

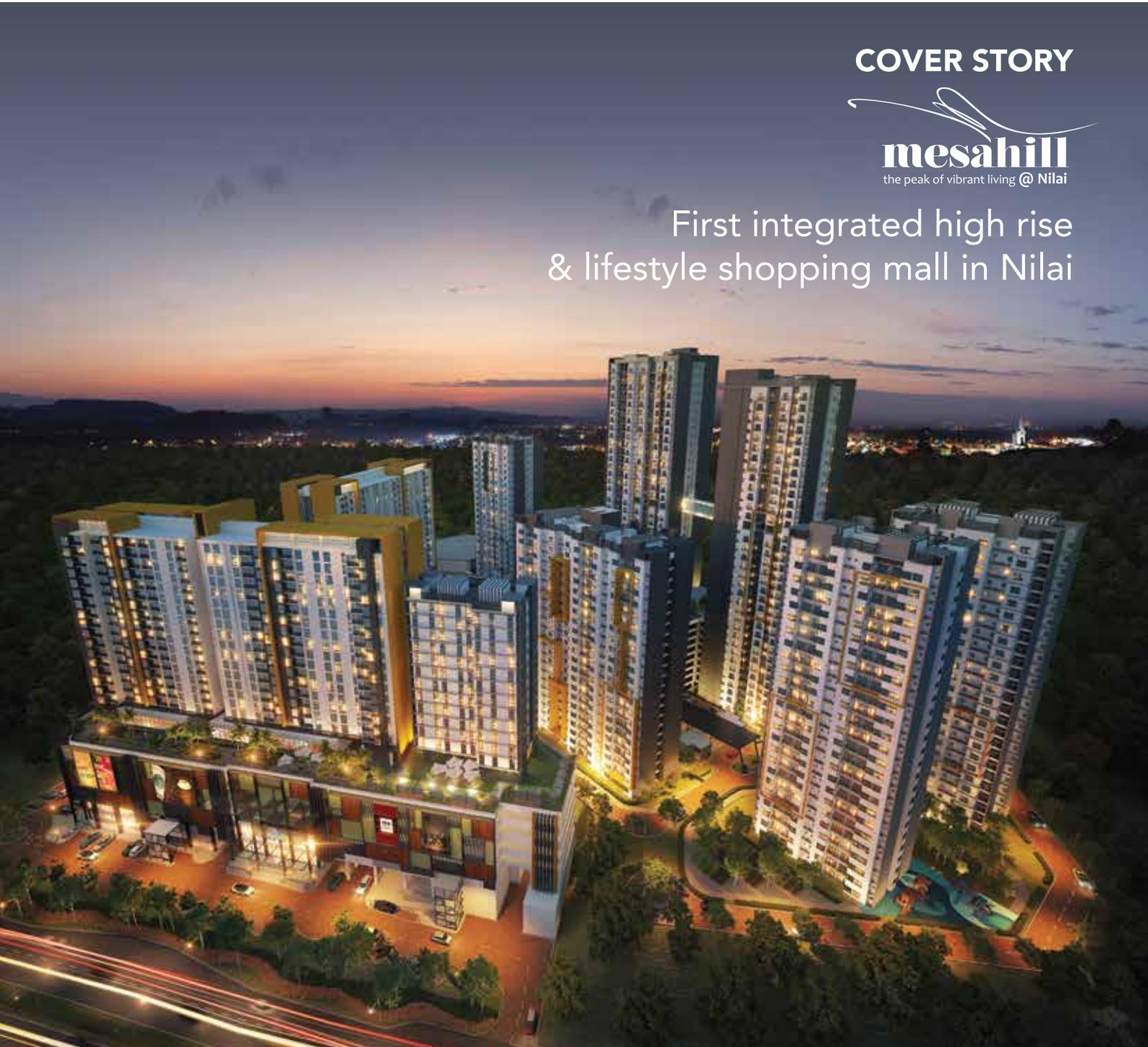
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COVER STORY



First integrated high rise & lifestyle shopping mall in Nilai



Apr 2016

ISSUE 134

9 771823 872006 04

ASIAN SENTIMENT SURVEY (H1) 2016

Key findings unveiled

INTERNATIONAL NEWS & FEATURES

Singapore News
Bangkok bounces back
Anglophile tendencies

SPECIAL FOCUS

Negeri Sembilan & Malacca: Malaysia's newest investment hubs

POINTS OF INTEREST

Air Bnb: Changing the way for travellers
Commercial valuation for investment

YOUNG GUN: 28 properties by 25 with a RM10 million portfolio

INDUSTRY UPDATES

The year that was - How are we coping with GST?

RESEARCH DATA

Negeri Sembilan & Malacca: Property figures by brickz.my

Knight Frank: The Wealth Report 2016 (10th Edition)



Property

PRESENTS

Lifestyle@9

Bringing New Life to Negeri Sembilan



INVEST IN VIBRANT NEW DEVELOPMENTS IN NEGERI SEMBILAN.

Located within Greater KL, this southern corridor provides an optimum investment opportunity with commuter links and spacious properties. While it has experienced phenomenal growth for residential and commercial property in recent years, demand is still high for new opportunities in this growing conurbation.

A Hidden Gem Uncovered

Located at the western coast of Peninsular Malaysia lies Negeri Sembilan, strategically located towards the south of Kuala Lumpur, close to the boundary of Selangor with Malacca and Johor to its south. Its central location has made it a vital link between the nation's main business, administrative and technology hubs of Kuala Lumpur, Putrajaya and Cyberjaya.

Accessibility at its Finest

Convenient accessibility is another factor that gives Negeri Sembilan the edge, via the North-South Highway, LEKAS Highway and ELITE Highway as well as major trunk roads. The proposed High Speed Rail connecting Kuala Lumpur to Singapore will also traverse Seremban, giving its infrastructure a welcoming boost.

The convenience of travel to and from Kuala Lumpur paired with its undisputed geographical location has given this part of KL's southern corridor's population a boost of almost half a million and created demand for commercial and residential property.

Meeting the Demands of the Property Market

With around 80,000 hectares stretching from the Guthrie Corridor in Shah Alam all the way to the south of Seremban, Sime Darby Property is ready to unleash the inherent value of their land bank, rejuvenating existing townships while reflecting its status as leaders in building sustainable communities.

Over the years, Sime Darby Property has risen to meet the demands of more affordable yet quality homes as well as commercial units. With townships such as Nilai Impian, a 1808-acre freehold township revolving around garden living with a selection of homes ranging from apartments to double-storey link homes and more. The township of Bandar Ainsdale is a 562-acre freehold mix residential and commercial development comprising of townhouses, apartments, double-storey link houses, shop offices and more that showcases the best of green living with plenty of parks, lakes and open space.

A New Need for Inspirational Living

Sime Darby Property fulfills the demand of inspirational lifestyle with the launch of Chemara Hills, an exclusive guarded hilltop residential development comprising of spacious super link, semi-detached and bungalow homes nestled amidst the beautifully landscaped slopes of Bukit Chemara in Seremban.

Planters' Haven, a niche development designed for those seeking a distinct lifestyle, is set amidst 270-acres of orchard land. It's a premium residential community, where a minimum of 1-acre bungalow lots are offered for the distinct few who want to build their own dream abode. Planters' Haven is truly an enclave designed for affluent residents in mind.

With Negeri Sembilan's vast potential to be uncovered through the Malaysia Vision Valley (MVV), this multibillion-dollar development

project is set to propel Negeri Sembilan's robust growth spurt in the coming years, offering excellent potential and the ability to sustain the interest of investors complemented by the region's strategic location and comprehensive infrastructure.

Strike while the Iron is Hot!

Experience the new lifestyle in Negeri Sembilan through Sime Darby Property's Lifestyle@9 now. Log on to www.simedarbyproperty.com/lifestyleat9 to find out more about the upcoming happenings at 4 of Sime Darby Property's Negeri Sembilan townships.



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Come enjoy direct accessibility from Kuala Lumpur to any of our townships.

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Get to know the community around these 4 townships better.

FACILITIES

Take a trip down to see how everything you need is close at hand.

SPORTS

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LEISURE

Whether you're here to sightsee or up for an adventure, there are activities for everyone at Lifestyle@9.

CULTURE

Experience for yourself the beautiful culture that makes Negeri Sembilan unique.

ENTERTAINMENT

There are many fun places around Negeri Sembilan waiting to be discovered.

ARTS

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FOOD

A gastronomic affair will unfold, featuring a fusion of Negeri Sembilan's traditional cuisine and the modern food trends of the Greater KL.

Malaysia's Top Property Developer



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CEO'S FOREWORD



Weak property market presents unique purchasing opportunities

From early December last year to January this year, many of you participated in our ninth iProperty.com Asia Property Market Sentiment Survey. The survey was conducted not just in Malaysia, but across our other leading property portals in Indonesia (Rumah123.com and rumahdanproperti.com), Hong Kong (GoHome.com.hk) and Singapore (iproperty.com.sg).

The survey polled close to 13,000 respondents and 40% of respondents were from Malaysia. The findings revealed that in Malaysia and Singapore, about half of the respondents are able to cover their expenses but face difficulty saving, while respondents in Indonesia have less than Rp50 million left after deducting expenses and savings.

On the Malaysian front, the findings also revealed that the weak property market provides unique purchasing opportunities for some home buyers and investors.

Further details of these findings are featured on pages 18 to 25.

We wish to thank all survey respondents for sharing their valuable input on the property market. This report offers valuable insights to not just our consumers, but also to developers, real estate agents, local and international property buyers and investors.

Enjoy the read!

Georg Chmiel

CEO

The iProperty Group

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CONTENTS

April 2016

2 CEO'S FOREWORD

6 EDITOR'S NOTE/HAPPENINGS

8 HAPPENINGS

Cover Story

12 GREEN TARGET GROUP

MesaHill - First integrated high rise & lifestyle shopping mall in Nilai

Let's Talk

16 PRIMA HARMONI 2 - LIFE IS BETTER WITH VIBRANT LIVING CHIMING IN HARMONY

18 AN OVERVIEW OF THE 9TH IPROPERTY.COM ASIA PROPERTY MARKET SENTIMENT SURVEY (H1) 2016

Event

26 FUN-FILLED MINGLING NIGHT IN KL

Industry Update

28 BOVAEA: WEEDING OUT THE BUGS IN THE INDUSTRY

Special Focus

32 MALACCA & NEGERI SEMBILAN: MALAYSIA'S NEWEST INVESTMENT HUBS

Experts' Views

34 MALACCA & NEGERI SEMBILAN: THE NEXT BIG THINGS

Research Data

36 NEGERI SEMBILAN: PROPERTY FIGURES

43 MALACCA: PROPERTY FIGURES

Special Focus

46 SERI PAJAM DEVELOPMENT: QUALITY AT AN AFFORDABLE PRICE

50 LET'S TALK - MAKING AN IMPRESSION IN MALACCA

54 LET'S TALK: ALBURY @ MAHKOTA HILLS: A PERFECT BALANCE BETWEEN COST AND QUALITY

58 IN CONVERSATION WITH BENJAMIN ONG, GM OF OPERATIONS, JOHOR, E&O BERHAD - MULLING OVER MARKET DYNAMICS

Industry Update

60 MIXED VIEWS ON FREEZE OF FOREIGN WORKERS

Points of Interest

62 THE YEAR THAT WAS - HOW ARE WE COPING WITH GST?

Research Data

65 C H WILLIAMS TALHAR & WONG PROPERTY 2016 REPORT (MALACCA & NEGERI SEREMBAN)

68 KNIGHT FRANK
The Wealth Report 2016 (10th Edition)

71 KNIGHT FRANK MALAYSIA
Real Estate Highlights 2H2015



CONTENTS

April 2016

International Section

- 80 SINGAPORE NEWS**
Happenings
- 82 INDUSTRY UPDATE**
An overview of what Singaporean property investors are looking for in Malaysia
- 84 INTERNATIONAL NEWS**
Happenings
- 86 INTERNATIONAL FEATURES - BRIEFS**
The mathematical consideration of buying a property
- 88 INTERNATIONAL FEATURES - VIEWPOINT**
Anglophile tendencies
- 92 INTERNATIONAL FEATURES - FEATURES**
Bangkok bounces back
- 95 INTERNATIONAL FEATURES - LUXE**
Kartell goes Sottsass

Consumer Awareness

- 96 FIVE TRICKS TO MAKE YOUR HOME MORE COMFORTABLE**

Agent's Views

- 98 GATHER PROPERTIES**
The Real Deal

Let Me Help You

- 100 PLANNING YOUR INTERIOR DESIGN PROJECT**

Consumer Awareness

- 102 CONSUMER AWARENESS**
Home safe home: Are you living in one?

Agent's Advice

- 104 BUYING A HOME IN AUSTRALIA: WHERE TO START?**

iThink

- 105 SAVING - IT'S EASIER THAN YOU THINK**

Investor's Profile - Young Gun

- 106 TAN CHING SEN: 28 PROPERTIES BY 25**

Points of Interest

- 108 AIR BNB: CHANGING THE WAY FOR TRAVELLERS**
- 110 VACATION RENTALS AND THE AGE OF TECHNOLOGY: HOW ANYONE CAN MAKE MONEY IN THE PROPERTY MARKET**

Regulars

- 112 OREGON PROPERTY CONSULTANCY**
A look at Negeri Sembilan
- 116 HOUSE BUYERS' ASSOCIATION**
Inter floor leakage - A strata living nightmare (Part 2)
- 120 DATO' JOEY YAP**
You, Qi and the Sea
- 122 CHAN AI CHENG**
Negeri Sembilan's next direction
- 124 VICKY HOW**
Commercial Valuation For Investment

Advertorial

- 126 ARTEVIA - MORE BEAUTIFUL AND LONGER-LASTING FLOORS**
- 130 AGENCY DIRECTORY**
- 138 CLASSIFIEDS**
- 144 SUBSCRIPTION**



EDITOR'S NOTE

A moment ago it was January, now I write the editor's note for the April issue. Where have the intervening months gone?

One of the interesting news making the headlines recently is Bank Negara Malaysia's report on the supply 'mismatch' situation in the housing market. All of which clearly shows there are concerns on homes in urban areas which continue to be beyond affordable.

Special focus for this month is Negeri Sembilan and Malacca and we have some interesting data to share with you. The data shows that the timely rise of Negeri Sembilan and Malacca is well aligned with the Government's aspirations to achieve a high income nation status by 2020.

Property has always been a potent wealth builder among Malaysians. According to a Knight Frank's Wealth Report, 65% of Malaysian respondents said asset allocation to residential property had increased over the last decade, while the same

percentage said allocation would also increase over the coming 10 years, the highest seen across the ultra-rich in Asia-Pacific for both decades. More on page 68.

As the saying goes, "You're never too young and you're never too old. Tan Ching Sen, 25 pursued her dream of becoming an investor despite the economic changes. She has built an impressive RM10 million property portfolio. I am simply at awe of how she did it. A must read on page 106!

In this issue, we had a chance to speak to a renowned investor and he shared on how AirBnB is something you will want to pay serious attention to. It offers potential for above average returns and a new form of revenue generation.

Till next month.



Roshan Kaur Sandhu

HAPPENINGS

Forest City is the first artificial island to get duty-free status



Forest City, Southeast Asia's largest mixed-use green development and a joint venture project by Hong Kong-listed Country Garden Holdings Co Ltd and Johor's Esplanade Danga 88 Sdn Bhd, has been granted a duty-free zone status and a slew of incentives by the Federal Government of Malaysia.

In announcing the incentives at the grand opening ceremony of Forest City, Prime Minister Dato' Seri Najib Tun Razak said, "To ensure the success of Forest City, I am pleased to declare duty free zone area at Forest City, enabling local residents, businesses and tourists to benefit from the work, live and play environment."

Other incentives that were announced include corporate tax incentive for qualified companies or companies with Iskandar Development Region status involved in tourism and MICE, education and healthcare, corporate tax incentive for Green Developer and Green Development Manager and a waiver on company equity restriction for foreign investors to claim these incentives.

His Royal Highness Sultan Ibrahim Ibni Almarhum Sultan Iskandar, the Sultan of Johor, Chief Minister of Johor Y.A.B Dato' Mohamed Khaled Nordin and several distinguished guests and business partners graced the event.

In addition, Forest City has also achieved Iskandar Development Region (IDR) status development for tourism and MICE (meeting, incentives, conference and exhibition), education and healthcare sectors. The IDR status currently grants a five-year tax exemption or 100% investment tax allowance of the capital expenditure against 100% of statutory income.

By 2035, Forest City is expected to create 220,000 jobs for Malaysians in the finance and e-commerce sectors.



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HAPPENINGS

Hong Kong media gets a taste of greener pastures at Avira



Eastern & Oriental Berhad (E&O) recently partnered with Medini Iskandar Malaysia Sdn Bhd and Pulau Indah Ventures Sdn Bhd to organise an exclusive tour for the Hong Kong media to E&O's wellness-themed masterplanned development, Avira, and Medini, the integrated urban township in Iskandar Malaysia.

Close to 30 media had the opportunity to visit Avira Garden Terraces, the maiden project within E&O's 207-acre development sited in Medini. Well-received for its exceptional design which invokes a sense of space and harmony with nature, the first phase of Avira Garden Terraces are now close to 90% sold, prompting E&O to begin marketing the second phase of these distinctive properties.

With wide frontage that welcomes the outdoors, and private courtyards and terraced decks that connect the homes to green linear gardens, each unit is thoughtfully planned to promote cross ventilation and optimal inflow of natural light within each garden terrace.

The overall Avira development is anchored upon the concept on living in the heart wellness, with the ultimate aim of prolonging quality active years. Conceptualised to synergise residential with wellness, a 12.5 acre Wellness Sanctuary at the heart of Avira will be developed to feature a host of state-of-the-art services and facilities that will be curated and meticulously incorporated.

The media also visited landmark amenities within Medini that support its key growth pillars of health and wellness, education, financial, tourism, creative and logistics. These include Legoland, EduCity, Gleneagles Hospital, and Pinewood Iskandar Studio. These world-class amenities and a host of comprehensive network of infrastructure is set to position Medini as the emerging integrated urban township of Iskandar Malaysia.

I-Bhd Unveils King of the Hill Project

I-Bhd, the master developer of i-City recently launched its luxurious development, 8Kia Peng@KLCC King of the Hill. Launched by the Prime Minister of Malaysia, Dato' Seri Najib Tun Razak.

Dubbed "King of the Hill", the project is intended to cement I-Berhad's position as one of Malaysia's leading high-rise developers following its successful transformation of the 72-acre i-City project in the Capital City of Selangor into an easily accessible Ultrapolis consisting of a vibrant Leisure Park surrounded by a combo of residential and commercial components.

The Prime Minister of Malaysia, Dato' Seri Najib Tun Razak who launched the project commended I-Berhad for its proactive role in pursuing the development of Greater Kuala Lumpur/ Klang Valley - one of the 12 National Key Economic Areas (NKEA) strategies under the Government's Economic Transformation Programme - as evident in the robustness of the i-City development which today boasts a gross development value (GDV) of RM9 billion.

In his welcoming address, I-Berhad's Deputy Chairman Dato' Eu Hong Chew noted that the progress of



I-Berhad as a public listed company has been inspired by two of the NKEA's initiatives, namely Tourism and Greater KL/Klang Valley.

"Given the Government's track record, we want to position ourselves in those areas and industries that are actively promoted by the Government. Our decision to undertake the development of the King of the Hill project in the centre of Kuala Lumpur is influenced very much by the various public infrastructure projects undertaken by the PM's administration to propel Malaysia's capital city into the top 20 most livable and economically vibrant cities," he added.

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Developer License No: 13243-13/08-2017/0694 [L] | Validity Period: 04/08/2015 - 03/08/2017 | Advertising & Sales Permit No: 13243-13/08-2017/0694 [P] | Validity Period: 04/08/2015 - 03/08/2017 | Land Tenure: Freehold | Land Encumbrances: Alliance Investment Bank Berhad [21605-D] | Approving Authority: Majlis Perbandaran Kajang (MPKj) | Building Plan Reference No: MPKj 2/P/74/2014 | Expected Completion Date: November 2017 | Total Unit: B1: 42 units; B2: 40 units | Built up: B1: 2,718 sq ft (Corner Lot); B1: 2,563 sq ft (Intermediate Lot); B2: 2,718 sq ft (Corner Lot); B2: 2,563 sq ft (Intermediate Lot) | Minimum Price: B1: RM798,000; B2: RM798,000 | Maximum Price: B1: RM1,076,000; B2: RM1,075,000 | Type of Property: Double Storey Superlink House | Restriction of Interest: Nil | 7% Discount for Bumiputera

ICITIES CONFERENCE TO FOCUS ON SUSTAINABLE DEVELOPMENT AMIDST RAPIDLY URBANISING ASIA

From 2000 to 2010, East Asia saw almost 200 million people move to urban areas in search of a better life, a 2015 World Bank study reported. Such a sudden and massive influx of people into urban areas presents city planners and developers with the challenge of ensuring urban areas are planned and developed responsibly, efficiently and provide residents with the sought-after better life.

Organised by the iProperty Group, the inaugural two-day conference, The iCities: Urban & Township Development for Emerging Markets, will address Asia's rapid urban growth and highlight the importance of sustainable development – ensuring current developments do not burden future generations – and township planning – infrastructural and social developments.

The two day conference, to be held on 21st to 22nd April 2016 at the InterContinental Hotel, Kuala Lumpur, will bring together senior decision makers from the real estate sector, city planners, engineers and contractors.

Speakers include Nicholas You, Director of Global Programs and Projects at Guangzhou Institute for Urban Innovation and Honorary Chair and Founder of the UN-Habitat World Urban Campaign; Constant Van Aerscht, Executive Director of the Business Council for Sustainable Development, Singapore; as well as Colin Henson, Principal of Henson Consulting, Australia and Former Governor of The Warren Centre for Advanced Engineering, Australia.

Georg Chmiel, Chief Executive Officer of the iProperty Group, said: "Sustainability is important for the real estate industry, especially in Asia, where new urban developments are being developed at a blistering pace. Urban development needs to be balanced against profitability and practicality; a commitment to sustainable buildings is a sound business decision. This iCities conference will give real estate professionals in the region practical case studies and points of view that will help them to best address the immediate challenges, while building sustainable features into planned developments for the longer-term."

Chmiel added that with Asia urbanising rapidly, understanding the importance of sustainable development, as well as acquiring technical expertise around township planning, is increasingly important.

He further elaborated that according to data derived from the World Urbanisation Prospects: The 2014 revision, prepared by the United Nations Department of Economic and Social Affairs (UNDESA), it was revealed that by 2018, the population of the Asia and Pacific region is expected to become more than 50 percent urban. It also stated that the region's urbanisation also has important global implications. In 2014, 55 percent of the worldwide urban population was living in Asia and the Pacific.

"Cities are no longer bounded entities. Through their geographic expansion, it is increasingly necessary to look not only at the municipal area but also at the wider urban agglomeration, irrespective of administrative boundaries. As such, it is imperative that planning starts now and this conference seeks to address such challenges that must become the key priorities for cities and governments in the changing urban landscapes of Asia and the Pacific," shared Chmiel.

PROGRAMME

The two-day conference will focus on the unique challenges of sustainable development in emerging markets. It will lead with a keynote presentation by Scott Dunn, Vice President of Strategy and Growth SEA at AECOM Malaysia, who will be sharing his experience on sustainable infrastructural approaches that city planners and developers can adopt in order to deal with climate change, water scarcity and social instability.

The iCities: Urban & Township Development for Emerging Markets organised by iProperty Group, Asia's leading online advertising business serving the real estate industry, will be held at the InterContinental Kuala Lumpur from 21st to 22nd April 2016. Ticket prices start from USD1,595. For more information, please visit www.iproperty.com.my or www.icities.asia

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Director - Global Programs and Projects
Guangzhou Institute for Urban Innovation, China
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President of FIABCI, Singapore and Association of Property and Facility Manager, Singapore



David Fitzpatrick

Special Projects,
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- City Planning Division
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VP Strategy & Growth SEA
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1

Once perceived to be too far out from the bustling Klang Valley, the interest in properties in Nilai has since picked up tremendously with buyers' attention zooming into Nilai for its unique blend of countryside-oriented yet elegant property developments. With the excellent infrastructure connecting Nilai to the Klang Valley and nearby Seremban, it is no longer deemed to be too far out from major townships.

Today, Nilai has an interesting proposition in its upcoming MesaHill integrated mix development project spanning 15 acres and bearing a gross development value of RM1 billion. MesaHill presents serviced residences, retail outlets and a business-class hotel – an unrivalled range of amenities for the comfort and convenience of residents and visitors.

A WISE INVESTMENT

MesaHill presents a lifestyle of luxury and sophistication with 3 phases of residential units. Phase 1 comprises 527 units of Type A, B and C with built-up sizes of 350 sq ft, 650 sq ft and 850 sq ft.

Phase 2 consists of 544 units of Type A and B with built-up sizes of 350 sq ft and 650 sq ft.

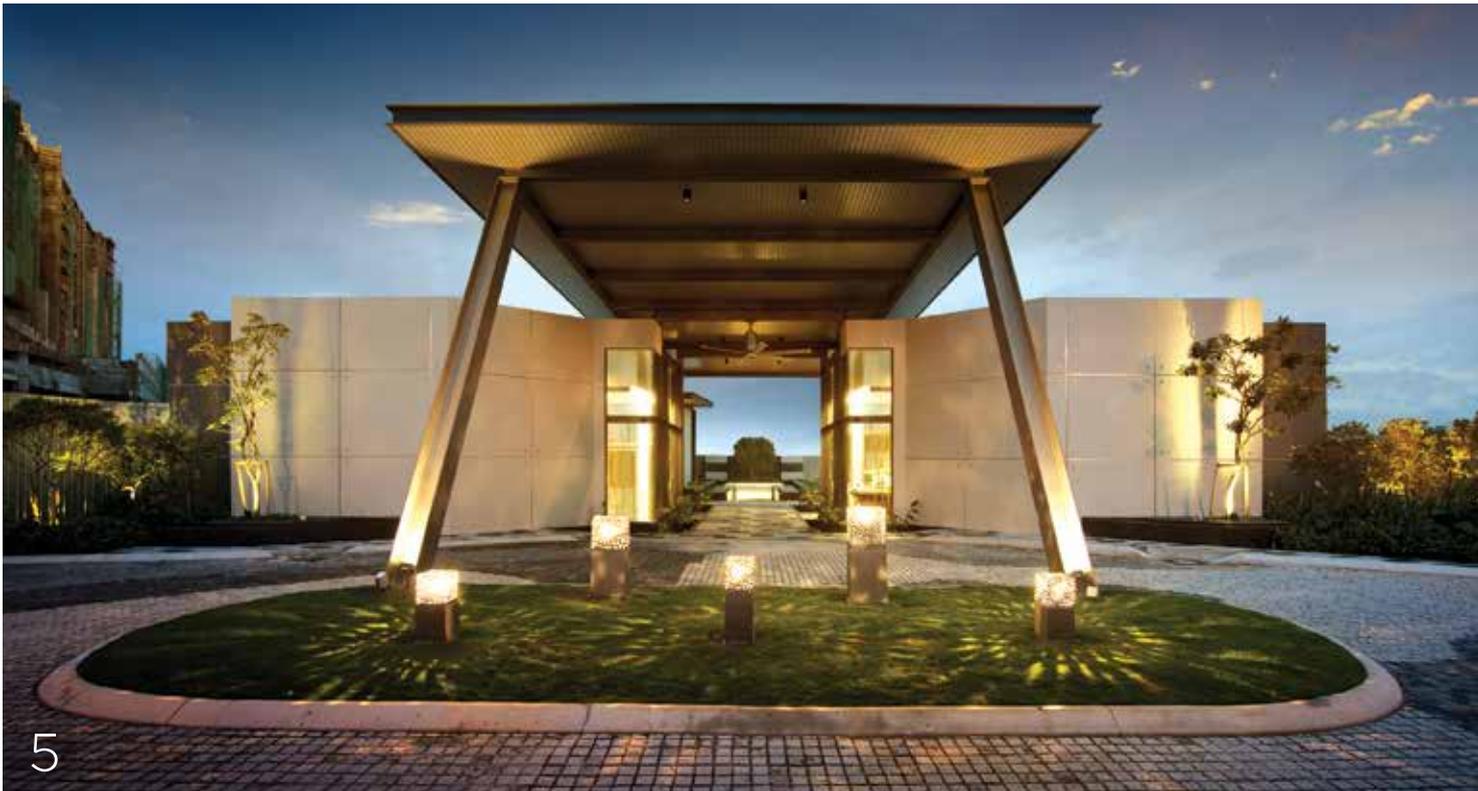
Meanwhile, Phase 3 boasts of 754 units of Type A1, B1, A2, B2 and C2 with dual-key concept, and sizes ranging from 450 sq ft to 1,085 sq ft.

The residences boasts contemporary layout designs and stylish facades. The residences come with top quality sanitary ware, fittings and fixtures as well as well-defined family areas.

Phase 1 and 2 are attached to the upcoming first award-winning international mall in Nilai, whilst Phase 3 is linked to this mall via a bridge. Phase 3 is set to be the highest residential block in Nilai with 37 floors and a mesmerizing infinity pool.

- 1 Overall components of MesaHill
- 2 MesaMall: Open piazza
- 3 MesaMall: Boulevard
- 4 MesaMall: The First Award winning Lifestyle mall in Nilai





The development is targeted at first-time buyers, investors and upgraders. Phase 1 & 2 were launched in 2013 and are expected to be completed by the fourth quarter of 2016, whilst Phase 3 was launched in 2015 and is scheduled for completion in the fourth quarter of 2018. The award-winning mall is expected to be completed by the first quarter of 2017.

Eligible buyers stand to receive attractive perks which include free SPA and loan agreement, as well as parking facilities. Phase 1 and 2 are priced from RM147,000 to RM392,000, whilst Phase 3 is priced from RM237,000 to RM590,000.

LIVING IT UP @ MESAHILL

MesaHill boasts a host of fascinating facilities which include a mesmerizing infinity pool, kids' waterpark and a wading pool.

Bring your senses to life at the aqua massage deck, or work out those tired muscles at the fully equipped gymnasium. Unwind over a game of basketball at the half court or calm your nerves at the breath-taking meditation garden. Relax at the Jacuzzi, while the children enjoy themselves at the playroom, or spend time with family and friends at the barbeque area. Take a jog down the peaceful jogging track and experience the beautiful ambience of country living.

Other facilities include a picturesque nature-inspired playground, a function hall, changing rooms and a library.

MesaHill features elegant landscaping and scenic pocket gardens. The development offers multi-tiered security systems that offer secure living.

THRILLING RETAIL THERAPY

The upcoming MesaMall which is scheduled to be completed in 2017 is set to transform shopping in Nilai. The award-winning mall, which is linked to the residences through a bridge, features a fiesta walk consisting of 60 types of F&B outlets with weather-proof alfresco dining areas. Also in the pipeline is a gourmet supermarket, a 32-lane bowling center, a pool and snooker outlet, an IT zone, other established retail brand stores, banks, health & beauty centres and pharmacies, among others. The mall also offers ample parking spaces with easy access to retail, dining and entertainment areas.

EXCELLENT NETWORK OF AMENITIES

MesaHill is strategically located with a convenient distance from various amenities which include Nilai's premier educational institutions that host a population of over 40,000 local and international students. The development is also close to Nilai's central business district that holds a population of more than 50,000 workers. This presents excellent potential for rental yields.

Nilai is home to several reputable educational institutions such as Epsom College, Manipal University, Xiamen University, Nilai Polytechnic, the International Islamic University Malaysia, the International University



Chia Thye Kong
Project Manager of Prima Harmoni 2

LIFE IS BETTER WITH VIBRANT LIVING CHIMING IN HARMONY

Perched on the highest point of Bukit Prima Pelangi and with Mont' Kiara and Sri Hartamas to call as neighbours, Prima Harmoni 2 promises posh and vibrant living in a unique urban-nature setting.

Chia Thye Kong, the project manager of Prima Harmoni 2 talks to iProperty.com about Prima Harmoni 2 and its future plans.

1. What are some of the distinct features of Prima Harmoni 2?

a) Prima Harmoni 2 overlooks the entire Mont' Kiara with KL city's view as the backdrop. This project is designed with the intention to exploit the surrounding views while creating vibrant urban communal spaces within a condensed park life environment.

b) Instead of the conventional point block design, the architectural approach composes 3 rectilinear blocks that extend the views of the surrounding greenery, thus crafting breathing communal spaces between the blocks.

c) For Block A & B, the 'form follows function' structure is simple 'L' rectilinear blocks formed by 2 rows of outward looking paired units served by a double loaded corridor. The units range from 1,157 sq ft to 1,656 sq ft with the bigger units built at the corners. Each unit is spaciouly designed to align the living, open kitchen and dining in a single continuous space, with direct clear vistas of the

outdoor through the balconies. Most rooms are designed with outward views. For the larger units, a sky terrace before the unit's entrance extends the spaciousness beyond the unit itself. Block A has 240 units spanning across 16 floors and Block B has 310 units spanning across 30 floors.

d) Block C consists of 48 luxurious condominiums with built up sizes of 1,872 sq ft or 1,896 sq ft, spanning across 8 floors with privacy of lifts serving only 2 units per floor.

e) The 'simple no frills' architectural design language is unitised by the fin walls that extends beyond the facade and extends to the roof.

f) The blocks are elevated above the podium roof to cater for facilities that constitute urban living. The cascading swimming pool with sunken children's pool & Jacuzzi is strategically located at the middle between the blocks and residents of all age groups have the convenience of commuting between the blocks and other facilities via the open deck. The gymnasium and alfresco cafe with outdoor settings are placed in front of the waterfall poolside, thus providing an urban yet relaxing setting. Other facilities like the sauna room, changing room,

grocery shop, laundry, games room, and children's playground are also in close proximity. Across the pool there is an open multipurpose deck and indoor open multipurpose deck where families can share to celebrate weddings and birthdays.

g) A dedicated green park with terracing nature's trail, pavilions and fitness pods sandwiched between the lush tropical greenery is the ideal place for a morning stroll or an evening jog. The trail is connected to the Zen garden and Koi Pond at the lower terrain where one can enjoy a relaxing cup of tea.

h) At the 19th Floor of Block B, more private facilities are designed to enhance urban lifestyle whether it is dipping in the sky pool while enjoying sunrise, or relaxing at the majestic sky lounge overlooking the mesmerising view of the KL skyline at night.

