block of 7-storey medium cost apartment (35 units)
Melawati Mall	Sime Darby CapitaMalls Asia Sdn. Bhd.	Taman Melawati	13-storey commercial complex
Serini @ Melawati	Sime Darby Melawati Development Sdn Bhd	Taman Melawati	2 blocks of 38-storey serviced apartment (528 units)
MM Residences	TSA Land Sdn Bhd	Taman Melawati	Rebuilding 1 block of 26-storey serviced apartment (81 units) and 2 blocks of 17 to 23-storey SOHO (339 units)
Melawati Corporate Centre	Sime Darby Melawati Development Sdn Bhd	Taman Melawati	1 block of 10-storey commercial with shops and offices
Verge 32	KCC Development (M) Sdn Bhd	Kemensah	14 units townhouse, 26 units 3 to 4-storey stratified semi-detached house and 6 units 3 to 4-storey stratified bungalows
H'Kemensah	Hamton Development Sdn Bhd	Kemensah	17 units 3-storey bungalows

Source: Oregeon Property Consultancy Research Team

From the table, the recent projects are mostly residential and commercial products, the new products consist of landed properties (terraced, semi-detached and bungalows) and high-rise properties (apartments, serviced apartments and SOHO). The bungalows are selling at a price of approximately RM2-5 million and the serviced apartment units at Serini are selling from approximately RM580,000 onwards.

A mall known as Melawati Mall will also be built and opened end of 2016 boasting 620,000 square feet of retail space over eight levels, a joint venture project by Sime Darby Property and CapitaMalls Asia Ltd fronting the Middle Ring Road 2 (MRR2). Many of the new projects in Melawati are concentrated in and around the commercial area while new projects in Kemensah are scattered all around, especially the northern portion.

Just like many other townships in Klang Valley, Melawati and Kemensah are gradually changing their appearance and getting rid of the previous impression in peoples' minds, offering more high-end products and the increasing of amenities and population gives a new life to the townships. However, a little problem solving is to be done by the developers in expanding these townships as they are located pretty near to hilly areas, hoarding and retaining walls can be seen in many places around these townships indicating many precaution steps have been taken to ensure it is risk-free from unwanted disasters.

Undulating / hilly terrain might bring both pros and cons, it provides a better view or space for creative products but it also require a little more effort to study and ensure that you are purchasing a safe piece of property. 📍



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DISCLAIMER: Since the asking prices and project status various 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.

INTER-FLOOR LEAKAGE – A STRATA LIVING NIGHTMARE (PART 1)

This article examines the long-running issues of high-rise strata buildings and what can you do about it.



INTER-FLOOR LEAKAGE, A CHICKEN AND EGG SITUATION

If you live in a high rise building and have an inter-floor leakage issue, you can be rest assured that you are not alone. Inter-floor leakage is without a doubt one of the biggest problems faced by many dwellers of high rise buildings.

Whilst the leakage may appear only in a particular parcel the source of the leakage may lie in the parcel above or even elsewhere. The cooperation of more than one party is therefore required; without which

one cannot even begin to identify the problem, let alone solve it.

Two issues must be identified when there is an inter-floor leakage. Firstly, the source of the leakage and secondly, the person or body responsible for repair or rectification. Who is supposed to identify the source of the leakage to start with? The person or body responsible of course, you may say, but how do you know who is responsible before the cause of the problem is ascertained? Thus a chicken and egg situation arises.

SECTION 142 OF THE SMA, THE ANSWER TO ALL CEILING LEAKAGES?

In February, 2013 the Strata Management Act 2013 (SMA) was passed by the Parliament. With that came a presumption in law, under Section 142 of the SMA, that if the leakage is on the ceiling, then such leakage is presumed to be from the parcel above unless it is proven otherwise. So, if you have a leakage from your ceiling, visit your upstairs neighbor and tell him/her that he/she is responsible and must therefore find the source of the leakage and carry out the repairs. What if he/she disclaims responsibility? Simple, you just quote Section 142 of the SMA, which provides a “one fits all” answer to ceiling leakages! I thought so too when I first read Section 142, but I was not completely right, for the law does not place the entire responsibility squarely on the upstairs parcel owner.

It was to be another couple of years before the SMA was implemented in June 2015 but the good news is that with that came also the implementation of the Strata Management (Maintenance & Management) Regulations 2015 (SMR). Many thanks to those (including HBA volunteers) who worked tirelessly on drafting and fine tuning the provisions of the SMR, we now have some definite answers on what to do if you have a leakage from your ceiling.

WHO IS RESPONSIBLE?

In dealing with inter-floor leakage one must not just refer to Section 142 of the SMA but also Part XV of the SMR. Indeed it is Part XV of the SMR which tells you what to do if you discover dampness, moisture or water penetration from your ceiling or if you were to go home one day only to find that it is raining in your apartment.



GO TO THE DEVELOPER IF YOU ARE STILL COVERED BY THE DEFECTS LIABILITY PROVISIONS

If the leakage is still covered by the provisions of your sale and purchase agreement (SPA), follow the provisions of your SPA. For homebuyers, these are typically cases where the leakage or defect occurs during the defects liability period which their housing developers are required to rectify as provided in the statutory sale and purchase agreement.

JMB/MC/MANAGEMENT FIRST IN THE LINE OF RESPONSIBILITY - REGULATION 56

If the leakage is not one which is covered by the SPA, then a notice may be served by the owner of the affected parcel on the developer or either the joint management body ("JMB"); management corporation ("MC"); subsidiary management corporation ("sub-MC"), as the case may be. This is provided for in regulation 56(1) of the SMR. What regulation 56 essentially means is that you serve notice on the body responsible for the maintenance and management of the common property, which for convenience I shall refer to as "the Management". Hence, the party first in the line of responsibility is not your upstairs neighbor but the Management.

Once notice is received, the Management must, within 7 days, carry out an inspection to determine the cause of the leakage and the party responsible for rectification (regulation 57). Thereafter, the Management must issue a 'Certificate of Inspection' stating the cause of the inter-floor leakage as well as the party responsible for rectification (regulation 59). A standard form certificate for this purpose can be found in Form 28 under the Second Schedule of the SMR.

So, what is the purpose of Section 142? Section 142 merely creates a presumption that the defect lies in the parcel above. In practical terms, this does nothing towards resolving any inter-floor leakage issues other than perhaps as a starting point for inspection. After all, one cannot possibly rectify a defect which causes the leakage until and unless the actual defect is identified. The legal implication of Section 142 however, is perhaps best left to those much more qualified than I but I do wonder if this statutory presumption alone can be a valid ground for holding the upstairs parcel owner responsible and if so under what circumstances in light of the provisions of the SMR.

DETERMINING FACTOR(S)

Under regulation 58 of the SMR, the Management must take into account not just the aforesaid presumption but also the following matters which to my mind are far more relevant once the defect is identified:-



- (1) that any defect in something which serves more than one parcel is a common property defect; and
- (2) that any defect in something which serves only one parcel is a defect of that particular parcel even though that something is situated in common property or in void space.

In other words, the determining factor is not the location of the defect but which parcels that something serves. If it serves just one parcel, that particular parcel owner is primarily responsible and must rectify the defect failing which the Management shall carry out the rectification works and charge the expenses to that particular parcel owner. This is



because whilst Regulation 61 of the SMR imposes the obligation on a specific parcel owner such obligation is expressly stated to be without prejudice to that parcel owner seeking indemnity from someone else. That of course begs the question of who can be held

liable for such indemnity; a question which is beyond the scope of this article but I certainly will not rule out any parcel owner, including the affected parcel owner, who contributes towards the defect or any delay in the rectification of the defect.

The decision of the Management is, as expected, not final. Anyone not satisfied with a decision made against him/her may refer to the Commissioner Of Buildings (COB) who shall ascertain the cause of the leakage and the party responsible in accordance with regulation 64(1) & (2) and the decision of the COB shall be complied with by all parties concerned.

GIVE ACCESS FOR INSPECTION OR RISK PROSECUTION

It goes without saying: that neither inspection nor rectification works can be effectively carried out without access to all relevant parcels and common property. Hence, the imposition of a statutory obligation on all relevant parties to give access as provided by regulation 63(1) of the SMR comes as no surprise at all.

Whoever fails to give access to the party carrying out the inspection commits an offence! And the punishment is severe too; a fine of up to RM50,000 or imprisonment of up to 3 years or both, under regulation 63(2).

Given that the lack of cooperation on the part of some parcel owners/occupiers has remained one of the main causes of delay in resolving inter-floor leakage problems, these provisions are definitely a step in the right direction. It does puzzle me however that whilst a failure to give access for inspection amounts to an offence, the same does not seem to apply to a failure to give access for rectification.

Some of you cynics out there may be tempted to brush this aside as something unlikely to be enforced by the authorities but do you want to take that chance? Do you really want to risk prosecution over something as simple as giving access for inspection and/or rectification? Beside, now that the Strata Management Tribunal has been set up you may be slapped with an Order much sooner than you think. 📍



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Striving for House Buyers Rights and Interest

風水

FENG SHUI



TIPS FOR COMMERCIAL PROPERTIES

There are nuances which differentiate Feng Shui applications when it comes to residential and commercial properties. Dato' Joey Yap explains.

At its very core, Feng Shui functions on a set of principles which is used across all sorts of properties. However, when it boils down to details, there are nuances which differentiate its application for residential and commercial properties. It goes unnoticed by the common layman, but almost every new development nowadays – especially commercial properties such as shopping or business centres – goes through a stage where a Feng Shui assessment is done in order to ensure it eventually thrives. Great pains are taken to locate the Qi mouth, which will serve as the development's main gateway as well as its main receptacle for positive Qi. More often than not, developments which fail to prosper tend to have problems associated with this aspect.



Although these larger scale matters are usually beyond the control of the individual owner, there are elements which one can personally observe in order to ensure his or her business thrives in the best way possible. Just as the surrounding environment of residential properties should have ideal landforms to channel positive Qi into the abode, the same rule applies for a business premise as well. Most of the time, a lot of people prioritise on getting the right Feng Shui setting right indoors when it should be the other way round. You can have the perfect indoor setting, but all that would mean nothing if the business premise itself is not receiving any favourable Qi from its surroundings. Ideally, we would want to see features such as Mountains and Water in the surroundings as these are part of the main criteria in creating an excellent Feng Shui environment. Water, being the main conduit for Qi, follows the former's movements as well – flowing from high ground to lower ground. As such, we generally would want a business premise to be located at the lower part of a landscape in order for it to receive the Qi which collects there. While keeping an eye out for favourable features, one should also place equal emphasis on looking out for negative features which could produce Sha Qi such as sharp corners or pylons. Such things could severely damage a property's Feng Shui even if everything else in its surroundings is superb.

Just as the Qi Mouth is important in a development, so is the entrance of a business premise. Some of



the important things to take note of is keeping it unobstructed and as spacious as possible. We may not always have the luxury of an ideal building orientation. However, one may want to consider that the nature of business is aligned to the proper element. For instance, if you are running a real estate business, you may want to be aligned to the Earth element - or if you are in the tourism industry, you will want to be aligned to the Water element. Each industry is associated with a specific element. Even the shape of the building itself has its association with a particular element. Tapping into the right Qi will greatly help a business to prosper.

There are more detailed aspects one could look into such as the annual Flying Stars. For example, for a business which requires high security such as banking

and jewellery, you will want to pay attention to where the #3 Red Star lands as it is considered the robbery star. If you are running a large organisation with many departments, the Flying Stars could be particularly helpful in ensuring each department benefits from the proper attributes of the associated star.

Lastly, always bear in mind that good Feng Shui just accounts partially of what it takes to make a business successful. It does not automatically transform you into a fantastic businessman. Most of it has to do with having the right person at the right place and at the right time. Great Feng Shui can present you with excellent opportunities, nevertheless it will still take effort and a good business sense to cash in on those opportunities. 📍



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MEDINI: SPECIAL ECONOMIC ZONE OF ISKANDAR PUTERI

Located within the largest planned economic corridor of Southeast Asia - Iskandar Malaysia, Medini has the leverage to be in the middle of booming surroundings.