2. What makes Prima Harmoni 2 stand out from other similar developments in the area?

i) Prima Harmoni 2 is the latest project after the success of the Villa Orkid condominium project with over 1,100 units of completed residential units on 69 acres of residential development land at Bukit Prima Pelangi which is close to the vicinity of Mont' Kiara and Desa Sri Hartamas.

j) Standing at the highest point of Bukit Prima Pelangi and experiencing an unobstructed view of Mont' Kiara and Kuala Lumpur city skyline.

k) Kuala Lumpur and Petaling Jaya are just 10 km away from the development.

l) There is excellent connectivity to major highways such as SPRINT Expressway, Duta-Ulu Kelang Expressway (DUKE), Damansara Puchong Expressway (LDP) and North South Expressway (PLUS) as well as the proposed Duta-Ulu Kelang Expressway 2 (Duke 2) which is now under construction.

m) It is surrounded by important landmarks and amenities that include shopping centres such as Plaza Mont' Kiara, 1 Mont' Kiara, Hartamas Shopping Centre, Solaris Mont Kiara, Publika@ Solaris Dutamas, Tesco Kepong, Ativo Plaza, The Curve, Ikano Power Centre (IKEA) and I Utama Shopping Centre.

n) The famous educational institutions - Garden International School and Mont' Kiara International School are just 1.8 km and 3.1 km away.

o) The upgrading of the existing Jalan Segambut to a 4 lane dual carriageway linking Mont' Kiara, Duke 2 and Jalan Ipoh by Dewan Bandaraya Kuala Lumpur will enhance the connectivity of this project to major highways and further boost the property value of Bukit Prima Pelangi.

p) Each residential unit is equipped with individual units alarm systems which are connected to the guard house via centre monitoring system besides the 24 hours security surveillance with CCTV.

q) The project consists of 3 residential blocks ranging from 8-30 storeys on a 7-storey podium car parks and 3 levels of basement car park.

- Block A offers 7 types of layout from 1,157 sq ft to 1,656 sq ft planned for couples and families. Residents can enjoy the glittering blue view of the beautiful designed pool courtyard. Conveniences and easy accessibility to the facilities floor at Podium 6.
- Block B has 7 layout types ranging from 1,416 sq ft to 1,555 sq ft intricately planned and exceptionally spacious to cater for large families.
- There are 48 residential units ranging from 1,872 sq ft to 1,896 sq ft spanning across 8 floors and a lift serving 2 units per floor. There is also a second guard house entrance for the convenience of vehicles and more privacy.

3. Are there any other upcoming future launches this year?

In Bukit Prima Pelangi, we have a balance of 27 acres of land banks that is yet to be developed. We are also planning to launch our project by next year and it will feature low density, unique medium size to spacious layouts. 📍



1 Skyline Pool

2 An artist's impression of Prima Harmoni 2



**WEAK PROPERTY
MARKET PROVIDES
UNIQUE PURCHASING
OPPORTUNITIES FOR
HOME BUYERS AND
INVESTORS**



While the property market is still recovering from the various cooling measures, the introduction of the goods and services tax (GST), the current political and economic climate, weakening ringgit and stringent bank regulations, a survey by the iProperty Group, Asia's No.1 network of property portals, have revealed that majority of Malaysians are still interested in purchasing property. The only difficulty they face is that it is harder to qualify for home loans.

The iProperty.com Asia Property Market Sentiment Survey (H1) 2016, which is the ninth iteration of the survey and the longest-running study of its kind, was conducted on the iProperty Group's leading websites in Malaysia (iProperty.com.my), Indonesia (Rumah123.com and rumahdanproperti.com), Hong Kong (GoHome.com.hk and Squarefoot.com.hk) and Singapore (iProperty.com.sg).

THE RESPONDENTS

The survey polled close to 13,000 respondents and 40% of respondents were from Malaysia. Majority (71%) were aged between 21 to 40 years old and 58% were married. Respondents were mainly property owners looking to purchase another property (39%) or first-time home buyers (26%). Slightly more than a tenth of the survey respondents (15%) are just monitoring the market.

The survey also revealed that a continued slowdown is expected and higher loan rejection rates point to a challenging year for the property sector.

Shedding light on the survey findings, iProperty Group's CEO, Georg Chmiel said that the survey findings showed that Malaysia's property sector is expected to be "flat" this year, while market prices will benefit those looking to buy or rent houses.

KEY FINDINGS

• Weakening Ringgit Spurs Interest from Singaporeans

The weakening Ringgit has resulted in higher interest from Singaporeans looking to invest in Malaysia, more specifically, Iskandar Malaysia. Survey respondents from Singapore have revealed that Iskandar Puteri (previously known as Nusajaya) (59%) and Johor Bahru City (40%) are the preferred investment location within Iskandar Malaysia.

• No Savings due to High Household Expenses

Half of the respondents (50%) can cover their household's expenses but are unable to save. With more than half of respondents (60%) owning the property that they live in, majority of them are still paying mortgages which have more than 20 years left. The findings have revealed that 54% can manage their monthly loan repayments, while 22% face difficulties.

• Low Interest to Invest Overseas

The weakening ringgit has also resulted in Malaysians having low interest to invest in property overseas. Only 23% were interested to purchase in Australia, Singapore and the UK. The top two reasons for purchasing have been very consistent – it is a good investment and migration to that country in the future.

• High Interest to Purchase but Affordability Continues to Remain a Major Concern

Despite a low percentage of respondents that purchased properties in the last 12 months, many still believe that it is currently a good time to invest in both primary and secondary properties. The three most popular types of property to purchase have been consistent among the survey respondents - Private Condominium / Serviced Apartment, Terrace Houses and Flat / Walk-up Apartment.

Most respondents (63%) are looking to purchase in the next 12 months from now, while a significant percentage (37%) are only looking to purchase at least in 2 years' time. The budget to purchase still remains up to RM500, 000.

• Insufficient Affordable Housing Available

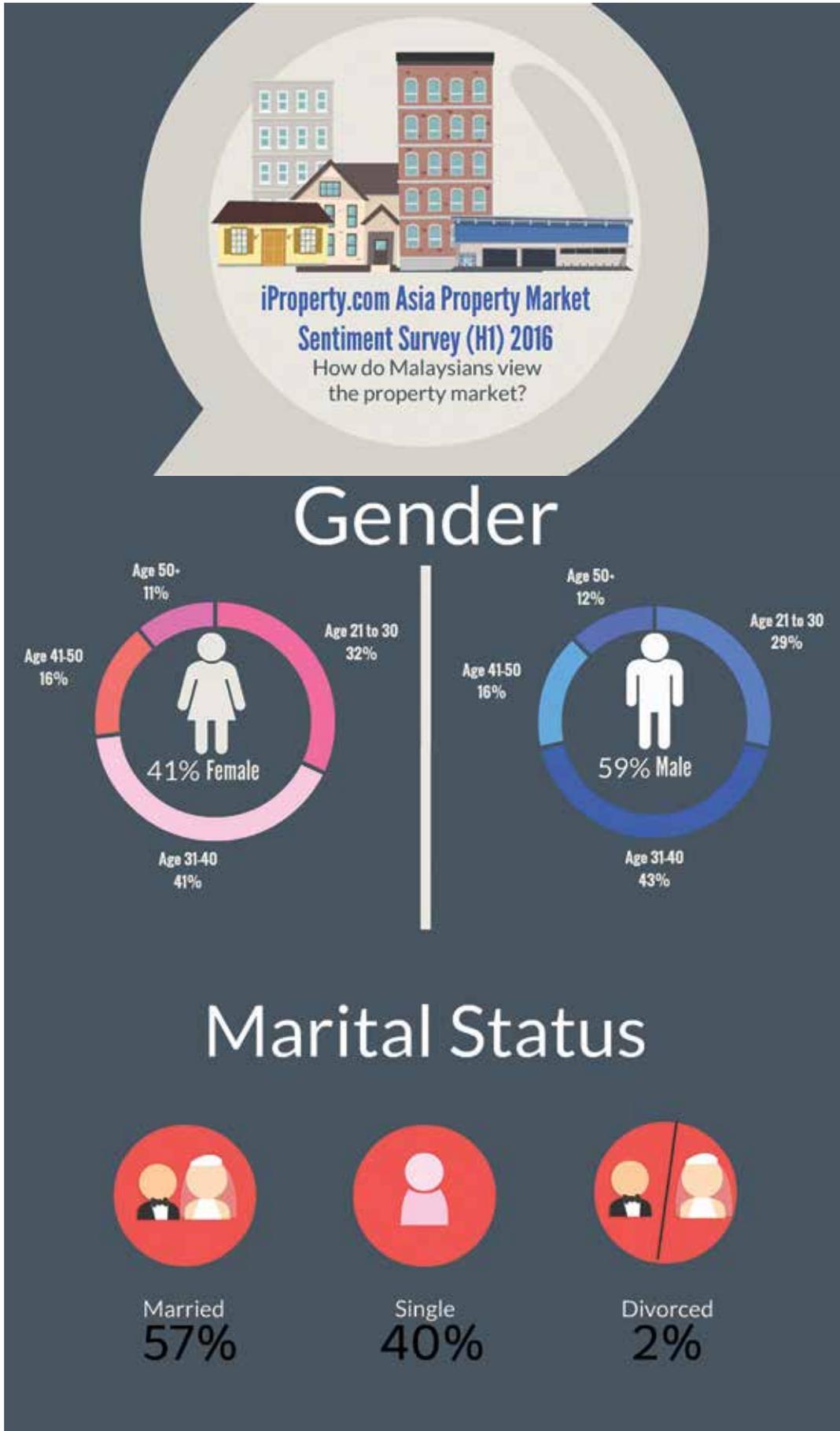
Despite the government's efforts to have more affordable housing available, 66% of respondents especially KL based home buyers feel that the additional affordable homes are insufficient as there is still a strong migration from low to medium-low income households in different states coming into Klang Valley.

CONCLUSION - A WEAKENED MARKET IS GOOD FOR THOSE THAT CAN BUY OR DON'T HAVE TO SELL

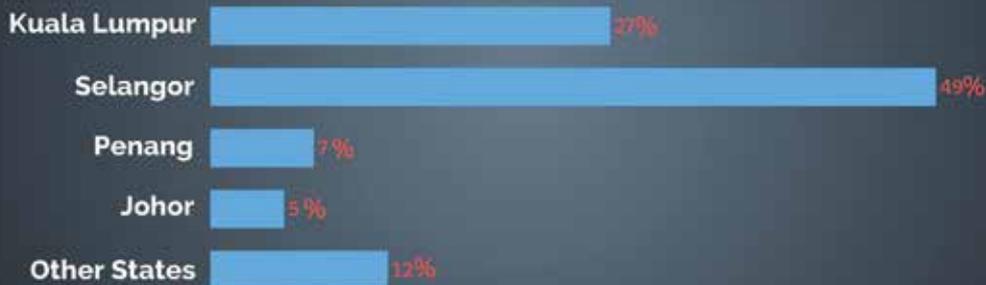
"Even though Malaysians are concerned about the rising house prices and affordability, property is still viewed the most attractive investment choice by survey respondents. Our survey respondents have informed us that property is the most preferred investment option due to capital growth opportunities and it's also more stable compared to other assets. As such, a flat property sector provides excellent purchasing opportunities for those with access to funds. A weakened market is good for those with holding power," said Chmiel.

He concluded by saying that starting from the second half of 2016, the market will commence to inch forward slowly and it will start to rise again in 1-2 year time.

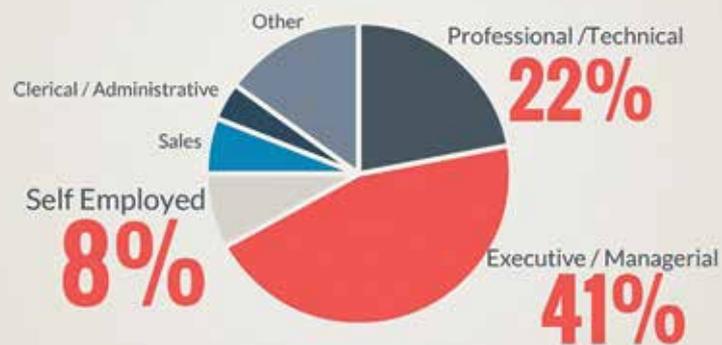
The full survey findings can be downloaded for free directly from <http://www.iproperty.com.my>.

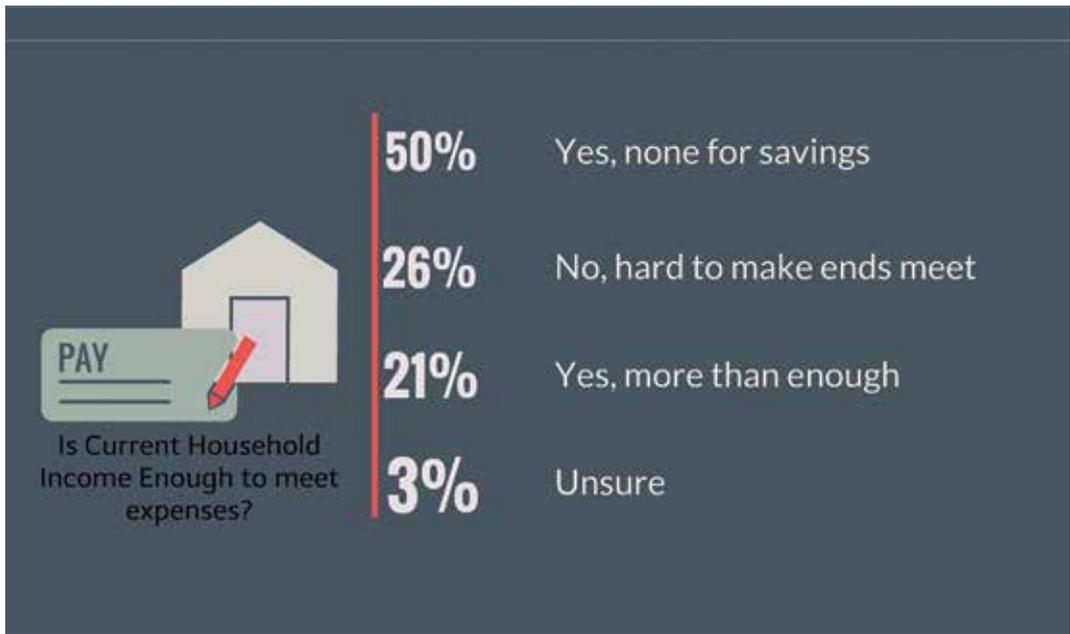


Currently Residing In

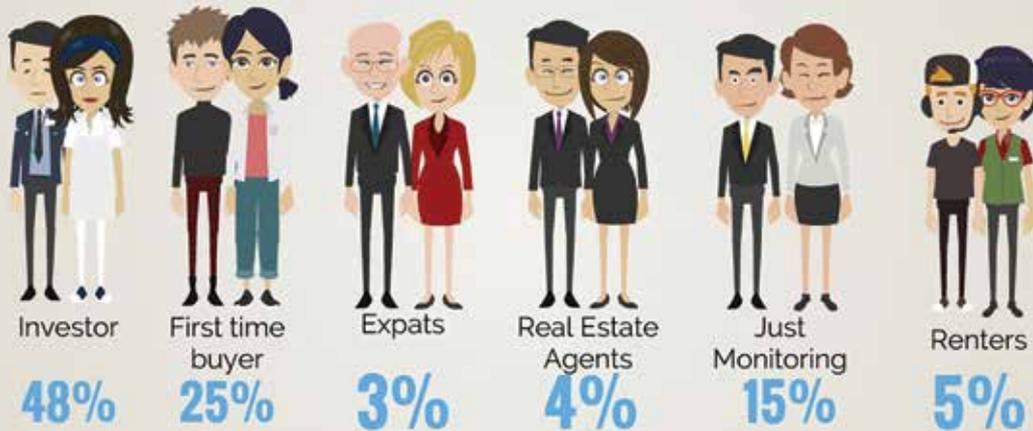


Current Occupation





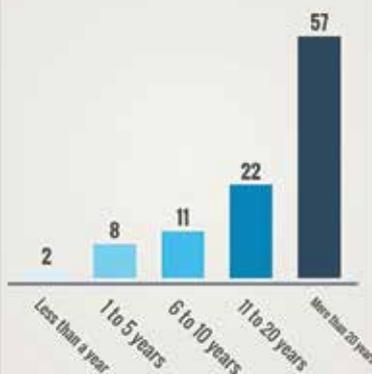
Consider Themselves



Status of Property Lived in



Years of Mortgage



Ease of Paying Loan Repayments



Overseas Property Market

Own Property Overseas

96% No

4% Yes

Looking to Purchase

39% Undecided

38% No

23% Yes



Where to Purchase

1

Australia

2

Singapore

3

UK

4

New Zealand

Main reason to Purchase

1

Its a good investment

2

Expect to migrate or retire there

3

High potential yield

When to Purchase

69%

2 years or more from now

26%

6 to 12 months from now

6%

Within the next 6 months

Interest in Local Property Market

Interested to Purchase Property

20% Not at the moment

23% Sub sale property

26% Newly Developed Property

31% Unsure

Type of Property To Purchase



Condominiums



Terraced Houses



Flat/Walk-up Apartment

Budget To Purchase

52% Below RM500,000

32% RM500,001 to RM800,000

11% RM800,001 to RM1 Million

5% More than RM1 Million



When to Purchase

in 6 Months

14%

6 to 12 months

48%

>12 months

37%

Where to Purchase

1

Selangor

2

Kuala Lumpur

3

Johor / Penang

Concerns on the Local Property Market

Biggest Concerns on the Malaysian Property Market

Affordability & Rising Property Prices

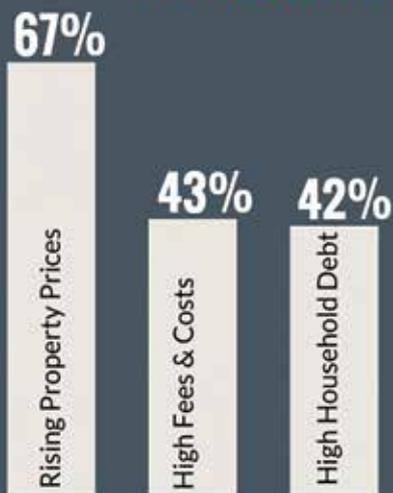
Economic & Political Uncertainties

Stringent Home Financing & High Interest Rates

To Rent or to Buy?



Barriers to Purchase Property



FUN-FILLED MINGLING NITE IN KL

It was a night to remember as the industry's biggest players came together for the 2016 Mingling Night.



Georg Chmiel, iProperty Group's CEO, sharing the findings of the Asia Property Market Sentiment Survey for H1 2016.

On 12th March 2016, the who's who of the real estate industry turned up at Signature by The Hill, The Roof, Bandar Utama to enjoy a night of dining, networking and laughs. iProperty.com Malaysia's Developers' Mingling Night in KL aimed at bringing together the industry's biggest players for an evening of socialising, was attended by over 200 guests which included prominent developers and property experts.

Among the many distinguished guests were representatives from LBS Bina Group, Mah Sing Group, OSK Property Holdings Berhad, Sunway Property, Sime Darby Property, IOI Properties, Trinity Group, EcoWorld Development Sdn Bhd, B&G Property and many more. Also present were notable property experts - Chris Tan of Chur Associates; Milan Doshi, renowned property investor; Adrian Wee, Owner of ID Viva Sdn Bhd; Vicky How, Principal of Bloomland Property Consultants; Ho Chin Soon, Chairman of

Ho Chin Soon Sdn Bhd; Gary Chua, CEO of Smart Financing, among others.

Nianci Phang, Consumer Marketing Manager of iProperty.com Malaysia who was the emcee for the evening gave a warm welcome to the guests. Getting the ball rolling was Georg Chmiel, iProperty Group's CEO, who shared the findings of the Asia Property Market Sentiment Survey for H1 2016 after presenting his welcoming note.

This was followed by a presentation titled "Digital Lifestyle Opens Up A World Of Opportunities" by the key sponsor of the night, Astro Malaysia. Hee Jenn Wei, Head of B2B, Astro Malaysia divulged on a slew of services made available by the company for homeowners, aimed at enhancing users' lifestyle and living experience.



Carmen Chong, Key Account Manager at iProperty.com Malaysia with representatives from LBS Bina Group Bhd.



Georg and Hee Jenn Wei, Head of B2B of Astro Malaysia showing off the two mascots, George and Ho Yeah.



Leslie Lin, Content Marketing Manager of iProperty.com Singapore explaining on Singaporean property investors buying trends in Malaysia.



Carrie Law, Regional General Manager of GoHome.com.hk and SquareFoot.com.hk giving her presentation.



A few guests walked away with a special report from brickz.my detailing property transaction activities and price trends.

Next to take the stage was Leslie Lin, Content Marketing Manager of iProperty.com Singapore who spoke on the growing pie of Singaporean property investors in Malaysia.

Carrie Law, Regional General Manager of GoHome.com.hk and SquareFoot.com.hk followed up with an informative presentation on Japan's rise as the top property investment hotspot for Hong Kong investors.

As the night carried on, a sumptuous buffet was rolled out, where guests tucked into an array of mouth-

watering dishes. One of the lucky draw prizes included a 2D/1N stay @ Lost World Hotel, Ipoh, sponsored by Astro. The event was made all the more memorable as guests received not one, but two complimentary stuffed monkeys; George and Ho Yeah, iProperty Group and Astro's 2016 respective mascots.

All in all, it was a night of great fun and we look forward to the next one! 📍



Guests tucking into the sumptuous buffet.



Hee Jenn Wei giving away one of the lucky draw prizes.

WEEDING OUT THE BUGS IN THE INDUSTRY

Regulators from BOVAEA share the inside scoop on weeding out rogue real estate agents and negotiators.



(L-R): Eric Lim, Chairman of BOVAEA Estate Agency Practice Committee (EPAC) and Datuk Sr Faizan Abdul Rahman, President of The Board of Valuers, Appraisers and Estate Agents Malaysia (BOVAEA).

the public on how to participate safely in the real estate market by using only the services of registered agents and negotiators?

One of the initiatives that we have implemented to address the problem of bogus agents is the registration of negotiators with BOVAEA. Registered negotiators are given a REN tag, and with this tag, members of the public can differentiate between registered and non-registered agents. One can also use a smart phone to check the details of negotiators online. Apart from that, we have also been conducting an on-going public relations campaign to raise awareness amongst the public. In 2014, we invested RM1 million into this campaign, and last year we invested

As the real estate industry thrives and with an increase in property transactions every year, there are concerns on the existence of bogus agents and negotiators. Datuk Sr Faizan Abdul Rahman, President of The Board of Valuers, Appraisers and Estate Agents Malaysia (BOVAEA) and Eric Lim, Chairman of BOVAEA Estate Agency Practice Committee (EPAC) shared with iProperty.com on the mechanisms that BOVAEA has in place to deter bogus agents and negotiators.

INITIATIVES IN EDUCATING THE PUBLIC

Illegal agents have been creating problems in the real estate industry. Such illegals are not registered with or regulated by BOVAEA. What are some of the initiatives undertaken by BOVAEA in educating

RM500,000. Taking into account the challenging economy, we will be investing RM500,000 this year. Our awareness campaign includes billboard and newspaper advertisements, radio broadcasts and the distribution of leaflets to educate the public. Our main aim is to safeguard the public against bogus agents. We intend to target property exhibitions where we can reach out to the public. It is now compulsory for registered agents to state their 5-digit REN numbers in their advertisements. To enforce this, BOVAEA's enforcement officers screen through advertisements to nab non-compliant agents, who will be subjected to disciplinary action by the Board and fined. Since the REN number initiative is still new, the fine is approximately RM500 for first-time offenders. The fine will increase for repeat offences. Most of those caught claim ignorance about the REN numbers.

ENFORCEMENT & PROGRESS

The Board has implemented that all REN or REA must be registered to practice. What kind of action will the board take if the REN or REA do not comply? Is there a specific deadline and what actions will be taken by the Board?

Complaints received by BOVAEA will be forwarded to the investigation committee after which the Disciplinary Board will sit to deliberate on the offense. From the time the complaint or information is received to the time the hearing takes place, it takes approximately 3 months. There are four types of measures taken against defaulters, which include admonishment, a fine not exceeding RM25,000, suspension practicing license for a maximum of 3 years, and de-registration, where the estate agent's license is revoked. If the negotiators default, we take action against the estate agent as they are responsible for their respective negotiators. Since we began enforcement in 2014, we have seen improvements. Today, 85% of advertisements bear REN numbers and most agents and negotiators are compliant. Even at exhibitions, negotiators are expected to wear their REN tags. If a developer outsources to a real-estate company, the negotiators must be registered with BOVAEA and wear REN tags. It is heartening to see

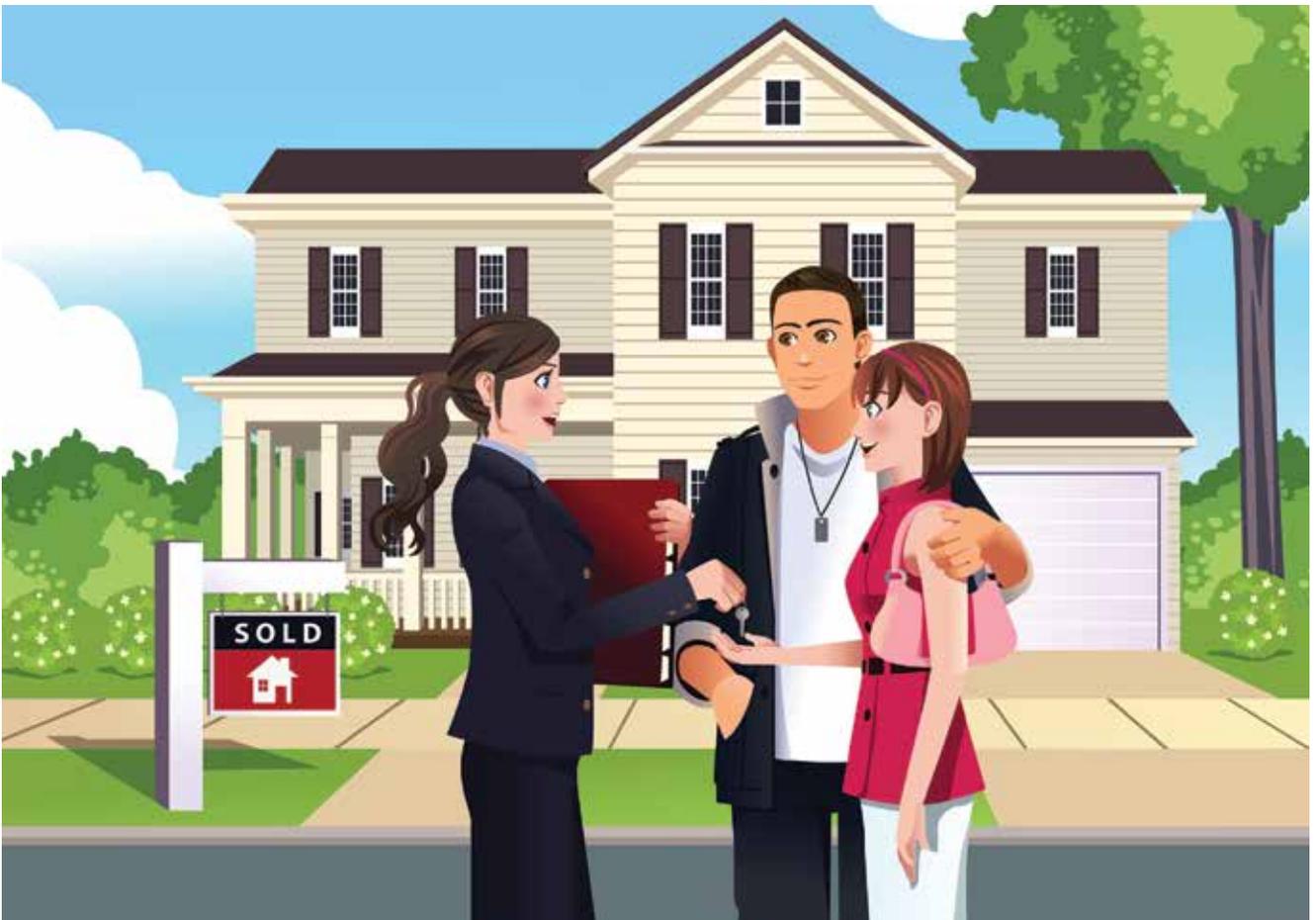
that people are becoming increasingly aware of the need for REN numbers, and we have found that the public often do not respond to advertisements that do not state REN numbers.

RENEWAL OF REN

As for the renewal of license for REN, when will the board be likely to implement it? What is required to renew a REN license? Would it be the same course requirements as per applying for the REN license?

BOVAEA is preparing the guidelines for renewal. It is about the renewal of REN registration with BOVAEA. REN was never issued without any REN license. Since we implemented in 2014, we have yet to conduct renewals. This year, we will be introducing the renewal process. In order to renew, negotiators have to attend a half-day Continuous Development Programme (CDP) in which we have 3 modules, namely, Beginners, Intermediate and Advance. Every negotiator is required to attend this programme and can choose the level they wish to pursue. 📍

“ Today, 85% of advertisements bear REN numbers and most agents and negotiators are compliant. ”



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SPECIAL FOCUS

MALACCA AND NEGERI SEMBILAN: THE NEXT INVESTMENT FRONTIERS





NEGERI SEMBILAN AND MALACCA: MALAYSIA'S NEWEST INVESTMENT HUBS

Negeri Sembilan and Malacca have emerged as the country's latest investment hotspots by fully leveraging on their geographical advantage. - CAROLINE CHAN

Their prime location between Kuala Lumpur and Iskandar Malaysia, the gateway to Singapore, the availability of much undeveloped land at relatively low rates and the well-established infrastructural support provided by the North-South Expressway have drawn much attention to the potential of the two states. The attractiveness of both Negeri Sembilan and Malacca as investment hubs has been boosted with the confirmation of the construction of the High Speed Rail Link (HSR) between Kuala Lumpur and Singapore which is targeted for completion in 2020. A number of strategic initiatives led by their respective state governments has also helped secure large foreign interest which serve as catalysts to drive economic growth.

THE BLURRING BOUNDARIES BETWEEN NEGERI SEMBILAN AND GREATER KUALA LUMPUR

Although officially the Greater Klang Valley conurbation ends at Sepang in the south, Negeri

Sembilan townships of Nilai, Labu, Sendayan and Seremban do contribute significantly to Kuala Lumpur's growth and as such are viewed very much as an extension of Greater Kuala Lumpur. Given which a large part of Negeri Sembilan is expected to benefit from the Greater Kuala Lumpur transformation masterplan particularly in the area of public transportation. The strong demand exhibited by Seremban 2, a planned township catering to the strong need for lower by KL's growing population has seen the rise of a number of large-scale projects in the state. This includes the new townships of Seremban 2, Bandar Sri Sendayan as well as the Seremban 3 and Forest Heights residential areas. Commercial development too is thriving as indicated by the high occupancy at newly opened industrial areas such as such as Sendayan Tech Valley and Bandar Enstek.

A transportation project that will have a multiplier effect on Negeri Sembilan is the HSR Link. It will have

seven stops in Malaysia, namely Bandar Malaysia @ Kuala Lumpur, Putrajaya, Seremban, Ayer Keroh, Muar, Batu Pahat and Nusajaya and will reduce door-to-door travel time between KL and Singapore by 1.5 to 2 hours. This reduction intravel time in addition to making this a daily travel route, represents a savings of over two hours over air travel, the fastest available mode today. This shorter traveling time will narrow the property price difference between Singapore and KL, which means KL properties price will increase gradually and so will prices of townships along the route in Negeri Sembilan and Malacca. Economic growth and activity is expected to develop around the stations in Negeri Sembilan and Malacca and their neighbouring areas. Mobility of workers to and from economic centres will bring lifestyle changes and spur growth in residential, commercial, educational and retail developments in both states.

the Seremban-Nilai-Port Dickson area and consists of townships, industrial zones and educational hubs. This mega project with a gross development value of RM640 billion is expected to generate investments of more than RM417.6 billion by the year 2045.