- BY CHAN AI CHENG

Medini is surrounded in a habitat of lush green & sea and is part of the 9,712.45ha Nusajaya, now known as Iskandar Puteri, one of the five flagship development zones in Iskandar Malaysia spanning 2,217 sq km located in southern Johor. It is only 50 minutes from Singapore's Changi Airport, 40 minutes away from Singapore CBD, 40 minutes to KL by air, 25 minutes from Senai Airport, 20 minutes from Johor Bahru city centre, Medini is developed by UWI in partnership with Khazanah Nasional Berhad and Mitsui & Co.

Medini is sub-divided into three development clusters - the financial district, Medini Central, and lifestyle and leisure - with each developed by different developers. Medini has attracted a pool of English-speaking and educated workforce with GDP per capita at US\$14,600 (as of 2010).

Medini is also conveniently connected via international airports (Senai Airport and Changi Airport), seaports (Port of Tanjung Pelepas, Port of Pasir Gudang, Port of Tanjung Langsat, Jurong Port and Port of Singapore Authority) as well as rail and road networks and connected to Singapore via Tuas Second Link

Other modes of connectivity include ferries that are already operational to and fro Tanjung Balai with Singapore's Harbour and Indonesia's Batam. Proposed links includes the Rapid Transit System (RTS) link and the KL-Singapore High Speed Rail (HSR).

MEDINI'S URBAN ECOLOGY

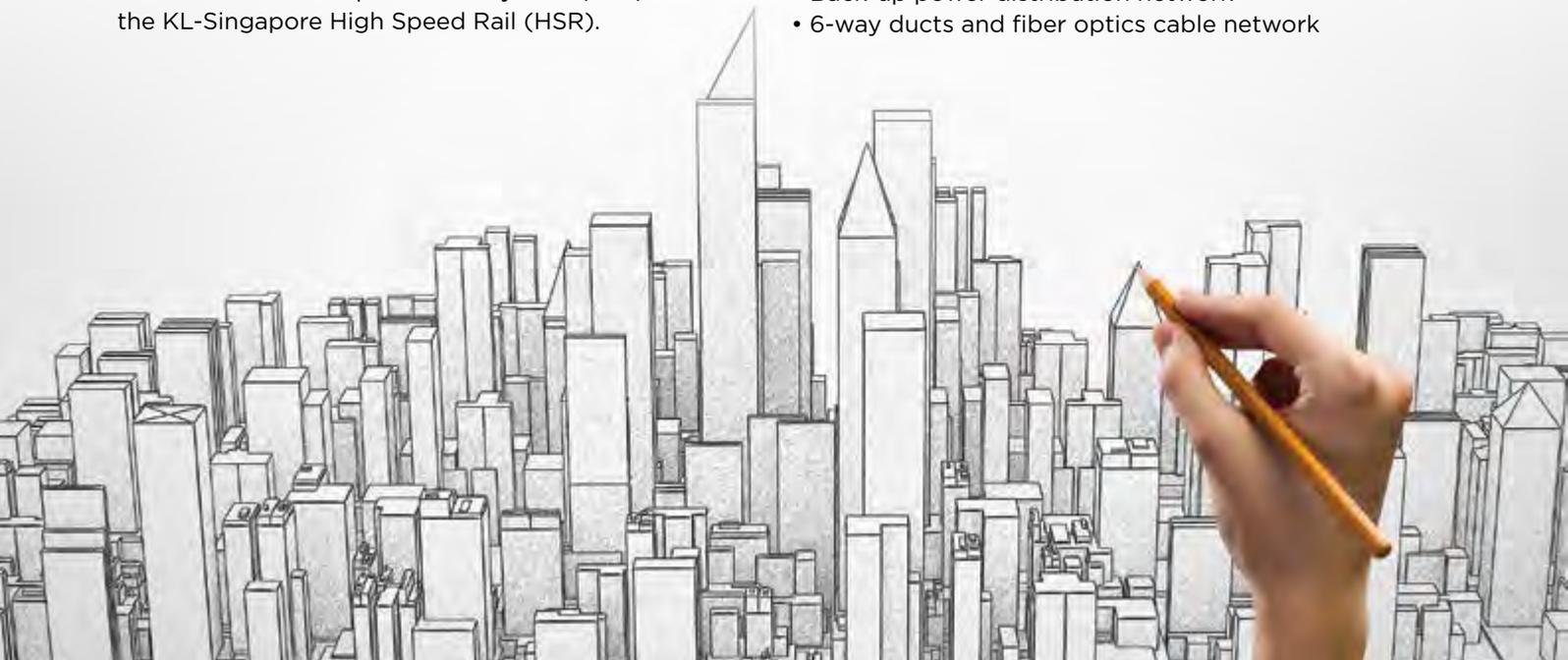
In line with Iskandar's economic development vision, Medini attracts anchor development catalysts within the leisure, healthcare, education, and media sectors. Medini's master plan envisioned a mixed-use project with 4 themed economic clusters built for a cosmopolitan population:

- Logistics: warehousing, distribution, packaging, business process outsourcing
- Lifestyle: LEGOLAND theme park, Mall of Medini, Gleneagles Hospital, Afiniti, Urban Wellness Project
- Business: commercial centre, SME business park, hotels and hospitality facilities
- Living: luxury landed properties and condominiums, clubhouse, resort, private school, commercial center

A BUILT ENVIRONMENT

Each land plot within the Medini development was fully integrated within the complete infrastructure network including:

- 60 kilometres of roads
- 58 covered bus stops
- 1000 custom lamp posts
- 500 thousand Population Equivalent sewage treatment plant
- 18 million gallon water reservoir
- Back-up power distribution network
- 6-way ducts and fiber optics cable network



INVESTMENTS:

Medini attracts over 30 companies from diverse regions resulting in:

- Expected GDV of USD 22 billion by 2027
- Foreign Direct Investment injection of US\$ 1.5 billion by 2015

Investors: Khazanah Nasional Berhad, Mitsui & Co., Mubadala, Kuwait Finance House, Employee Provident Fund Malaysia, Millennium Development, Temasak Holdings, United World Infrastructure

Strategic Developers: Sunway, Aldar, Zhuoda Group, E&O Property Development Berhad

MEDINI SPECIAL ECONOMIC ZONES

- No RFGT
- No RM 1 million cap for foreigner
- 15% income tax rate for knowledge workers
- IRDA is giving 10 years of tax-free incentives to businesses that register in Medini before year 2026, as there are still large tracts of land in Medini, which would need more time to be developed.
- No Bumiputra ownership quota
- Policies also allow businesses one-stop application for foreign talents and not only could they buy a duty-free car, expatriates also pay less personal income tax
- Companies operating here are entitled to exemption from the Economic Planning Unit's property acquisition guidelines.
- Flexibilities from foreign exchange administrative rules

COMMERCIAL SECTOR

Medini offers the same high quality of commercial real estate and standard of living as Singapore, Hong Kong, Taiwan and Kuala Lumpur at significantly lower cost base attractive incentives.

INCENTIVISED VALUE CHAIN

Developer / Sub-Developer

- Corporate tax exemption for 10 years
- Allow to source capital globally

- Flexibility to employ knowledge workers
- Income tax exemption for provision of management, supervisory or marketing services

SECTOR SPECIFIC / OPERATORS

There are 6 promoted sectors: Logistics, Creative, Education, Healthcare & Wellness, Financial, Leisure & Tourism.

- Tax exemption for 10 years
- Flexibility to employ knowledge workers
- Allow to source capital globally
- Retail incentives

MEDINI'S SURROUNDING DEVELOPMENTS UPDATE

Pantai and Parkway Holdings have built Gleneagles Medini Hospital, a 300-bed and 150-suite private hospital across 15 acres of land in Medini, Iskandar Malaysia. Singapore patients will be allowed to use their Medisave to access healthcare services at the hospital.

Then there is the 210-acre Medini Integrated Wellness Capital, developed by Eastern & Oriental Bhd. This fully integrated community will feature a wide array of residential configurations, 18 acres of commercial development and a 12.5-acre wellness sanctuary all bordered by a peaceful mangrove forest. Complementing the Medini Integrated Wellness Capital is a 4.6 acre urban wellness centre strategically located between the Mall of Medini and Gleneagles Medini Hospital.

Legoland Malaysia, the 6th of its kind worldwide, and the first in Asia. With a theme park of 40 interactive rides, shows and attractions, and a retail mall to attract more than 1.5 million visitors every year. Pinewood Iskandar Malaysia Studios has commenced operation in 2013.

Iskandar Puteri will be linked to Johor Bahru by a light rail transit (LRT) system, the first in the state, in the next 7 to 10 years. Newcastle University of Medicine (NUMed) officially opened in Oct 2011 (student capacity: 1,500). Marlborough College (International School) Malaysia to open by end August 2012 with a capacity for 1,300 students (area: 90 acres). Johor Premium Outlet is adjacent to Senai Airport. [📍](#)



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INDIVIDUAL SUPPLY COMMERCIAL GST VS COMMERCIAL PROPERTY VALUE

What is the difference between individual supply commercial GST and commercial property value. Vicky How explores further.

Pursuant to the implementation of the Goods and Services Tax Act 2014 (GST Act), 6% GST shall be charged by a taxable person (any individuals, enterprise, partnerships and/or companies whose taxable supply of the current and next eleven months exceeds RM500,000 and shall be liable to be registered under section 2 GST act) in the course of businesses or furtherance of businesses which involves the supply of goods or services (falling within the definition of taxable goods and services defined in the GST act) in Malaysia.

As of 28th October 2015, GST shall be charged by a taxable person in the course of furtherance of business of any taxable supply of goods and services made in Malaysia (section 9 of the GST). As such, there will be additional individual supply commercial GST to be charged to consumers and investors.

Consumers and investors may not be aware of the impact and effects of this new GST on the market

value of the property and the decision making in buying the property.

DEFINE COMMERCIAL PROPERTIES

Commercial properties includes industrial land, warehouses, factories, shop lots, shop office, offices, Small Office Versatile Office (SOVOs) or Small Office Virtual Office (SOVOs) and retail lots.

COMMERCIAL PROPERTY OWNER'S GUIDE

If an individual owns (under his name) more than 2 commercial properties (refer to definition above) whereby the total value of the commercial properties or lands are worth more than RM2 million at market value or owns commercial or industrial land of more than 1 acre, the aforesaid individual is treated as carrying out a business if the total annual rental income exceed RM500,000 in 12 months period, and he is liable to register GST (section 2 of GST Act).

WHEN DO WE REGISTER FOR GST?

INDIVIDUAL GST

Any individual who is not a GST registered person is treated as carrying out a business if he at any one time owns:

- (a) more than 2 commercial properties;
 - OR
 - (b) more than one acre of commercial land;
 - OR
 - (c) commercial property or commercial land worth more than 2 million ringgit at market price;
- AND
- the said individual make a supply of rental services on such property is liable to be registered when the turnover for such supply exceeded the threshold amount of RM500,000

CORPORATE GST

- A person is liable to be registered if -
- (a) his total taxable supply of the current month and the next eleven months exceeds RM500,000;
 - OR
 - (b) make a supply of rental services on such property is liable to be registered when the turnover for such supply exceeded the threshold amount of RM500,000;
 - OR
 - (c) Sale of property which exceed the value of RM500,000

“ As of 28th October 2015, GST shall be charged by a taxable person in the course of furtherance of business of any taxable supply of goods and services made in Malaysia (section 9 of the GST). ”

For instance, Mr A has 3 commercial properties, which is rented out for a total of RM100,000 per annum but the total market price of the 3 properties is only RM1.8 million. Even though Mr A does not have rental that exceed RM500,000 per annum or the total property value exceed RM2 million, he has to register for the GST.