The Malacca state government with an investment of RM43 billion from the Chinese government recently unveiled a mega-development project, The Malacca Gateway project which is designed to transform Malacca into a global tourist destination. Malacca Gateway will consist of 12 precincts including residential, commercial, cultural, entertainment and a marina terminal which will be the largest in Asia. It will also tap into the growing number of cruise ships plying the route which currently do not stop at Malacca due to lack of facilities. Also in the pipeline is a plan by the Federal Government to build a world-class port in either Tanjung Bruas in Malacca Tengah or Kuala Linggi in Alor Gajah.



“ Malacca Gateway will consist of 12 precincts including residential, commercial, cultural, entertainment and a marina terminal which will be the largest in Asia. ”

“ The strong demand exhibited by Seremban 2, a planned township catering to the strong need for lower by KL’s growing population has seen the rise of a number of large-scale projects in the state. ”

LANDMARK PROJECTS TO DRAW INVESTMENTS

The state governments of both Negeri Sembilan and Malacca have recently launched mega projects in their respective states to accelerate growth and drive foreign investments. Negeri Sembilan with the support of the federal government launched Malaysia Vision Valley, a 108,000 ha earmarked as a key project under the 11th Malaysia Plan. It encompasses

CONCLUSION

The timely rise of Negeri Sembilan and Malacca is well aligned with the Government’s aspirations to achieve high income nation status by 2020. These two states appear to be well on track with their current rate of growth and the investments secured. By strengthening the role they play as strategic locations within the southern corridor, they are assured of being able to sustain the rate of accelerated growth. ♡



MALACCA & NEGERI SEMBILAN: THE NEXT BIG THINGS

With plans for greater connectivity and exciting property developments in the pipeline, Malacca and Negeri Sembilan are fast rising as the next property investment hotspots. - REENA KAUR BHATT



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



Ho Chin Soon (HCS)
Chairman of Ho Chin Soon Sdn Bhd

Datuk Anthony Adam Cho, JP (AAC), Branch Chairman of the Real Estate & Housing Developers' Association (REHDA) Malacca and **Ho Chin Soon (HCS)**, Chairman of Ho Chin Soon Sdn Bhd share with iProperty.com the appeal of these two Southern states.

MALACCA

The retail market in Malacca is expected to remain resilient, according to C H Williams Talhar & Wong Property Market 2016 Report.

What does this positive sentiment mean for the commercial property market in Malacca?

AAC: Office units may be "oversupplied" in certain locations. Nevertheless, if the supply is in growth areas, the market is still good. There is a lot of potential for shopping malls and retail outlets as the tourism market in Malacca is strong, with a lot of room to grow. The state sees a high volume of tourists, especially during the school holidays and long weekends.

Newly completed malls include The Shore Shopping Gallery, located along the Malacca River Cruise route

and the Freeport A'Famosa Outlet Malacca, which houses a variety of designer brands and fashion items.

As long as Malacca remains a tourist hotspot, the office spaces and retail lots will be filled up. This is definitely achievable; according to the Tourism Promotion Division, the number of visitors to Malacca has doubled since 2008, to 14.31 million in 2014, whilst tourist receipts increased from RM3.8 million in 2008 to RM 10.9 million in 2013.

The Malacca State Government recently signed an MOU with Zhu Xiaodan, the Guangdong Province Governor to construct a Maritime Industrial Park, the Guangdong-Malacca Industrial Estate, a deep-sea port in Malacca and construction/provision of land-use areas for purposes of trade and commerce. There are also plans to extend the Batu Berendam Airport.

How does it affect the property market in the future?

AAC: With these foreign investments coming into Malacca, properties will continue to attract buying interest especially in new growth areas. Overall, Malacca's property market remains promising because there is actually a lack of supply for non-Bumiputera residential units as the quota for Bumiputera houses is as high as 60%.

On top of that, the incoming foreign investment will definitely generate new job opportunities, which will, in turn, create further demand for housing in the state by both locals and foreigners.

Ayer Keroh in Malacca will be one of the stations of the upcoming High-Speed Rail (HSR).

How will this affect property prices in Malacca in the future?

AAC: Malacca has seen a steady increase in land prices over the years. With the HSR having a stop in Malacca, we will see tourism growing at even more rapid pace especially around the Air Keroh, Krubong, Durian Tunggal and Gapam areas.

Furthermore, as the house prices in Seremban have increased tremendously in the past few years, Malacca will be the next “suburb” option for those who work in Klang Valley as they can commute via the HSR. There will be a growing demand for residential properties in the area and this would cause an increase in property prices down the road.

NEGERI SEMBILAN

There was an amendment to the state’s housing policy in June 2015, where the 30% low-cost housing policy was abolished and replaced with 50% affordable housing components (15% priced below RM80,000, 15% between RM80,001 to RM250,000 and at least 20% between RM250,000 to RM400,000). Also, the Bumiputera quota was raised from 30% to 50%.

How will this affect the residential property market in Negeri Sembilan?

HCS: Some developers are not adversely affected as their existing customers are predominantly Bumiputeras. This is because their projects and land banks are located in areas where Malays are in the majority and are near to or next to Malay Reserve Lands.

How will it affect the Malaysian Vision Valley Project in Negeri Sembilan, which is to be 80% driven by the private sector?

HCS: The Malaysian Vision Valley(MVV), which will be in western Negeri Sembilan encompassing Nilai, Seremban and Port Dickson was an idea inspired by the Sime Darby’s Vision Valley. It was a pet project of Dato’ Wahab Maskan, which has now evolved into a National Project or a federal initiative. As announced by the Prime Minister’s department in November last year, the proposed mega project is expected to generate total investments of more than RM417.6 billion by 2045. Thus, the project is promising and I do not foresee any hiccups in the pipeline.

The key factors in favour of the project are the HSR Link and the Locational Centre of Gravity for Greater KL heading southwards where MVV is located, and it will complete the development of Greater KL.

Labu, about 17km from Seremban, will be one of the stops for the proposed high-speed rail link (HSR) between Singapore and Kuala Lumpur.

How will this affect the property prices in Seremban?

HCS: According to Google Maps, the HSR station in Labu is about 8-10km away from Seremban’s central business district. Expected developers to benefit from this proximity would be Sime Darby Property, Matrix Concepts Bhd, a Sarawakian developer and several other smaller players; all which have ongoing or upcoming developments in the locality.

The aerial picture below indicates all the developments that are poised to benefit from the HSR project:



Source: Ho Chin Soon Research Sdn Bhd

The commute from the proposed Labu station to the Bandar Malaysia station in Sungai Besi will take approximately 20 minutes. From here, commuters can switch to the integrated MRT Line 2 to get to Bukit Bintang, which is only 4 stops away!

This goes to show that the daily commute to KL’s city centre from Labu/Seremban/Nilai and the surrounding areas will be extremely convenient for working professionals. Thus, the growth in demand for residential properties in these areas is inevitable, which may cause property prices to increase in the future. 📍



NEGERI SEMBILAN: PROPERTY FIGURES

This month focuses on the residential property market in Negeri Sembilan. iProperty.com examines property transaction activities and property price trends in the state for the first nine months of 2015.

- REENA KAUR BHATT

NEGERI SEMBILAN RESIDENTIAL SNAPSHOT (January - September 2015)

	BUILDING TYPE	AREA	PROJECT/ NEIGHBOURHOOD
MOST TRANSACTED	Terrace House (2,494 Sold)	Seremban (303 Sold)	Bandar Springhill (91 Sold)
HIGHEST AVERAGE PER SQ FT (RM)	Condominium (RM143 Psf)	Kota Seriemas (RM210 Psf)	Green Beverly Hills (RM 455 Psf)

*Source: brickz.my



*Source: Google Maps

In the period of Jan-Sep 2015, **Bandar Springhill** was the neighbourhood with the most number of residential property transactions in Negeri Sembilan (NS). Previously known as Lukut, Bandar Springhill is a township located in the Port Dickson district and is approximately 20 minutes away from Seremban.

Dato' Kevin Woo, Managing Director of KW Associate Architects Sdn Bhd attributes Bandar Springhill's rising popularity to UCSI Group's presence in the area. In February 2008, he was the one who fuelled the partnership between Dato' Peter Ng of USCI Group and Tan Sri Khoo Kay Peng of MUI Group which led to a joint venture agreement for the establishment of an educational township in Bandar Springhill.

This township, covering some 200-acres is home to the new UCSI International School and the UCSI University Medical Teaching Hospital, which is currently under construction. The latter will serve as a teaching facility for medical students and provide the services of a full-fledged hospital. Other upcoming projects include the five-star UCSI Resort Hotel and Convention Centre.

This education hub serves as the greatest stimulus for Bandar Springhill's residential properties, as the statistics show it is one of the most sought after neighbourhoods among property investors and home buyers alike.

Dato' Kevin explained that good pricing is a contributing factor to Bandar Springhill's popularity. The properties in the area are very price-sensitive; hence, it is more affordable to purchase properties there as compared to other thriving areas in NS such as Seremban. The average prices for bungalow units in Bandar Springhill currently range from RM380,000-RM420,000.

As the architect in charge of the design of boutique homes at Bandar Springhill, Dato' Kevin stated that there will be an upcoming project-phase E7, which comprises of boutique double-storey terrace houses.

In the same period, the area that had the highest average price per sq ft for residential properties was **Kota Seriemas**, a township situated in **Nilai**. This distinction is largely due to the township's proximity to the transportation hubs, Kuala Lumpur International Airport (KLIA) and KLIA2, which are 20-minute drive away.

Even though it is located quite a distance away from Seremban city centre, Kota Seriemas may be the preferred choice for those who work in KLIA, Putrajaya or Sepang, all of which are within a 30-minute drive away. Also, its network of well-planned roads gives the residents of Kota Seriemas ease of accessibility.



These include the Kuala Lumpur - Seremban Highway, ELITE Highway (exit at KLIA), Putrajaya/Cyberjaya - Dengkil Highway and LEKAS Highway.

TOP 10 AREAS (By Number of Transactions)

LOCATION	NUMBER OF TRANSACTIONS	AVERAGE PRICE PER SQ FT (RM)
Seremban	303	195
Nilai	236	187
Senawang	197	121
Seremban 2	176	115
Rasah	174	106
Port Dickson	172	105
Ampangan	165	102
Setul	162	100
Labu	150	97
Teluk Kemang	147	72

*Source: brickz.my

The area that registered the highest number of residential units sold was **Seremban**, recording **303** transactions in the first nine months of 2015.

With prices of homes in Klang Valley (KV) on the rise, Seremban is now considered an ideal place for double income professionals/couples and young families. Part of the Greater Klang Valley Conurbation, Seremban has been seeing some exciting developments in the past few years. The notable one being Matrix Concepts Holdings Bhd's flagship development - Bandar Sri



Sendayan (BSS), a 5,233-acre township located in western Seremban.

The developer has planned BSS to be a self-contained township with plenty of amenities and facilities including schools, places of worship and parks. Also, in the pipeline for the township are shopping complexes and a specialist hospital.

Dato' Kevin's firm was involved in BSS's master planning and design. He accredits the developer for ensuring that the township promotes sustainable and comfortable living, which is clearly shown through the excellent streetscapes; with wide roads, sufficient pedestrian walkways and green landscaping in between road dividers.

Dato' Kevin applauds Matrix Concepts' efforts in going above and beyond to create a spacious and comfortable township. He revealed that the developer has far surpassed the building requirements imposed by the local town council in terms of provision of public amenities. Matrix Concept's directors, Dato' Lee Tian Hock and Ho Kong Soon are mindful of their corporate social responsibilities in the development of this township.

Additionally, Matrix Concepts has always guaranteed good capital growth for its first time home buyers. Their loyalty purchasers programme ensures that its property buyers will earn returns after 2 years. The latest development in BSS is Ara Sendayan which

“ Seremban 2 is perceived as an extension of the existing Seremban town and it has evolved into a matured township. ”

is double-storey terrace houses with an expected starting price of RM650,000.

BSS also has an industrial component, namely the Sendayan TechValley, which has already attracted international companies from Japan, France and Germany, among others. The Matrix Global Schools comprising of the Matrix International Pre-School, Matrix International School and Matrix Private School serves as an additional attracting factor.

Another notable developer in Seremban is Mega 3 Group, led by Dato' Ir Tan Suan Ching where their main focus is in affordable housing and aimed at creating valued and functional residential spaces, which augur well with the community and residents of Negeri Sembilan. Their landmark commercial development is a 2-storey shop office project in Taman Jasper. It received a tremendous response and recorded a capital gain of more than 100% for secondary sales even before the issuance of Certificate of Fitness.

Coming in second is Nilai, with 236 residential properties being bought between January-September 2015. Nilai receives considerable interest as the township has been in existence for 30 years, hence, it has all the necessary infrastructure, besides it being one of the closets towns in NS to KV.

On top of it having a slew of hypermarkets including Nilai Square, Mydin, and Tesco Hypermarkets as well as schools and hospitals, Nilai's main draw is its educational cum medical town status.

Besides housing Malaysia's first private cancer centre, the NCI Cancer Hospital, Nilai is also home to Nilai University, INTI International University, Manipal International University, Universiti Sains Islam Malaysia and the Islamic University College of Malaysia. It is not surprising that Nilai serves as a good population catchment, as there will always be students and teachers looking for places to rent/stay.

Providing a good example, Dato' Kevin said that the first phase Mesa Hills@Nilai, a high-rise development, received a high take-up rate as it was launched at the right time and catered to the current market sentiment.

Next on the list with 197 transactions is Senawang. Dato' Kevin affirmed that Senawang is a high growth area as the upcoming LEKAS Highway will connect Senawang to KLIA, shortening travelling time to only 20 minutes. The interchanges will be at Paroi,

Senawang, Rasah Jaya, Mambau South, Bukit Nenas and Sepang to KLIA. It is only expected to see the appeal of properties in the area shoot up, as accessibility is a huge catalyst for housing demand.

Seremban 2 by IJM Land Bhd is another favourite among homebuyers, whereby the area saw 176 residential property transactions. Located only 45 minutes from KL city centre and 30 minutes from KLIA, the integrated township is conveniently connected by the North - South (PLUS), ELITE and LEKAS Highways.

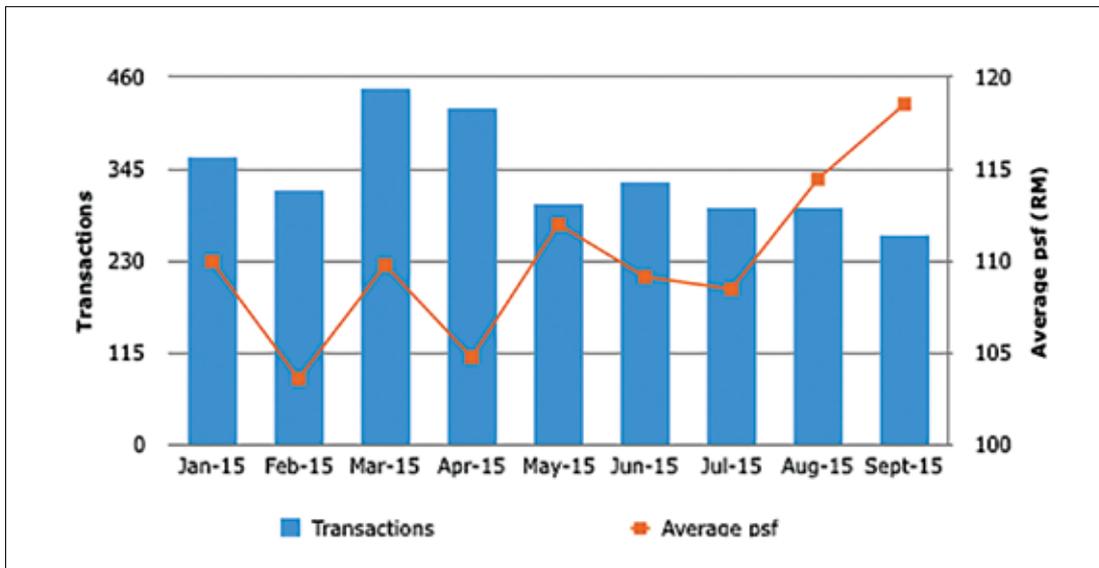
According to Dato' Kevin, Seremban 2 is perceived as an extension of the existing Seremban town and it has evolved into a matured township, with the Mydin Hypermarket and Jaya Jusco shopping centre serving as growth catalysts.

With its variety of amenities such as schools, banks, a sports complex and a 15-acre lake park, Seremban 2 has drawn in the working populace from KV, especially the middle-income earners as it is more viable for them to stay in NS and commute to KL for work. It is also a top choice for young property investors as the township promises of high quality living within a low-density setting.

“ Landed homes in NS are still affordable to the masses. ”



NEGERI SEMBILAN LANDED TRANSACTIONS AND AVERAGE PRICE PER SQ FT (January - September 2015)



*Source: brickz.my

MONTH	NUMBER OF TRANSACTIONS	AVERAGE PRICE PER SQ FT (RM)
January	359	110
February	318	104
March	445	110
April	422	105
May	301	112
June	327	109
July	295	108
August	295	114
September	263	119
Grand Total	3,025	110

*Source: brickz.my

LANDED PROPERTY

The total number of transactions for landed properties in NS was **3,025** with an average price per sq ft of **RM110**.

There was a notable escalation in average price per sq ft after June as during that period there were quite a few residential property launches in the state, especially in Seremban, as shared by Dato’ Kevin.

Seremban is an exciting real estate prospect as it presents a lower entry point for home buyers and property investors as compared to houses in KV. A growing number of discerning buyers are realising that they cannot go wrong in buying landed properties in gated and guarded developments in Seremban/Nilai/Seremban 2, either for their own stay or for investment purpose.

A 2-storey terrace house in Bandar Sri Sendayan could be purchased for RM620,000 per unit; in Seremban 2, the price range is between RM550,000-RM580,000 and in Senawang it roughly costs RM440,000-RM480,000.

Dato’ Kevin noted that areas such as Seremban 2, Nilai, Sendayan, Bandar Enstek and Bangi will continue to see potential growth due to their easy connectivity to KL. Besides that, the Chief Minister of NS is very supportive of any developments that are within the Greater KL Conurbation.

When questioned about the capital appreciation growth in the prime areas (Seremban, Nilai, Senawang) in the next few years, Dato’ Kevin said that those who have been buying properties in these areas in the past 3 years have enjoyed good capital appreciation.

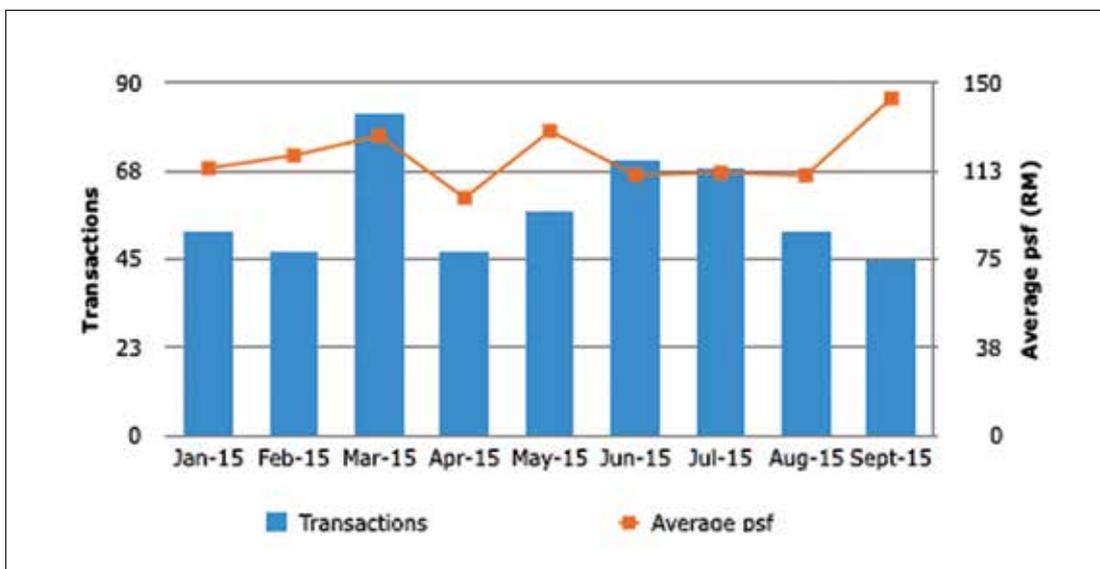
For instance, terrace houses launched in Bandar Sri Sendayan in 2014 at a price of RM380,000 is now roughly worth RM520,000, translating to a capital appreciation of almost 40% in 2 years. He also mentioned that 10 years ago, a double-storey terrace house in Seremban could be rented for RM500 per month and the amount has now increased to RM2,000 per month.

Going forward, Dato' Kevin foresees a drop in activity in the state's property market as it is now more challenging for potential purchasers to obtain home loans from banks due to its current restrictive lending policies.

But then again, Dato' Kevin shared that the property buyers in Seremban differ in thinking as compared to their KV counterparts.

Some developers in Negeri Sembilan will have relatively lower sales on paper as purchasers are more reserved and they are reluctant to purchase before physical construction commences. However, if there is a show unit of the property available, sales will escalate to 45-50% as it illustrates developers commitment to build said properties. More sales usually come in halfway through the development process, after potential buyers have ascertained that the developers are serious about delivering the said properties on time.

NEGERI SEMBILAN NON - LANDED TRANSACTIONS AND AVERAGE PRICE PER SQ FT (January - September 2015)



*Source: brickz.my

MONTH	NUMBER OF TRANSACTIONS	AVERAGE PRICE PER SQ FT (RM)
January	52	114
February	47	119
March	82	127
April	47	101
May	57	129
June	70	111
July	68	112
August	52	111
September	45	143
Grand Total	520	118

*Source: brickz.my

NON-LANDED PROPERTY

In the same period, the number of non-landed property transactions in the state was considerably lower; at **520** transactions, it lags behind landed properties transactions by 5.8 times. The average price per sq ft was slightly higher at **RM118**.

Dato' Kevin attributes the lower trend of non-landed properties to the lack of demand for high-rise units as landed homes in NS are still affordable to the masses.

Winds of change will be heading towards NS, though, as Dato' Kevin shared that there are currently more than 10 applications for stratified property projects submitted by developers for approval by the state.

However, at the moment, applications on high-rise properties are frozen as the housing guidelines are currently under review by the state's housing committee. Among the proposed guidelines include the supplying of 2.5 car parks for each apartment unit and extension of corridor length to 2.4 metres (In KV, the required length is 1.8m, particularly for SOHO units and serviced apartment developments having commercial land titles with residential connotations).

The proposed guidelines are commendable as they are consumer inclined; for instance, most families have at least 2 cars and will require the recommended slot number. However, Dato' Kevin notes that it will be more challenging for developers as it translates to extra construction costs for them.

“ *Concept living is of paramount in meeting the market's demands for strata-titled properties.* ”

Still, he reckons that there will be a lot of changes in Negeri Sembilan's property landscape in the next five years where there will be a greater influx of investors and developers as land acquisitions in NS are relatively cheaper than KV.

Dato' Kevin also feels that NS's new ruling where 50% of new housing projects will have to fall within a specific price range; 15% must be priced at or below RM80,000; 15% at or below RM250,000 and 20% priced at or below RM400,000 – will work in favour of developers. The remaining 50% will be free float prices as to the discretion of developers.

He believes that developers will be able to obtain more revenue as compared to the old guidelines as the new spread will ensure that a development does not bear the low-cost housing stigma. One other plus point is that the new ruling will prevent the overcrowding of high-end developments in the NS property market.

His advice to developers looking to build in the state is to carve out a niche for gated and guarded developments as buyers are becoming more discerning and demanding in terms of security and lifestyle requirements.

Besides that, Dato' Kevin believes that concept living is of paramount in meeting the market's demands for strata-titled properties. This is because most buyers are looking for more than just a roof over their heads; they prefer a home that captures the work, live and play concept, where the development includes facilities that complements the lifestyle of a working professional.

CONCLUSION

Despite a large number of property projects in the pipeline, he ascertained that property prices in NS are closing rank with its KV's counterparts. This is because property designs in NS had improved tremendously and are comparable with KV's developments besides being only at a fraction of the prices in KV. 📍

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 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



DATO' KEVIN WOO

An acclaimed architect with 30 years of experience under his belt, Dato' Kevin Woo is the MD of KW Associate Architects Sdn Bhd and a chartered arbitrator who specialises in construction and law arbitration.

His architecture portfolio comprises numerous high-rise residential and service apartments developments in KLCC notably The Oval, Quadro Residences, VIPOD, VORTEX, SOHO Residence and Skysuites Hotel and serviced apartments. He is also currently involved in property development predominantly boutique semi-detached and terraced houses at Mahkota Hills in Sg.Long and Seremban. Some of his notable projects include D'Cengal and D'Vena in Seremban as well as a mixed development in Ampang.

MALACCA: PROPERTY FIGURES

This month focuses on the residential property market in Malacca. iProperty.com examines property transaction activities and property price trends in the state for the first nine months of 2015. - REENA KAUR BHATT

MALACCA RESIDENTIAL SNAPSHOT (January - September 2015)

	BUILDING TYPE	AREA	PROJECT/ NEIGHBOURHOOD
MOST TRANSACTED	Terrace House (1,348 sold)	Malacca City (276 sold)	Taman Malim Jaya (37 sold)
HIGHEST AVERAGE PER SQ FT (RM)	Condominium (RM243 Psf)	Klebang (RM184 Psf)	Hatten Square (RM824 Psf)

*Source: brickz.my



*Source: Google Maps

In the period of Jan-Sep 2015, **Taman Malim Jaya (TMJ)** was the neighbourhood with the most number of residential property transactions - 37. TMJ is a township located in Batu Berendam and its real estate offerings include condominiums, apartments and terraced houses.

Cassandra Tio, Hatten Group's Head of Sales and Marketing credits the township's ranking to its proximity to Malacca city centre. Located approximately 10km away, it is the second nearest housing estate to the city center after Ujong Pasir.

SPECIAL FOCUS | *Malacca: Property figures*

Amenities in the locality include a Giant hypermart and Malacca Jusco shopping centre located 3km and 9km away, respectively.

Besides that, TMJ is a mere 15-minute drive away from both the Malacca International Airport and Central Bus station. Its strategic location is also the reason for the many vacation rental and homestays in the area.

In the same period, the area that had the highest average price per sq ft for residential properties was Klebang at RM184 per sq ft. A coastal town located on the southern shoreline of Malacca, Klebang is roughly a 10-minute drive away from Malacca city centre and the town's conveniences such as shopping malls and restaurants. Klebang is also home to a few tourist attractions namely the Submarine Museum, the Klebang Besar beach and the 1Malaysia Square which will house the upcoming dinosaur themed-Jurassic Park.

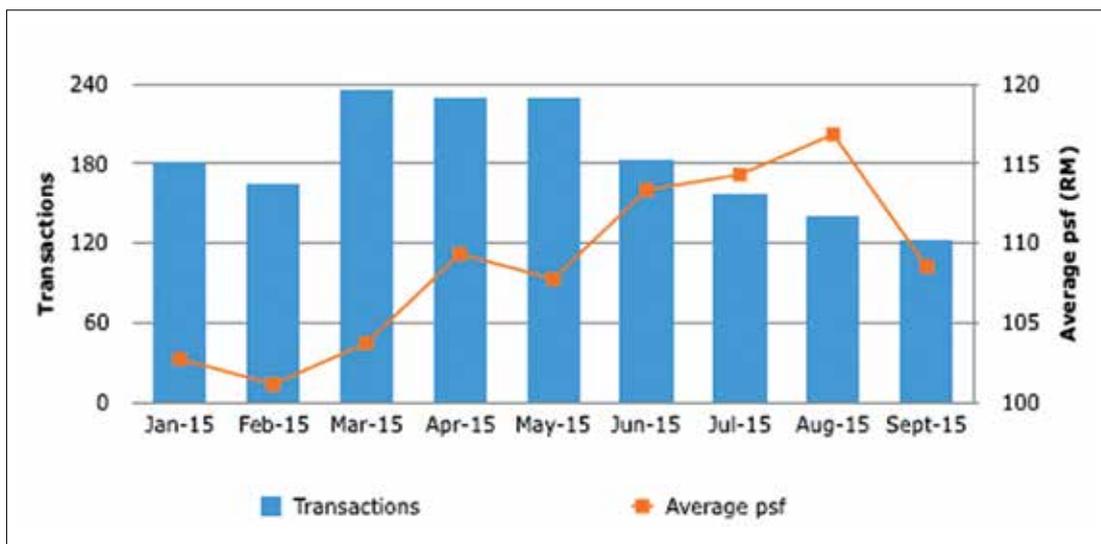
TOP 10 AREAS (As per average price per sq ft)

LOCATION	AVERAGE PRICE PER SQ FT (RM)
Klebang	184
Malacca City	158
Bukit Baru	138
Cheng	136
Batu Berendam	134
Balai Panjang	122
Bukit Katil	119
Tanjong Minyak	105
Krubong	105

*Source: brickz.my

The highest average price per sq ft for residential properties is in Klebang, recording RM184 followed by Malacca City at RM158 and Bukit Baru at RM138.

MALACCA RESIDENTIAL LANDED TRANSACTIONS AND AVERAGE PRICE PER SQ FT (January - September 2015)



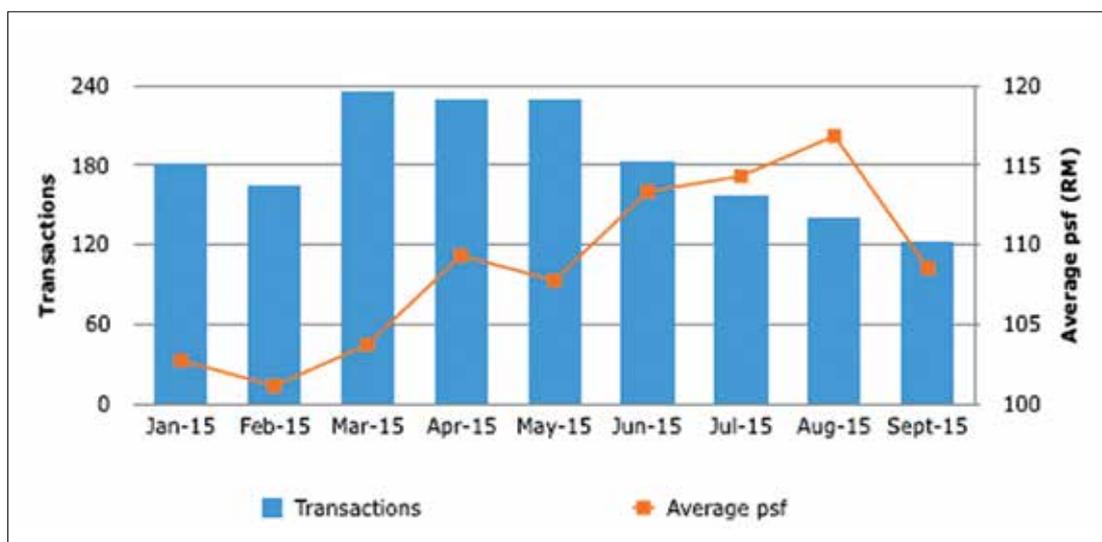
*Source: brickz.my

MONTH	NUMBER OF TRANSACTIONS	AVERAGE PRICE PER SQ FT (RM)
January	181	103
February	165	101
March	235	104
April	229	109
May	230	108
June	183	113
July	157	114
August	140	117
September	123	109
Grand Total	1,643	108

*Source: brickz.my

The total number of transactions for landed properties in Malacca from January to September 2015 was **1,643** with an average price per sq ft of **RM108**.

MALACCA RESIDENTIAL NON-LANDED TRANSACTIONS AND AVERAGE PRICE PER SQ FT (January - September 2015)



*Source: brickz.my

MONTH	NUMBER OF TRANSACTIONS	AVERAGE PRICE PER SQ FT (RM)
January	47	133
February	47	134
March	71	159
April	47	164
May	45	141
June	45	180
July	49	164
August	32	145
September	29	161
Grand Total	412	154

*Source: brickz.my

The total number of transactions for landed properties in Malacca from January to September 2015 was **412** with an average price per sq ft of **RM154**.

CONCLUSION

Going forward, Cassandra foresees more developers coming into the state, spurred on by recent developments in Malacca including the MOU between Malacca and Guangdong province, the proposed

extension of the Malacca international airport at Bukit Berendam as well as the Malacca Gateway project. 📍

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CASSANDRA TIO
Hatten Group's Head of Sales and Marketing

SERI PAJAM DEVELOPMENT: QUALITY AT AN AFFORDABLE PRICE



With its excellent track record in construction, trading and manufacturing, fuelled by the support of its associated companies, Seri Pajam Development has been in property development for over 10 years.

Seri Pajam Development Sdn Bhd (SPD) is one of the most successful companies around, with developments in Nilai, Pajam, Sepang, Seremban and Senawang. For SPD, affordable homes do not just correspond to house prices, it also means making the entire home affordable. They create homes which embody both practical and emotional appeal.

SPD projects come with hassle-free renovation. One way this is achieved is by making comfortable houses with flexible spaces that allow families with room for creativity. SPD also ensures hassle-free ownership packages for the house buyers to own their dream home. Affordability, therefore, doesn't merely mean cheap; it also means good value for money.

TARGET MARKET: URBANITES

SPD is presently catering to urbanites with families who are looking to move away from the congestion of the city to better living environments and slower pace of life. In fact, 90% of the properties sold are to people who work in the southern part of Klang Valley as these projects benefit their desires for landed properties with bigger living space within a reasonable budget.