Once an individual has registered for the individual GST, the said individual is bound to pay or declare GST every quarterly even if his/her annual rental income is less than RM500,000 or if the said individual has sold his/her commercial properties. The said individual remains in the record of the GST registrar for at least a minimum of 2 years notwithstanding that you have sold your properties or rental income less than RM500,000 after registration.

Whereas, corporate GST allows individuals to deregister from the record of GST once the company is no longer active and/or belonging to the aforesaid individual.

Using the same example above, if Mr A is GST registered in January 2016 and in February 2016 he sold one of his commercial property, now he has only 2 commercial properties in hand but he cannot deregister GST. He has to continue to declare GST every quarterly until 2018 and only then he can only de-register GST.

COMMERCIAL PROPERTY VALUE AFTERMATH

Realistically, the selling price of the property remains unchanged in the SPA but the purchaser now has to pay an additional of 6% of the sale price which adds to the purchasing cost in the event that the seller is a taxable person.

For example, if Mr A would like to sell one of his commercial property to Mr B and they both agree that the purchase price of the property is RM1,000,000, the purchase price in the SPA will remain as RM1,000,000 but there will be a tax invoice for the purchaser to pay an additional of RM60,000.

In this scenario, the Jabatan Penilaian Perkhidmatan Hartanah (JPPH) does not take into account the additional RM60,000 tax invoice and only records the selling price of the property to be RM1,000,000 in their sale transacted data.

Due to the additional GST cost that Mr B incurred to acquire the aforesaid property, the RM60,000 will now be added to the next selling price when Mr B decides to sell the property the next time.

This will force the market value to increase as the seller will not want to sell at a loss. In the short term, the JPPH data of the past transaction may not be able to pick up the sudden change of the GST implementation and results in the valuation figure will not be able to reach the market value. In the long run, the value of commercial property will increase by an estimated amount of at least 6%.

Therefore, a purchaser who does not purchase from a taxable person and incur additional cost of 6% will benefit from the additional market price increase (i.e they will still hike up the market value including the 6%). This GST as an additional cost will decrease the rental yield received by the purchaser as the market rental will remain unchanged in the area but the cost of purchase has now increased.

JPPH VALUATION

After the property is sold, a valuer from JPPH will revalue the property. The valuation of the property may differ from the selling price and the valuation report from the bank.

It can be higher or lower from the initial selling price. The 6% GST will then be taxed base on the JPPH valuation rather than the selling price on the SPA. Therefore, there is still some uncertainty as to how much the purchaser should allocate for the payment of GST. 📍



DISCLAIMER: The opinion stated in the article is solely of Vicky How, Principal of Bloomland Property Consultants, 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.



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Balakong, Factory, SALE, RM 5,800,000, BU14000sqf, LA15000sqf, Michelle Chan, 0111-661 8000, E(3)1538, UP4342348



Bandar Bukit Tinggi, Canary Garden, Semi-detached House, SALE, RM 1,500,000, 7+1r8b, BU4954sqf, LA40x80sqf, Kathleen Aw, 016-262 8838, E(1)1197/12, UP4453542



Bandar Bukit Tinggi, Canary Garden, Semi-detached House, SALE, RM 1,900,000, 7+1r8b, BU4954sqf, LA40x80sqf, Kathleen Aw, 016-262 8838, E(1)1197/12, UP4450163



Bandar Bukit Tinggi, Canary Garden, Semi-detached House, SALE, RM 1,900,000, 7+1r8b, BU4954sqf, LA40x80sqf, Kathleen Aw, 016-262 8838, E(1)1197/12, UP4450163



Bandar Kinrara, BK 5, 2-sty Terrace/Link House, SALE, RM 890,000, 4r3b, BU2200sqf, LA22x75sqf, Chai MY, 012-320 9019 / 012-259 1559, E(3)0050/15, UP4424354



Bandar Kinrara, BK 5, 2-sty Terrace/Link House, SALE, RM 890,000, 4r3b, BU2200sqf, LA22x75sqf, Chai MY, 012-320 9019 / 012-259 1559, E(3)0050/15, UP4424354

CLASSIFIEDS SECTION

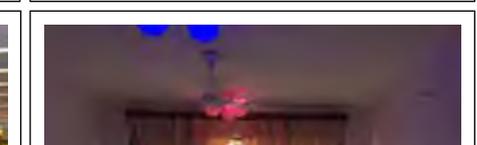
 Ms. Chan 012-259 1559			 Liew CW		
Bandar Kinrara, BK9 Butik, Bungalow House, SALE, RM 3,500,000, 5r5b, BU4300sqf, LA10700sqf, Chai MY, 012-320 9019 / 012-259 1559, E(3)0050/15, UP3230034	Bandar Kinrara, BK9 Chantek, Semi-detached House, SALE, RM 2,050,000, 4+1r5b, BU3100sqf, LA3350sqf, Chai MY, 012-320 9019 / 012-259 1559, E(3)0050/15, UP2849534	Bandar Kinrara, 2.5-sty Terrace, SALE, RM 1,175,000, 4r4b, BU2295sqf, LA22x70sqf, Andre Wong, 6012-200 5496, REN:16264, E(1)1307, UP3914065	Bandar Kinrara, Palmeria Kinrara Residence, Semi-detached House, SALE, RM 1,700,000, 4+1r5b, BU3118sqf, LA3577sqf, Liew CW, 012-711 3448, E(3)1379, UP4417585	Bandar Puncak Alam, Puncak Alam Jaya, Shop-Office, SALE, RM 1,280,000, BU4186sqf, LA30x75sqf, Lee Kok Hong, 012-288 8729, REN:14600, E(1)0452, UP4032299	Bandar Puncak Alam, Bungalow House, SALE, RM 1,599,360, 5+1r7b, BU4232sqf, LA50x80sqf, Lee Kok Hong, 012-288 8729, REN:14600, E(1)0452, UP4032291

 Sally Chan					
Bandar Puteri Puchong, Semi-detached House, SALE, RM 3,000,000, 6+1r6b, BU4000sqf, LA4823sqf, Sally Chan, 012-234 7397, REN:04442, E(1)0452, UP4336392	Bandar Sungai Long, Evergreen Park Scot Pine, Condominium, SALE, RM 680,000, 4r3b, BU1742sqf, Venus Chen, 012-222 1576, REN:REN016, E(1)1537, UP4286755	Bandar Sungai Long, Kajang, Bungalow House, SALE, RM 2,500,000, 5+1r6b, BU5600sqf, LA6400sqf, Lee Kok Hong, 012-288 8729, REN:14600, E(1)0452, UP4058161	Bandar Sungai Long, Wira Mutiara, Bungalow, SALE, RM 2,450,000, 5r6b, BU5795sqf, LA7352sqf, Teammy Lee, 019-698 7777, REN:14725, E(1)1307, UP4035737	Bandar Sungai Long, Wira Mutiara, Bungalow, SALE, RM 2,450,000, 5r6b, BU5795sqf, LA7352sqf, Teammy Lee, 019-698 7777, REN:14725, E(1)1307, UP4185224	Bandar Utama, 2.5-sty Terrace/Link House, SALE, RM 1,750,000, 5r4b, BU2800sqf, LA22x85sqf, Grace Lee, 012-379 1298, REN:03996, E(1)0452/9, UP3315215

 Grace Lee				 Bob Wong	
Bandar Utama, Bandar Utama BU6, 2.5-sty Terrace/Link House, SALE, RM 1,750,000, 4+1r4b, BU3200sqf, Grace Lee, 012-379 1298, REN:03996, E(1)0452/9, UP4313763	Bangi, Bangi Vista, Bangi Ria, Seri Putra, UKM, 3-sty Terrace/Link House, SALE, RM 886,000, 7r5b, BU2735sqf, LA20X60sqf, Vicky Fong, 6016-666 9776, E(3)0212, UP4437341	Bangi, De Centrum Residences, Balakong, Serdang, Serviced Residence, SALE, 2r2b, BU7777sqf, Aden Loh, 017-779 1688/010-231 3131, REN:06480, E(3)1092/2, UP4391088	Bangi, Kajang, Bangi, Serdang, Service Apartment, SALE, 3r2b, BU1022sqf, Aden Loh, 017-779 1688/010-231 3131, REN:06480, E(3)1092/2, UP4390960	Bangsar South, South View, Serviced Residence, SALE, RM 772,217, 2r2b, BU815sqf, Bob Wong, 0178814164, E(3)1031, UP4421574	

	 Amanda Goh	 Volcan Ng Mip			
Bangsar, Bungalow House, RENT, RM 9,000, 5+1r4b, BU5000sqf, LA6908sqf, Lili Foong, 6012-611 2821, REN:0651, E(3)0738, UP4446313	Bangsar, Bungalow House, SALE, RM 14,000,000, 5+1r7b, BU100392sqf, LA9247sqf, Amanda Goh, 016-263 2288, REA:E2202, E(3)1379, UP4208248	Batu Caves, Taman Desa Minang, Batu Caves, Gombak, 1-sty Terrace/Link House, SALE, RM 520,000, 4r2b, BU1760sqf, LA1760sqf, Volcan Ng, 016-690 8209, E(3)1082, UP4402896			

 Ms Lim @ 012-2882802	 Ms Lim @ 012-2882802	
Bukit Bintang, BERJAYA TIMES SQUARE, Kuala Lumpur, Retail Space, RENT, RM 7,000, BU695sqf, Lim Ai Jin, 6012-288 2802, REN:07023, E(1)1197/5, UP1526359	Bukit Bintang, BERJAYA TIMES SQUARE, Kuala Lumpur, Retail Space, SALE, RM 3,000,000, BU650sqf, Lim Ai Jin, 6012-288 2802, REN:07023, E(1)1197/5, UP1526319	Bukit Bintang, Berjaya times square, Shop-Office, SALE, RM 2,200,000, 1r1b, BU485sqf, Lim Ai Jin, 6012-288 2802, REN:07023, E(1)1197/5, UP2168029

		 Justin Yong	 Sophia Chong
Bukit Bintang, Pavilion Residence, KLCC, Serviced Residence, RENT, RM 6,600, 2r2b, BU1300sqf, LA1300sqf, SK Lee, 6012-239 2188, E(1)1532, UP1821203	Bukit Jalil, Anjung Hijau, Condominium, SALE, RM 630,000, 3r2b, BU1116sqf, Michelle Chan, 011-661 8000, E(3)1538, UP4429944	Bukit Bintang, Pavilion Residences, Condominium, SALE, RM 3,000,000, 3+1r4b, BU2013sqf, Justin Yong, 013-337 2628, E(1) 1215/2, UP4370981	Bukit Jalil, Covillea Bukit Jalil, Condominium, SALE, RM 900,000, 3+1r3b, BU1502sqf, Sophia Chong, 6012-243 6234, E(1)1321, UP4474987

 Jacie 012-359 2828			
Bukit Bintang, Verticas Resideni, Condominium, SALE, RM 1,850,000, 2r3b, BU1468sqf, Jacie Goh, 012-359 2828, REN:10318, E(3)0050/1, UP3268221			



LUXURY LIVING REDEFINED

Bukit Jalil, Parkhill Residence, Bukit Jalil, Condominium, SALE, RM 555,000, 3r2b, BU1100sqf, Aden Foo, 6019-699 8862, E(1)1307, UP3234490



MyLand Properties

Bukit Jalil, Taman Esplanad, 2.5-sty Terrace/Link House, SALE, RM 1,820,000, 4r4b, BU3100sqf, LA24x108sqf, Theresa Lau, 019-327 5285, E(3) 0976, UP4336364



Cheras, AMAYA CONDO MALURI, Taman Maluri, Condominium, RENT, RM 2,600, 1r1r2b, BU920sqf, Amy Ng, 6019-242 8099 / 6017-470 2025, E(2)1064, UP4339823



Cheras, Bandar Mahkota Cheras, 2-sty Terrac/, SALE, RM 750,000, 3r3b, BU2000sqf, LA20x65sqf, Lee Kok Hong, 012-288 8729, REN:14600, E(1)0452, UP4304147



Cheras, Bandar Mahkota Cheras, 2-sty Terrace, SALE, RM 780,000, 3r3b, BU1700sqf, LA20x65sqf, Lee Kok Hong, 012-288 8729, REN:14600, E(1)0452, UP4236024



Cheras, Dataran C180, Kajang, Shop-Office, SALE, RM 1,800,000, 2b, BU2465sqf, Lee Kok Hong, 012-288 8729, REN:14600, E(1)0452, UP4028298



Cheras, FullyFurnished ROOMS@Seri Puteri Condo KL, Condominium, RENT, RM 650, 1r1b, BU1100sqf, Amy Ng, 6019-242 8099 / 6017-470 2025, E(2)1064, UP2866456



Cheras, Furnished Medium Bedroom@Seri Puteri Condo KL, Condominium, RENT, RM 900, 1r1b, Amy Ng, 6019-242 8099 / 6017-470 2025, E(2)1064, UP2866467



Cheras, M AVENUE, Bandar Mahkota Cheras, Shop, SALE, RM 2,080,000, BU3300sqf, LA22x75sqf, Lee Kok Hong, 012-288 8729, REN:14600, E(1)0452, UP4104470



Cheras, Padang Midah Taman Midah, Bungalow, SALE, RM 2,280,000, 7r6b, BU4700sqf, LA8000sqf, Teammy Lee, 019-698 7777, REN:14725, E(1)1307, UP2398143



Cheras, Pandan Indah,Taman Maluri, Penthouse, SALE, RM 638,000, 5r4b, BU2150sqf, Ms Siew, 6012-677 2759, REN:07473, E(1)1307, UP4427772



Cheras, Pertama Residency, CHERAS, Service Apartment, RENT, RM 1,900, 1r1r1b, BU610sqf, Agnes Yik, 017-818 8126, REN:4888, E(3)0892/1, UP4337948



Cheras, Seri Puteri Condominium next to LRT/CHERAS, Condominium, RENT, RM 1,800, 3r3b, BU1010sqf, Amy Ng, 6017-470 2025, E(2)1064, UP3135271



Cheras, Seri Puteri Condominium, Condominium, SALE, 3r3b, BU1010sqf, Lim Shu Hoe, 019-220 3115, E(3)1210, UP4336441



Cheras, Seri Puteri Condominium, Condominium, SALE, 3r3b, BU1010sqf, Lim Shu Hoe, 019-220 3115, E(3)1210, UP4464045



Cheras, sungai Long, 2-sty Terrace/Link House, SALE, RM 1,028,000, 4r3b, BU2800sqf, LA40x70sqf, Kathleen Aw, 016-262 8858, E(1)1197/12, UP4430113



Cheras, Taman Muda Jalan Bunga Melur 7, 2-sty Terrace/Link House, SALE, RM 600,000, 4r3b, LA60x20sqf, Venus Chen, 012-222 1576, REN:016, E(1)1537, UP4083712



Cheras, taman pertama, taman kobena, 2-sty Terrace, SALE, RM 880,000, 3+r3b, BU2800sqf, LA22x75sqf, Eric Leong, 012-554 8429, REN:12088, E(1)1344, UP4434669



Venus Chen

Cheras, Taman Putri Jaya Cartoon House, 3-sty Terrace/Link House, SALE, RM 650,000, 7r5b, LA22x75sqf, Venus Chen, 012-222 1576, REN:016, E(1)1537, UP4423119



City Centre, Parkview KLCC, KL Centre, Service Apartment, SALE, RM 640,000, Studio1r1b, BU560sqf, Jacqie Goh, 012-359 2828, REN:10318, E(3)0050/1, UP427975



Cheras, Taman Wira Mutiara Bandar Sungai Long, Bungalow House, SALE, RM 2,800,000, 8r8b, BU8072sqf, LA7315sqf, Teammy Lee, 019-698 7777/016-976 8698, REN:14725, E(1)1307, UP4434991

Cheras, Taman Wira Mutiara Bandar Sungai Long, Bungalow House, SALE, RM 2,800,000, 8r8b, BU8072sqf, LA7315sqf, Teammy Lee, 019-698 7777/016-976 8698, REN:14725, E(1)1307, UP4434991



City Centre, Parkview Service Apartment, Kuala Lumpur City Center, Apartment, SALE, RM 520,000, 1r1b, BU450sqf, Cissy Tan, 6012-688 5700, E(1)1552, UP4451624



Cyberjaya, Garden Plaza, Condominium, RENT, RM 1,800, 2r2b, BU700sqf, Cyrus Ng, 011-232 58583, E(3)0256, UP4427187



arnoldkhong.hkrent.my

Cheras, Vantage @ Bandar Mahkota Cheras, Semi-detached House, SALE, RM 1,500,000, 5+r6b, BU3846sqf, LA40x65sqf, Arnold Khong, 012-264 8320, REN:10011, E(1)1197/11, UP4393098



Cheras, Vila Vista, Taman Pertama,Cheras, Condominium, SALE, RM 1,076,000, 4r3b, BU1675sqf, LokeLow, 6016-328 7767, E(1)1516, UP4142510



Cheras, Wira Mutiara Bandar Sungai Long, Bungalow Land, SALE, LA17293.32sqf, Teammy Lee, 019-698 7777/016-976 8698, REN:14725, E(1)1307, UP4464033



Randy Chua

City Centre, Setia SKY Residences, KL City Centre, Condominium, RENT, RM 4,200, 2+r3b, BU1055sqf, LA1055sqf, Randy Chua, 6012-210 7688 / 6012-212 8699, REN:7616, E(3)0812, UP3909146

City Centre, Setia SKY Residences, KL City Centre, Condominium, RENT, RM 4,200, 2+r3b, BU1055sqf, LA1055sqf, Randy Chua, 6012-210 7688 / 6012-212 8699, REN:7616, E(3)0812, UP3909146



+6012-2107688

SETIA SKY RESIDENCES

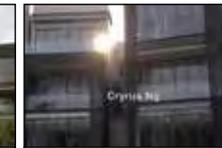
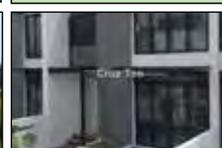
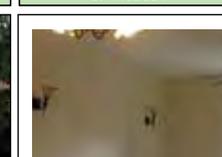
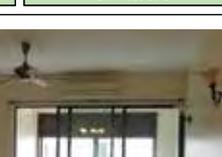
City Centre, Setia SKY Residences, Kuala Lumpur, Condominium, RENT, RM 5,500, 2+r3b, BU1333sqf, LA1333sqf, Randy Chua, 6012-210 7688 / 6012-212 8699, REN:7616, E(3)0812, UP2513681



Randy Chua

City Centre, Setia SKY Residences, Setia SKY Residences, Condominium, RENT, RM 5,200, 3+r4b, BU1378sqf, LA1378sqf, Randy Chua, 6012-210 7688 / 6012-212 8699, REN:7616, E(3)0812, UP2614816