EXCELLENT CONNECTIVITY

Most of SPD's developments are located in the southern part of the Klang Valley, especially along the LEKAS (Lebuhraya Kajang-Seremban) & PLUS (North-South Highway) which allow consumers with great accessibility to the development areas.

Currently, more than 60% of SPD homes are priced within the affordable range of below RM500,000. One such project is Citra Residency, where:

- Town Villas at Pajam are priced from RM 263,000
- Nada2 - premium single-storey terrace at Pajam with 4 bedrooms & 2 bathrooms are priced from RM 398,000
- Citra Hill2 - double storey terrace @ Pajam with 4 bedrooms & 4 bathrooms are priced from RM498,000
- D'Mayang Sari @ Nilai are priced from RM497,800; and
- Nusa13 - 2 storey terrace with 5 bedrooms & 5 bathrooms are priced from RM485,000

These prices are considered to be fair for a spacious landed property which greatly benefit families with children or senior citizens. First-time homeowners will also feel less of a burden on their finances should they choose to buy or invest here as the returns far outweigh the investment, considering the quality of home and lifestyle they will acquire.

HASSLE FREE RENOVATION

Houses in Seri Pajam Development exhibit a modern façade, with ample use of windows to allow for ventilation and sunlight to permeate through the lavish interiors, thus bringing a fresh flow of energy and life through the home. The kitchen and bathrooms are complete with full height wall tiles that add value, while well-planned floor layouts with high ceilings contribute to more cost-effective spaces, ample light and ventilation.



Another pleasant bonus is that most of SPD homes also are also equipped with fully extended backyards for extra space and an extended car porch that not only provides full canvas against rain or shine, but also saves homeowners on the renovation cost. It is without a doubt that SPD homes embody the perfect marriage of flair and functionality.

ACCESSIBILITY & AMENITIES

SPD projects give you the most out of your home with easy accessibility and convenient amenities. This haven is easily reached through a network of highways such as LEKAS and the North-South Highway toll-free road to KLIA and Putrajaya. This factor makes commuting in and out of the city effortless and allow for seamless traffic flow around the town; a definite plus factor for those who are tired of congestion of traffic in Kuala Lumpur.

Other amenities include learning institutions, railway stations, banks, shopping centres, medical centres, a golf club and many more are at a stone's throw away from the development.



- 1 Aerial View of D'Mayang Sari
- 2 Nada Alam double storey terrace house
- 3 Family Street at Nada Alam

UPCOMING NEW EXCITING SURROUNDING AMENITIES & INFRASTRUCTURE

SPD has unveiled the newly-completed KLIA 2 and Mitsui Outlet Park – a factory outlet mall that caters to affordable shopping for luxury brands. Upcoming developments such as the Tabung Haji Hotel & Convention Centre, Aeon Nilai & Senawang, Kuala Lumpur International Outlet, Xia Men University, KL-Singapore High-Speed Rail and the Paroi-Senawang-KLIA-Salak Tinggi Highway (SKLIA) will further contribute to the value of property prices in Seri Pajam.

The recent government’s announcement regarding the Malaysia Vision Valley (MVV) project – a multi-billion Ringgit development project crossing the region of Nilai, Seremban and Port Dickson in Negeri

Sembilan has made the location conurbation poised for booming, long-lasting growth. This is because the south Klang Valley areas present the best and fastest option for immediate growth, especially with its appeal of flat terrain, well-planned roads, railways and development.

INDUSTRIALIZED BUILDING SYSTEM

The Industrialized Building System (IBS) is a construction system whereby components are pre-manufactured in a controlled environment, before being transported to the construction site for assembly. Homes at Seri Pajam Development will be built using the IBS as it saves copious time and offers better quality control, making it more practical for the developer & homeowners as well as ensuring timely delivery.





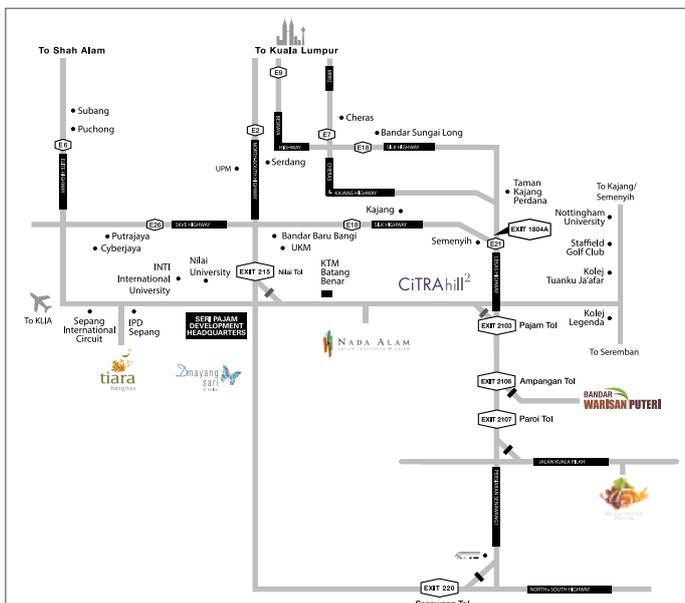
REPUTABLE TRACK RECORD

With a string of notable developments in Negeri Sembilan under its belt, SPD is set to extend its excellent track record. A member of the Nova Loyal Group of Companies, Seri Pajam Development is supported by its sister company, Nova Loyal Development Sdn Bhd, which won the Malaysian Construction Industry Excellence Awards (MCIEA) 2010 for Implementation of the aforementioned IBS into their developments. SPD has also won development and architecture awards such as the Asia Pacific Property Awards for Best Residential Landscape Architecture Malaysia in 2014; Best Safe Home Award and Highly Commended Property Single Unit Malaysia in 2015 and Starproperty.my Awards - The Cornerstone Award in 2016 for their Nada Alam project.

Despite these numerous accolades, SPD considers their biggest achievement yet to be the bringing of new meaning to lifestyle and the changing of public perception towards quality living.

SPD offers homebuyers their dream homes as well as help in shaping the growth of communities. For more information on Seri Pajam Development please call 06-799 2218; email marketing@seripajam.com.my or visit www.seripajam.com.my.

- 4 Mini Wetland of Nada Alam
- 5 Actual view of Nusa Intan



PROJECT NAME:
D'Mayang Sari-Eusarca
CITY:
D'Mayang Sari @ Nilai, Negeri Sembilan
PROPERTY TYPE:
2-sty Terrace/Link House
LAND TITLE:
Residential
TENURE:
Freehold
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Boo Kuang Loon
Executive Director of Yong Tai Bhd

MAKING AN IMPRESSION IN MALACCA

Yong Tai Bhd will be setting the stage for Malacca's growth as a tourist destination with its flagship project, Impressions City. Boasting a gross development value of RM5.4 billion, the development will be spread out across 117 acres of land in Kota Laksamana. - REENA KAUR BHATT

Boo Kuang Loon Executive Director of Yong Tai Bhd, shared with iProperty.com about the Group's latest project and his thoughts on market trends in the months ahead.

How will Impressions City transform the property landscape of Malacca?

Staying true to its name, we are set to make an impression with Impressions City by injecting a 'wow' factor, that is a cultural element in the development. Most developments will invite hypermarkets to act as a

catalyst for the area's growth. Going against the grain of 'bread and butter properties', we are leveraging on Malacca's appeal as a tourist hub by introducing a unique concept where our development will feature a tourist attraction.

The epicentre of the project is the Impression Malacca theatre, which will be the first venue outside China to showcase one of the famous Impression series, a world-class, mega 'live' theatre production that has been staged only in China for more than 10 years.

Yong Tai is hoping to establish the Impressions Theatre as an iconic landmark in the Straits of Malacca. We are confident that the 'exclusivity' factor will serve as a catalyst to bring in tourists into Malacca by the droves. The constant and healthy flow of human traffic will, without a doubt, create a positive spillover effect for Malacca's economy, including the property market.

China's Guangdong province has recently teamed up with the local Malacca government to promote tourism and manufacturing opportunities in the state. How will Impressions City further boost the effort in bringing in Chinese investors?

Being a cultural and tourist-centric development, Impressions City goes hand in hand with the state government's efforts in developing and promoting Malacca as a top tourist destination.

The Impressions series, which are live artistic performances in natural settings were created by the Beijing Olympics in 2008 director, Zhang Yi Mou. We were awarded the exclusive rights to import the Impression series into Malaysia, amidst stiff competition from over 150 cities across the world. The significance of the project has led the development to be endorsed by Tourism and Culture Ministry of Malaysia as one of the National Key Economic Area projects.

As the Impressions Theatre will be the first in Southeast Asia to stage the one-of-a-kind outdoor theatre production, there will be no question of the crowd it will pull. The theatre will seat 2,000 people and is expected to bring in a net profit of RM60 million a year.

With millions of tourists expected to come in each year, there will be a demand for accommodation, food and beverage (F&B), retail and so on. The remaining 100 acres around the Impressions Theatre will be developed into residential, commercial, retail and hotel units, to be carried out in 10-11 phases. The commercial and retail activities in the area will definitely thrive as it is supported by the constant flow of human traffic.

Yong Tai's objective is to create a development that will not only remain sustainable but one that will generate value for its business investors and property buyers as well.

- 1 *Impression Theatre*
- 2 *Malaysia - China Economic Summit 2013*



2



The first phase of Impression City will include approximately 800,000 square feet of retail space which will be expected to be launched in end-2016, and we will be expected to incorporate canal and water features to create a unique setting.

Being a Malaccan myself, I would love to see the state's tourism industry to achieve its full potential. I am confident that Impression City would reinvent and enhance the landscape of Malacca's tourism industry.

What are the challenges that you might encounter in this project?

The main challenge would be the recent slump in the property market on the back of the Ringgit weakening and political uncertainties in the country. On top of that, it is now tougher for potential buyers to purchase properties as bank loan requirements are more stringent than ever. Another major challenge we

face is the obtaining initial capital funding as Yong Tai is still a company with a small market capitalisation.

What is your outlook on the Malacca property market this year?

Taking into consideration its strategic location which is between Kuala Lumpur and Singapore coupled with the upcoming High-Speed Rail (HSR) project, Malacca is one of the states to look out for aside from Klang Valley, Penang and Johor.

Besides that, the state's recent collaboration with the Guangdong Province government will definitely generate more business and investment opportunities. The signed MOU has resulted in the consideration of extending the Batu Berendam Airport runway by the Federal Government, with the aim to attract more investors to invest in the Malacca industrial sector.

This will further boost the industrial market in Malacca, which is already doing quite well. The past few years have seen some big names setting up companies here in Malacca. They include Infineon, Texas Instrument, Mamee, Sun Power and Honda.

The resulting influx of workers into the state will create a demand for residential properties in Malacca. Do take note, however, that all these job opportunities are not just labour-centric; there will be a need for managers, engineers and technicians as well - all of whom will require houses.

That is why I foresee an upswing in Malacca's property market in the next few years. However, I expect to see the signs of growth beginning this year itself, most probably towards the end of 2016. 📍

- 3 Press Conference in Beijing 2013
- 4 Impression Theatre Perspective
- 5 Premier Li KeQiang's Visitation to Malacca 2015
- 6 Press Conference in Malacca 2015 (Collaboration of Impression Malacca & Impression Liu Sanjie)



ALBURY @ MAHKOTA HILLS: A PERFECT BALANCE BETWEEN COST AND QUALITY



Benjamin Lee
Director
of Kia Ace Development Sdn Bhd
(a subsidiary of UMLand)



Dr Daniele Gambero
Co-Founder and CEO
of REI Group of Companies

Benjamin Lee, Director of Kia Ace Development Sdn Bhd (a subsidiary of UMLand) and Dr Daniele Gambero, Co-Founder & CEO of REI Group of Companies, the exclusive marketing partner to the developer; share their views with iProperty.com on why Albury@Mahkota Hills, a well thought out township that provides a comfortable suburban lifestyle is a wise investment for Malaysians.

1. What can you tell us about Albury @ Mahkota Hills and its unique features?

Albury @ Mahkota Hills is unique because we combined the best of both landed and high rise

One of the future key drivers in property investment is affordable homes. Albury@Mahkota Hills will be launched very soon in 2016 with affordable prices below RM500,000.

developments together. Future residents of Albury will get to enjoy lifestyle facilities commonly found in apartments, such as a swimming pool and gym at the clubhouse which is right next to the development. The houses have been designed very efficiently to eliminate any unutilized space, to the extent where every detail such as the power points and switches are purposefully located, so that the home owner can save much renovation costs.

UMLand has acquired more than 300 acres of freehold land within the existing township of Mahkota Hills and Albury is the first phase of



1 Entrance Statement for Albury Single Storey Terrace (artist's impression)

2 Artist's impression of Single Storey Terrace Homes

3 Aerial View of Single Storey Terrace Homes development

UMLand's developments in the area. This means an extra added value for the lucky buyers of this first phase as per sq ft values will definitely be on the rise ensuring a capital gain above average. The 713 single and double storey terrace homes will offer a good range of built-ups sizes from 1,223 sq ft up to 2,200 sq ft. Home buyers will be surprised by the liveability of the lay-outs and fully understand Albury's tagline of "Well thought-out, Inside-out" as particulars of these homes were carefully designed to satisfy - from the position of power points to the "infrastructure readiness" for fibre-optic connectivity. Not forgetting the green and tranquil environment which is complemented by a gorgeous panoramic view and landscape surrounding.



2. Who is the target market for the project?

The target market profile falls predominantly in the Gen-Y category, whereby the potential buyers are young working adults, small starter families and/or young investors. Every aspect of Albury has been tailor made with the end user in mind, whereby the most important factor is the affordability with quality. The other target market is also the government employees, whereby the accessibility of highways leading to the administrative centres of Putrajaya and Cyberjaya makes Albury a popular choice for civil servants to stay in.





3. What is your vision for Albury and why would it be a good investment for investors?

Smart investors always look for opportunities and what Albury offers them is precisely this. Investors will be able to achieve above average capital growth in this development. Klang Valley's southern corridor has recorded an impressive progression rate in the past decade and in the next few years property values there will show an easy predictable growth. Once the direct link road to Jalan Semenyih and consequently to the LEKAS Highway which is expected to be ready before the middle of this year, property values in Albury will definitely experience a sharp rise. A unique feature of this development is that it offers single and double storey link homes with maximum built up sizes of 2,200 sqft, which is not easy to find in the area.

The low entry price also primes this asset with great potential for handsome capital gains. After all, this property is not too far away from million dollar villas in neighbouring developments, yet prices are around RM120 lower on a per square foot basis. Prices for the single storey terrace homes fall below RM380,000. With future development phases imminent on the horizon, buyers and investors can put their minds at ease that the township will be well taken care of, therefore ensuring the value of the asset all the way through maturity of the community. The first thing anyone will notice about Albury @ Mahkota is how much they are getting for the price they are paying. With Albury, UMLand will continue to make a statement of their commitment to deliver top quality in all of their developments.



4. What are your plans for the second half of the year?

Upon completion of the direct link road, UMLand will officially launch Albury by opening for sale the second phase - 382 double storey homes and it is expected to see good take up rates. The target market will be slightly raised as buyers will have broader choices of built up sizes with high competitive values compared with neighbouring projects. However, buyers will be surprised by the price of double storey terrace just below RM500,000.

We intend to open the refurbished clubhouse to the current and potential future residents of Mahkota Hills. One event the purchasers of Albury can look forward to would be the 'Collection of Keys' Carnival, whereby UMLand will collaborate with strategic partners and suppliers to organize a mini expo to offer Albury residents a wide variety of household appliances and necessities at special prices.

Apart from that, UMLand will be continuing on other phases at Mahkota Hills. For example, our team is already planning to do up a small commercial zone of 38 shop lots with a controlled tenant mix to service the new residents. Plans also have been submitted to develop another 1,000 or so units to revitalize the entire township in a coordinated manner.

5. What is your outlook on the growth of Negeri Sembilan's property market in the next few years?

The future economic development of Malaysia Vision Valley, Aeropolis and Cyberjaya cyber-city center, will definitely contribute to attracting new population and the upcoming new infrastructures will ease commuting to places within Klang Valley. 📍

- 4 Clubhouse in Mahkota Hills
- 5 Internal road in Mahkota Hills
- 6 View from viewing deck near the lake
- 7 Clubhouse facilities at Mahkota Hills (artist's impression)



MULLING OVER MARKET DYNAMICS



Benjamin Ong
General Manager - Operations (Johor)
of Eastern & Oriental Berhad (E&O)

With all the buzz about the economic downturn and bleak prospects for the property market, **ROSHAN KAUR SANDHU** speaks to Benjamin Ong, General Manager - Operations (Johor) of Eastern & Oriental Berhad (E&O), a premier lifestyle property development group in Malaysia, who shares about the dynamics of the property sector and his prognosis of the months ahead.

The Government announced a freeze on the recruitment of all foreign workers to Malaysia last month. What is the resulting effect on developers, and, in turn on property prices?

For new developments, we might see a shortage of manpower. However, this is being balanced off by the current economic downturn, especially in the construction and property sector. There are lesser projects out there at this current juncture, in which the demand for labour in the construction sector has also lessened, thus striking a balance.

Has the Johor state government frozen the applications for SOHO and SOVO units in the state?

Yes. Approvals have stopped for serviced apartments. Developers are also not proceeding with serviced

“ There are lesser projects out there at this current juncture, in which the demand for labour in the construction sector has also lessened, thus striking a balance.”

apartment projects. Over the next two years, we may not see a construction sector boom, coupled with the shortage in workers. If the labour shortage situation persists and the government continues with the freeze on foreign labour, many infrastructure projects

will be affected. Developers will also not completely cease new projects in the medium term. In a year or more, when demand starts to pick up the shortage may be felt, especially when wages increase, pushing construction costs up and narrowing developers' margins. Eventually and unfortunately the costs will be transferred to consumers.

What is your take on loans, especially now that banks are not very generous in giving out loans?

Banks are taking very cautious steps and are risk averse in giving out loans. Nowadays, they seldom give out 90% or 95% loans as in previous years. If you are a first home buyer with good credit record and your paper work is in order, banks will still approve the loan. For instance, foreigners like Singaporeans are able to get 60% to 70% financing from Malaysian banks.

Customers from China may only get between 50% and 60%, provided their paper work is in order. Most of the loan rejections are among those purchasing houses ranging from RM500,000 and below, where their paper work or credit background are not in order. The banks are very stringent now and scrutinise thoroughly.

“ I believe that initiatives such as the PRIMA homes and government housing are good, however they should be better managed. ”

Are the banks in Johor more lenient where loans are concerned?

Where loans are concerned, the same applies across the board. Similar issues are encountered everywhere. They are not holding out on loan applicants but just being stringent. In Johor, the buyers are predominantly from Singapore, and in Singapore times are tough, so they are just not buying anything at the moment.

How does the GST implementation affect the whole scenario? It is going to be a year in April since GST was implemented, how has it affected the market? Are people more cautious of buying and selling? What is your opinion on this from the perspective of the property market?

For properties that were launched before the GST implementation, developers cannot raise the price, so

we actually absorb the GST, which in turn eats into our margins. But for future launches and phases, the increase in cost is passed back to customers. Developer cannot be continuously absorbing the costs. Property prices in Malaysia have escalated tremendously – we had a steep increase in prices in the last 5 to 8 years. Much of it is due to inflation. Although currently there is a drop, it is not a significant drop.

As a developer, what do you think the government should do to help the younger generation own a home?

I believe that initiatives such as the PRIMA homes and government housing are good, however they should be better managed. For example, in Singapore, the HDB homes are meant to help young people to own homes. In Hong Kong, public housing was shunned but now they have had to bring it back because the younger generation need homes. Public housing is actually a very good move, but the problem with it is that it more than often turns into a slum. Young people nowadays do not want to live in slums.

So I believe that public housing is a good thing but it needs to be better managed and well-developed. In Penang, we build low-cost housing, and as a developer we were given land to build public housing – this we do nicely and we hand it over to the government to be managed. It is important to provide infrastructure, especially for houses located away from the city centre. Presently in our country, the infrastructure needs improvement but if this is addressed, it will really make a difference.

Why are the MRT and LRT services not available in Iskandar Malaysia in Johor?

The population in the state of Johor is not large enough to rationalise MRT and LRT services. The entire state of Johor has a population count of only 3 million. In Johor Bahru alone, there are 1 million people, and in Iskandar there is even lesser than that. This is not sustainable for MRT and LRT services as infrastructure costs can be overwhelming for cities that are sparsely populated. To address mobility in Iskandar, there are plans to increase bus services to connect cities and townships.

What is your property market outlook for the year 2017? Do you think there will be a crash?

I don't think there will be a crash, although it will be challenging. This is due to the fact that many people are pulling themselves out of the crisis. Unlike the economic downturn in 1997, where all sectors were affected, this time, only certain sectors are affected. I feel it is a great time to buy Malaysian assets. Economically speaking I have confidence that we will recover. Malaysia is still a rich country with very attractive economic prospects. 📍

MIXED VIEWS ON FREEZE OF FOREIGN WORKERS

The government recently announced a freeze on the recruitment of all foreign workers to Malaysia. The suspension will be in place while the two-tier levy programme for foreign workers is being reviewed. - REENA KAUR BHATT

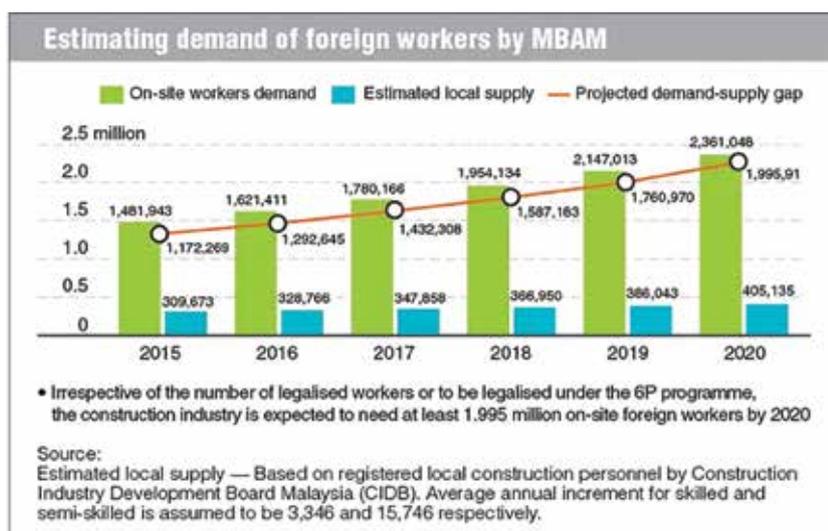
iProperty.com sought the opinion of some experts on the matter.

What is the resulting effect of the freeze on developers, and, in turn on property prices?

“ Following the suspension, the Master Builders Association Malaysia (MBAM) compiled a chart showing the actual supply and demand for foreign workers in the local construction industry. It clearly shows the number of foreign workers that is needed in the next 10 years.

It is estimated that the industry needs at least 1.995 million on-site foreign workers by 2020, up a whopping 823,000 or 70.2% from last year's figure of 1.172 million. Local workers can only meet a small percentage of these needs. Hence, if the ban is effected over a longer period, it will result in a delay in construction works and ultimately, higher wages. This, in turn, translates to higher property prices in the long run.

I feel that the banning of foreign workers should not be done across the board. Certain industries such as plantation and construction should be given a longer time to stage out foreign workers. At the same time, the relevant stakeholders must step up to the plate in order to train and convince locals to take on jobs in these industries. ”



Samuel Tan

Executive Director of KGV International Property Consultants Sdn Bhd

“ Malaysia has been dealing with the problem of illegal foreign workers for decades, so I believe that it is high time that we fix the problem. If a foreign worker can do the job better and at a cheaper rate than a local worker, then as a developer I would surely choose to hire foreigners. The issue is when illegal workers come into play, the local:foreigner price- value equation goes out of sync. I believe legal foreign workers are not necessarily cheaper than local workers. If Malaysia wants to move forward as a developed country, the issue of illegal foreign workers will have to be curbed, even if it is at the cost of higher property prices. The higher prices will be justified by other benefits such as possible higher involvement of locals in the construction industry and the improvement of construction practices with lower reliance on labour. ”

Ryan Khoo

Co-Founder and Director of Alpha Marketing

“ The resulting impact could be both good and bad. The upside would be that it creates demand for local workers, giving a boost to the otherwise quiet property market. This would result in job creation and create a spillover effect in other related industries such as retail, spending etc. Hence, the money that is spent on hiring locals will go around within the local economy. The downside would be an increase in property development costs as it is more expensive to employ local workers. This would result in higher construction costs and higher per sq ft pricing for properties. ”

Khalil Adis

iProperty.com's brand ambassador (Iskandar Malaysia), property speaker and author

“ I personally do not think the freeze on the recruitment of foreign workers will affect property prices. The reason being that many developers have either been postponing their launches or putting new phases of existing projects on hold. The past six months have been seeing a very soft property market with few new launches and generally, below-target sales for most developers. A suspension/ freeze is normally a temporary measure which might be lifted when the market begins to pick up again as the “buying mood” of consumers return. I believe that the market momentum will improve after the next quarter, possibly by July or August this year and I am confident that the government will revise this policy accordingly. ”

Dr Daniele Gambero

Co-Founder and CEO of REI Group of Companies



THE YEAR THAT WAS – HOW ARE WE COPING WITH GST?

The Goods and Services Tax (GST) may have seen its first birthday, but there is still some confusion over the taxation's intricacies.

- REENA KAUR BHATT



Fennie Lim
Tax Executive Director
of Crowe Horwath Tax Sdn Bhd



Vicky How
Principal
of Bloomland Property Consultants

What has been some of the challenges that property developers faced in complying with GST rules, since its implementation?

FL: The GST has seen a few rounds of amendments since its initial announcement on 23rd October 2013. Most developers were hoping that after several rounds of amendments, the Royal Malaysian Customs (RMC) is able to provide some clarity on the GST treatment for property developers. Unfortunately, quite a number of uncertainties remain unclarified as to date. In addition, the revised guide for property developers dated 30th March 2015 is yet to be released to the public. Property developers are facing the following challenges:

NOTABLE CHALLENGES

- Difficulties in getting back the refund of input tax credit from the RMC. Hence, additional cash-flow is required.
- The method / formula for computing the input tax credit that can be apportioned against the standard rated supplies for mixed development projects.
- GST treatment for joint venture (JV) projects, especially the time of supply issues for the supply of rights by the landowner to the developer and the supply of entitlement units by the developer to the landowner.
- Transitional issues such as those for JVs signed before the appointed date (AD) of GST on 1st April 2015, but where the entitlement units are received after AD. In such case, how much output tax should the developer account to the RMC or charge to the landowner?

VH: For commercial properties, the invoices that are billed to purchasers will include a GST charge of 6%. In order to attract buyers, some developers absorb the GST cost themselves. Most developers usually make an approximate 20-25% net profit on the sale of a commercial development. Hence, some, if not most developers are looking at a lower profit margin post GST, as they rather absorb the extra 6% rather than not making a sale and any profit at all.

Even though the sale, purchase and rental of residential properties are exempted from GST, prices of primary residential properties have seen an increase due to additional costs for material, labour and fixtures & fittings. What was the knock on effect in the secondary property market and rental market, respectively?

FL: The indirect increase in the cost of new properties being built post GST has resulted in an increase in prices of secondary properties as well as in rental charges. Likewise, I foresee that there would be an increase in maintenance fees as well, as the joint management body of stratified properties are not allowed to claim input tax credit on certain expenses, such as cleaning, landscaping, general repairs etc.

VH: As the cost of new properties increase, existing owners of secondary properties in the surrounding area will definitely act according to the changes in market movement. The 'hotter' market will pressure these owners to place higher price tags for their existing properties as they will not want to lose out.

In October 2015, the Customs Department amended the individual supply commercial property section, causing more individual property investors to fall within the sphere of a GST registrant. What is your advice for those looking to invest in commercial properties?

FL: There are two types of investors. The first are those who will invest for their own use and the second are as a long term investment. Those who fall within the first group should not have any concern if their intention is to buy a commercial property for their own business use. In this case, they are able to claim back all the input tax credit incurred on acquiring of the commercial property.

For the second group of buyers, their decision for investing in commercial properties may be affected as most individuals try to avoid in becoming a GST registrant. Nevertheless, it would be difficult to dodge the responsibility once they fall within the sphere of a GST registrant.

There is the option of buying commercial properties under a company. However, this method may prove more costly as the investor will have to bear the recurring maintenance costs besides having to pay a minimum of 5% Real Property Gains Tax (RPGT) after a 5-year holding period. A summary of the RPGT rates are listed below:

Period of Disposal	RPGT Rates		
	Companies	Individual (Citizen & Permanent Resident)	Individual (Non-Citizen)
Within 3 years from date of acquisition	30%	30%	30%
In the 4 th year	20%	20%	30%
In the 5 th year	15%	15%	30%
In the 6 th year and subsequent years	5%	0%	5%



“ My advice is that whenever there is a taxable supply above RM500,000 (whether by selling off 1 or 2 units of commercial properties or generating rental income from the commercial properties), investors should analyse their situation and comply with the GST registration requirements accordingly. ”

- Fennie Lim -

Hence, my advice is that whenever there is a taxable supply above RM500,000 (whether by selling off 1 or 2 units of commercial properties or generating rental income from the commercial properties), investors should analyse their situation and comply with the GST registration requirements accordingly.

VH: As commercial properties fall under ‘Standard Rated’ items, a 6%GST will be charged on a sale, even though the property’s selling price remains unchanged in the SPA. For instance, a shop house sold for RM2 million will include a GST tax invoice of RM120,000, which will be borne by the buyer. This would decrease the rental yield of the investor (buyer) unless he is able to secure tenants who are willing to pay higher rent. The tenant will be imposed an additional 6% charge, for instance, RM480 for a monthly rent of RM8,000.

Given so, investors are advised to review their leasing agreement so that it will include relevant GST clauses. Also, they should be careful in ensuring that the monthly rental charged is not too high as this would discourage potential tenants.

“ Investors are advised to review their leasing agreement so that it will include relevant GST clauses. ”

- Vicky How-

What are the advantages and disadvantages for commercial property owners/investors in becoming a GST registrant?

FL: Other than being a GST registrant where one can claim back the input tax credit for the purchase of the commercial properties, there is no other substantial advantage. A GST registrant would have to comply with all the GST laws and must remain as a registered person for at least 2 years.

On the flip side, it may be difficult for a person to qualify as a registrant as it is not easy to justify to the RMC that the individual’s business or commercial property would have a foreseeable taxable income that exceeds RM500,000 a year.

VH: Once you are a GST registrant, you have to be especially mindful of the pertaining rules and regulations. If you fail to do so, the fines can be quite heavy. Any general offence could result in a jail sentence of up to two years or a maximum fine of RM30,000. 📍



C H WILLIAMS TALHAR & WONG

PROPERTY 2016 REPORT

(MALACCA & NEGERI SEREMBAN)

C H Williams Talhar & Wong (WTW) Property reviews the latest developments in Malacca and Negeri Seremban's residential and commercial property market.



MALACCA

Residential (Landed)

Malacca experienced a relatively soft residential market. Transaction activities in the landed residential market were inactive in comparison to 2014, which may extend into 2016. New housing supply was finite due to limited approvals from the local authorities, making housing demand in the state become acute. Prices of both terraced and semi-detached houses have moved upwards about 9% in 2015.

Average Net Yield for Residential Landed Properties

TYPE	2014	2015
2 storey semi-detached house (%)	4.0	3.0
2-storey terraced house (%)	3.0	3.0

*Source: WTW Research

Selected New Launches in Seremban in 2015

NAME	LOCATION	DEVELOPER	TYPE	NO. OF UNITS	MIN. SELLING PRICE (RM PER UNIT)
Straits Courtyard	Kota Laksamana	LVS Properties Sdn Bhd	3 storey semi-detached house	78	2,800,000

*Source: WTW Research

WTW House Price Indicator

	2014	2015
2 storey semi-detached house	540,000	554,000
2-storey terraced house	360,000	395,000

*Source: WTW Research

Residential (High-Rise)

Developments of high-rise residences are concentrated in Melaka town centre. The ease of access to offices, school, and commercial facilities are the key success factors of satisfying response for high-rise residential developments.

In 2016, the supply of high-rise residential units will constitute most of the new supply in the market when a number of projects are due for completion in 2016. However, it is worth noting that landed residential developments are the preferred choice, for both own stay or investment compared to high-rise developments.

Key Figures for Residential High-Rise Properties

	2014	2015
Average Price (RM psf)	250	260
Average Net Yield (%)	4.0	4.0

*Source: WTW Research

Purpose Built Office (PBO) & Shophouses

In Malacca, newly completed shop office developments in 2015 are generally located in Kota Laksamana, Limbongan, Klebang, Krubong, Bukit Katil and Ayer Keroh. The influx of new supply has given rise to a competitive rental market.

Yields were compressed further with higher growth of capital value over rental value. Market sentiment is expected to remain soft should there be no further incentive by the State government. In the short run, shop offices supply in Malacca is yet to reach the oversupply stage, as developers are cautious in their planned developments under the prevailing economic situation.

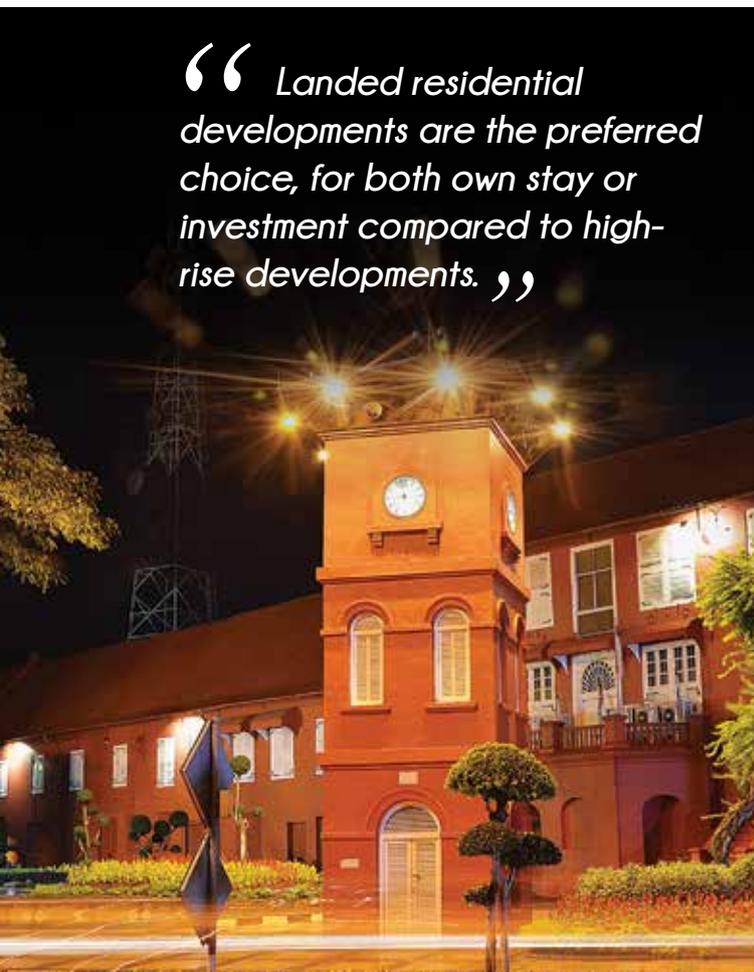
Key Figures for PBO & Shop Houses

	2014	2015
Average Price (RM per unit)	800,000	820,000
Average Rental (RM per month)	4,500	4,500
Average Net Yield (%)	6.40	6.30

Note: the data stated above referred to double-storey intermediate shop offices

*Source: WTW Research

“ Landed residential developments are the preferred choice, for both own stay or investment compared to high-rise developments. ”



NEGERI SEMBILAN

Residential (Landed)

In Seremban, the upbeat market activities in 2015 are likely to level off in 2016. The poor market sentiment is likely to result in cautious spending and investment activities. Double-storey terraced houses were transacted at RM423,000 per unit, marginally up 2% since 2014. Developments in prime locations such as Nilai and Seremban are by major property players from Klang Valley such as Sime Darby and IJM Land and the target market are purchasers from Klang Valley as well as local purchasers that work in Klang Valley.

Average Net Yield for Residential Landed Properties

TYPE	2014	2015
2 storey semi-detached house (%)	4.5	4.5
2-storey terraced house (%)	4.5	4.5

*Source: WTW Research

Selected New Launches in Seremban in 2015

NAME	LOCATION	DEVELOPER	TYPE	NO. OF UNITS	MIN. SELLING PRICE (RM PER UNIT)
Bellina Villas	Nilai	Putra Nilai Development Sdn Bhd	2-storey semi-detached house	16	1,200,000
Laman	Nilai	Seriemas Development Sdn Bhd	2-storey terraced house	70	538,888

*Source: WTW Research

WTW House Price Indicator

	2014	2015
2 storey semi-detached house	373,000	407,000
2-storey terraced house	767,000	840,000

*Source: WTW Research

Residential (High-Rise)

There are limited high-rise residential properties in Seremban. The existing units are mostly located near to education hubs such as USIM, Nilai College as well as INTI College.

Selected New Launches in Seremban in 2015

NAME	LOCATION	DEVELOPER	NO. OF UNITS	MIN. SELLING PRICE (RM PER UNIT)
Kiara Court	Nilai Impian, Nilai	Sime Darby Property	240	330
Rimbun Kasia	Desa Kasia, Nilai	Ireka Dev Sdn Bhd	382	-

*Source: WTW Research

Purpose Built Office & Shophouses

In Seremban, there is only one newly completed 15-storey purpose built office (PBO) by Majlis Agama Islam Negeri Sembilan (MAINS). Similar to the Northern Region, the existing office buildings are mostly occupied by the government sector.

Shop offices in the Seremban town are occupied by local businesses where commercial activities are robust. Meanwhile, developments outside the town act as the commercial catalyst for any new residential scheme.

Key Figures for PBO & Shop Houses

	2014	2015
Average Price (RM per unit)	820,000	820,000
Average Rental (RM per month)	4,500	4,500
Average Net Yield (%)	6.50	6.50

Note: the data stated above referred to double-storey intermediate shop offices

*Source: WTW Research

Selected New Launches in Negeri Sembilan in 2015

NAME	LOCATION	DEVELOPER	NO. OF UNITS	MIN. SELLING PRICE (RM PER UNIT)
10shopz @ Nilai	Desa Kasia, Nilai	Ireka Dev Sdn Bhd	10	N.A.
Ainsdale, Type Anika	Bandar Ainsdale	Sime Darby Sdn Bhd	32	988,888 - 2,463,888

*Source: WTW Research

NOTE: WTW house prices for respective towns were analysed based on transactions data of selected townships. The criteria are as follows: (i) Double-storey terraced houses, are sampled with land area of 1,400 - 1,650 sq ft, freehold tenure, building age of <5 years & about 10km or less from the city centre (houses in smaller town may be less than 10km from city centre).

(ii) Double-storey semi-detached houses, are sampled with land area of 3,200 - 3,600 sq ft, freehold tenure, building age of <5 years & about 10km or less from the city centre (houses in smaller town may be less than 10km from city centre). 📍

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KNIGHT FRANK THE WEALTH REPORT 2016 (10TH EDITION)



Knight Frank report tracks the growing super-rich population in 98 cities across 91 countries in 2016.

HIGHLIGHTS OF ULTRA-HIGH-NET-WORTH INDIVIDUALS (UHNWIS) POPULATION

(Those with US\$30m or more in net assets – according to data provided by New World Wealth for Knight Frank Wealth Report)

- In 2015, almost 6,000 people dropped out of the UHNWI wealth bracket – a 3% slide, where only 34 of the 91 countries for which individual data is compiled saw a rise in UHNWIs. This is the first annual dip in ultra-wealthy populations since the global financial crisis began in 2008.

- There are now 187,468 UHNWIs globally – marking a 61% rise from a global UHNWI population of 116,800 in 2005.
- By 2025, the global population of UHNWIs is set to rise by 41% to 263,483; growth is set to be significantly slower than the previous 10 years.
- Asia tops the absolute increase in UHNWI population among the world regions, both in the last 10 years and in the next 10 years.

Wealth distribution (UHNWI populations 2005, 2015, 2025)

World region	2005	2015	Absolute increase (2005-2015)	2025	Absolute increase (2015-2025)
Asia	17,531	41,072	23,541	67,999	26,927
North America	51,934	69,283	17,349	90,247	20,964
Europe	32,073	46,191	14,118	58,465	12,274
Middle East	4,712	8,910	4,198	13,763	4,853
Russia & CIS	2,039	6,105	4,066	10,517	4,412
LatAm & Caribbean	5,279	9,492	4,213	13,380	3,888
Australasia	1,630	3,795	2,165	5,179	1,384
Africa	1,602	2,620	1,018	3,933	1,313
Global	116,800	187,468	70,668	263,483	76,015

Source: New World Wealth, The Wealth Report 2016 (Pg 20, 21)

GLOBALLY, ZOOMING IN ON ASIA:

- China and India are ranked 2nd and 3rd respectively in an absolute increase in UHNWI populations over the next 10 years.
- Singapore emerged as the second top Asian city with the most number of UHNWIs among the top 20 cities globally in 2015, with Hong Kong still the highest number with 3,854 UHNWIs.
- Malaysia sees 64% growth in the population of UHNWIs to 1,629 over the next decade.

“ Malaysia sees 64% growth in the population of UHNWIs to 1,629 over the next decade. ”

Wealth distribution - Top 20 by COUNTRY (UHNWI populations 2015- 2025)

Rank	COUNTRY	Absolute increase 2015-2025	Growth 2015-2025
1	United States	19,714	30%
2	China	9,760	75%
3	India	6,321	105%
4	Russian Federation	3,847	72%
5	United Kingdom	2,990	30%
6	Germany	2,979	32%
7	Japan	1,676	26%
8	Hong Kong	1,619	42%
9	Mexico	1,464	58%
10	Brazil	1,368	35%
11	Turkey	1,284	60%
12	Canada	1,250	35%
13	Indonesia	1,206	110%
14	South Korea	1,179	55%
15	Singapore	1,133	48%
16	Australia	1,054	35%
17	Taiwan	936	48%
18	Israel	828	55%
19	Switzerland	682	12%
20	United Arab Emirates	675	50%
21	Malaysia	636	64%

Source: New World Wealth

Of the 19 countries tracked within Asia Pacific, 12 saw their UHNWI populations fall in 2015, principally as a result of global macroeconomic events, including the Chinese slowdown, the fall in the price of oil, volatile equity markets and the strengthening of the US dollar.

Looking at a longer time horizon however, Asia especially has been fertile ground for the growth in the number of UHNWIs, with more individuals surpassing the US\$30m barrier than in any other region over the last 10 years.

Wealth distribution - Top 20 by CITY (UHNWI populations 2015)

Rank	CITY	UHNWIs in 2015
1	New York	5,600
2	London	4,905
3	Hong Kong	3,854
4	Moscow	3,457
5	Los Angeles	2,820
6	Singapore	2,360
7	Beijing	2,073
8	Taipei	2,062
9	Tokyo	2,035
10	Chicago	2,030
11	Zurich	1,754
12	Seoul	1,740
13	Sao Paulo	1,677
14	Frankfurt	1,650
15	Geneva	1,607
16	Mexico City	1,533
17	Shanghai	1,519
18	Paris	1,510
19	Houston	1,318
20	Istanbul	1,272
... ..		
35	Kuala Lumpur	1,272

Year after year Malaysians continue to show a propensity for exporting capital in a need to preserve and grow their wealth - with a strong appetite for property. This appetite is underlined by the Attitudes Survey, which showed that 39% of UHNWIs in Malaysia are considering a residential purchase in 2016, the highest in the world.

In terms of overseas destinations, Malaysia's top choice is currently Australia, which offers a favourable exchange for the Ringgit and good returns on

property, not forgetting excellent educational and employment opportunities. Education will likely remain a significant driver with 77% of respondents in Malaysia saying demand for overseas education from Malaysian UHNWIs will significantly increase over the next 10 years.

Additionally, The Wealth Report Attitudes Survey asked the wealth advisors on their clients' changes in portfolio allocation towards residential property. 65% of Malaysian respondents said asset allocation to residential property has increased over the last decade; while the same percentage said allocations would also increase over the coming 10 years - the highest seen across UHNWIs in Asia Pacific for both decades.

Malaysians continue to put more faith in brick-and-mortar because property has given them very good returns over the last decade, and it will continue to do so in the next 10 years. Property has consistently outperformed many other asset classes in Malaysia.

Average age of US\$10m+ populations

COUNTRY	AVERAGE AGE
Vietnam	48
China	52
Brazil	53
US	56
UK	57
Switzerland	62

Source: The Wealth Report 2016 (PG 23)

The average age of those with net assets of US\$10m or more is also examined in the report. While these multimillionaires in developed economies such as the UK and Switzerland are likely to be their mid to late 50's or 60's, developing economies tend to have younger multimillionaires. This highlights the opportunity for wealth creation in rapidly expanding economies, as well as the increase in global trade and mobility.

Much of this newfound wealth in Asia has had an impact on the age profile of Asia's wealth brackets, reflecting the recent nature of the growth and opportunities in these markets. The average age of populations with US\$10m or more in net assets is a case in point, with Chinese individuals in this bracket on average 10 years younger than their Swiss counterparts.

Over the past decade, The Wealth Report has ranked the cities that matter most to the world's wealthy, based on where they live, invest, educate their children, grow their businesses, network and spend their leisure time. On all measures, year-in-year-out,

London and New York have vied for the two top slots. No other city comes close in terms of their breadth and depth of appeal.

Most important cities to UHNWIs

RANK	2015	2016
1	London	London
2	New York	New York
3	Hong Kong	Singapore
4	Singapore	Hong Kong
5	Shanghai	Dubai
6	Miami	Shanghai
7	Paris	Paris
8	Dubai	Sydney
9	Beijing	Beijing
10	Zurich	Geneva

Source: The Wealth Report 2016 (Pg 36), The Wealth Report Attitudes Survey

HIGHLIGHTS - ACCORDING TO THE RESULTS OF KNIGHT FRANK'S ATTITUDES SURVEY OF WEALTH ADVISORS:

- London has beaten New York for the second successive time to win the accolade of 'most important city to UHNWIs'.
- Singapore has also beaten Hong Kong, displacing Hong Kong from the third place.
- Sydney has re-entered the top 10 list taking the eighth position.
- When asked if New York or London could ever be overtaken in the coming decade, about half of the respondents for the Attitudes Survey said no. Of the 34% of respondents who said yes, Singapore, followed by Dubai, are the top contenders to be the next 'most important cities to UHNWIs' in the next 10 years. Countries that responded 'Yes' and picked Singapore include respondents from Singapore, India, Australia, the US, Hong Kong, UAE, the UK, Malaysia and China (in decreasing order).📍

Wealth distribution globally

Wealth bracket populations (US\$)	2005 - 2015	2014 - 2015	2015 - 2025
Millionaires (\$1m+)	52%	-3%	36%
Multi-millionaires (\$10m+)	58%	-3%	39%
UHNWI (\$30m+)	61%	-3%	41%
Centa-millionaire (\$100m+)	62%	-3%	41%
Billionaire (\$1,000m)	68%	-3%	44%

Source: New World Wealth

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KNIGHT FRANK MALAYSIA REAL ESTATE HIGHLIGHTS 2H2015

Knight Frank Malaysia reviews the latest developments in the Klang Valley, Penang and Kota Kinabalu's residential and commercial property market.

KUALA LUMPUR HIGH-END CONDOMINIUM MARKET

Market sentiment for the high-end condominium remains cautious going forward, as it continues to be impacted by the various cooling measures, softening demand and a slowdown in the economy.

MARKET HIGHLIGHTS

- Sluggish market with potential buyers and investors adopting a 'wait and see' approach.
- Transaction volume in the condominium/apartment segment continues to decline.
- Prices to remain flat generally with rentals expected to move south amid heightened competition between existing supply and new completions.

- A Greater level of product innovation and marketing strategies amid a challenging market with more projects offering leaseback arrangements and pool management programmes.

Supply & Demand

The cumulative supply of high-end condominiums in Kuala Lumpur stands at 42,749 units following the completion of 3,139 units in the second half of 2015. In terms of distribution, Mont' Kiara / Sri Hartamas contribute about 48.0% (1,508 units), followed by KL City with 35.5% (1,113 units). The remaining units are located in Ampang Hilir / U-Thant area (518 units or 16.5%). Notable completions in 2H2015 are as shown below:

TABLE 1
Completion of High-End Condominiums in 2H2015

Project	Location	Area	Total Units
Face Platinum Suites -Phase 1	Jalan Sultan Ismail	KL City	733
Crest Sultan Ismail	Jalan Sultan Ismail		278
Mirage Residence	Jalan Yap Kwan Seng		102
Damai 88	Jalan Damai	Ampang Hilir/	150
9 Madge	Jalan Madge	U-Thant	23
A Residency D'Suria	Jalan Ampang Hilir		252
Brunsfeld Residences	Jalan Ampang Hilir		93
DC Residency @ Damansara City*	Jalan Johar	Damansara Heights	370
Concerto @ North Kiara	Jalan Dutamas Raya	Mont' Kiara/	440
Verdana @ North Kiara	Jalan Dutamas Raya	Sri Hartamas	698



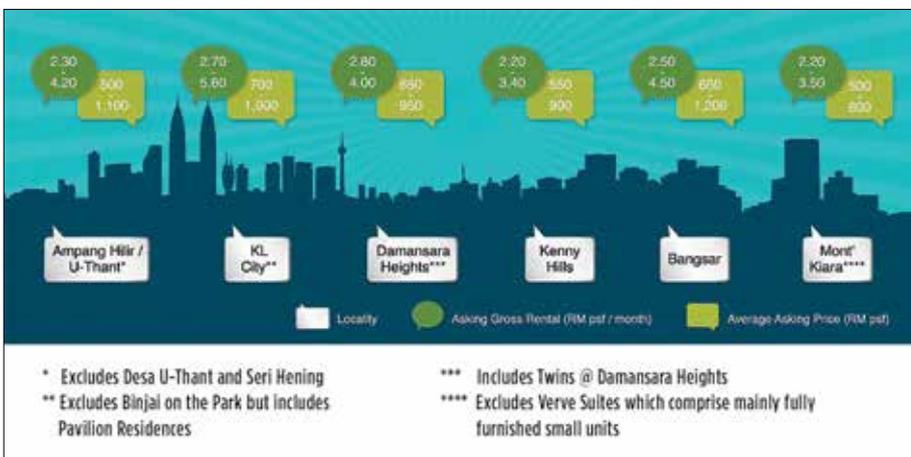
* Pending Certificate of Completion and Compliance (CCC)
Source: Knight Frank Research

Prices & Rentals

In the primary market, developers are offering attractive home ownership packages and creative financial deals with guaranteed rental returns to boost sales while in the secondary market (sales and lettings); there are ample choices and opportunities for buyers and tenants looking for good buys / 'bargain'.

In 3Q2015, Kuala Lumpur recorded 1,694 transactions in the condominium / apartment segment, 6.3% less than the preceding quarter (2Q2015: 1,808 transactions). The existing stringent lending guidelines continue to impact sales. During the review period, asking prices and rentals in most locations were generally flat.

TABLE 2
Average Asking Prices and Rentals of Existing High End Condominiums



Source: Knight Frank Research

Outlook

The impending completions of new projects amid a weak market are expected to heighten competition in the rental market, in both KL City and its fringe locations. The competitive high-end condominium market is also driving developers to greater level of product innovation and marketing strategies.

There has been an increased trend of projects offering leaseback arrangements and pool management programmes with guaranteed rental returns (GRR) to boost sales and attract potential buyers and investors looking for long-term investment in terms of rental returns and potential capital appreciation.

Kuala Lumpur also continues to witness the entry of more branded residences as it moves towards becoming a world-class city by 2020, supported by major investments in its public transportation system. The on-going and upcoming infrastructure works that include the Light Rail Transit (LRT) extension lines and Mass Rail Transit (MRT) lines will promote more transit-oriented developments (TOD) along the transportation routes.

KUALA LUMPUR & BEYOND (SELANGOR) OFFICE MARKET

The office markets in Kuala Lumpur and Beyond Kuala Lumpur (Selangor) remained subdued in 2H2015 as domestic and external headwinds continue to weigh on the country's economic outlook.

MARKET HIGHLIGHTS

- Growing pressures on both rental and occupancy levels due to a high supply pipeline of existing and new stock amid a weaker leasing market with lesser enquiries.
- More aggressive marketing plans with attractive tenancy terms to retain and attract tenants in a highly competitive market.
- Despite a general slowdown, the investment market recorded several notable deals as savvy investors / funds seek

- quality assets for long-term returns.
- Rental and occupancy levels of well-located good grade dual compliant office space expected to remain resilient in the short term.

Supply & Demand

As of 2H2015, the cumulative supply of purpose built office space in KL and Beyond KL (Selangor) stood at circa 92.5 million sq ft. There were six completions during the review period, adding some 3.26 million sq ft of space to the existing stock.

“ Kuala Lumpur also continues to witness the entry of more branded residences as it moves towards becoming a world-class city by 2020, supported by major investments in its public transportation system. ”

In KL, the cumulative supply increased to 51.0 million sq ft following the completion of ILHAM Tower (394,000 sq ft NLA), Menara Bangkok Bank (475,000 sq ft NLA) and KL Trillion Office Tower (305,000 sq ft NLA).

Meanwhile, in KL Fringe, the completion of Q Sentral (1,004,000 sq ft NLA), The Vertical I & II (830,000 sq ft NLA) and Menara Guocoland (247,000 sq ft NLA) at Damansara City, brought the cumulative supply to 23.8 million sq ft.

With no completion of office buildings Beyond KL (Selangor), the cumulative office supply remained at circa 17.7 million sq ft.

Office buildings slated for completion by 1H2016 include Public Mutual Tower in KL City; Menara Ken @ TTDI and Menara Hong Leong (Office Tower A - Damansara City) in KL Fringe and, Tower 2 of Mercu Mustapha Kamal at Neo Damansara and Iconic Tower - Block N at Empire City in Beyond KL (Selangor).

Collectively, the above impending completions will contribute an additional 1.9 million sq ft of space to the existing office stock. During this half, the average occupancy rate in KL City decreased marginally to record at 82.5% (1H2015: 84.8%) following the completions of Naza Tower and ILHAM Tower, which have yet to achieve significant occupancy levels.

In KL Fringe, however, the overall occupancy rate inched up marginally to record at 89.3% (1H2015: 87.9%) following improved occupancies in several office buildings that include Menara LGB and 1 Sentrum. The overall occupancy rate in Beyond KL (Selangor) remained flattish at 77.3% (1H2015: 76.0%).

“ Rental rates of well-located good grade, dual-compliant office space are expected to remain resilient. ”

Prices & Rentals

During the review period, the average achieved rental rates in both KL City and KL Fringe remained flat at RM6.17 per sq ft and RM5.70 per sq ft respectively. Kuala Lumpur Grade A offices continue to command higher asking rents, ranging between RM7.00 and RM12.50 per sq ft per month despite further completions and weaker business sentiment.

Meanwhile, the average achieved rental rate Beyond KL (Selangor) remained stable at RM4.19 per sq ft.

TABLE 4
Selected Grade A Office Asking Rentals

Building Name & Asking Gross Rental (RM psf / month)		
KL CITY	KL FRINGE	BEYOND KUALA LUMPUR / SELANGOR
Integra Tower 11.00	Menara CIMB 8.00	1 First Avenue 6.00
Menara Maxis 10.50	The Gardens North & South Towers 7.80	Surian Tower 5.50
Vista Tower 9.00	Quill 7 7.50	The Ascent @Paradigm 5.50
G Tower 8.50	Menara Shell 7.50	The Pinnacle 5.50
Menara Darussalam 8.50	Nu Tower 1 & Nu Tower 2 7.00	Wisma Mustapha Kamal 4.80
Menara Binjal 8.50	Menara BRDB 7.00	Puchong Financial Corporate Centre 4.50
Menara Prestige 7.50 - 8.50		Ptaza 33 4.50

Source: Knight Frank Research

Outlook

In the coming quarters, with a high level of existing and impending supply coupled with a weaker leasing market (lesser inquiries) which is seeing more consolidation cum mergers & acquisitions (M&A) activities, competition among building owners are expected to heighten.

Overall, rental rates may dip over a period due to heightened competition in a tenant favoured environment. Coupled with a further slowdown in the country's economy, with business confidence at a low, many businesses are freezing recruitment, reducing investment on staff and consolidating their positions - this will inevitably affect take-up rate and overall occupancy levels.

Nonetheless, rental rates of well-located good grade, dual-compliant office space are expected to remain resilient.

PENANG

The overall outlook for Penang's property market appears lackluster moving forward.

MARKET HIGHLIGHTS

- The Penang State Government has awarded SRS Consortium, comprising Gamuda Bhd (60%), Ideal Property Development Sdn Bhd (20%) and Loh Phoy Yen Holdings Sdn Bhd (20%), to be the Project Delivery Partner (PDP) to implement the RM27 billion Penang Transport Master Plan (PTMP).
- Eastern & Oriental Bhd (E&O)'s Letter of Award to China Communications Construction Co Ltd (CCCC) to undertake land reclamation works for its Seri Tanjung Pinang Phase 2 (STP2) comprises 2 packages. Award of Package 1 to reclaim Phase 2A, which comprises the 253-acre (102.4ha) STP2 Island and the 131-acre extension of Gurney Drive, for approximately RM1.035 billion, and the conditional award of Package 2 to reclaim a 507-acre STP2 island for approximately RM1.285 billion.

High-End Condominium

Ewein Bhd has launched its maiden property project, City of Dreams, in Bandar Tanjung Pinang, locally and overseas and is now fully sold out. Ewein Zenith Sdn Bhd in which Consortium Zenith BUCG Sdn Bhd (CZBUCG) holds a 40% stake, will develop the seafront project featuring two blocks of 38-storey towers comprising a total of 572 units, with built-up areas ranging from 1,100 sq ft to 2,350 sq ft.

“Despite it being a tenants’ market with the increased supply following the completion of several new condominiums, some asking rents are still high.”

The indicative price for the seafront serviced apartments with a total GDV of RM800 million is approximately RM1,500 per sq ft. The seafront development Bandar Tanjung Pinang is a 110-acre

(44.5-hectare) parcel of reclaimed land in Tanjung Pinang that was given to CZBUCG by the Penang State Government as a compensation-in-kind for the construction of the RM6.3 billion Penang undersea tunnel and three bypass roads. The group will also be developing “Wellness City of Dreams”, a wellness hub with a reported GDV of RM13.89 billion on this same parcel.





Recorded transactions of newer larger sized condominiums with built-up areas from 3,500 sq ft to 6,000 sq ft in the secondary market in Tanjung Bungah in 2015, range from RM577 to RM896 per sq ft.

In Pulau Tikus / Gurney Drive, similar large size units of 4,200 sq ft sold for RM763 to RM958 per sq ft whilst smaller sized units at newer developments in Gurney Paragon and Seri Tanjung Pinang have been resold at prices ranging from RM830 to RM1,330 per sq ft.

Despite it being a tenants' market with the increased supply following the completion of several new condominiums, some asking rents are still high. Landlords continue to ask RM8,000 to RM16,000 per month for fully furnished units in newer developments whilst for older condominiums, asking rents generally range from RM4,000 to RM8,000 per month.

Office

The existing supply of office space (buildings of 10-storey and above) on Penang Island remains unchanged at 1H2015's level of 5.59 million sq ft.

Straits Quay Commercial Suites, a 16-storey office block with retail space on the ground floor and multi-storey car parking on the 1st to the 4th floors and currently under construction, will contribute about 115,000 sq ft net lettable space of new supply when completed as scheduled in 2016.

The occupancy rates for the three prime office buildings monitored in Georgetown remains at 1H 2015's level, ranging from 85% to 100%. Current asking rents for the older buildings generally range from RM2.80 to RM3.00 per sq ft per month, the same level as 1H2015. The latest rents secured at the newer Hunza Tower over Gurney Paragon are about RM3.50 per sq ft per month and the occupancy rate is 100%.

The average occupancy rate at Suntech and Menara IJM Land, both newer office buildings located outside the city, currently stands at 94%, a drop of about 3% compared to 1H2015. Asking rents at these two buildings range from RM2.60 to RM3.30 per sq ft per month, with one building recording slightly lower rents.



Outlook

With the global and local economic and political uncertainties still looming over the nation, the challenging scenario continues.

The overall volume of transactions have dropped 11.3% in 1H2015 compared to 2H2014 and the trend is expected to continue. However, there has not been any recorded decrease in value as yet.

The consolidation of the residential subsector continues as evidenced by its drop of 17.5% in the volume of transactions, which is the highest drop among the property sub-sectors.

In the office sector, some pressure on rental rates will be expected as occupancies have decreased slightly and there is not much office formation or expansion.

KOTA KINABALU

With a lackluster year behind us, Kota Kinabalu is expected to regain development and growth momentum going forward.

MARKET HIGHLIGHTS

- The Director of Town and Regional Planning Department (TRPD) has recently released “The Sabah Structure Plan 2033”.
- Sabah recorded a budget surplus of RM6.8 billion in August 2015.
- The opening of Plaza Shell sets a new benchmark for office sector in Kota Kinabalu.
- Developers with sizeable land banks in fringe areas are shifting focus to affordable and midrange housing developments to drive sales.

Residential

Due to uncertainties caused by the weakening of the ringgit and continued tight lending conditions, there have been no significant new launches of projects by developers in Kota Kinabalu in the second half of 2015. Instead, new phases and balance units in larger schemes and a few residential developments that are particularly focused on the affordable and mid-range price brackets. Updates on selected residential projects in Kota Kinabalu are as follows:

- Hap Seng Properties is making a strong comeback in Kota Kinabalu with two upcoming projects in both the northern (Kingfisher Inanam, a gated and guarded project) and southern corridors (Kingfisher Putatan, 15-storey condominium comprising 120 units) of the city.
- Mah Sing Group Berhad has launched another phase of its serviced apartment, Tower 3 of Sutera Residences that was held in May 2015. Tower 3 is the second tower launched following an encouraging response from the first launch of Tower 2.
- Jesselton View by Bina Puri Holdings Berhad, located at the suburb of Hilltop is a low-density apartment development offering 80 units housed in 5-storey and 11-storey blocks.
- One Jesselton @ Kepayan Ridge is a new proposed development by Bina Puri Holdings Berhad featuring a gated and guarded 12-storey

condominium development conveniently located along Jalan Banjaran, Kepayan. The dual key and semi-eco environmental development comprise 125 exclusive units.

- Following solid take-up rates at the Bay 21 condominium project, Bay 21 TOO is the latest brainchild of Remajaya Sdn Bhd; with its ideal location along the picturesque Likas Bay. This 26-storey building consists of 286 luxurious furnished units ranging from one to three bedrooms.

Office

The existing supply of office space has increased by 4.8% after 3 years of little addition to the sector, with the recent completions of Plaza Shell and Riverson Suites. The current supply stands at 6.22 million sq ft with the new influx of 289,740 sq ft of office space into the market. By the second half of 2015, the average occupancy rate of office space is peaking at 91.8%.

There is also a positive shift in average rental rates of office space in Kota Kinabalu, mainly attributed to the first Grade A Office Building in the state – Plaza Shell. Traditional rental rates have hovered around the RM2.00 to RM3.50 per sq ft range, however, the quality and standard of construction of Plaza Shell allowed it to achieve a rental rate of minimum RM4.50 per sq ft exclusive of service charges.

“ There is also a positive shift in average rental rates of office space in Kota Kinabalu, mainly attributed to the first Grade A Office Building in the state. ”

TABLE 8

Asking Gross Rental of Selected Office Space in Kota Kinabalu (2015) (RM per sq ft / month)

Plaza Shell	Menara Maa	Wisma Sabah	Warisan Square	Wisma Great Eastern	Wisma Merdeka	Wisma San Hin	CPS Tower	KK Times Square	Wisma Perindustrian
KK CBD	KK CBD	KK CBD	KK CBD	KK CBD	KK CBD	KK CBD	KK CBD	Southern Fringe of KK CBD	Likas Bay Area
4.50 - 6.00	2.50 - 3.50	2.60 - 3.00	3.00 - 4.20	3.00	3.00 - 4.00	2.30	2.30 - 2.60	2.60	3.20 - 3.50



Source: Knight Frank Research (as of October 2015)

Outlook

We expect developments, which were put on hold in 2015 to hit the market in 2016, however, we maintain that lending conditions need to improve in order for developers to achieve strong take-up rates. Property values are expected to maintain stability across all sectors in the secondary market supported by a rise in primary market launch prices. Land costs continue to increase and coupled with GST, minimum wage hikes, a weak ringgit and inflationary pressure; it is not possible for developers to lower their margins.

Foreign investment at an institutional and consumer level is highly anticipated for development investment

opportunities and new launches, and we are optimistic that offshore take up rates for properties in sought after locations will be attractive in light of the currency situation.

Despite continued volatility in the global economy, Sabah is expected to weather the storm with its strong fundamentals in oil, gas and energy and the palm oil trade, albeit against commodity price and currency pressure. The tourism sector will play an important role in bolstering state coffers and we believe that there will be a greater focus on the development of tourism products and supporting infrastructure in the coming year. 📍

“ Property values are expected to maintain stability across all sectors in the secondary market supported by a rise in primary market launch prices. ”



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INTERNATIONAL NEWS & FEATURES



More luxury homes auctioned amid stumbling economy

With the global economy full of uncertainty, Singapore saw more luxury homes put up for auction in 2015, according to DTZ data. 2015 saw 87 properties listed for mortgagee sale, close to double the 47 units listed for mortgagee sales in 2014. There was also a hike in the number of properties listed for owners' sale, from 77 properties in 2014 to 135 properties in 2015. Landed properties listed for auction likewise saw an increase, from 39 units in 2014 to 53 units in 2015. DTZ attributed the rise in auctions to homeowners having trouble financing their mortgages as a result of Singapore's economic slowdown combined with the softening of the country's leasing market. The DTZ report also stated that more prime homes will be auctioned in the near future, as investors are letting go of their property investments due to the weakening economies of China and Japan.



Singapore's cooling residential property market

Singapore's housing market, the second-most expensive in Asia, posted the second worst start for home sales since 2009 due to tighter mortgage curbs. According to the Urban Redevelopment Authority (URA), the number of units sold by developers dropped 16% month-on-month in January, down from 384 units to 322 units. Home prices experienced the longest losing streak in 17 years as prices dropped for

the ninth consecutive quarter in Q4 2015. As a result, prices fell 3.7% in 2015, close to the 4% fall registered in 2014. This is also the first year-on-year decline in prices since 2008. The Outside Central Region (OCR) registered the most sales with 213 private homes sold, followed by the Rest of Central Region (RCR) at 153 transactions and the Core Central Region (CCR) with 18 transactions.