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 <p>Crüz Teo</p> <p>Cyberjaya, Garden Residence, Cassia, Semi-detached House, SALE, RM 1,250,000, 4+1r4b, BU3076sqf, LA40x80sqf, Crüz Teo, 018-262 6280, E(3)0256, UP4275308</p>	 <p>Jared Wong</p> <p>Cyberjaya, Garden residence, Cassia, Semi-detached House, SALE, RM 1,250,000, 4+1r4b, BU3076sqf, LA40x80sqf, Jared Wong, 012-297 1898, E(3)0256, UP3164430</p>	 <p>Cyberjaya, Lake View</p> <p>Cyberjaya, Lake View Residency, Condominium, RENT, RM 1900, 3r2b, BU1093sqf, Sunny Leow, 010-220 0800, E(1)1584/2, UP4320757</p>	 <p>Mirage By The Lake</p> <p>Cyberjaya, Mirage By The Lake, Condominium, SALE, RM 900,000, 3+1r3b, BU1151sqf, Cyrus Ng, 011-232 58583, E(3)0256, UP4275335</p>	 <p>Mozart, Symphony Hill</p> <p>Cyberjaya, Mozart, Symphony Hill, Cyberjaya, 3-sty Terrace/Link House, SALE, RM 1,250,000, 4+1r4b, BU3338sqf, Jared Wong, 012-297 1898, E(3)0256, UP3380713</p>	 <p>Mozart, Symphony Hill</p> <p>Jared 012-297-1898</p>
 <p>Schubert</p> <p>Cyberjaya, Schubert, Symphony Hill, Cyberjaya, 3-sty Terrace/Link House, SALE, RM 1,250,000, 4+1r4b, BU3132sqf, LA23x78sqf, Jared Wong, 012-297 1898, E(3)0256, UP3164331</p>	 <p>Sejati Residence</p> <p>Cyberjaya, Sejati Residence, 3-sty Terrace/Link House, SALE, RM 1,450,000, 5+1r7b, BU3815sqf, LA24x80sqf, Crüz Teo, 018-262 6280, E(3)0256, UP4439066</p>	 <p>Sejati Residence</p> <p>Cyberjaya, Sejati Residence, Semi-detached House, SALE, RM 2,180,000, 5+1r7b, BU4646sqf, LA40x90sqf, Crüz Teo, 018-262 6280, E(3)0256, UP4439043</p>	 <p>Sejati Residences</p> <p>Cyberjaya, Sejati Residences, Cyberjaya, Semi-detached House, SALE, RM 2,200,000, 5+1r6b, LA4285sqf, Cyrus Ng, 011-232 58583, E(3)0256, UP4438953</p>	 <p>Serin Residency</p> <p>Cyberjaya, Serin Residency, Condominium, SALE, RM 580,000, 3+1r3b, BU1647sqf, Crüz Teo, 018-262 6280, E(3)0256, UP4198966</p>	 <p>Serin Residency</p> <p>Cyberjaya, Serin Residency, Condominium, SALE, RM 600,000, 3+1r3b, BU1647sqf, Jared Wong, 012-297 1898, E(3)0256, UP3163959</p>
 <p>SummerGlades</p> <p>Cyberjaya, SummerGlades, 2-sty Terrace/Link House, SALE, RM 1,000,000, 4+1r5b, BU3000sqf, Shevone Lim, 6012-927 7665, E(1)1499, UP2664061</p>	 <p>SummerGlades</p> <p>Cyberjaya, SummerGlades, 2-sty Terrace/Link House, SALE, RM 990,000, 4+1r5b, BU3000sqf, Cyrus Ng, 011-232 58583, E(3)0256, UP4275355</p>	 <p>SummerGlades</p> <p>Cyberjaya, SummerGlades, 2-sty Terrace/Link House, SALE, RM 990,000, 4+1r5b, BU3000sqf, LA24x80sqf, Jared Wong, 012-297 1898, E(3)0256, UP3163906</p>	 <p>SummerGlades</p> <p>Cyberjaya, SummerGlades, 2-sty Terrace/Link House, SALE, RM 999,999, 4+1r5b, BU3000sqf, LA24x80sqf, Crüz Teo, 018-262 6280, E(3)0256, UP4199018</p>	 <p>Summerglades</p> <p>Cyberjaya, Summerglades, Perdana Lakeview, Putrajaya, 2-sty Terrace, RENT, RM 3,300, 4+1r4b, BU3000sqf, LAcorner 34x80sqf, SK Lee, 6012-239 2188, E(1)1532, UP2368325</p>	 <p>Symphony Hills</p> <p>Cyberjaya, Symphony Hills, Semi-detached House, SALE, RM 2,000,000, 4+1r5b, BU4620sqf, LA40 x 80sqf, Jared Wong, 012-297 1898, E(3)0256, UP3758428</p>
 <p>Symphony Hills</p> <p>Cyberjaya, Symphony Hills, Twin Villas, SALE, RM 2,000,000, 4+1r5b, BU4620sqf, LA40x100sqf, Crüz Teo, 018-262 6280, E(3)0256, UP4275333</p>	 <p>Symphony Hills</p> <p>Cyberjaya, Symphony Hills, Mozart, Cyberjaya, 3-sty Terrace/Link House, SALE, RM 1,280,000, 3r4b, BU3224sqf, Crüz Teo, 018-262 6280, E(3)0256, UP4275366</p>	 <p>The Arc</p> <p>Cyberjaya, The Arc@Cyberjaya, Service Apartment, RENT, RM 1,900, 3r2b, PS, Valsala, 6012-226 6815/012-618 4367, REN:10342, E(3)0050/1, UP3971176</p>	 <p>The Maison</p> <p>Cyberjaya, The Maison, Perdana Lakeview East, Semi-detached House, SALE, RM 1,800,000, 5+1r7b, BU4852sqf, LA3400sqf, Jared Wong, 012-297 1898, E(3)0256, UP3758499</p>	 <p>The Maisons</p> <p>Cyberjaya, The Maisons, Semi-detached House, RENT, RM 4,000, 5+2r7b, BU4852sqf, LA40x80sqf, Shevone Lim, 6012-927 7665, E(1)1499, UP2556284</p>	 <p>Bayu Damansara</p> <p>Damansara Damai, Bayu Damansara PJU 10, Semi-detached House, SALE, BU4500sqf, LA40 x 80sqf, Terence Tang, 016-298 4982, VE(1)0280, UP4478076</p>
 <p>Sophia Chong</p> <p>Damansara Damai, 2-sty Terrace/Link House, SALE, RM 750,000, 4+1r3b, BU1540sqf, LA22 X 70sqf, Sophia Chong, 6012-243 6234, E(1)1321, UP4475085</p>	 <p>Desa Heights</p> <p>Damansara Heights, Bungalow House, RENT, RM 18,000, 6+1r6b, BU8000sqf, LA100000sqf, Tiffany Soo, 6019-226 1936, E(3)1353, UP4454597</p>	 <p>Desa Damansara</p> <p>Damansara Heights, Desa Damansara 2, Condominium, SALE, RM 1,950,000, 4r4b, BU1915sqf, LA1915sqf, Vicky Kam, 012-216 5857, E(1)0452/2, UP4439884</p>	 <p>Desa Heights</p> <p>Damansara Heights, 2-sty Terrace/Link House, SALE, RM 2,500,000, 4+1r4b, BU3500sqf, LA4400sqf, Grace Lee, 012-379 1298, REN:03996, E(1)0452/9, UP4437370</p>	 <p>Desa Damansara</p> <p>Damansara Jaya, Semi-detached House, SALE, RM 2,800,000, 5+2r3b, BU3300sqf, LA4600sqf, Wendy Tong, 012-385 6622, VE(1)0085/4, UP4316052</p>	
 <p>Sophia Chong</p>	 <p>Desa ParkCity</p> <p>Desa ParkCity, Adora, 3-sty Terrace/Link House, SALE, RM 1,800,000, 4+1r4b, BU2600sqf, LA25x50sqf, Jim Cheah, 013-313 3393, E (1) 1215/2, UP3980826</p>	 <p>Desa ParkCity</p> <p>Desa ParkCity, Nadia, Condominium, SALE, RM 1,250,000, 3+1r2b, BU1573sqf, Maggie Tan, 013-341 9990, E(3)0684, UP4283884</p>	 <p>Desa ParkCity</p>	 <p>Desa ParkCity</p> <p>Desa ParkCity, Nadia, 2-sty Terrace/Link House, RENT, RM 3,800, 3+1r3b, BU2000sqf, LA22x60sqf, Grace Lee, 012-379 1298, REN:03996, E(1)0452/9, UP4437455</p>	
 <p>Calvin</p> <p>Desa ParkCity, Sunway SPK Villa Manja, Semi-detached House, SALE, RM 6,080,000, 6r5b, BU3948sqf, LA10000sqf, Sophia Chong, 6012-243 6234, E(1)1321, UP4465595</p>	 <p>Desa ParkCity</p> <p>Desa ParkCity, The Breezeaway, Condominium, SALE, RM 1,297,000, 2r2b, BU1292sqf, Jim Cheah, 013-313 3393, E (1) 1215/2, UP4469273</p>	 <p>Desa ParkCity</p>	 <p>Desa ParkCity</p>	 <p>Jenjarom</p> <p>Jenjarom, IND TECH 3, Semi-D factory, SALE, RM 3,429,600, BU11432sqf, LA11934sqf, Lee Kok Hong, 012-288 8729, REN:14600, E(1)0452, UP4331021</p>	
 <p>ZANA ZAKRI</p> <p>Gombak, Sensesasi Residence, Bungalow House, SALE, RM 2,160,000, 4+1r6b, BU3928sqf, LA4377sqf, ZANA ZAKRI, 017-343 7822, REN:07142, VE(1)0091, UP4256605</p>	 <p>FREE RENT 2 MONTHS</p> <p>Free Rent Period: 3 months</p> <p>1,2 & 3 BEDROOMS</p> <p>Kajang, Sentral Residences Kajang, Taman Kajang Sentral, Condominium, RENT, RM 1,400, 3r2b, BU1090sqf, Allison Fong, 012-381 1611, REN:01164, E(3)1204, UP3891897</p>	 <p>Kajang</p> <p>Kajang, TTDI Grove, Iris, Kajang, 2.5-sty Terrace/Link House, SALE, RM 1,180,000, 4r4b, BU2479sqf, LA22x70sqf, Tan Leong Wai, 6012-381 6881, E(1)1344/1, UP4438180</p>			



Kelana Jaya, Infinity Tower, Sofo, SALE, RM 690,200, Studio1b, BU7814sqf, Lee Kok Hong, 012-288 8729, REN:14600, E(1)0452, UP4104771



Kenny Hills, bukit tunku, Bungalow House, SALE, RM 15,800,000, 6+1r7b, BU11928sqf, LA11982sqf, Stan Wong, 6012-375 5399 / 6010-369 9355, E(3)0050/5, UP987836



Kenny Hills, bukit tunku, Bungalow House, SALE, RM 31,000,000, 16+20b, BU20000sqf, LA20000sqf, Stan Wong, 6012-375 5399, E(3)0050/5, UP4198959



Kepong, Taman Bukit Desa, 15-sty Terrace/Link House, SALE, RM 568,000, 3+1r2b, BU1500sqf, LA20x65sqf, Jim Lee, 6019-326 3622, E(3)1168, UP860271



Kepong, The Henge Residences, Jalan Ipoh, Condominium, SALE, RM 535,000, 3+1r2b, BU1300sqf, Wayne Leong, 016-593 9600, E(1)1307, UP4339590



KL City, Desiran Bayu, Sri Rampai, 3-sty Terrace, SALE, RM 1,330,950, 6r6b, BU3265sqf, LA20x82sqf, July Loh, 012-366 8819, REA:08450, E(1)1572, UP4398207



KL City, Marc Residence, City Centre, Condominium, SALE, RM 1,003,200, 1r1b, BU627sqf, Daniel Ng, 012-227 8283, REN:11899, E(3)1227/1, UP1245522



KL City, Platinum Suites, Condominium, RENT, RM 3,800, 1+1r1b, BU880sqf, LA880sqf, Randy Chua, 6012-210 7688 / 6012-212 8699, REN:7616, E(3)0812, UP4415258



KL City, Platinum Suites, Condominium, RENT, RM 4,500, 2r2b, BU1080sqf, LA1080sqf, Randy Chua, 6012-210 7688 / 6012-212 8699, REN:7616, E(3)0812, UP4416197



KL City, Platinum Suites, Condominium, SALE, RM 1,490,000, 2r2b, BU1050sqf, LA1050sqf, Randy Chua, 6012-210 7688 / 6012-212 8699, REN:7616, E(3)0812, UP4341844



KL City, The Forum, Condominium, SALE, RM 790,000, 2r2b, BU1185sqf, Kung Wong, 6013-202 0408 / 6016-202 0739, VE(1)10105, UP44175081



Klang, Taman Perindustrian Bukit Kemuning, Industrial Land, SALE, RM 26,380,000, LA1,8847, Lee Kok Hong, 012-288 8729, REN:14600, E(1)0452, UP4101303



KLCC, Crown Regency, Serviced Residence, RENT, RM 4,000, 3r3b, BU1485sqf, Henry Lim, 6017-698 8618, E(3)0256, UP4424757



KLCC, K Residence @ KLCC, Condominium, SALE, RM 3,021,250, 3+1r3b, BU2417sqf, Justin Yong, 013-337 2628, E (1) 1215/2, UP4360335



KLCC, K Residence @ KLCC, Condominium, SALE, RM 3,370,800, 3+1r4b, BU2809sqf, Justin Yong, 013-337 2628, E (1) 1215/2, UP4360787



KLCC, Panorama, Condominium, RENT, RM 7,000, 2r2b, BU1184sqf, Lim Guat Lim, 012-228 1515, E(3)0050/5, UP3054098



KLCC, The Avare, KL City Centre, Condominium, SALE, RM 3,800,000, 4r5b, BU3800sqf, Jim Cheah, 013-313 3393, E (1) 1215/2, UP4469306



KLCC, The Binjai, The Binjai on the park, Klcc, Condominium, SALE, RM 4,275,000, 3+1r4b, BU2250sqf, Justin Yong, 013-337 2628, E (1) 1215/2, UP4326673



KLCC, The Troika, Condominium, RENT, RM 14,000, 3+1r4b, BU2200sqf, Murphy Chan, 012-333 1138, PEA:1359, E(1)0452, UP4375711



KLCC, The Troika, The Troika, KL City Center, Klcc, Condominium, SALE, RM 3,000,000, 3+1r4b, BU2505sqf, Justin Yong, 013-337 2628, E (1) 1215/2, UP4411311



Kota Damansara, cascades resident 2room, Serviced Residence, RENT, RM 3,100, 2r2b, BU1100sqf, Amy Ng, 6019-242 8099 / 6017-470 2025, E(2)1064, UP4079220



Kuchai Lama, happy garden, Sri Petaling Bukit Jalil, 2-sty Terrace/Link House, SALE, RM 1,800,000, 6r4b, LA4532sqf, Raymond Loke, 016-215 9663, E(3)0465/1, UP4456459



Kuchai Lama, Seringin Residences, Condominium, SALE, RM 800,000, 2+1r3b, BU1523sqf, Bob Wong, 0178914164, E(3)1031, UP4421829



Mont Kiara, 28 Mont Kiara, MKIS, Condominium, RENT, RM 9,800, 3+1r5b, BU2700sqf, Carmen Chong, 012-334 2939, E(1)1401/1, UP4236832



Mont Kiara, Ceriaan Kiara, Condominium, SALE, RM 1,148,000, 4r4b, BU2196sqf, Nick Cheah, 6017-533 0913, E(1)0228/8, UP4443689

CLASSIFIEDS SECTION



Ray Chin

Kota Damansara, Laman Bayu @ Kota Damansara, 3-sty Terrace/Link House, SALE, RM 1,700,000, 5+1r5b, BU3500sqf, LA22 x 85sqf, Sophia Chong, 6012-243 6234, E(1)1321, UP4474387



CAT-0129377881

Kota Damansara, Sunway Nexis, Office, RENT, RM 3,230, BU1292sqf, Cat Chong, 012-937 7881, REN:15485, E(3)1353/3, UP3454762



Kota Damansara, Sunway Nexis, Office, RENT, RM 3,498, BU1249sqf, Cat Chong, 012-937 7881, REN:15485, E(3)1353/3, UP3619182