Singapore's property market in 2016 – cooling measures to stay, prices to fall

In 2016, property cooling measures are not expected to be lifted, property prices are expected to fall, with mortgage rates rising. Despite developers intensifying their requests for cooling measures to be eased, analysts believe the government will not tweak policies within this year. DBS reports that policymakers will not ease measures unless there are signs of “material stress” in the system. Historically, measures were adjusted only after price decreases of 13-15%.

According to the Real Estate Sentiment Index (RESI) by the Real Estate Developers' Association of Singapore (REDAS) and National University of Singapore (NUS), 60.7% of developers expect residential property prices to see minor dips in the six months ahead. A RESI respondent stated that new residential launches may see more competitive pricing, with some residential sites, won at comparatively lower prices. Cautious buyers will expect lower prices looking at the uncertainty in the market.

Property taxes in Singapore among the highest globally

In Knight Frank's inaugural Global Tax Report, property tax rates in Singapore are reported as among the highest globally, at over 20% of the property price. The main reason for the high tax rate stems from stamp duties – the Buyer's Stamp Duty and Additional Buyer's Stamp Duty (ABSD) – paid when a property is purchased.

Within Asia, the only country that has a higher tax rate is Hong Kong, where property taxes amount to 23.2-22.4% of property prices. In Hong Kong, foreign property buyers are required to pay steep stamp duties, resulting in high property taxes.



Developers delaying launches while buyers no longer enticed by “soft discounts”

Residential property launches are being delayed by developers by a month or two, a result property watchers attribute to poor market sentiments, compounded with economic uncertainty. The bulk of new residential supply is expected to be in the Outside Central Region (OCR).

PropNex said developers can consider offering direct discounts in order to encourage purchases. In 2015,

regulations were put in place to stop developers from offering “soft” discounts – furniture vouchers and rebates – as strategies to push sales. The new regulations dictate that incentives provided by developers have to be converted to a certain value, have it stated into the option-to-purchase and be factored in when buyers apply for bank loans. As a result, loans get reduced, and such incentives are no longer attractive to buyers.

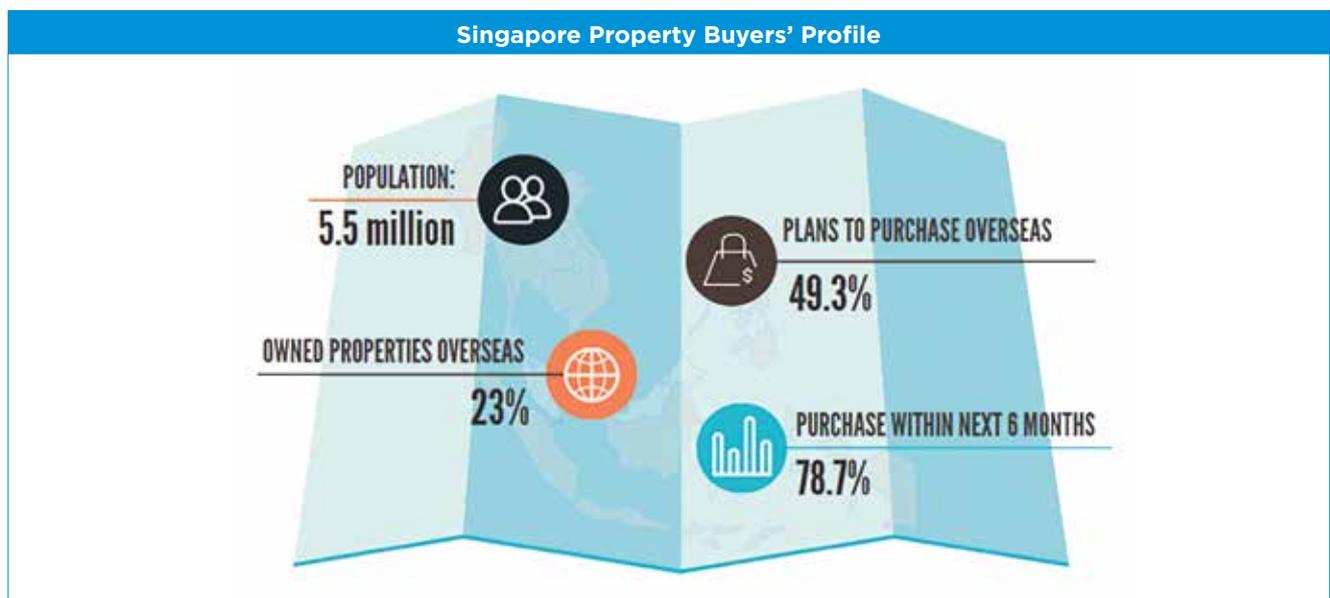
AN OVERVIEW OF WHAT SINGAPOREAN PROPERTY INVESTORS ARE LOOKING FOR IN MALAYSIA

- COURTESY OF LESLIE LIN, IPROPERTY INTERNATIONAL

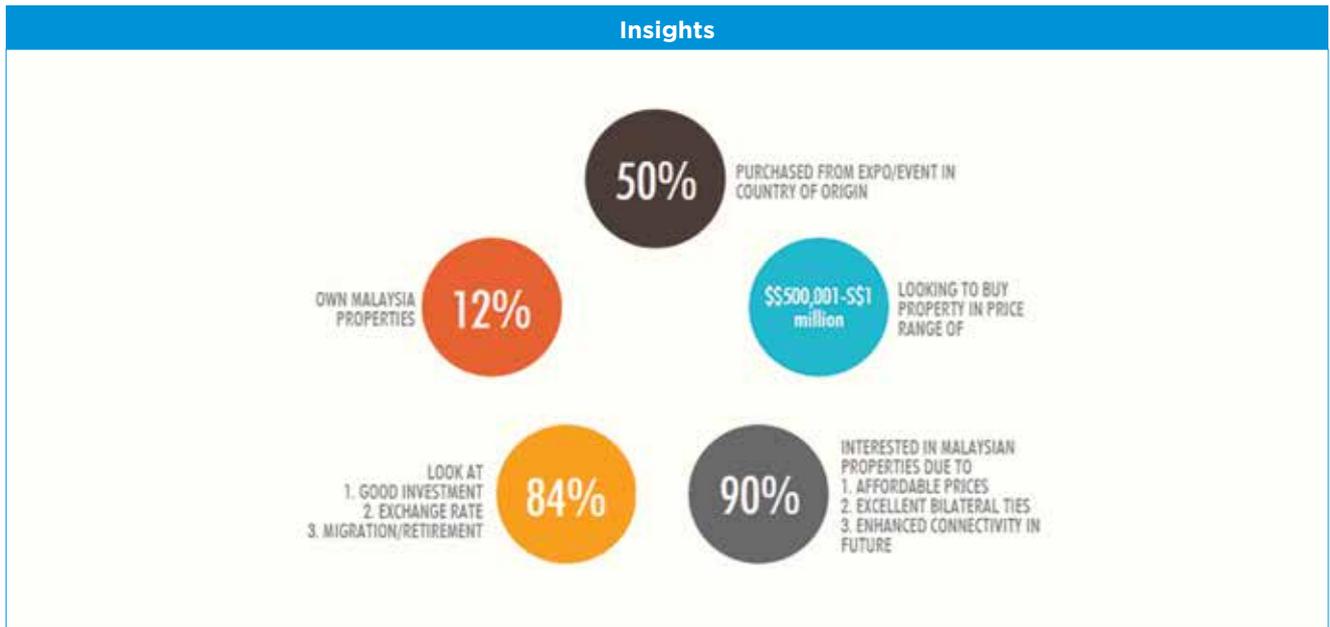
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LOOKING SOUTH



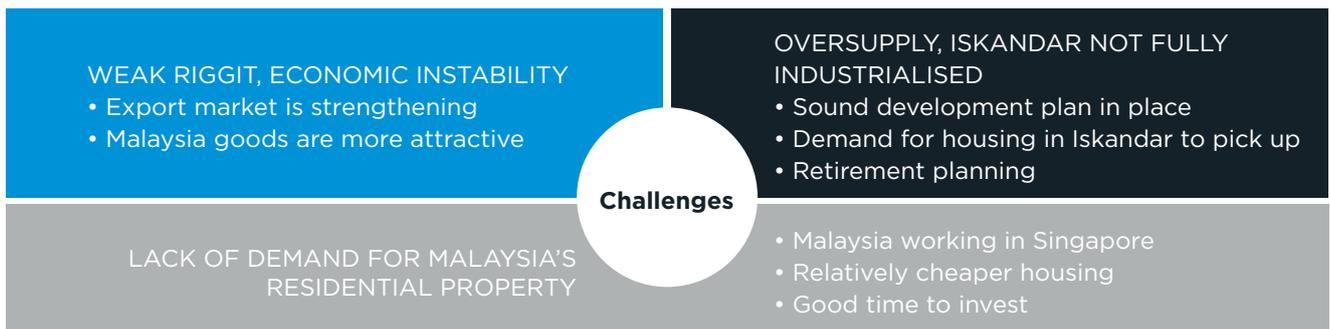
UNDERSTANDING THE SOUTH



FACTORING THE NORTH



BUYING NORTH



US resale market sees unexpected growth in January

Despite the slowing global economic growth and tighter financial market conditions, US homes' resales reached a six-month peak, an unexpected rise and sign that the economy is largely stable.

According to the National Association of Realtors (NAR), there was a 0.4% increase in existing home sales, to an annual rate of 5.47 million units in January. This is the highest figure since July 2015 and second highest since 2007. A Bloomberg survey showed that the value of homes in 20 US cities has increased. The S&P/Case-Shiller index, based on a three-month average, showed an increase in gains from 2014 to 2015, led by Portland, Oregon, San Francisco and Denver. The lowest increase was recorded in Washington.



London, New York and Sydney - prized trophies for Asian investors

London, New York and Sydney have consistently attracted high-net-worth Asian property investors. These three metropolitan cities, with well-established reputations of being financial hubs and cultural centres, have been able to attract Asian investors even when returns have been lower. For some, owning a property in these cities is a symbol of status. For others, world-renowned education systems and universities are the reasons for the popularity of these cities. Even when the property in these markets is becoming exorbitantly expensive, when competition from local buy-to-let investors makes it difficult to find good, value buys, Asian investors continue searching for property.

For Singaporeans in particular, property investment company IP Global noted that Australia, the UK and Japan are the top favourite destinations for purchasing overseas property.

Australian authorities' attempt at controlling property prices largely ineffective

Overseas developers are likely to have taken advantage of a loophole in property rules in Australia, leading to record high investments in the country last year. To prevent price hikes, curbs were put in place to restrict foreigners from purchasing resale homes. Foreigners, however, are not restricted from purchasing newly built properties in Australia, driving opportunities for overseas investors to tap on one of the fastest growing markets worldwide. This has led to unaffordable homes and an influx of cash from wealthy Chinese, driving

regulators to contemplate implementing stricter anti-money laundering rules.

According to Reuters, a review of the annual reports of the Foreign Investment Review Board found that residential 'off the plan' construction approvals financed by foreigners amounted to S\$16.2 billion in 2014, triple that in 2013. Analysts believe the 2015 figure, set to be released in April, will be even greater than in 2014.

Foreigner investors key drivers of UK property market growth

Foreign investors are the key drivers of the UK's real estate boom; most of London is currently owned by the Qatari royal family rather than the British royalty. Research conducted by global real estate agent Knight Frank points to an increase in foreign-owned prime central property. Between mid-2011 and mid-2014, non-UK nationals bought 49% of the prime central



new-build property. Between July 2014 and July 2015, 63% of buyers of homes valued above US\$15 million were foreigners.

A primary reason for the UK being a popular destination for foreign investors is its reputation as a safe haven for residential property investments. With geopolitical instability in the Middle East, Middle Eastern buyers of British residential property rose from 11-16%. Other than Middle Eastern and Russian investors, Asian investors from Singapore and Hong Kong also rose in numbers, with investors from both countries amounting to 40% of purchasers of newly built property in prime central London. However, according to research by the Belvoir agency franchise, 'interference' by the UK government in the buy-to-let (BTL) market will probably affect investment levels and cause rents to rise. To cool the BTL market, the UK government has increased stamp duties - causing greater pressure on the Private Rental Sector (PSR). 88% of the surveyed landlords believe the rising costs of investment properties from higher stamp duties and lack of BTL mortgage tax relief will cause rents to rise.

Indonesia opens up for greater foreign investment

Indonesia's residential property market seems to be a prime investment destination for international real estate investors, with real estate values rising, a strengthening economy as well as regulatory changes to allow foreign purchases. However, real estate professionals are treading carefully, with a mixture of cautious optimism and belief that more can be done

to encourage foreign investment. The Chairman of Realestate Indonesia (REI), Eddy Hussy, said that property sales are expected to grow 10 to 12% in 2016, up from seven to eight per cent in 2015. The improved sales can be attributed to the predicted economic growth of 5.3-5.8% in 2016 and 2017 respectively.

Hong Kong sets record for lowest home sales since January 1991

According to Centaline Property Agency, Hong Kong's home sales have slipped to their lowest in at least 25 years in January 2016, and sales are expected to dip further. Sales of new and secondary homes are estimated at 3,000 units, the lowest monthly figure recorded since data tracking started in January 1991. The previous low was recorded in November 2008, at 3,786 units.

Centaline Centa-City Leading Index shows that home prices have fallen 9.5% since September, with estimates of a further 20% fall in 2016, a result of poor market sentiment.



THE MATHEMATICAL CONSIDERATION OF BUYING A PROPERTY

- EUGENE HUANG, DIRECTOR OF REDBRICK MORTGAGE ADVISORY

You could be someone that has made that 1st foray in real estate some years back and is now sitting comfortably on a property that has appreciated. You pride yourself on that smart decision; regardless if the property was for investment or if it is still your residential address. With the currently depressed property market, as a savvy and sophisticated investor, you have the stamina to hold on to your current property/properties but you do not want to lose out on the opportunity to 'buy low' as they say at this point. You want to get your hands on your next property.

Why not? Home values dropped for a ninth quarter in the last three months of 2015, posting the longest losing streak in 17 years, and last year's sales are set to be the lowest in seven years. The view forward doesn't look like prices are going to rebound as well. According to investment management firm JLL, residential property prices in Singapore could fall by 4 to 6% a quarter, going by past correlation studies

with the stock market. As property prices typically lag the stock market by one or two quarters, a further correction in property prices in the next few months is not unexpected.

To top it all, cooling measures seem to be here to stay for a while. What is important for you is that prices look affordable and attractive to make an entry into the property market. However, although you are familiar with the theoretical aspect of the cooling measures, you may not truly understand how far reaching they are. Thus, they may face obstacles in getting that loan approved or lacking adequate collaterals and securitisation.

The worst case scenario is to be caught in a situation where you have the financial means but you are still faced with problems buying another property as you have difficulty getting a loan.

Let us go take a deeper dive.

Buyer's Citizen Type	Rate of First Property Purchase	Second Property Purchase	Third and subsequent Property Purchase
Singapore Citizen	Not Applicable	7%	10%
Singapore Permanent Resident (SPR)	5%	10%	10%
Foreigners & Non-Individuals	15%	15%	15%



THE FIRST CONSIDERATION - ABSD

This was first announced in 2011 and revised on 12 Jan 2013. As but a small factor of the bigger cooling measures equation, this was introduced to slow the growth of the property market.

It is a tax payable on top of the normal Buyers Stamp Duty when you purchase or acquire a residential property i.e. applicable to both HDB flats and Private Properties. This has significantly increased the initial capital outlay when you are purchasing your 2nd and subsequent properties.

One important point to note that if a Singaporean purchases the property with a PR or foreigner, the higher rate will apply.

THE SECOND CONSIDERATION - LTV (LOAN TO VALUE)

Otherwise known as the housing loan quantum a bank or financial institution is willing to offer as a percentage of the valuation of the property in question. Again, this was not spared from the far-reaching impact of the cooling measures to curb property speculation and prices.

Here is what it looks like before and after the cooling measures (taken from www.mas.gov.sg)

Highlights are:

- All residential property loans will now only allow a maximum loan tenor of 35 years.
- If you take up a loan of more than 30 years or extends past the age of 65, you can either:
 - borrow up to 60% of property value if you do not have an existing housing loan.
 - borrow up to 40% of property value if you have an existing housing loan.
- The same rulings will be applied to refinancing residential properties.
- Non-individual borrowers will now have a cap of 40% LTV.

We have not taken property valuation into consideration. With a conservative approach adopted by property valuers these days, the cash portion to be paid upfront will also be significantly increased if the valuation does not meet the purchase price adding to the burden of an already reduced LTV.

ABSD and LTV are but only 2 of the suite of cooling measures the government has introduced to curb property prices and speculation. Some may argue that it has worked too well.

The other 2 components of the cooling measures are:

- TDSR - Total Debt Servicing Ratio
- MSR - Mortgage Servicing Ratio

THIRD CONSIDERATION - TDSR (TOTAL DEBT SERVICING RATIO)

It is not easy to understand the working of the TDSR first time around, especially for first-time applicants for mortgage loans. However, the objective of the TDSR is to prevent an individual from being overextended because of a property purchase. Whether the property is for investment purposes or for owner occupation, it is to safeguard you from purchasing a property that is above your means.

Translating this measure into facts and figures, we just have to remember this magic formula:

$$\text{Total commitment} / \text{Total income} \leq 60\%$$

FOURTH CONSIDERATION MSR (MORTGAGE SERVICING RATIO)

MSR caps the amount an individual can spend on mortgage repayments to 30% of a borrower's gross monthly income (excluding other commitments) and it comes into effect on 12 Jan 2013. Unlike the TDSR, which is applicable to all housing loans, MSR applies to HDB flats and ECs (Executive Condominiums) including the refinancing of these loans.

After which, they also have to fulfill the TDSR assessment of 60% where all commitments will be included.

	1 st Housing Loan	2 nd Housing Loan	From 3 rd Housing Loan
LTV Limit	<p>Existing Rules 80% or 60% if the loan tenure is more than 30 years or extends past age 65</p> <p>Revised Rules No change</p>	<p>Existing Rules 60% or 40% if the loan tenure is more than 30 years or extends past age 65</p> <p>Revised Rules 50% or 30% if the loan 30 years or extends past age 65</p>	<p>Existing Rules 60% or 40% if the loan tenure is more than 30 years or extends past age 65</p> <p>Revised Rules 40% or 20% if the loan tenure is more than 30 years or extends past age 65</p>
Minimum Cash Down Payment	<p>Existing Rules 5% (LTV of 80%) 10% (for LTV of 60%)</p> <p>Revised Rules No change</p>	<p>Existing Rules 10%</p> <p>Revised Rules 25%</p>	<p>Existing Rules 10%</p> <p>Revised Rules 25%</p>
Non-Individual Borrowers	<p>Existing LTV Limit 40%</p> <p>Revised LTV Limit 20%</p>		

The logic of these measures are simple but the impact to you as a property investor is greater than a straightforward mathematical question. The sum of these is far greater than the parts put together. 📍

ANGLOPHILE TENDENCIES

After witnessing exponential increase last year, London's house prices have hit record highs. The capital is hoping for a plateau in prices as homes spiral out of the range of affordability for most people.

- HO YUN KUAN



2015 has been a year of exceptional growth for London, with housing prices going up by 13.9%, a rate double that of the national average and showing no signs of slowing down. In October, the average house price in the English capital hit 530,409 pounds. It was the first time the city has seen prices rise above the 500,000 pound mark.

2016 started with record-breaking figures, too. Home prices in the UK increased by 2.5% between December last year and January this year, the biggest monthly jump recorded by the Land Registry since 2002. This was equivalent to 4732 pounds more in cash. The Royal Institute of Chartered Surveyors (RICS) has warned that the increase in home prices is likely to be larger than that for household incomes, driving London homes out of the affordable bracket

for aspiring home owners. The average annual income in the capital currently stands at 30,000 pounds, less than half the 140,000 pounds minimum salary required to purchase a property.

One of the main reasons for the dramatic increase in prices is the huge gap between demand and supply. According to research by RICS, the stock of available homes fell to a record low for the eighth consecutive month in January this year. As long as the shortage in supply is not addressed, there will be continued upward pressure on prices. One of the London boroughs with the biggest price increase is Newham, where the average home value was 22% higher than in 2014 and almost double the increase in London. Despite such contrary evidence, however, observers are hopeful that price growth may slow down slightly.



Any restraint in growth seen this year will likely be a result of the 3% hike in stamp duty on second properties implemented this month (April). Some industry insiders believe that price growth in central London will eventually flatten to 0%, below the national average of 2%, over the course of the year while the Bank of England has forecasted a monthly increment of 0.5% for the first six months. The action may shift from the city centre to areas along the commuter belt; neighbourhoods within a 30-min commute from central London are expected to see an average price increase of 3%.

Industry players, however, remain optimistic with some reportedly expecting a growth of four to 6%. Some believe that prices will continue to climb due to a lack of supply. This increase is unlikely to be infinite,

“ Home prices are likely to rise with the increase in mortgage debt and fall with a reduction in the debt. ”

however. Also affecting house prices is the overall level of mortgage debt. Home prices are likely to rise with the increase in mortgage debt and fall with a reduction in the debt. Less optimistic market watchers caution against investors leveraging themselves to the edge of what they can afford – because they are





“ On top of that, any changes in interest rates will likely throw a spanner into the predictions of industry insiders. ”

unlikely to be rewarded if they expect housing prices to double in the mid-term.

In light of the market situation, the government has made housing its priority with the Help to Buy policy, a 1.2 billion pound fund that will be used to commission small and medium-sized developers to build 30,000 starter home on publicly owned sites. A further 1.2 billion pounds will also be used to develop homes on brownfield sites. However, experts point out that the number of homes from these building projects will not even make a dent in the 250,000 residences that they believe are required to cope with the rising demand. In retaliation to these opinions, the government has claimed that it will aim to build a million homes by 2020.

Property investments in London are never without risk, as the city is very global and thus susceptible to factors beyond domestic demographics and economics. A large segment of its property market is taken up by foreign buyers from Russia, China and the Middle East. Therefore, any disruptions in the economies of these countries are likely to be reflected in the capital's housing market as well.

On top of that, any changes in interest rates will likely throw a spanner into the predictions of industry insiders. Should it shoot up suddenly, the potential for price growth in certain segments of the market is likely to be stunted immediately while a more gradual, moderate increase will be more conducive for mid-term growth.

Noteworthy areas include neighbourhoods in the north-east, Yorkshire and Humber. The significantly cooler market in these areas, with housing prices increasing at just 0.2% last year and average property values of just 97,117 pounds, mean that they should become appealing to first-time buyers. Yorkshire, in particular, saw small-deposit lending take up 27% of all house purchases in November last year, the highest proportion in all of England and Wales. This figure is predicted to continue increasing in 2016. 📍

BANGKOK BOUNCES BACK



After last year's political and economic struggles, the property market in the Land of Smiles may not appear optimistic currently, but a turnaround may be on the horizon. - HO YUN KUAN

It seems 2015 did not go out with a bang for Bangkok's property market. If the condominium segment is anything to go by – which it is, because this is the residential property type most common in the capital – developers and buyers alike ended the year on a tentative note. Only 5960 units were launched in the last quarter of the year. This low number of launches is a reflection of the overall market slowdown for the entire year. Only 34,670 units were launched in total for 2015, 30% lower than in 2014.

Echoing the mediocre supply is the price. About 50% of the new launches in 2015 were for apartments that cost below THB 100,000 per sqm. More expensive projects with starting prices higher than THB 200,000 per sqm were targeted at foreign buyers from Hong Kong, China, Singapore and Malaysia, with developers of these properties heading out of the country to

sell them to these buyers. Even with low prices and low supply in the domestic market, the average take-up rate for new units was only about 56%. The lack of demand prompted many developers, especially those involved in properties in the city area, to delay launches to 2016.

The downturn in Bangkok's property market can be attributed to Thailand's poor economy last year. High household debt, decreased government spending, poor export performance and overall global economic slowdown had cut into the confidence of Thai citizens.

Things may be looking up, however. Bringing hope to Bangkok's lackluster property market is the major investment injected into its transport infrastructure, the most significant of which are the 10 new mass rapid transit (MRT) routes. Many observers believe it will be



one of the main boosters of the property market in 2016. Already, the areas along the new BTS and MRT lines are gradually seeing slightly higher take-up rates than other parts of Bangkok, although land in these areas tends to be costly, and hence, are dominated by luxury developments. Besides apartments, luxury landed homes built on these parcels of land are also expected to be popular despite their price (which are even higher than the apartments) because they are sold with land plots and thus highly appealing to investors. One of the main advantages of low-rise properties is their less volatile nature, as growth in this segment tends to reflect real demand rather than speculative demand from investors looking to make quick money on the rental market.

The effects of these higher-end properties have already been felt; the average price of new condominiums launched in the last quarter of 2015 was THB 120,600, a full 25% increase from the third quarter, and likely pushed up by the prices of these luxury properties. An incidental benefit of this rise in prices is a boost to the secondhand market, which is likely to see more demand due to its lower prices when compared to the new developments. The second half of 2016 may prove to be brighter yet if this new addition to the Thai capital's infrastructure injects some activity into the economy and brings up buyer's confidence.

Also helping to boost demand is the Thai government's implementation of tax rate deduction in the fourth quarter of 2015, which is expected to end by the first quarter of this year. This may provoke a flurry





of buying activity before the end of March 2016 as buyers act to take advantage of the lower taxes while the policy is still in action.

Some observers are of the opinion that despite tough times ahead, Bangkok's property market is still a worthy investment. This is because although demand and supply were both lower last year than in 2014, overall capital appreciation for condos in the capital still saw an increase of 17.6% year-on-year in the second quarter of 2015. Average selling price for new units in the CBD hit THB 209,854 per sqm while in areas outside of CBD, the price was an average of THB 105,258 per sqm. Considering the political and economic instability the city suffered last year, this proves that condominiums are a resilient segment that has a high chance of performing no matter the external factors.

Some industry watchers are predicting a growth of five to 10% for 2016 and believe that Bangkok will steadily see the same percentage of growth year-

on-year until 2020. The 10 areas to watch out for, according to the Real Estate Information Centre (REIC) of the Government Housing Bank, are Tak in Mae Sot district, Songkhla in Sadao district, Mukdahan, Sa Kaew in Aranyaprathet district, Trat, Nakhon Phanom, Kanchanaburi, Chiang Rai, Nong Khai and Narathiwat. These zones are seeing strong economic growth with consistently increasing demand from developers to buy land for commercial and residential projects.

Tak is particularly popular with both local and foreign investors. Major department store Robinsons & Co plans to open a branch here in 2017, while TCC Land Group, owned by Thai beverage tycoon Charoen Sirivadhanabhakdi, is planning to invest more than THB 10 billion in the province to build shopping malls. The group is also targeting Nong Khai. The province, popular with both Laotian and local shoppers, is likely to witness the opening of the MM Mega Market shopping centre and Vviang Lifestyle Mall next year. 📍



Kartell Goes Sottsass

By Leslie Lin

Furniture maker Kartell explores the world of Italian designer Ettore Sottsass, father of Memphis design, in the first comic in the series illustrated by Massimo Giacon.

The Italian cartoonist produced the illustrations for the biography 'Ettore' released last year. Colourful and imaginative, the cartoons were commissioned by Italian furniture maker Kartell to celebrate the work of Sottsass who had a long relationship with the designer, culminating in the release of the Memphis collection at the International Furniture Fair in Milan in 2015.

Available at Space Furniture showrooms





5 TRICKS TO MAKE YOUR HOME MORE COMFORTABLE

We hear a lot of talk on how to make a home more stylish and comfortable. However, the comfort of your living place still reigns supreme.

Take the following basic points as a guide to creating a fashionable yet cozy space:

WHAT IS THE PURPOSE FOR EACH ROOM?

Take the living room – which is for living, socializing, entertaining. Make sure you have your living space set up for that. One way is to set aside areas for conversation, with comfortable chairs and tables nearby to hold drinks and snacks. Move furniture around and see where it fits both aesthetically and energetically – for instance, you could add a quirky shelf to a boring corner of the room.

USE COLOUR

You can change out accessories and colours to fit in with what mood you are going for at the moment. Add a dash of colour for a cheery mood or keep it melancholy with blues and green shades. Do take note, however, that a well-designed room will have only one or two dominant colors. Going overboard with colours can make you feel unsettled and otherwise, a

monochromatic room can bring on feelings of dullness and boredom. Make sure to find the right balance!

INCORPORATE ARTWORK

Artworks add a lot of color and personality to a room. Do not fear, they need not be expensive! Some ideas include framing a favorite poster or using canvas and paint to create your own masterpiece.

THROW IN SOME PLANTS

Plants add a lot of life to the room. Live plants are great because they help to keep the air fresh. If you feel that taking care of live plants might be a hassle, then choose silk plants or some flower arrangements instead.

FRAMED PHOTOS OF FRIENDS AND FAMILY

This helps to remind us of what is important in life. Besides that, a group of pictures displayed on a table always makes for a great conversation piece! Try to choose complementary rather than matching frames to add visual interest. 💡



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The management team is committed to lead the agency to greater heights.



Tan Voon Choon
Managing Director of
Gather Properties Sdn Bhd

GATHER PROPERTIES: THE REAL DEAL

Gather Properties Sdn Bhd prides itself on its ability to go above and beyond the call for duty to deliver total solutions to its clients. - REENA KAUR BHATT

Up and coming real estate agency, Gather Properties Sdn Bhd has been making waves in the real estate agency industry. Although established only 2 years ago, the agency already has a few achievements under its belt. One of them includes the iProperty.com Malaysia's Agents Advertising Awards - Agency of the Year - GOLD (Highly Acclaimed).

Gather Properties Sdn Bhd's Managing Director, Tan Voon Choon spoke to Reena Bhatt about what makes Gather Properties tick.

Can you tell us about Gather Properties Sdn Bhd?

We put clients first and our aim is to satisfy each and everyone who walks through our doors. Our customers are the most important stakeholders and the reason for our existence as a company and they deserve only the best service.

Our services extend beyond the usual sale and leasing of industrial and commercial land as well as residential and commercial properties. We also provide project marketing services for property developers. Some of the projects that are currently on our plate include Novelle Industrial Park @ Kota Puteri, M101 The Skywheel @ Kuala Lumpur, D'Festivo Residence @ Ipoh, Gravitas Biz Park @ Shah Alam.

Presently, we have four offices with headquarters in Damansara and the remaining branches in Kuchai Lama, Ipoh and Johor Bahru (JB), respectively. Moving forward, we are planning to open a new branch in Hartamas in the 2nd quarter of 2016.

Our agency has more than 150 real estate negotiators and agents operating throughout prime locations in Klang Valley, Ipoh and JB. Our staff has a diverse range

of backgrounds ranging from real estate, banking to law, engineering, IT and management. We have one common passion, that is to succeed and excel in the real estate industry. Our win last year at the SME 100 Awards as one of Malaysia's Fast Moving Companies is a testament to this. This award serves as an inspiration for us to be even bigger and bolder this year.

What is the secret of Gather Properties' success?

Teamwork and hard work. Our staff is definitely our greatest asset.

Understanding customers' requirements and market trends are paramount and to do so, we leverage on technology coupled with an agent-centric model/culture that focuses on research and training. By doing so, we gain a competitive edge in providing professional real estate solutions and consultations.

It is undeniable that we are a new to the industry, but we believe that our energy and dynamism will lend credence to the brand's bright future. On top of that, we believe in the concept of sharing of resources, which means deeper cooperation with all stakeholders. This includes other agencies as well, where we do not pigeonhole them as competitors, but instead treat them as an alliance. There is no more important concept than in the sharing of individual knowledge and strengths to manifest a whole that is greater than the sum of its parts.

Gather Properties continually evaluates its business approach and services to help ensure the success of its agents and negotiators and the clients they serve. As our vision is to be the preferred real estate agency in Malaysia besides having an international presence, we are not slowing down!

What do you think should be the current focus to take your agency to the next level of success and are there any plans for expansion in the near future?

In building our track record, the current focus is on promoting the primary market or developers' unit. This is because, with changing times and the current economy, more developers are signing up to work closely with real estate agencies.

We intend to develop our staff. This will be done through new development programmes which consist of advanced training, seminars and boot camp sessions. We will also be preparing and training all our agents to provide top-notch services to clients.

In terms of expansion, we will be opening up even more branches in other locations in Malaysia. There is no denying that Gather Properties is growing rapidly and we are confident that our staff stronghold will increase by 50% to top 300 people by the end of this year.

What is your outlook for the 2016 property market?

This year will prove challenging for the property market, on the back of the slowdown in the sub-sale market, tight home loan approvals and the country's political uncertainties.

The second half of 2016, however, seems promising as I believe the market sentiment will gradually get more positive as the economy picks up. Moreover, we are foreseeing more incentives and promotion packages from developers. Even now, there is quite a number who are offering the deferred payment scheme to potential buyers. 📍



The backbone of the operation - Gather Properties' team of dedicated employees.

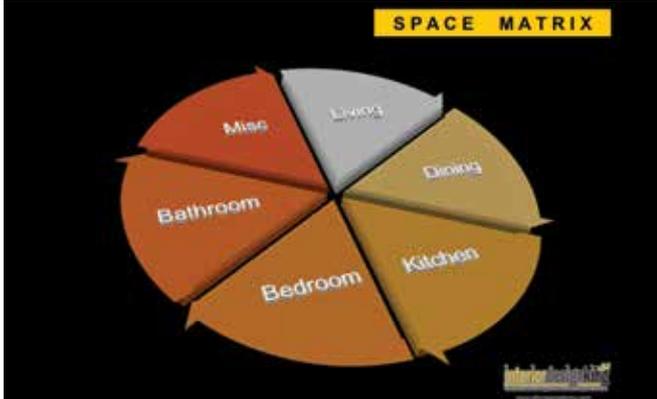
PLANNING YOUR INTERIOR DESIGN PROJECT

Adrian Wee talks about the secret behind a successful interior design project – design planning.

An interior design project is not about merely re-designing one space after another. In fact, it is about the integration of designs comprising various spaces to form a complete and well-co-ordinated 'big picture'. Adrian's approach to an interior design project starts with his own unique 3D-Matrix and Space Matrix formula.

SPACE MATRIX

The Space Matrix defines the spaces for re-designing and comprises the living room, dining room, kitchen, bedrooms, bathrooms and others.



A circular pie chart titled "SPACE MATRIX" divided into six segments: Living (grey), Dining (yellow), Kitchen (orange), Bedroom (dark orange), Bathroom (red), and Misc (dark red). The "interiordesignking" logo is visible in the bottom right corner.

3-D MATRIX

The 3D-Matrix zeroes in on the micro-environment which includes the ceiling, walls, floor, furniture, fittings and others.

3D MATRIX



A circular pie chart titled "3D MATRIX" divided into six segments: Ceiling (grey), Walls (yellow), Floor (orange), Furniture (dark orange), Fittings (red), and Others (dark red). The "interiordesignking" logo is visible in the bottom right corner.

Each quadrant of the Space Matrix has a 3D-Matrix of its own. For instance, to renovate the living room, which is one quadrant of the Space Matrix, one has to consider the 3D-Matrix consisting of the living room's ceiling, walls, floor, furniture, fittings and others. The same goes with all the other spaces in the Space Matrix chart.

BREAKING IT DOWN



A diagram showing a central "Space Matrix" pie chart surrounded by six smaller "3D Matrix" pie charts, one for each quadrant of the Space Matrix. The "interiordesignking" logo is visible in the bottom right corner.

In successfully carrying out a renovation project, it is important to first identify a contractor. Once this is done, the work is split up according to the Space Matrix and 3D-Matrix charts. Each worker is fully aware of his role in the entire 'big picture'. The various jobs are broken into smaller portions so as to make them more manageable. In managing the entire project well, it is important to constantly keep in contact with the person-in-charge of the workers.

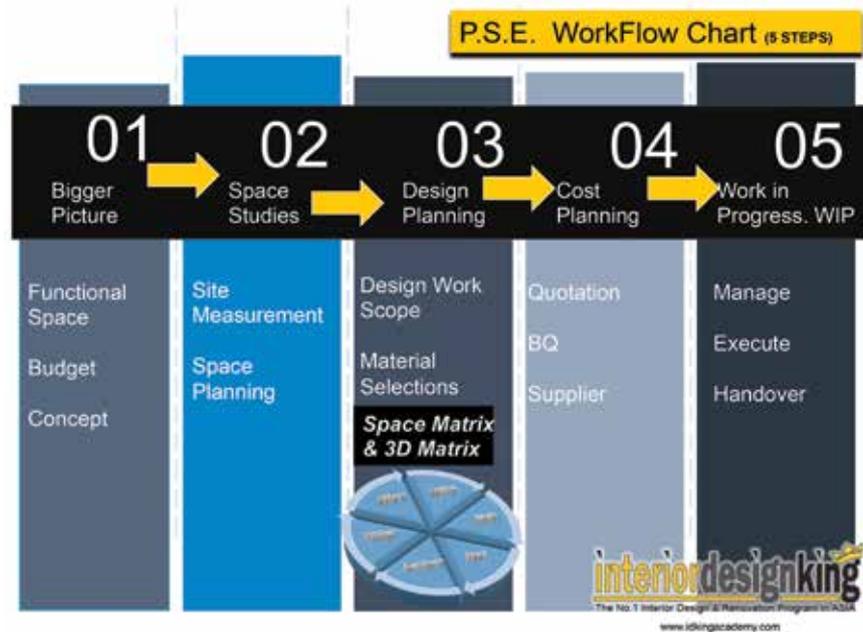
THE 5-STEP DESIGN PROCESS

A successful interior design project is about keeping to the 5 steps:

STEP 1	Evaluate the bigger picture by taking into consideration functional space, budget and the desired concept.
STEP 2	Study the space by undertaking site measurements and space planning.
STEP 3	Start the design planning process, which includes drawing up the design work scope and selecting the right materials.
STEP 4	Conduct cost planning by obtaining quotations, and identifying suppliers.
STEP 5	Monitor and track work-in-progress from managing and executing up to the handover to the customer.

Basically, you have to know what needs to be done. By identifying the scope of work, you will be able to find the required traders, and from there, branch out to execute the job.

The whole process is actually a form of mind-mapping – where you integrate the Space Matrix and 3-D Matrix to successfully and efficiently complete a project. 📍



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.



HOME SAFE HOME: ARE YOU LIVING IN ONE?



Shamir Rajadurai
Crime Safety Specialist

A safe housing development goes beyond being gated and guarded – Crime prevention through environment design (CPTED) and community building activities are very much important too. - REENA KAUR BHATT

A fenced gated housing development equipped with full-time security facilities seems to be the choice of many urbanites as it provides for round the clock security against crime. Why then are kids still being kidnapped and cars being stolen from these very same developments?

Shamir Rajadurai reveals that there is no such thing as a 100% safe residential development. The biggest

snafu that most people make is to assume that having security guards and CCTV's are sufficient to safeguard residences and to deter community crimes.

Providing his definition of a safe township, Shamir shared that it is a place where crime is at the bare minimum and its residents do not have any fear of hanging out in the neighbourhood.

The key features to look out for in determining a safe township include:

HOUSE DESIGN

Describing a show-house he visited recently, Shamir highlighted a bad example of a house design, where the master bedroom had no view of the front gate. This is not encouraged as it does not give an indication of who is at the front door. Most homes have porches which block the view of the front gate, making it easy for thieves to scale over the front gate or wall unnoticed. Such housing developments which fail to implement CPTED could still breed criminal activity despite it having top notch security guards and impressive fences.

Shamir also noted that the CPTED design in developments should be implemented from the architecture stage for it to be most effective. The strategic planning of CPTED is also meant to reduce cost – effective implementation will eliminate the need for spending huge amounts of money on CCTV cameras and alarm systems.

PHYSICAL LAYOUT OF NEIGHBOURHOOD

CPTED should also come into play in the physical layout of the whole residential neighbourhood, where it is designed in such a way that encourages mass surveillance or 'eyes on the street' concept.

Highlighting an example, Shamir said that the neighbourhood park should not be obstructed by huge bushes or trees, so that the occupants of the houses surrounding it can always have a view of the activities there. Hence, this will provide parents with a peace of mind when their children go out to play by themselves.

THE FIRST LINE OF DEFENCE

The fencing around the neighbourhood, as well as the security provided at the development's guardhouse, acts as the first barrier to entry for criminals/trespassers. Residents should ensure that the fencing being used is at least 8 feet tall as anything lower will be possible for someone to scale over. Good examples of fencing are those that are very finely designed, making it impossible for someone to gain a foothold. A reminder for developers is to not plant huge trees around the perimeter of the fence as this allows for a ladder to be placed against it.

Guardhouses should also be built with durable materials such as shatterproof/bulletproof glass for it to be steady. Shamir highlighted that security guards in Malaysia are not allowed to engage in combat and they do not have the licence to carry guns. One thing that residents should ensure is that their security guards are well trained and not negligent.

LIGHTING

Lighting is also an important factor – street lamps should illuminate the whole area and not just spotlight certain areas. This is because it is easy for a perpetrator to hide in the shadows and catch residents unawares. One tip he has for developers is to use LED lights instead of the standard orange lights, as the latter results in the creation of dark spots. The positioning of streetlights is also important as there should not be any trees planted in the way that would block the lamps' illumination as this defeats the whole purpose of good lighting.

COMMUNITY SPIRIT

Shamir affirms that it is perfectly fine if one does not live in a gated and guarded development, as long as there is a good community spirit and relationship amongst neighbours. Residents who band together can keep crime to a bare minimum by using principles such as maintenance, good property management and activity support. Maintenance means ensuring that trees and bushes are trimmed, street lamps are functioning, upkeep of sidewalks, etc.

Explaining good property management using the 'broken window' metaphor, he said that if a window is broken and left unrepaired, people walking by will conclude that no one cares and no one is in charge.

For instance, residents should do something about empty/abandoned houses. They should make a collective effort to keep it in good shape. Otherwise, it would be a harbour for drug addicts and unsavoury characters.

CONCLUSION

The planning of a safe housing development involves a three-way relationship between the developer, residents and the environment. He stressed that a safe township is based on the tenet that crime prevention is better than crime eradication. 📍

BUYING A HOME IN AUSTRALIA: WHERE TO START?

Rose Wong, a seasoned real estate agent from Rose Property Gallery shares with us a glimpse of the dynamics of the property market in Melbourne, Australia, and how Malaysians can explore the prospects of owning real-estate in Australia.

TYPES OF PROPERTIES THAT FOREIGNERS ARE PERMITTED TO PURCHASE.

Foreigners or non-citizens/residents are not allowed to buy established or sub-sale apartments and landed homes. They can only opt for apartments that has yet to be built, dubbed "off the plan", or new landed homes. Australia has an abundance of land, thus it is fairly easy to find landed homes available from prices starting from AUS\$400,000 and above. These properties are typically located 10km to 20km away from the Melbourne's central business district (CBD). Foreigners are permitted to purchase new townhouses as well.

FINANCING A PROPERTY

Malaysians can obtain housing loans from Malaysian financiers who recognize these foreign investments. Alternatively, Malaysians can also opt for the choice of applying from an Australian financier. The success of loan applications in Australia are subject to the buyer's credit capabilities. A wise move would be to obtain a pre-approved loan beforehand as it also determines how much financing a buyer is eligible to receive.

BUYING AND SELLING OF A PROPERTY

Foreigners are allowed to hold the properties they have purchased as investments and rent it out. A foreigner who seeks to sell a property is not permitted to sell it to another foreigner, instead the property has to be sold to an Australian citizen or a permanent resident. Developers accept booking fees subject to loan approvals. Following the payment of the booking fee, 10% of the total fees payable for the property will have to be paid to a trust account given by the developer.

A foreigner can engage the services of an agent with a commission of 2% to sell a property, and it will be sold between 60 and 90 days. There is greater demand for landed properties in Australia. Prices of properties are properly regulated with no inflated prices.

HOW EASY IS IT TO SELL A PROPERTY IN MELBOURNE?

Due to the extremely high demand for Australian properties in recent years, the value of Australian

properties has been blooming exponentially. Auctions are held on a weekly basis – usually every Saturday, where hundreds of properties are up for auction. The auction market is an important factor of the property market. You can also sell your property via private treaty through a registered estate agent too.

MANAGING THE PROPERTY

There are agents who specialize in managing properties for foreign investors. Services such as finding a suitable tenant, managing maintenance and strata fees, and adhering to the local regulations, among others. Therefore, a foreign property investor does not have to worry about absconding tenants or any other interrelated issues that may occur. All of these services can be hired at a reasonable fee, which varies from agents to agents. The regulatory framework in Australia is stringent, thus safe-guarding the interest of property owners and investors. The trade office manages complaints about management agents, tenants, and more.

RULES AND REGULATIONS

There are clear-cut guidelines for buying and selling properties in Australia, which foreign investors can easily have access to through the local authorities of Australia.

NEW PROPERTY DEVELOPMENTS IN MELBOURNE CITY

Many old buildings in Melbourne are making way for new ones. There are lots of developments coming up in the CBD providing foreigners with a good selection of properties within city limits. 📍



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SAVING - IT IS EASIER THAN YOU THINK

Think twice before you decide to spend that money.
- REENA KAUR BHATT



I have recently begun to worry about money. While researching for a financial literacy article, I came across some scary facts - the Asian Institute of Finance (AIF) latest study revealed that 75% of Malaysian Gen -Ys have at least one source of long-term debt and only 28% claim to know how to manage their finances.

I have always assumed that I was doing pretty well as I do not own a credit card and my monthly salary sufficiently covers necessities such as rent and food, with money left over for wants like entertainment and the occasional luxury item.

Seems peachy, but there is actually a hole in my reasoning - what about a rainy day fund? Sure, I am aware of the importance of saving, but I have never gotten around to actually doing it as I saw no urgency to - I am young, healthy and my parents will be there to bail me out if I need extra money. It is safe to say that there are many young working adults out there who share my mentality, as clearly shown by AIF's statistics.

I figured out that it was high time that I had a proper savings account (stashing loose change into a glass jar is not going to cut it!), hence my New Year resolution

was to establish my very own squirrel fund - by saving a fixed amount of 15% of my salary each month. And I am proud to say I have been doing so without fail for the past 3 months.

Plans do not always go without a hitch, though, and mine appeared in the form of a gym membership. I was quite the sportsperson in school and since I started working, I missed playing group sports. My girlfriends had the solution - sign up for a gym membership and join them for Zumba and Body Pump. The thing was it will cost me RM220 a month, an extra expense which would bring down my monthly savings to 10%.

While I was contemplating what to do, I recalled a nugget of information from a book I read, *Money is Simple* by Jean Chatzky; when faced with a financial decision, sleep on it. And that was exactly what I did (even though I was VERY tempted by the 1-day only registration fee waiver).

Spending some time mulling over it made me realize that the gym membership was an unnecessary cost - there is already a gym in my condominium (which I am already paying a steep rent for) and during the weekends I will go to the park for a run anyway.

That evening, I went for a run in a nearby park that I have never been to before, and I chanced upon a pick-up Frisbee game. Apparently the group meets up every week to play and train together. To cut the long story short, I now have my weekly dose of group sports, made an awesome bunch of friends and am part of a team who regularly joins Frisbee competitions! All without me having to fork out a dime.

Anyway, the moral of the story is - always weigh your options carefully before making a financial decision. 💡

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.

28 PROPERTIES BY 25

Tan Ching Sen at 25 has built a truly impressive RM10 million property portfolio.

- REENA KAUR BHATT

An Actuarial Science major, Sen's love for numbers is apparent. She had always excelled in mathematics and loves asking the question "What if?". Putting her skills in financial analysis and risk management to good use, this petite lass is now the owner of 28 properties in Klang Valley and Johor.

TAKING THE FIRST STEP

Relating how her interest in property investing all began, Sen said, "I was in college when I first considered investing. Reading Robert Kiyosaki's "Rich Dad, Poor Dad" was an eye-opener for me as I realised the importance of financial independence and building wealth through real estate investing".

“An expert or a mentor will take you to your goal quickly and with fewer pitfalls.”



It changed my mindset to start focusing on cash flow investment rather than the typical buy, wait and pray strategy. And after some research, I uncovered that property is the safest form of investment and the best leverage as you can passively invest and watch your money grow.

"One of the book's key takeaway message was that in order to improve one's business and financial aptitude, one has to increase his/her financial intelligence - and that was exactly what I did," she added.

To equip herself with the know-hows and the fundamentals of real estate investing, she began to attend numerous property talk and seminars in 2012. Among the notable ones was a Freeman's course, "Property Investment with No Money Down" by Michael Tan which taught her the essentials of sub-sale investment and how to get tenants to pay for your monthly mortgage repayments.

The second one was the Buy and Sell seminar by Rachel Lim, the founder of CORE Investors; which taught Sen how to carry out research how to master negotiation skills in order to reap profits.

THE GUIDING HAND OF MENTORS

"I have seen many investors who plunge headfirst into investing without really understanding what their financial capabilities are and how to manage a healthy cash flow, thus they either fail to secure tenants or encounter problems in servicing their loan," revealed Sen.

She figured from the beginning that learning from the experts in the industry is the best way for her to succeed in property investing. Sen believes that an expert or a mentor will take you to your goal quickly and with fewer pitfalls. Besides that, they can provide insights that are rare and teach through example.

That is why Sen chose to learn from the experts as their step by step guidance is the sure shot way for her to advance from a novice investor. "Michael and Rachel taught me the ropes on how to manoeuvre through the ups and downs of property investment," shared Sen.

ACTION PLAN

Sen began to scout around for her first piece of property in 2013. Describing her approach, Sen said, "Using Michael's and Rachel's frameworks, I went on to research the Kuala Lumpur property market and studied new launches. Her mathematical knowledge comes in handy when calculating the required monthly cash flow, potential rental yields and reserve cash needed before investing.

"My mantra when investing is to use little cash upfront while leveraging on loan financing. I put down RM10,000 for my first piece of property, a condominium in Setapak and managed to flip it 3 months later at an RM90,000 profit," said Sen.

In the following months, Sen continued to search for good sub-sale properties that suited her investment portfolio. She balances her property portfolio with 60% sub-sale rented properties that are highly liquid and 40% of new launches that has high capital appreciation opportunities.

Her investment strategy was to focus on no money down properties and to pool all of these together for a rental yield at least 7-8% per annum.

"Each time when I purchase a property, without fail, I will carry out my due diligence and take down all the necessary details before hand. Everything from carrying on a background search on sellers' profiles and land title search to checking my CCRIS, said Sen.

5 STEPS PROPERTY REVIEW

1. Review the surrounding for **amenities** and road connectivity.
2. Understand the **rental** and sub-sale market
3. Research the area and building -
Talk to agents/developers and residents.
4. Check if there is any **future development/** transportation plan in the surrounding and determine its effects, if any.
5. Review the property deal to find out whether there is a good package for a new launch or if there is a **negotiation opportunity** with the owners if it is a sub-sale.

CHALLENGES

The single biggest challenge for Sen is to execute the exit strategy, as when her property portfolio grows in size, it gets difficult to coordinate all of her investments and juggle between sourcing for tenants and securing buyers. Also, as all of her investments were based on the minimum cash down fundamental, she has to consider all angles before making the final call and the main one being ensuring that her prior investments will cover for her future properties' monthly instalments.

“ Each time when I purchase a property, without fail, I will carry out my due diligence and take down all the necessary details before hand. ”

MAKING A DIFFERENCE

Having cut her teeth with some of the industry's experts and being taught by some of the best, Sen is to be a property mentor herself. Currently involved in property management and education, she is a director at Community of Real Estate Investors (CORE). Established by full-time property investors, the company carries out property seminars and financial education sessions. Her goal is to reach out to as many people as possible on the benefits of property investment.

As she puts it, "Investing is about creating opportunities, giving your children the opportunity to attend the college of their choice; enjoying the opportunity to see the world with a loved one; or chasing that dream of launching your own business."

5 TIPS

1. Read and learn from experts.
2. Get into the right environment.
3. Life education is highest form of leverage.
4. Develop the right mindset
5. Always give back to society



AIR BNB: CHANGING THE WAY FOR TRAVELLERS

Andrew Tan, property manager extraordinaire tell us why AirBnB should be the way to go for property investors looking to rent out their units.

- REENA KAUR BHATT



Andrew Tan
Founder of Luxury Boutique
Accommodation

Air Bnb is basically a website for people to list, find and rent lodging. It has over 1,500,000 listings in 34,000 cities and 190 countries. Hailed as the world's largest community-driven hospitality company, AirBnb is taking the hospitality world by a storm. The brand has now reached the shores of Malaysia where it is fast gaining acceleration as the go-to site for accommodation seekers, be it travellers, business professionals or holidaying families.

GETTING STARTED

We had the chance to speak to Andrew Tan, Founder of Luxury Boutique Accommodation who spoke about

the AirBnb business. He was one of the pioneers who started listing Malaysian properties on AirBnb, following a proposition from a contact in AirBnb Singapore. Starting with a listing of 10 properties in November 2014, Andrew soon realised that he had struck a gold mine as the revenue obtained from AirBnb rentals were 30% more than what he was obtaining previously from long-term tenants.

He cited an example using one of his apartments which fetches a monthly rental tag of RM3,000. Andrew says that he if he were to rent it on AirbnB, he obtains RM300 per night. At 90% occupancy, which is achievable for units in prime locations, he would make about RM8,000 a month. Even at the most prudent estimation, which is at a 50% occupancy rate; Andrew can obtain a monthly income of RM4,500, an amount which clearly surpasses the conventional rental model. Explaining on how it works, he said that property owners can list their properties free of charge on the website and only have to pay a service fee of 3% upon confirmation of a reservation.

'STAYCATION' IS THE NEW BLACK

Backing up AirBnb's huge potential in Malaysia, Andrew reveals that a new trend is picking up among locals - 'staycation', short for stay-at-home-vacation, which is a cheaper alternative to travelling abroad. Instead of spending money on expensive airline tickets and hotel stays, many Malaysians are opting

to spend their holidays or even weekends in serviced residences in city centres and popular locations locally instead.

There, they get to relax and enjoy the in-house facilities such as the pool and gym, go on shopping excursions or explore nearby attractions. Also, the convenience of having a kitchen and space for the whole family is especially appealing to locals.

To top it all off, there is the cheaper price tag. For instance, Andrew commented that a family of 4 could rent a 2-bedroom serviced residence at 1,000 sq ft in the KLCC area for RM450 per night. This is in comparison to a hotel room in the same location, where 2-bedrooms (approximately 400 sq ft each) would cost roughly RM1,000 per night.

MORE THAN JUST A PLACE TO STAY: THE HUMAN CONNECTION

Further championing AirBnB's winning qualities, Andrew explains that its business model is unique in terms of human connection and valuable experiences.

According to Andrew, this added edge is what drives more people to pick Air BnB over traditional tourism accommodations. These days, millennials particularly are looking for more meaningful experiences. Air BnB, which offers accommodation and the companionship of the host makes it especially alluring to foreign travellers and out-towners.

The landlords stand to gain too, with long-life friends friendships or new business opportunities. For Andrew, Air BnB is a fantastic way of meeting

interesting people from around the world while also generating some cash flow. One time, he facilitated a business deal worth RM1.7 million between a friend of his and a businessman from Taiwan, whom he was hosting.

SOMETHING HAS GOT TO GIVE

Andrew admits that there is more work involved in being an Air BnB host. Landlords has to handle cleaning/housekeeping services, checking in/out of guests as well as maintenance of fixtures and fittings. He added, "You will have to invest more time and energy in managing the needs of the tenants from the moment they make a booking up until the moment they check-out."

On the challenges that might crop up, Andrew said that he has encountered a credit card fraud. Another common problem is the duplication of keys by unsavoury tenants, who intend to stay illicitly in said residences when it is empty.

However, Andrew feels that as long as you are on top of your game and run your Air BnB business constructively, the benefits of Air BnB far outweighs any of the drawbacks suffered. His expanding portfolio is a testament to this as Andrew currently has 58 properties listed on Air BnB.

CONCLUSION

In encouraging property investors to climb aboard the Air BnB train, Andrew said, "Not only will you obtain a higher cash-flow, but you will have the flexibility to owner-occupy from time to time. To all the traditional landlords on the lookout for a tenant, Air BnB might just be your solution." 📍



VACATION RENTALS AND THE AGE OF TECHNOLOGY: HOW ANYONE CAN MAKE MONEY IN THE PROPERTY MARKET

IKHRAM MERICAN talks about how AirBnB would change the way travellers looked for accommodation and how it could transform the property market.

In 2014, I picked up on AirBnB, a website that aggregates short-term accommodation, or vacation rentals, for travelers across nearly every country in the world. It was, to me, a game-changer - it would change the way travellers looked for accommodation and it would transform the property market.

In that same year, AirBnB surpassed Hilton Hotel in terms of number of nights booked and its \$10 billion valuation made it worth more than the Wyndham or Hyatt groups. A fantastic accomplishment considering the fact that AirBnB did not own any of the properties listed.

AirBnB continues to grow and evolve. Many other websites have also entered the fray or have been doing this on a smaller scale before AirBnB came and swept the market off its feet. These websites include:

- Holiday Lettings (by Trip Advisor)
- Flipkey (by Trip Advisor)
- HomeAway
- Roomorama
- Bookings.com

If you are a landlord or property investor, the vacation rental segment is something you will want to pay serious attention to. It offers potential for above average returns and a new form of revenue generation.

But first, allow me to introduce a concept that breaks from norm.

ASSET OWNERSHIP IS NO LONGER IMPORTANT

That's right. The idea that you must own property to benefit from it no longer holds water. In fact, in this age of technology, the ability to aggregate useful services and deliver them efficiently to the market is far more valuable.

Consider this;

- Facebook is the largest content provider in the world but it does not own or produce any of the content;
- Uber is the largest taxi service provider in the world

but does not own the cars in its fleet;

- Google became one of the largest corporations in the world by simply aggregating information it did not own; and
- AirBnB is bigger than Wyndham and Hyatt but does not own the properties for rent.

The list goes on.

Relating this idea to you, do you know that in many cases it makes more sense to rent a property for your own stay and buy properties that you can rent out?

For example, you could buy a semi-d in Mutiara Damansara with a monthly installment of circa RM17,000 or rent a beautiful bungalow in Damansara Heights for RM10,000.

The potential saving of RM7,000 from this switch can be used to purchase 2 high-yield properties worth about RM600,000 each. But since you won't actually be paying the monthly installments on the properties (*your tenants are doing that for you*), you still have additional savings of RM7,000 every month. This can again be used as security to purchase more high-yield properties.

There is a new breed of young uber rich individuals who find that ownership of assets are a thing of the past and not necessary in wealth creation.

THE AIRBNB GAME CHANGER

When you invest in a property to rent out, you will be looking for a relatively small pool of tenants in a very competitive market space. It is a buyers' market now. Choices are abundant and landlords are finding it difficult to maintain good rental yields.

Enter the vacation rental market.

Imagine moving out of this highly competitive sphere and into the growing tourism market. In 2014, Malaysia recorded 27.4 million tourist arrivals, which represents

a 5.7% y-o-y growth over the last 10 years. That's an average 75,000 tourists everyday with only 39,000 hotel rooms in all of Malaysia. Malaysia has a generally healthy hotel occupancy rate of 70%. Occupancy for luxury condominiums is 62%.

Malaysia ranks very high on many counts as a tourism destination. Not enough is being done to promote it so there is still a long way to go in terms of growing the tourism market. This is good news though. The tourism segment is a growth area. You can tap into this segment today, via sites like AirBnB.

Instead of renting out on a yearly lease, you set a daily rate, list on one of the vacation rental sites, and promote your property to travellers. In many cases, an occupancy of 65% is enough for breakeven on cash-flow.

In fact, the returns can be so good that a whole new way of generating returns has spawned.

DON'T OWN AN INVESTMENT PROPERTY? NO WORRIES.

Last year the loan rejection rate was somewhere around the 50% mark. A huge number of people would like to enter the property investment market but are unable to secure a loan.

On the vacation rental platform that is not a problem. You could rent a suitable property from a landlord, and negotiate with him or her to allow you to sub-let. You can then list it in the multiple vacation rental sites and profit.

In the US, some individuals are generating 5-figure incomes on this model. I personally know of a few who are making more money than their landlords! Of course, I am ignoring the capital appreciation potential but hey, cash-flow is king. Potential capital appreciation is only realized upon a sale. Until then, it is just potential. You may own investment properties that you can make available in the vacation rental market. However, you could expand faster by simply acquiring more properties by way of lease. So, the vacation rental market via sites like AirBnB allow anyone to enter the property market.

HOW DO YOU START?

Not all properties are good candidates for vacation rentals. I have a method for scoring different properties to see what will do well and what will not.

However, as a general rule of thumb, properties that do well on the vacation rental model, have the following characteristics:

1. In the city center or close to tourist attractions
2. Within 600 meters of public transportation nodes
3. Within walking distance of a good malls, amenities, restaurants, and entertainment
4. Service apartment or apartment with commercial title

The last characteristic is very important. Many residential condominiums in sub-urban areas are averse to short-term leases. There is usually some clause in the house rules that try to prevent landlords from doing vacation rentals.

It is understandable, as families may not like the idea of having strange and different people checking-in and out frequently next-door. Therefore, it is essential that the property is either a service apartment or apartment with commercial title, or landed.

If your property approximates all the characteristics above, you could have something that would do very well on the vacation rental market. Renting out a property on very short-term basis is time consuming and hands-on. Many guests who will book your apartment will expect quick response to their problems and you may have to go to the apartment in the middle of the night to fix a problem.

If you cannot afford to be hands-on, you can team up with someone else who can.

A FINAL WORD

The vacation rental market is big and lucrative. It leverages the tourism industry and has the potential to complement the sector.

The right property on vacation rental with a good host can be very profitable and in the long run provide better yield than long-term tenancies. However, it is hands-on and customer service is of utmost importance. Patience when dealing with guests and their requests is also vital.

Not everyone is successful with vacation rentals and like anything else, perseverance is essential. Having said that, the potential for high yields in this segment is good. 📍



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NEGERI SEMBILAN

The property market in Negeri Sembilan continued to firm up in 2014. The review period registered 23,257 transactions with a total value of RM6.79 billion, up by 5.6% and 25.2% respectively, against 2013. The residential property remained the leading sub-sector, contributing 71% of overall market share. Agricultural and commercial sub-sectors were the next leading contributor, each with respective market share of 14.6% and 8.3%.

Market activity across all sub-sectors recorded mixed movements. Industrial and residential sub-sectors increased by 19.0% and 13.0% respectively, while the other sub-sectors registered otherwise, preceded by commercial (-13.8%), agricultural (-11.2%) and development land (-4.0%). In terms of value, residential and commercial sub-sectors depicted increment, up by 67.9% and 6.8%. Conversely, development land, agricultural and industrial contracted by 16.3%, 7.6% and 6.2% respectively.

Price movements of residential varied during the review period. Development of Universiti Teknologi MARA (Seremban 3 branch) has pushed up the prices of single storey terraces in neighbouring area. Comprehensive development in Seremban 2 complete with shopping complexes contributed to the capital gains for double storey houses in S2 Heights, up by

17.4%. As at Q4 2014, the All House Price Index for the state stood at 190.3 points, up from 179.1 points in Q4 2013. The residential rental market was generally stable with increases recorded in established schemes. The primary market saw more new launches as the number increased significantly to 3,607 units, up by 82.8% against 2013 (1,973 units). The market response was quite encouraging, with an overall sales performance of 55.0%. Two to three storey terraced houses formed the bulk of these new units, accounting for 63.1% (2,277 units) of the total.

The residential overhang and unsold situation in the state improved. The overhang numbers reduced to 932 units worth RM207.53 million, down by 51.3% in volume and 21.7% in value compared to 2013. On similar note, the unsold under construction dropped to 1,119 units, down by 24.9% whilst the unsold not constructed dropped to 113 units, down by almost one fold.

The construction sector showed mixed movements. Residential sub-sector recorded more completions, starts and new planned supply, up by 7.1%, 21.3% and 50.4% respectively.