Kota Damansara, Sunway Nexis, Office, RENT, RM 4,300, 3b, BU1636sqf, Cat Chong, 012-937 7881, REN:15485, E(3)1353/3, UP4280029



CAT CHONG 0129377881

Kota Damansara, Sunway Nexis, Retail Space, RENT, RM 12,000, BU1507sqf, LA26X57sqf, Cat Chong, 012-937 7881, REN:15485, E(3)1353/3, UP3002470



CAT CHONG 0129377881

Kota Damansara, Sunway Nexis, Shop, SALE, RM 9,000,000, BU5220sqf, Cat Chong, 012-937 7881, REN:15485, E(3)1353/3, UP3354063



Mont Kiara, Concerto North Kiara, Condominium, SALE, RM 1,080,000, 3+1r5b, BU1710sqf, Georgia Wong, 016-528 7700, E(1)1634, UP4482541



Mont Kiara, Lumina Kiara, Mont Kiara, Duplex, SALE, RM 1,730,000, 4+1r5b, BU2552sqf, PH Choong, 010-929 9789, REN:13965, E(1)1283, UP4319375



Mont Kiara, Mont Kiara Angkukupuri Condominium, RENT, RM 2,800, 2+1r2b, BU1250sqf, Chris Ng, 6018-389 6628, REN:01416, E(1)0452/4, UP683489



Mont Kiara, Semi-detached House, SALE, RM 4,500,000, 5+1r6b, BU4550sqf, Kung Wong, 6013-202 0408 / 6016-202 0739, VE(1)0105, UP4471578



Mont Kiara, SENI @ Mont Kiara, Condominium, RENT, RM 10,000, 4+1r5b, BU3541sqf, Amanda Voon, 6017-867 8818, REN:05542, E(3)0657, UP1681863



Mont Kiara, SENI @ Mont Kiara, Condominium, RENT, RM 9,500, 3+1r5b, BU2411sqf, Amanda Voon, 6017-867 8818, REN:05542, E(3)0657, UP4428155



Wandy 0422107688

Mont Kiara, SENI @ Mont Kiara, Condominium, RENT, RM 12,000, 4+1r5b, BU2906sqf, LA2096sqf, Randy Chua, 6012-210 7688 / 6012-212 8699, REN:7616, E(3)0812, UP2715741



Wayne Chan

Old Klang Road, Jalan Gasing, Templer, Bungalow House, RENT, RM 8,000, 5r3b, BU5500sqf, LA11000sqf, Wayne Chan, 6012-202 7379, E(1)1529, UP4477480



Bob Wong

Old Klang Road, Le Yuan Residence, Condominium, SALE, RM 670,000, 2r2b, BU1164sqf, Bob Wong, 0178814164, E(3)1031, UP4421668



Old Klang Road, Old Klang Road, PJ OldTown, Jalan Gasing, Bungalow House, RENT, RM 8,000, 5r3b, BU5500sqf, LA11000sqf, Wayne Chan, 6012-202 7379, E(1)1529, UP3787250



Old Klang Road, The Scott SOHO, Service Apartment, SALE, RM 600,000, 1r2b, BU775sqf, Lee Kok Hong, 012-288 8729, REN:14600, E(1)0452, UP4163889



Bob Wong

Old Klang Road, Southbank Residence, Serviced Residence, SALE, RM 668,167, 3r2b, BU953sqf, Bob Wong, 0178814164, E(3)1031, UP4421532



Petaling Jaya, 9 Bukit Utama Condominium, Condominium, SALE, RM 1,500,000, 4+1r4b, BU2286sqf, Grace Lee, 012-379 1298, REN:03996, E(1)0452/9, UP4072031



Petaling Jaya, Ara Hill Condominium, Condominium, RENT, RM 4,500, 3+1r3b, BU2265sqf, Murphy Chan, 012-333 1138, PEA:1359, E(1)0452, UP4370961



Petaling Jaya, Avenue D'vogue, Serviced Residence, SALE, RM 853,000, 2r2b, BU840sqf, LA840sqf, ALEX MAH, 6017-629 6809, REN:06507, E(1)1286, UP4457462



Petaling Jaya, Avenue D'vogue, Serviced Residence, SALE, RM 853,000, 2r2b, BU840sqf, LA840sqf, ALEX MAH, 6017-629 6809, REN:06507, E(1)1286, UP4457462



Sophia Chong

Petaling Jaya, 1120 Park Avenue, Condominium, SALE, RM 550,000, 3r2b, BU1020sqf, Sophia Chong, 6012-243 6234, E(1)1321, UP4475139



Petaling Jaya, Jaya One Residence, Section 13, Jaya One, Condominium, RENT, RM 2,700, 2+1r2b, BU1080sqf, Amy Ng, 6019-242 8099, E(2)1064, UP3176467



Petaling Jaya, Kelana Mahkota, Condominium, SALE, RM 605,000, 3r2b, BU1260sqf, Steven Gooi, 6013-533 3769, REN:16256, E(1)1307, UP4443474



Kathleen Aw

Petaling Jaya, Pacific Place, Ara Damansara, Service Apartment, SALE, RM 688,000, 3+1r2b, BU1024sqf, Kathleen Aw, 016-262 8838, E(1)1197/12, UP2960355



Solutions

Petaling Jaya, Pelangi Damansara, Mutiara Damansara, Condominium, RENT, RM 2,200, 3r2b, BU950sqf, Janet Au, 019-352 9228, E(3)1168, UP3378957



Sunny Leow

Petaling Jaya, Palm Spring @ Damansara, Kota Damansara, Condominium, RENT, RM 1,750, 3r2b, BU1205sqf, Sunny Leow, 010-220 0800, E(1)1584/2, UP4320812



Petaling Jaya, PJ ss1, Petaling Jaya, Bungalow House, SALE, RM 2,800,000, 7r6b, BU4560sqf, LA5400sqf, Victor, 6016-441 8785, E(3)1353, UP4374182



Petaling Jaya, Riana Green, Condominium, Tropicana, Flat, RENT, RM 1,400, 1r1b, BU678sqf, LA678sqf, Christy Tee, 012-382 9118, REN:14017, E(3)0050/2, UP4470545



Petaling Jaya, Section 12, Bungalow House, SALE, RM 2,980,000, 4+1r4b, BU4000sqf, LA6690sqf, Nicholas C Tan, 6012-388 2877, REN:03101, E(3)1227/1, UP4311922



Petaling Jaya, 2-sty Terrace/Link House, SALE, RM 950,000, BU1650sqf, LA22 x 75sqf, Raymond Loke, 016-215 9663, E(3)0465/1, UP4477581



Sharon Yip

Petaling Jaya, Section 5, Petaling Garden, Semi-detached House, SALE, RM 3,000,000, 5+2r6b, BU4500sqf, LA5500sqf, Sharon Yip, 012-207 2987, E10228/13, UP4460220



Petaling Jaya, SS21, Seapark, 1-sty Terrace/Link House, SALE, RM 680,000, 4r2b, LA22x75sqf, Evonne Yen, 6019-211 3882, E(1)1197, UP4371462



Petaling Jaya, Taman Universiti, Bungalow House, SALE, RM 3,180,000, 5r4b, BU2300sqf, LA7200sqf, Nicholas C Tan, 6012-388 2877, REN:03101, E(3)1227/1, UP3128615



Petaling Jaya, Tiara Kelana, Condominium, SALE, RM 558,000, 3r2b, BU1595sqf, Mary Lew, 012-374 8831, REN:01604, E(1)1537, UP4426447



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Puchong, Aseana Puteri, Bandar Puteri, Condominium, RENT, RM 2,500, 3r2b, BU1300sqf, Chong, 016-311 8639, REN:04279, E(1)0228/1, UP4388928



Puchong, Bandar Nusaputra, Presinct 1, 2-sty Terrace, SALE, RM 690,000, 4r3b, BU12200sqf, LA22 x 80sqf, Mr. Wong, 012-228 8611, REN:16825, E(1)1501/2, UP3478793



Puchong, Bandar Puchong Jaya, 2-sty Terrace, SALE, RM 1,680,000, 4+1r5b, BU5300sqf, LA4400sqf, Cruz Teo, 018-262 6280, E(3)0256, UP4339344



Puchong, Jalan Merpati, 2-sty Terrace/Link House, SALE, RM 568,000, 3r2b, BU1300sqf, LA20 x 55sqf, Mr. Wong, 012-228 8611, REN:16825, E(1)1501/2, UP4475933



Puchong, Skypod Residence, Bandar Puchong Jaya, Condominium, SALE, RM 750,000, 3r2b, BU1033sqf, William Chia, 017-614 8898, E(1)1307, UP4475843



Puchong, TAMAN KINRARA 5, 2-sty Terrace, SALE, RM 738,000, 4+1r3b, BU2498sqf, LA22x75sqf, Mr. Wong, 012-228 8611, REN:16825, E(1)1501/2, UP4393093



Puchong, Skypod Residence, Condominium, SALE, RM 550,000, 2r2b, BU881sqf, Mr. Wong, 012-228 8611, REN:16825, E(1)1501/2, UP4363041



Puchong, Taman Meranti Jaya, 2-sty Terrace/Link House, SALE, RM 680,000, 3+1r3b, BU1980sqf, LA20 x 60sqf, Mr. Wong, 012-228 8611, REN:16825, E(1)1501/2, UP4475947



Puchong, The Zest, Condominium, SALE, RM 620,000, 3+1r2b, BU1191sqf, Mr. Wong, 012-228 8611, REN:16825, E(1)1501/2, UP4194632



Mr. Wong

Puchong, The Zest, Condominium, SALE, RM 648,000, 3+1r2b, BU1205sqf, Mr. Wong, 012-228 8611, REN:16825, E(1)1501/2, UP4289890



Puchong, Zefer Hill Residence, Condominium, SALE, RM 830,000, 4+1r4b, BU1820sqf, Adam Tay, 013-200 1899, REN:04393, E(1)0452/18, UP3691958



Shanneez Ch'ng

Rawang, Anggun City, Jalan Anggun City, Shop-Office, RENT, RM 6,000, BU1750sqf, LA25x70sqf, Shanneez Ch'ng, 016-629 1806, REN:16948, E(1)0452, UP4350563



Chai Loong Seong

Rawang, Amethyst 3 Kota Emerald, 2-sty Terrace/Link House, SALE, RM 570,000, 4r3b, BU1800sqf, LA22x75sqf, Chai Loong Seong, 6012-278 8055 / 6012-250 6822, E(1)1585, UP4476884



Rawang, Garden Rawang, 2.5-sty Terrace/Link House, SALE, RM 930,000, 5+1r6b, BU3585sqf, LA24x80sqf, Chai Loong Seong, 6012-278 8055 / 6012-250 6822, E(1)1585, UP4200647



Chai Loong Seong

Rawang, Garden Rawang, 2.5-sty Terrace/Link House, SALE, RM 930,000, 5+1r6b, BU3585sqf, LA24x80sqf, Chai Loong Seong, 6012-278 8055 / 6012-250 6822, E(1)1585, UP4200647

CLASSIFIEDS SECTION

	<p>Rawang, Rawang Coris Rawang Kota Emerald Coris, 2-sty Terrace/Link House, SALE, RM 710,000, 4r3b, BU2243sqf, LA22x75sqf, Chai Loong Seong, 6012-278 8055 / 6012-250 6822, E(1)1585, UP4180516</p>		<p>Rawang, Rawang Garden Rawang Kota Emerald Garden, 2.5-sty Terrace/Link House, SALE, RM 990,000, 6+1r7b, BU4157sqf, LA26x80sqf, Chai Loong Seong, 6012-278 8055 / 6012-250 6822, E(1)1585, UP4200608</p>		<p>Rawang, Rawang Amethyst, 2-sty Terrace/Link House, SALE, RM 550,000, 4r3b, BU1800sqf, LA20x65sqf, Chai Loong Seong, 6012-278 8055 / 6012-250 6822, E(1)1585, UP4210036</p>						
	<p>Rawang, Zara Saujana Rawang Zara Rawang Saujana, Zero-Lot Bungalow, SALE, RM 860,000, 4+1r4b, BU2830sqf, LA45x80sqf, Chai Loong Seong, 6012-278 8055 / 6012-250 6822, E(1)1585, UP4210104</p>		<p>Segambut, Scenaria, Condominium, SALE, RM 650,000, 3r2b, BU1019sqf, Bob Wong, 0178814164, E(3)1031, UP4421758</p>		<p>Selayang, PERDANA RESIDENCE 2 Selayang kepong, 3-sty Terrace/Link House, SALE, RM 1,450,000, 6+1r7b, BU3168sqf, LA22x80sqf, Rich Valley Properties, 012-306 0177, E(3)1455, UP4430368</p>						
	<p>Semenyih, Ecohills, 2-sty Terrace/Link House, SALE, RM 680,000, 4r3b, BU1690sqf, LA40x65sqf, Jeff Lu, 6012-321 6619, E(3)1155, UP4301424</p>		<p>Semenyih, Kajang East, Semenyih, 2-sty Terrace/Link House, SALE, RM 650,000, 4r2b, BU1937sqf, LA20x75sqf, Chua Kimmy, 6017-975 0213, PEA:1362, E(3)1210, UP4476351</p>		<p>Semenyih, Setia Ecohill, 2-sty Terrace/Link House, RENT, RM 1000, 4r3b, BU1677sqf, LA20x65sqf, Maggie Cheong, 012-900 9172, E(3)1046, UP4431958</p>		<p>Semenyih, SETIA ECOHILL, ANGUSTIA, ECO MAJESTIC, 2-sty Terrace, SALE, RM 805,000, 4+1r3b, LA40X70sqf, Calvin Chan, 6019-282 2078, E(1)1307, UP4227689</p>		<p>Semenyih, Setia Ecohill, Semi-detached House, SALE, RM 1,100,000, 4+1r5b, BU2507sqf, LA36x78sqf, Jeff Lu, 6012-321 6619, E(3)1155, UP3529235</p>		<p>Sepang, Bungalow House, SALE, RM 1,230,000, 5+1r5b, BU3064sqf, LA6788sqf, Firdaus, 012-944 3098, VE(1)0091, UP44343486</p>
	<p>Sentul, The Maple Condominium, Condominium, RENT, RM 4,800, 3+1r3b, BU1707sqf, David Tang, 6012-366 0040, REN:06225, E(3)1436, UP3015468</p>		<p>Seri Kembangan, BAYU HEIGHTS, 3-sty Terrace/Link House, SALE, RM 1,000,000, 4+1r4b, BU2223sqf, LA1200sqf, Michelle Chan, 0111-661 8000, E(3)1538, UP3713187</p>		<p>Seri Kembangan, Seri Kembangan, Condominium, RENT, RM 1,200, 2r2b, BU933sqf, Mary Lew, 012-374 8831, REN:01604, E(1)1537, UP4449634</p>						
	<p>Setapak, Desiran Bayu, jalan Genting Klang, 3-sty Terrace, SALE, RM 2,261,000, 6r6b, BU3265sqf, LA44x82sqf, Jullly Loh, 012-366 8819, REA:08450, E(1)1572, UP4398218</p>		<p>Setapak, Desiran Bayu, jalan Genting Klang, 3-sty Terrace, SALE, RM 1,833,500, 6r6b, BU3265sqf, LA30x82sqf, Jullly Loh, 012-366 8819, REA:08450, E(1)1572, UP4398212</p>		<p>Setapak, Desiran Bayu, Setapak Ria 2, 3-sty Terrace, SALE, RM 1,501,000, 5+1r6b, BU5213sqf, LA20x82sqf, Jullly Loh, 012-366 8819, REA:08450, E(1)1572, UP4409615</p>		<p>Setia Eco Park, Bungalow House, SALE, RM 5,200,000, 5r6b, BU7300sqf, LA8000sqf, Lim Guat Im, 012-228 1515, E(3)0050/5, UP4389564</p>				
	<p>Setapak, SETAPAK GREEN, setapak, gombak, wangsa maju, klcc, setapak, Condominium, SALE, RM 1,900,000, 3+1r3b, BU1362sqf, ZIMMI, 6017-667 5766, E(1)1307, UP3238963</p>		<p>Setapak, Jalan Genting Kelang, Residential Land, SALE, RM 38,500,000, BU55000sqf, Jacque Goh, 012-359 2828, REN:10318, E(3)0050/1, UP3822693</p>		<p>Shah Alam, Kemuning Greenville, 2-sty Terrace, SALE, RM 820,000, 4r3b, BU2800sqf, LA4000sqf, Grace Tan, 016-315 9138, REN:10700, E(1)0452/7, UP3500416</p>						
	<p>Shah Alam, i-SOHO @ i-City, Ultrapolis, Service Apartment, SALE, RM 612,900, 2r1b, BU805sqf, Lee Kok Hong, 012-288 8729, REN:14600, E(1)0452, UP4060510</p>		<p>Shah Alam, Semi-detached House, SALE, RM 2,100,000, 5r4b, BU4500sqf, LA3200sqf, Lee Kok Hong, 012-288 8729, REN:14600, E(1)0452, UP4330985</p>		<p>Shah Alam, Monterez Golf and Country Club, Casa Mont, Monterez Golf Club, Shah Alam, Semi-detached House, SALE, RM 2,650,000, 5+1r8b, BU5407sqf, Wayne Chan, 6012-202 7379, E(1)1529, UP4477522</p>						



Shah Alam, Prima U1, Condominium, RENT, RM 2,500, 3r2b, BU980sqf, Lee Kok Hong, 012-288 8729, REN:14600, E(1)0452, UP4352820



Shah Alam, Sunway Kayangan, Shop-Office, SALE, RM 2,000,000, BU5300sqf, LA2604.87sqf, Cat Chong, 012-937 7881, REN:15485, E(3)1353/3, UP2873175



Shah Alam, Tigaman Square, Bukit Kemuning, Retail Space, SALE, RM 822,332, BU1204sqf, Lee Kok Hong, 012-288 8729, REN:14600, E(1)0452, UP4188597



SierraMas, Bungalow House, SALE, RM 10,000,000, 7r7b, BU6800sqf, LA10450sqf, Peter Gan, 6019-315 0257, E(1)1431, UP4429386



SierraMas, mont kiara, Semi-detached House, SALE, RM 2,650,000, 7r5b, BU4800sqf, LA4263sqf, Angel Lim, 016-443 8400, REN:06658, E(3)1353, UP4447246



SierraMas, sierramas, sungai buloh, sierramas, kepong, Bungalow House, SALE, RM 3,600,000, 6+1r5b, BU4900sqf, LA5000sqf, KJ Low, 019-993 1177, E(3)1353, UP4453230

Shah Alam, Sunway Kayangan, Shop-Office, SALE, RM 2,000,000, BU5300sqf, LA2604.87sqf, Cat Chong, 012-937 7881, REN:15485, E(3)1353/3, UP2873175



SierraMas, Sierramas East, Bungalow House, SALE, RM 9,800,000, 4+2r8b, BU18800sqf, LA8232.65sqf, Amanda Goh, 016-263 2288, REA:E2202, E(3)1379, UP3207011



Solaris Dutamas, Solaris Dutamas, Dutamas, Serviced Residence, RENT, RM 2,650, 1r1b, BU672sqf, Kevin Teh, 6015-555 7333, E(1)0452, UP4450013



Sri Hartamas, Chelsea @ Plaza Damas 3, Jalan Sri Hartamas, Service Apartment, RENT, RM 2,000, Studiorb, BU500sqf, Jessica Lim, 011-2882 8266, E(1)1516, UP4479303



Sri Hartamas, kenny heights estate, Link Bungalow, SALE, RM 3,300,000, 4+1r5b, BU5231sqf, Evelyn Teo, 012-337 8139, REN:04777, E(1)1197/3, UP3431107



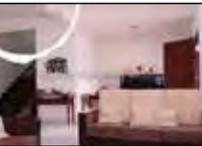
Sri Petaling, 2-sty Terrace/Link House, SALE, RM 890,000, 4r3b, BU1650sqf, LA22x104sqf, Carmen Roselyn, 017-226 5678, E(3)0050/17, UP4379637



Subang Jaya, Subang Jaya SS12, 1-sty Terrace/Link House, SALE, RM 700,000, 3r2b, BU1650sqf, Jonathan Lee, 017-382 0887/017-700 0896, E (3) 1020, UP4451226



Subang Jaya, The Regina Damas 3, Jalan Sri Hartamas, Condominium, SALE, RM 728,000, 3+1r3b, BU1248sqf, Mackie Hong, 012-317 5988, REN:04471, E(1)0452/2, UP4136611



Subang Jaya, USJ 16, Subang Jaya, 2-sty Terrace/Link House, SALE, RM 2,200,000, 4+1r4b, BU3000sqf, LA5357sqf, Chris Jun, 017-378 0505, E(3)1353, UP4109358



Subang Jaya, USJ 17, Bungalow House, SALE, RM 4,600,000, 6+1r7b, BU6500sqf, LA10000sqf, Mackie Hong, 012-317 5988, REN:04471, E(1)0452/2, UP2281948



Sungai Besi, GROVE LAKE FIELDS, SUNGAI BESI, Semi-detached House, SALE, RM 3,500,000, 5+2r5b, BU5900sqf, LA40x80sqf, Alice Wong, 012-335 1000, E(3)0050/3, UP4462860



Sungai Buloh, Bandar Seri Coalfields, 2-sty Terrace, SALE, RM 600,000, 4r4b, BU2180sqf, LA24x75sqf, Mackie Hong, 012-317 5988, REN:04471, E(1)0452/2, UP4453870



Taman Melawati, Jalan N, 2-sty Terrace/Link House, SALE, RM 1,450,000, 4r3b, BU1500sqf, LA4430sqf, ZANA ZAKRI, 017-343 7822, REN:07142, VE(1)0091, UP4376153



USJ, USJ 2, subang jaya, 2-sty Terrace/Link House, SALE, RM 910,000, 4r3b, BU1900sqf, LA2024sqf, Victor, 6016-441 8785, E(3)1353, UP4452109



Wangsa Maju, Metroview Condominium, Condominium, RENT, RM 1,800, 3r2b, BU1150sqf, Lawrence Low, 6012-632 6907, E(1)1307, UP4436777

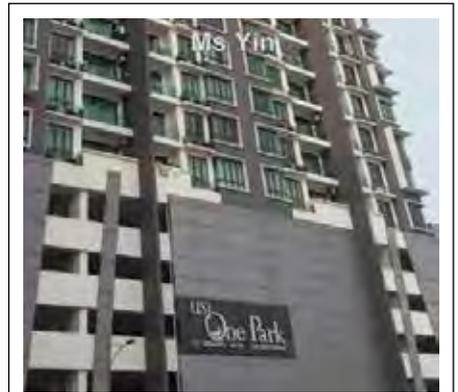
PROPERTY OUTSIDE KLANG VALLEY



Bukit Mertajam, Orange Villa, 3.5-sty Terrace/Link House, SALE, RM 850,000, 5+1r5b, BU3950sqf, LA1592sqf, Eunice SK Ooi, 6012-428 7813, E(3)1291, UP3191413



Taman Tun Dr Ismail, Taman Tun Dr Ismail, TTDI, Kuala Lumpur, Semi-detached House, SALE, RM 3,980,000, 6r5b, BU4500sqf, LA6100sqf, F.S Leng, 010-563 4791, REN:15186, E(1)1481/1, UP3633165



USJ, USJ One Park @ USJ, Condominium, SALE, RM 590,000, 3+1r3b, BU1242sqf, Sophia Chong, 6012-243 6234, E(1)1321, UP4278346



Bayan Baru, Arena Residence, Condominium, SALE, RM 680,000, 3r2b, BU1250sqf, Handy Ng, 016-471 2413, E(3)0256/3, UP4436473



Batu Ferringhi, By The Sea, Condominium, SALE, RM 1,680,000, 2r2b, BU1146sqf, William KC Wong, 6012-473 2313, E(3)1515, UP3892900

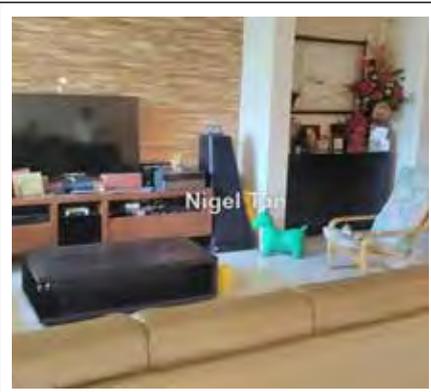


Butterworth, Factory, SALE, RM 2,460,000, BU4168sqf, LA7900sqf, Serene Ng, 019-313 4336, E(1)1402, UP4440236

CLASSIFIEDS SECTION



Gelang Patah, Leisure Farm Resort, Bungalow House, RENT, RM 6,500, 5+1r6b, BU5500sqf, LA6750sqf, Ivan Kang, 6013-331 0131, E(3)0131, UP3693551



Nigel Tan

Gelugor, Bungalow House, SALE, RM 2,950,000, 5+1r6b, BU4000sqf, Nigel Tan, 016-421 5540, E(3)1342, UP4464413



Gelugor, Platino Luxury Condominium, Batu Uban, Condominium, RENT, RM 5,000, 4+1r5b, BU2600sqf, Pauline P'ng, 6016-462 7872, E(3)0262, UP2288074



Gelugor, Raffles Tower, Bukit Gambier, Condominium, SALE, RM 850,000, 3+1r2b, BU1400sqf, Melvin Tan, 6016-441 3271, E(1)1475, UP4433501



Georgetown, Mansion One, Condominium, SALE, RM 900,000, 2r2b, BU877sqf, Pauline P'ng, 6016-462 7872, E(3)0262, UP4418019



Ipoh, Ipoh Lahat, 2-sty Terrace/Link House, SALE, RM 370,000, 4r3b, BU1920sqf, Darren Ng, 018-959 5312, REN:13087, E(1)1526/1, UP4462742



Nigel Tan

Gelugor, Bungalow House, SALE, RM 2,950,000, 5+1r6b, BU4000sqf, Nigel Tan, 016-421 5540, E(3)1342, UP4464413



Georgetown, 2-sty Terrace/Link House, SALE, RM 1,980,000, 4r2b, BU1760sqf, LA16x82sqf, William KC Wong, 6012-473 2313, E(3)1515, UP3704118



Ipoh, ipoh tase square, Semi-detached House, SALE, RM 688,000, 4r4b, BU2400sqf, Darren Ng, 018-959 5312, REN:13087, E(1)1526/1, UP4462988



Ipoh, ipoh tase square, Semi-detached House, SALE, RM 688,000, 4r4b, BU2400sqf, Darren Ng, 018-959 5312, REN:13087, E(1)1526/1, UP4462988



Georgetown, Shop-Office, SALE, RM 8,000,000, BU20091sqf, LA4478sqf, Desmond Chin, 010-226 3376, E(3)1508, UP4472027



Johor Bahru, Greenfield Regency, skudai, Apartment, RENT, RM 1,300, 1b, BU476sqf, Jane Lee, 6010-933 9431 / 6012-773 9389, E(3)1329, UP3429209



Johor Bahru, Jalan Jaya Putra 5/4x, La Garden@JP Perdana, 2-sty Terrace/Link House, SALE, RM 518,000, 4r3b, LA18x65sqf, terren Chai, 013-741 3333, E(3)1099, UP4341833



Johor Bahru, Kawasan Perindustrian II, Senai, Industrial Land, SALE, RM 60,413,364, LA20.70sqf, Jane Lee, 6010-933 9431 / 6012-773 9389, E(3)1329, UP4222767



Johor Bahru, Kipark Apartment, Taman Tampoi Indah, Service Apartment, SALE, RM 303,000, 3r2b, BU850sqf, Chester Ho, 016-766 2345, REN:15254, E(1)1321/7, UP4344499



Johor Bahru, Lake View Suites, Taman Austin Perdana, Apartment, SALE, RM 255,000, 2r2b, BU633sqf, Tee, 012-712 1983, E(3)1099, UP4425476



Johor Bahru, Senai Semi-D Factory, Semi-D Factory, SALE, RM 1,234,560, BU9515sqf, LA5144sqf, Clara Kang, 016-717 0558, E(3)1223, UP4394887



Johor Bahru, Setia Tropika, Cluster Homes, SALE, RM 1,200,000, 4+1r5b, BU3087sqf, LA38x70sqf, Desmond Fong, 016-768 1822, E(1)1465, UP3370162



Johor Bahru, Taman Redang Semi-detached House, RENT, RM 5,000, 4+1r5b, BU3500sqf, LA4100sqf, DEREK SIOW, 6012-709 0950, REA:E2026, E(1)1544, UP4164610



Kempas, Eco Business Park 1, Link factory, SALE, RM 2,100,000, BU4878sqf, LA70x120sqf, Desmond Fong, 016-768 1822, E(1)1465, UP4346184



Kota Kinabalu, Likas Semi D, Sabah, SALE, RM 1,200,000, 5+1r4b, BU1800sqf, LA2200sqf, Violet Chak, 016-811 8116, E(1)0228/14, UP4453251



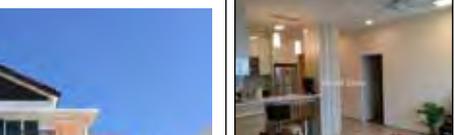
Kota Kinabalu, Puncak Mengatal, Apartment, SALE, RM 330,000, 3r3b, BU940sqf, Sulamite Chong, 016-813 7375, E(1)1307, UP4468369



Kempas, Eco Business Park 1, Link factory, SALE, RM 2,100,000, BU4878sqf, LA70x120sqf, Desmond Fong, 016-768 1822, E(1)1465, UP4346184



Kota Kinabalu, D'Banyan Sutera Harbour, Bungalow House, SALE, RM 6,500,000, 7+77b, BU7000sqf, LA9500sqf, Candy Chung, 012-780 9515, E(3)1517, UP3958673



Likas, Peak Soho, Kota Kinabalu, Condominium, SALE, RM 980,000, 2r2b, BU920sqf, Violet Chak, 016-811 8116, E(1)0228/14, UP4324264



Kulai, iPark@Indahpura, Kulaijaya, Detached factory, SALE, RM 9,823,525, BU27521sqf, LA56270sqf, Desmond Fong, 016-768 1822, E(1)1465, UP4475175



Nilai, Arab-Malaysian Industrial Park, Factory, SALE, RM 13,000,000, BU83500sqf, LA3.10sqf, Marico Teh, 6012-550 3100, REN:07740, E(3)1373, UP4444536



Kota Kinabalu, D'Banyan Sutera Harbour, Bungalow House, SALE, RM 6,500,000, 7+77b, BU7000sqf, LA9500sqf, Candy Chung, 012-780 9515, E(3)1517, UP3958673



Nilai, Arab-malaysian Industrial Park, Agricultural Land, RENT, RM 60,000, LA8sqf, Marico Teh, 6012-550 3100, REN:07740, E(3)1373, UP4307839



Nilai, LAMAN ALAMANDA, 2-sty Terrace, SALE, RM 681,000, 4r4b, BU2922sqf, LA2950sqf, Norlela Abdul Rahman, 6019-378 8478, REN:05606, E(3)0196, UP4479019



Pasir Gudang, eco tropic kota masai, Semi-detached House, SALE, RM 595,000, 4r4b, LA3200sqf, Mr Tan, 6016-711 3415, VE(1)0134/3, UP4443614



Pulau Tikus, Bungalow Land, SALE, RM 23,500,000, LA26000sqf, Pauline P'ng, 6016-462 7872, E(3)0262, UP4447375



Skudai, Mont Callista Taman pulau bayu, Semi-detached House, SALE, RM 825,000, 4+1r5b, BU3050sqf, LA3200sqf, Jonathan Lee, 6016-773 6068, E(1)1307, UP4136846



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Edmund Lay

Seremban, Aviva Green, Seremban 2, Semi-detached House, SALE, RM 1,400,000, 4r4b, LA4700sqf, Edmund Lay, 016-263 2001, PEA:1371, E(1)1197/9, UP4344866



Asyran Laidin

Seremban, Kepayang Heights, Bungalow House, SALE, RM 969,000, 7r5b, BU3868sqf, LA6015sqf, Asyran Laidin, 012-429 9573, REN:09195, VE (3) 0244, UP4355411



Sky Su 0129171888

Seremban, seremban2 corner with land, S2 height, 2-sty Terrace/Link House, SALE, RM 738,000, 4r3b, LA2800sqf, Sky Su, 6012-917 1888, E(1)0452/11, UP2405232



Setia Tropika, 10min from JB, Johor Bahru, Cluster Homes, SALE, RM 800,000, 4r4b, BU2373sqf, LA35x70sqf, Keng Wei, 6013-986 6652, E(1)1307/4, UP2981712



Jenise Teow
Jenise
0167178774

Setia Indah, Johor Bahru, 2-sty Terrace/Link House, SALE, RM 580,000, 4r3b, BU1980sqf, LA38x65sqf, Jenise Teow, 016-717 8774, E(1)1307/4, UP4424582



Sharon Koay

Sungai Ara, One Foresta, Sungai Ara, Condominium, SALE, RM 398,000, 3r2b, BU900sqf, Sharon Koay, 6012-420 1147, V (3) 0022, UP4434345



Matthew Low

Sungai Ara, Setia Greens, 3-sty Terrace/Link House, SALE, RM 1,300,000, 6r7b, BU2600sqf, Matthew Low, 012-508 6288, E(3)0918, UP4468541



Pauline Png

Tanjung Tokong, Jalan Mount Erskine, Semi-detached House, SALE, RM 2,000,000, 4+1r3b, BU2400sqf, LA3550sqf, Pauline Png, 6016-462 7872, E(3)0262, UP3440586



DAVE SOON

Tanjung Tokong, Quayside Condominium, Tanjung Tokong Seri Tanjung Pinang, Condominium, SALE, RM 1,400,000, 1+1r2b, BU1371sqf, Dave Soon, 016-454 5016, E(1)026/8, UP4425340



DAVE SOON

Tanjong Tokong, Quayside Condominium, Tanjung Tokong Seri Tanjung Pinang, Condominium, SALE, RM 1,640,000, 3r4b, BU2146sqf, Dave Soon, 016-454 5016, E(1)026/8, UP3862116



Pauline Png

Tanjung Tokong, Quayside Condominium, Tanjung Tokong Seri Tanjung Pinang, Condominium, SALE, RM 2,150,000, 2+1r2b, BU2146sqf, Pauline Png, 6016-462 7872, E(3)0262, UP3090734



Pauline 0164627872

Tanjung Bungah, Marina Tower Ratu Mutiara, Tanjung Bungah, Penthouse, SALE, RM 1,680,000, 4r4b, BU2400sqf, Pauline Png, 6016-462 7872, E(3)0262, UP3146687



DAVE SOON

Tanjung Bungah, Semi D at Tanjung Bungah, Semi-detached House, SALE, RM 2,100,000, 5r4b, BU3000sqf, LA7500sqf, Dave Soon, 016-454 5016, E(1)026/8, UP4442376



Alice Chuah

Tanjung Bungah, Semi-detached House, SALE, RM 3,000,000, 4r4b, BU3500sqf, LA4000sqf, Alice Chuah, 6016-411 6349, E(1)019/2, UP4228451

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