(Source: Property Market Report 2014, Valuation and Property Services Department, Ministry of Finance Malaysia)

TRANSACTION PRICES IN SEREMBAN SENTRAL

The recorded transaction prices of selected schemes within Seremban Sentral is listed below:-

SINGLE STOREY TERRACED HOUSES

SCHEMES	LAND AREAS	YEAR	MIN (RM)	MAX (RM)	COUNT
Taman Ampangan	1,200 sf	2010	45,000	145,000	15
		2011	58,000	110,000	9
		2012	50,000	135,000	16
		2013	55,000	160,000	14
		2014	35,000	120,000	10
		2015	22,500	138,000	8
Taman Ampangan Jaya	1,755 sf	2010	67,500	172,000	5
		2011	65,000	172,800	5
		2012	75,000	75,000	1
		2013	80,000	90,000	2
		2014	80,000	130,000	5
		2015	80,000	80,000	1
Taman Bidara	1,098 - 1,195 sf	2010	68,000	80,000	3
		2011	60,000	81,000	6
		2012	70,000	110,000	10
		2013	52,000	110,000	14
		2014	90,000	170,000	4
		2015	55,000	165,000	9
Taman Desa Orkid (Ampangan)	1,080 sf	2010	85,000	90,500	2
		2011	52,650	100,000	4
		2012	50,000	120,000	3
		2013	105,000	105,000	1
		2014	120,000	120,000	1
		2015	103,000	134,000	5
Taman Desa Temiang	1,540 sf	2010	78,000	120,000	6
		2011	92,000	120,000	2
		2012	60,000	98,000	6
		2013	56,700	140,000	9
		2014	60,000	93,000	6
		2015	98,000	165,000	5
Taman Dusun Nyior	1,200 sf	2010	27,000	69,000	6
		2011	35,000	75,000	6
		2012	80,000	80,000	2
		2013	65,000	69,000	2
		2014	20,000	80,000	7
		2015	75,000	138,000	3
Taman Jayamas I	1,200 sf	2010	30,000	55,000	2
		2011	34,000	50,000	3
		2012	38,000	58,000	7
		2013	30,000	30,000	1
		2014	50,000	175,000	3
		2015	34,000	120,000	3
Taman Megaway	1,650 sf	2010	60,000	90,000	9
		2011	60,000	125,000	2
		2012	95,000	100,000	3
		2013	60,000	60,000	1
		2014	90,000	90,000	1
		2015	120,000	156,000	4
Taman Nyior	1,100 sf	2010	45,000	65,000	3
		2011	42,000	100,000	5
		2012	60,000	90,000	5
		2013	49,000	75,000	11
		2014	25,000	105,000	11
		2015	100,000	125,000	2

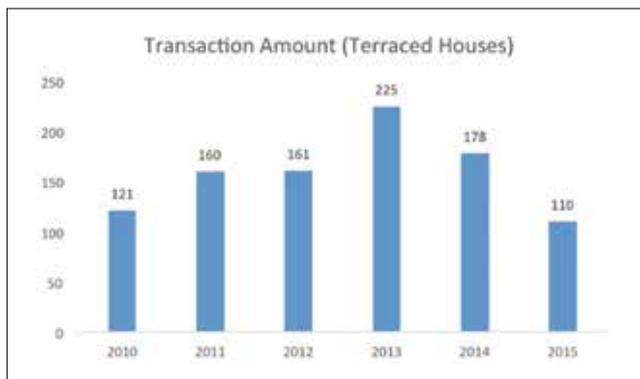
Taman Oakland	1,200 sf	2011	83,000	90,000	2
		2012	90,000	125,000	5
		2013	92,000	135,000	4
		2014	115,000	180,000	8
		2015	150,000	165,000	3
Taman Permai I	1,200 sf	2010	78,000	78,000	1
		2011	75,000	110,000	4
		2012	90,000	110,000	6
		2013	115,000	128,000	2
		2014	80,000	105,000	2
	1,650 sf	2010	86,500	86,500	1
		2011	95,000	125,000	2
		2012	75,000	135,000	4
		2013	100,000	150,000	8
		2014	135,000	175,000	2
Taman Permai II	1,200 sf	2010	48,000	130,000	8
		2011	50,000	95,000	15
		2012	75,000	120,000	11
		2013	70,000	130,000	16
		2014	55,000	155,000	20
Taman Permai III	1,200 sf	2010	60,000	95,000	11
		2011	88,000	103,000	6
		2012	67,500	120,000	15
		2013	42,500	133,000	10
		2014	80,000	165,000	9
	1,650 sf	2010	110,000	145,000	2
		2011	96,000	120,000	4
		2012	92,000	130,000	4
		2013	85,000	120,000	3
		2014	130,000	130,000	1
Taman Permai Impiana	1,300 sf	2010	150,000	210,000	2
		2011	160,000	175,000	3
		2010	120,000	120,000	1
		2011	130,000	150,000	2
		2012	107,000	140,000	3
Taman Temiang Jaya	1,755 sf	2013	120,000	161,780	9
		2014	120,000	200,000	10
		2015	140,000	155,000	3
		2010	80,000	130,000	5
		2011	70,000	100,000	6
Taman Bukit Berlian (Anggerik)	1,765 sf	2012	70,000	120,000	10
		2013	40,000	125,000	7
		2014	65,000	150,000	5
		2015	100,000	120,000	2
		2011	55,000	110,000	6
2012	130,000	130,000	1		
2013	78,000	152,000	5		
2014	68,000	135,000	8		
2015	145,000	150,000	2		

Source: Oregeon Property Consultancy Research Team

DOUBLE STOREY TERRACED HOUSES

SCHEMES	LAND AREAS	YEAR	MIN (RM)	MAX (RM)	COUNT
Tmn Bidara	1,200 sf	2010	95,000	135,000	5
		2011	110,000	197,000	8
		2012	120,000	183,800	5
		2013	113,000	205,000	17
		2014	110,000	205,000	7
		2015	150,000	245,000	5
Tmn Desa Saga	1,540 sf	2010	211,500	211,500	1
		2011	235,000	235,000	1
		2012	245,000	320,000	2
		2013	330,000	390,000	11
		2014	345,000	435,000	5
		2015	222,000	435,000	2
Tmn Dusun Setia	840 sf	2010	36,000	85,000	17
		2011	30,000	80,000	15
		2012	36,000	88,000	18
		2013	37,260	90,000	18
		2014	40,000	130,000	19
		2015	20,000	160,000	13
Tmn Jayamas I	1,765 sf	2010	110,000	140,000	3
		2011	135,000	160,000	3
		2012	118,000	170,000	4
		2013	100,000	225,000	8
		2014	130,000	250,000	6
		2015	145,000	265,000	2
Tmn Oakland	1,200 sf	2010	160,000	188,000	5
		2011	125,000	225,000	3
		2012	120,000	230,000	6
		2013	180,000	350,000	12
		2014	107,000	327,500	10
		2015	260,000	260,000	1
Tmn Sri Pinang (Labu)	1,300 sf	2010	205,000	215,000	6
		2011	205,000	230,000	33
		2012	230,000	260,000	11
		2013	250,000	300,000	36
		2014	280,000	325,000	5
		2015	180,000	352,000	2
Tmn Sri Pulai	1,400 sf	2010	112,000	112,000	2
		2011	130,000	180,000	8
		2012	145,000	148,000	4
		2013	170,000	253,000	6
Tmn Zaiton Indah	1,540 sf	2014	365,000	398,000	12
		2015	365,000	415,000	9

Source: Oregeon Property Consultancy Research Team



Source: Oregeon Property Consultancy Research Team



The transacted prices for residential and commercial properties in Seremban Sentral have shown a sign of inconsistency through-out the years. This is mainly due to the existing aged properties going through various kind of renovation, refurbishment and various level of maintenance causing the inconsistency despite being the similar type of property. It is noted that terraced houses recorded the most active transaction activity, however the transaction activity dropped from 225 units in 2013 to 178 units in 2014 and 110 units in 2015, respectively. Transaction activity for other types of dwellings are too limited that transaction trend can hardly be analysed.

On the other hand, transaction activity for shop houses as well showed a decreasing trend from 2011 towards 2015, with a drop of approximately 80%. The similar situation occurred not only in Seremban but also at other areas in Klang Valley. This is possibly due to the change of lifestyle and preference of the people tilting towards new properties with new features and design as they are more concern on the safety and living quality, thus eliminating the aged properties gradually.

ON-GOING PROJECTS

Some of the notable on-going developments in Seremban Sentral are as follows:-

Project	Developer	Type
Oasis Business Centre	GCPG	27 units of 3 and 4 storey shop lots
Menara MAINS	Majlis Agama Islam Negeri Sembilan (MAINS)	13-storey office block
Taman Suria @ Seremban	Evergreen Champion Sdn. Bhd	11 units of 2-storey terraced house
Lake Garden Villa Seremban	Intelligent Response Sdn. Bhd.	12 units of semi-detached house
Bukit Belimbing Perdana Phase 2	Sani-Map Development Sdn. Bhd.	1 unit of bungalow, 4 units of semi-detached house, 22 units of 2.5-storey terraced house and 10 units of 2-storey terraced house
Taman Zaiton Indah	Tetuan Raya Baiduri Sdn. Bhd.	56 units of 2-storey terraced house, 35 units of 2.5-storey terraced house and 2 units of 2-storey bungalow
Era Walk	Kasuka Sdn. Bhd.	Commercial centre comprising: i) 7 lots of 3-storey shop-office ii) 2 lots of 5-storey shop-office iii) 1 middle lot consist of 3-storey shops and 2 storey offices
The Hills Residences	Billion Edge Sdn. Bhd.	40 units of 2.5-storey semi-detached house and 38 units of 3-storey terraced house
Seremban Centre Point Mall	Consistent Harvest Sdn Bhd	Refurbish and upgrade
Chemara Hills	Sime Darby Chemara Sdn Bhd	167 units 2-storey terraced house and 22 units 3-storey bungalow

Source: Oregeon Property Consultancy Research Team



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



INTER-FLOOR LEAKAGE – A STRATA LIVING NIGHTMARE (PART 2)

Following part 1 of this article that was published in the March issue, the HBA has been inundated with numerous emails and calls seeking for avenues and possible remedies to the problem of a water leakage. We have been inspired to write this in furtherance to identify the remedies and rectification methods. We had to do some research and source for some practical applications.

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

Building technology has progressed over the years and we can build high-rise buildings that can withstand earthquakes with seismic engineering, be fire-resistant with comprehensive fire prevention measures and green buildings with energy and water-efficient measures. Sadly, however, we do not have any provisions in building codes to look into an issue that bothers many building owners and occupants - a water leakage.

We chanced upon a professional leakage detection contractor who has numerous credentials over and above his 15-year experience, namely, as a mold remediation contractor and an infrared thermographic inspector. He is certified in both of these. He is known as a professional in concrete repair and rehabilitation and is licensed in waterproofing applicator. He teaches Building Survey students in University Malaya and uses all types of non-destructive instruments and testing methods to detect leakages in buildings, ie, infrared thermographic inspection, endoscopic inspection, ultrasonic inspection, pressure gauge testing kits, ASTM flood test, etc.

Having interviewed him with HBA's team of intellectuals, he seems to have answers with practical solutions. The following are excerpts of his recommendations, although these are not exhaustive. Dampness and Investigation

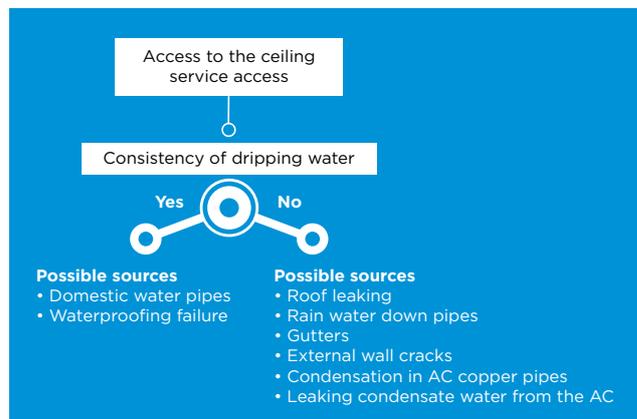
In many leakages, when a plumber is invited, he will tell you that the plumbing system has failed. If you invite a waterproofing contractor, he will tell you that the waterproofing membrane has failed. In some worst-case scenarios, these contractors would make wild guesses and start hacking to detect the leak. Hacking, if not done slowly and carefully, can cause vibration and breakage to the concealed pipes and waterproofing membranes.

As a result, the findings can be distorted by the hacking itself. Contrary to the conventional methods, non-destructive testing and inspection techniques are based on science and there are a number of widely accepted standards.

Indeed, leakages are the consequences of defects; they are not the cause of defects. Thus, leak detection requires understanding of the decaying mechanism of the multiple building components that transport and discharge the water in the buildings. In the event of an inter-floor leakage, one needs to investigate

the possible cause/s of the leak by interviewing the occupants and carrying out an inspection accordingly.

INVESTIGATING THE SOURCE OF A LEAK



RECTIFICATION METHODS

Upon inspection by experienced contractors, defects in roofing, gutters, pipes and building parts which are exposed can be easily identified. However, in the case where pipes and source/s of the leakage are concealed within concrete structures, experience and non-invasive inspection tools are critical.

For leaks where the source is not so easily identifiable, invasion inspection which involves hacking and demolition is unavoidable. Experienced contractors should try to make a reasonable hypothesis and conduct tests with the least cost and disturbance to the occupants in the relevant buildings.

ROOF

Rectification of leaky roofs is pretty straightforward. The contractor must identify cracked and misaligned roof tiles and restore them to good order. In addition, they must ensure that the timber roof support is not rotten as a result of a leak or attack by termites. Should rotten timbers be found, they should be replaced with additional reinforcement like new vertical or diagonal support.

PIPES

Leaky domestic pipes can be identified systematically with a pressure gauge test. If the spot is identified, we can either seal the area with epoxy compound or tighten the leaking portion with rubber as a short-term measure. The long-term solution is a thorough replacement of leaking pipes and fittings with Sirim-accredited material.

CRACKED BUILDING STRUCTURE

Cracks on a building structure, which includes the roof top, wall and base, are caused by settlement and thermal shock. Thus, the cracks may move and enlarge over time, subject to settlement and weather

conditions. In order to seal cracks effectively, we must cut the crack into a “V” shape and fill it up with elastic sealant which can cater to minor movements in the future.

For powdery surfaces with chipping cement caused by water seepage, an adhesion promoting sealer must be applied. Smoothened the same with new cement, allow sufficient curing (seven days) before applying a coat of weatherproof finish. However, eliminating the source/s of the leak and re-waterproofing is vital to prevent further deterioration to the wall.

WATERPROOFING

Perhaps the most complicated rectification of a leakage is one caused by waterproofing membrane failure. This is due to inferior workmanship and non-elastic materials that cannot cater for the building settlement and concrete shrinkage. Inspection of waterproofing failure should start with the pipes and building structure, which include the rooftop, wall and base.

If all measures to inspect other factors have been taken, we can conclude that waterproofing failure is the cause of the leak. Efflorescence with water dripping slowly is some evidence of waterproofing failure. This can be found at crack lines and cavities are found. Besides, cavities also appear along the edges of the ceiling and in areas where sewerage pipes penetrate the concrete ceilings.

This information deals with complex matters and may not apply to a particular situation. This information should not be relied on as a substitute for specialised professional advice.

CONCLUSION

The developers’ warranty against leaks and building defects is limited to the short defect liability period of 18 to 24 months. It does not tally with the 10-year warranty offered by the original waterproofing applicators practiced in the industry.





Some wayward developers compromise the construction quality for more profits, believing they can get away with it. Thus, a collateral warranty which transfers the warranty against leaking (meaning – corresponding warranty against leakage) should be in place for the benefit of house buyers. Perhaps, it is about time the Housing Ministry implemented new laws that make it mandatory for house buyers to “inherit” the warranties from the manufacturers.

So, instead of suing developers under the latent defects law (which is costly and time-consuming in the court of law), those warranties by manufacturers should be assigned to the house buyers.

Water leakage is not rocket science. It can be solved professionally and amicably if there is cooperation from all parties involved.

In the event the building managers or service engineers do not possess the relevant competency, for instance, structural defects or cracked lines, consulting engineers with the relevant expertise and experience in the best interest of the occupants would be ideal. 📍

Note: Universiti Malaya's Department of Building Surveying lecturer Dr Mohamed Rizal Baharum and an expert in leakage work, Kuan You Wai, contributed to this article.



NATIONAL HOUSE BUYERS ASSOCIATION [HBA]

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Striving for House Buyers Rights and Interest

YOU, QI AND THE SEA

There are other elements that also come into play when choosing a seafront property, and the sea itself cannot be a determining factor.



There's something relaxing and dreamy about owning a seafront property. The chance to retreat from the hectic city life and enjoy the sights and sounds of the beach is a very attractive prospect. The presence of a large body of water is also often seen as a highly positive Feng Shui element. However, there are other elements that also come into play, and the sea itself cannot be a determining factor when choosing a seafront property.

When selecting a seafront property, keep in mind that water is the Yang counterpart of the Yin mountain. These two must exist in a harmonious configuration for the Qi in the area to be beneficial to you. Therefore, having your seafront property face an open ocean

is not necessarily good. This is because without an island, mountain or body of land facing your property, any Qi in the area will quickly be dispersed. Look for property that faces an island, or that is at one end of a bay facing the other end. You'll still be able to enjoy a great view, while retaining the Qi in the environment.

If your seafront property is facing the sea, it is best for it to be located in a bay where the sea is gentle and calm. Having your property in an area with crashing waves means the wind is too strong and the Qi in the environment is easily dispersed. Crashing waves and rocky beaches can also be very noisy, especially in high tide. In some locations the sound can be irritating enough to be disruptive and is considered Sound Sha.

It is also important to keep in mind that not necessarily all seafront property faces the sea. Find out where the main façade of the property is. It is not always where the main door is. Some properties have the main door face inland for easier access to the roads, while the main façade faces the sea. Some however have both the main door and the main façade face inland, while the sea is in the “backyard”. Take note of these locations, since they can affect the Feng Shui of the property differently.

Having water in front of the house is considered a “Yang feature” and is ideal, though as mentioned above, facing open water is not advisable. If your main façade faces inland, the sea would be considered to be at the back of the property. Here, the property is said to be disharmonious due to the Yin (mountain) and Yang (water) being out of place, and fights over money may occur since water governs wealth and career aspects of the house. However, like with water in front, if it is not the open sea and there is a mountain or island beyond the water, the location is considered all right.

In Asia, most seafronts have Yin elements located nearby, such as cliffs, mountains and hills. These help balance out the Yang of the water. However, how do you determine the suitability of a seafront property’s Feng Shui if it is located on a beach where the inland is flat? A great example would be the Burj Al-Arab hotel in Dubai, the third tallest hotel in the world and located by Dubai’s seafront on a man-made island.

According to classical Feng Shui principles, when the land is completely flat (Yang), the tallest structure in the area serves as the mountain (Yin), drawing in all the Qi of the area. However, attracting Qi is not enough, since it has to be locked in to benefit people. For Burj Al Arab, the Jumeirah Palm Beach Resort performs this duty, coming in from the left in the Green Dragon embrace. In front of the Burj is Wild Wadi Water Park, where the slightly higher terrain serves as a table mountain that prevents Qi from escaping through the front. There also happens to be a large fountain by the road that leads to the hotel: it serves as the water

feature in front of the Burj, and helps collect Qi. To complete these harmonic man-made formations, the road leading up to the Burj Al Arab follows a gentle meandering curve, avoiding the Sha Qi that would have been caused by a “sharp” straight road.

All these features come together to give the hotel some pretty good Feng Shui, helping balance out the less ideal feature of having its back to the open sea. Though very few can afford to create their own “mountains” and “waters”, by keeping an eye out on other structures on the seafront, you will be able to pinpoint some beneficial locations for a property. Should locating the right place be harder, consider your use of the property. If you plan to stay there long term you may want to look around further for a property with more favourable Feng Shui. However, if you only plan to use your seafront property as a holiday home, allowances can be made regarding some of the features since you won’t be continuously affected by unfavourable Qi. 📍



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NEGERI SEMBILAN'S NEW DIRECTION

Prospects for better economic growth in Negeri Sembilan are emerging due to new state policies and emerging transportation infrastructure. - CHAN AI CHENG



Negeri Sembilan has been thriving in recent years because of the population and economic growth in the state. The state has been a major beneficiary of this growth due to several factors, such as policymaking and enhanced accessibility.

According to media reports, the Yang di-Pertuan Besar Negeri Sembilan, Tuanku Muhriz Almarhum Tuanku Munawir said that he was proud of the rapid development taking place within various sectors of the state.

Although there were uncertainties in the economic landscape, the state government has managed to address it with the drawing of strategies and holistic comprehensive plans. The government has been planning a long-term development agenda for Negeri Sembilan.

The agenda would include the creation of a new growth area, called the Malaysia Vision Valley, which will commence in 2016, and rural development to ensure balanced development and overall modernisation of the state. These measures would make Negeri Sembilan a developed state by 2020.

Data from the Ministry of Finance's Valuation and Services Department Property Market Report 2014 appears to support the case of Negeri Sembilan's property market's improvement. 23,257 transactions with a total value of RM6.79bil were registered in 2014, translating to an increase of 5.6% and 25.2% respectively as compared to 2013.

Price movements of residential properties varied during the review period. The development of Universiti Teknologi MARA (Seremban 3 branch)

has pushed up the prices of single storey terraces in neighbouring areas. Comprehensive development in Seremban 2 complete with shopping complexes contributed to the capital gains for double storey houses in S2 Heights, up by 17.4%. As of Q4 2014, the All House Price Index for the state stood at 190.3 points, up from 179.1 points in Q4 2013.

It should be noted that there is a major development taking place in Negeri Sembilan. Bandar Sri Sendayan is a mega integrated development with a land area of 2,118 hectares comprising residential units, offices, retail components and education centres, as well as an industrial component. Sendayan Tech Valley has attracted more than 10 major multinational companies from industries such as automotive- and aviation-related industries.

Media reports indicated that Negeri Sembilan chief minister Datuk Seri Mohamad Hasan stated that the rising cost of living was burdening the people, so it had planned various initiatives to improve the situation in line with the agenda of 'Enriching the State, Prospering the People'.

He said that these initiatives included providing various forms of aid and creating opportunities for people to generate income for their families, besides increasing the state's revenue through foreign direct investment and domestic investment, as well as collecting royalty from its natural resources.

He added that the state government chose not to increase taxes but to raise revenue through other means, in the interest of the people and their welfare. On a separate note, the new housing policy for Negeri Sembilan, which increased the Bumiputera ownership quote to 50% from 30% previously, became effective in the middle of last year. The chief minister stated that the policy stipulates that 50% of every new housing project must consist of affordable houses.

Out of the 50% quota for affordable houses, 15% must be priced at RM80,000 and below, another 15% at RM250,000 and below, and 20% at RM400,000 and below.

Houses priced at RM80,000 and below must be in the form of landed residential units with sizes of not less than 20' x 60', and will not be given Bumiputera discounts.

Media reports had also indicated that a new train terminal will be constructed in Labu, which is near Seremban, to serve the proposed high-speed rail link (HSR) between Singapore and Kuala Lumpur.

The chief minister had said that the stop, to be built under the transit-oriented development concept, will be the only one serving the rail link in the state. Labu has been proposed as the sole stop for the high-speed rail link to both the transport ministry and the Land Public Transport Commission (SPAD), and both parties are agreeable to the proposal.

The state government had also suggested that another rail link is to be built from the proposed station to the KL International Airport.

On a separate occasion, KTMB president Datuk Sarbini Tijan had stated plans to revive the 39km Seremban-Port Dickson railway line, closed since 2008, including a possible cargo hub to serve Malaysia's southern regions. Part of the planning is that a southern inland cargo hub can be developed along the Port Dickson line corridor.

Thousands of tonnes of cargo and up to 100,000 people can be carried each day on the Seremban-Port Dickson railway when it is ready. The plan was to upgrade the line from a single track to a double system, giving it both a high freight and passenger potential. The line could serve Port Dickson's two refineries, and containers coming in from Indonesia. 📍



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- Certified International Property Specialist, NAR USA
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* For feedback on this article or any other comments, please email aicheng@skbrothers.com.

COMMERCIAL VALUATION FOR INVESTMENT

It is important to know how to assess the value of commercial properties in order to avoid losses and over-paying for commercial properties.

For those interested in investing in commercial properties in Malaysia and overseas, whether they are first time buyers or seasoned investors, one of the most important things to know is - how to determine the value of a commercial property. It is very crucial to know how commercial properties are valued in order to avoid losses and over-paying for commercial properties.

Residential and commercial valuation processes are very different. This is because a commercial property generates profits whereas a residential property is a dwelling.

Unlike residential properties, the valuation of commercial properties can be complicated. Hence, the valuation of commercial properties sometimes require specific valuers.

Commercial properties are generally larger and are built on more expensive land than residential properties. The reason why the commercial land is much more expensive in comparison to residential land is because there is limited commercial land in Malaysia. Developers who own agricultural or residential land and wishes to build commercial properties must first pay a premium to the relevant authorities for converting the said agricultural land or the said residential land to commercial land. The price of the premium is then transferred to the buyers of the commercial properties that is built on the converted commercial land.

As a valuer, I will be looking at the few factors below when assessing the value of a commercial property.

LOCATION

Location is still relatively important to determine a good commercial property investment. The location should be a crowd generating area, in other words, it offers a good visibility - clear and unobstructed view. There must be good accessibility to the commercial property i.e roads, railway, near to an MRT station, airport etc.

Good visibility and good accessibility both goes hand

in hand. For instance, a shop next to a main road or highway may have a good visibility. Notwithstanding the good visibility, if the passers-by have trouble of getting access to the shop, this will discourage crowd generation in the area. That is why many of the commercial properties that are situated next to main roads or highways having good visibility is less valued because there is no crowd as many cannot access to the location.

BLUE CHIP TENANT

Imagine that there are two commercial properties up for sale in the market, one of which is currently rented out to a bank, fetching a good rental yield with an unexpired tenancy of 5 years while the other commercial property remains vacant and not rented out.

If you are a property investor and you do not intend to use the premises for your business, you do not have to think twice to purchase the commercial property with the bank as a tenant.

The reason is simple, investors do not like commercial properties with high tenant turnover. Every time a tenant stop renting and move out of the building, investors will like you have to bear:-

- i. The costs of touching up and repair of the building for the next tenant;
- ii. The costs of maintenance of the commercial property;
- iii. The loss of rental during the period the commercial property remains vacant which could be for a period of up to 6 months or more.

A blue chip tenant is a tenant which upholds stable track records through economic ups and downs. Having a long unexpired tenancy and a blue chip tenant means that you are deemed to fetch the yield for at least 5 years despite the downturn of economy (if any).

RENTAL YIELD

I have mentioned the word rental yield a few times above. A rental is set as a basis of return to a landlord and also can be used as a method to determine whether

the commercial property is a good investment. The rental is checked against the market rental evidence to test if the rental fetched is a fair market rental. Certain units maybe rented out for a very high price i.e corner unit or it is situated in a particular row hence having higher crowd or visibility.

Valuers assessing the commercial property do not only use a simple comparison method in determining the value of the said commercial property. As mentioned in my previous article, the comparison method involves the valuer using the past sales transaction data in the area from JPPH (Jabatan Penilaian Dan Perkhidmatan Harta) to determine the value of the property.

For this particular unit, the rental will also be used by the valuer as a guide to calculate the value of the property. A decent commercial property usually fetch a yield of at least 6%. To calculate your yield, you may use this formula:

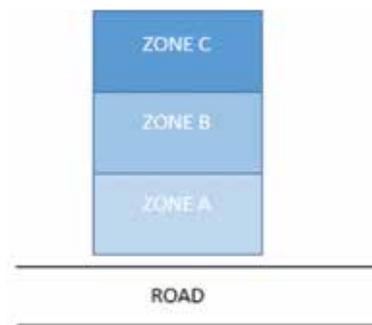
$$\frac{\text{(Rental of Ppty)}}{\text{(Purchase Price)}} \times 100$$

FRONTAGE

The frontage of the shop is relatively important as the signage, poster or advertisement that are displayed or attached at the front of the shop help to generates sales i.e attract customers to walk into the shop. Hence, there is a premium given for the shop frontage. In other words, the wider the frontage, the higher the value.

A valuer sometimes use the zoning method to calculate commercial shops such as corner units or shops with a wider frontage. Zoning happens when the commercial shop is divided into a few zones to calculate the value of the shop such as in the example displayed below. Zone A will be given a higher value in comparison to Zone B and Zone C because Zone A is the area where most of the sales products could easily be displayed and be converted into sales.

Zone B have higher value compared to Zone C because Zone C is the least accessible to walk in customers. As such, the units in Zone C would normally be used as a storeroom, office or kitchen.



PROFIT

Recently there has been a massive influx of budget hotels in town and many people have been asking me about the method of calculating the value of commercial properties. Since the hotel is a business generating property, the valuation of the commercial property may rely on the profit and loss of the business. When considering the potential of any hotel, the average room revenue is important as this contributes significantly on the profit. The average revenue of the hotel can be derived from the formula:

$$\text{Total rooms available} \times \text{Room occupancy rate} \times \text{Average achieved room rate}$$

The room occupancy rate is the percentage of the total rooms being occupied at one time. This percentage varies from hotel to hotel and may also depend on the seasons.

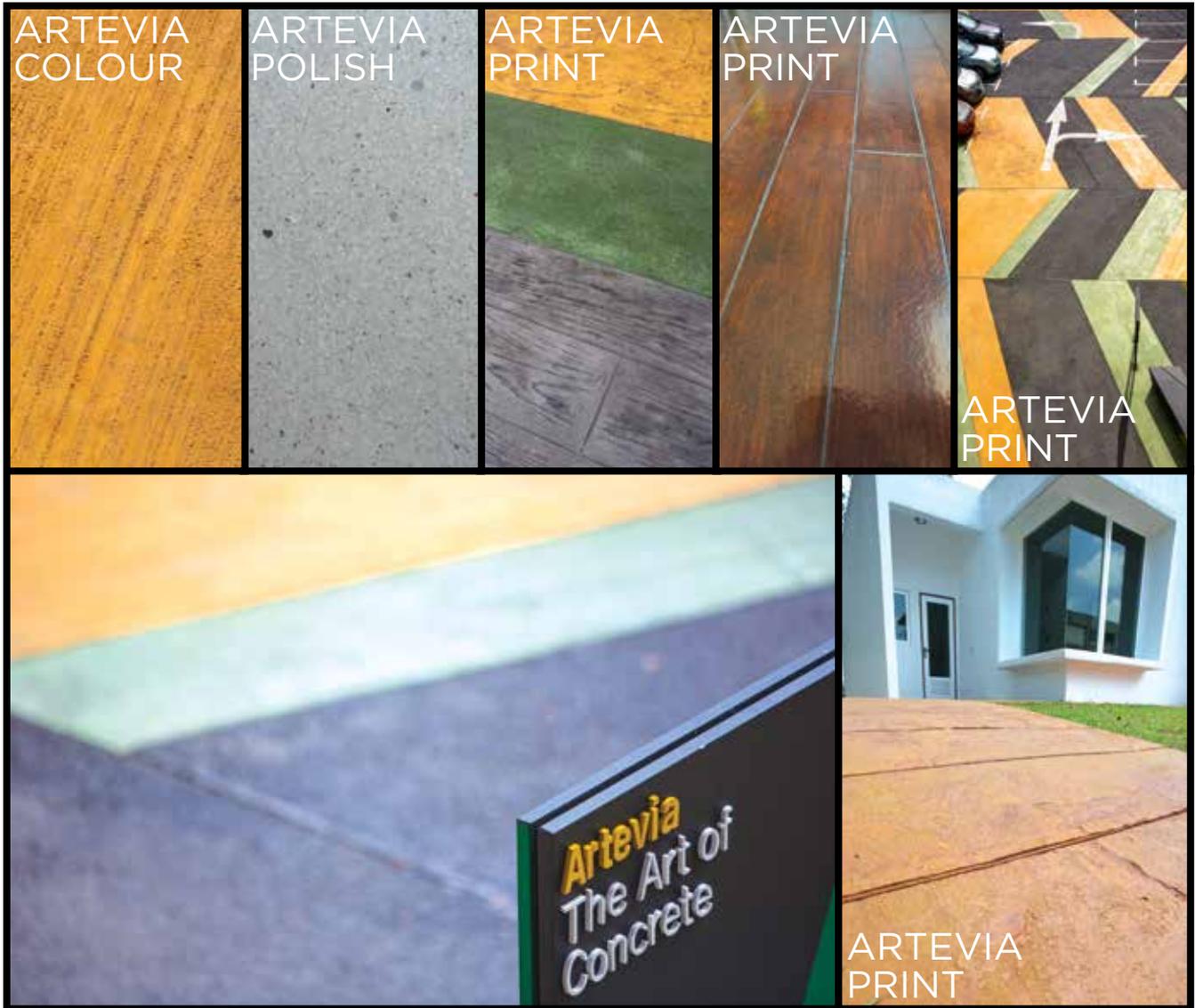
Besides the room revenue, the charges for the food and beverages, telephone bills and other services provided by the hotel should also be calculated into the revenue and any operating expenses should be deducted off the then derived net profit. Here a valuer will then capitalise the derived net profit to obtain the value of the property. The aforesaid method can also be used to calculate the value of the property for pubs and self-service laundries.

CONCLUSION

If you want to make an investment, you need to get a fair deal on the property that you are prepared to place an offer on. Otherwise, the commercial property that you paid for may not give you a decent return and you may suffer losses instead. 💡



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.



ARTEVIA - MORE BEAUTIFUL AND LONGER-LASTING FLOORS

Decorative concrete that can be used for flooring inside and outside your house.

Flooring is most probably one of the most important aspects of your property. As floors take the brunt of our everyday activities, they are usually the first surfaces to reflect wear and tear. As such, investing in the right material and design is imperative for guaranteed durability besides enhancing your home design.

Many homeowners crack their heads over the perfect fit- should they pick tiles, timber, linoleum or paver?

Even then, most are plagued with a host of problems after some time. These include cracked tiles, dirt trapped in between tile gaps, loose and soggy timber strips and scratched surfaces.

Understanding homeowners' needs for quality flooring that is beautiful and long lasting, Lafarge ProSolutions presents its innovative range, Artevia.

LAFARGE PRO SOLUTIONS

THE ART OF CONCRETE

Combining resilience with aesthetics, Artevia is a decorative concrete that offers beautiful designs and is longer lasting than other building materials such as tiles, timber and paver. Artevia concretes are mixed with different types of colours and stones to create uniquely patterned and textured flooring that are visually impressive.

Colour that stays

Unlike other flooring products, the colour in Artevia floors does not fade easily over time. As coloured pigment is homogeneously mixed during the concrete batching process, it guarantees that the concrete is coloured throughout. This is in comparison to the standard concrete, which uses the conventional imprinting method, where coloured powder is stamped only onto the surface. With Artevia, even if cracks or scratches do occur, the aesthetic value is retained as no unsightly grey will be seen.

Outstanding performance

In meeting flooring durability demands, Artevia exceeds expectations as it is a 2-in-1 structural and finishing product with UV protection. With a minimum thickness of 75 mm, it is considerably more durable than typical flooring options such as timber and tiles. In comparison, most tiles have a maximum thickness of only 5mm! Hence, Artevia is especially suitable for the outdoors as it will have no problem withstanding harsh weather elements and continuous friction.

Minimal maintenance

There are no gaps in between the concrete, ensuring easy cleaning and upkeep. Also, most owners face a dilemma whenever they plan to replace their tiles as most designs change regularly and thus go out of stock easily. With Artevia, homeowners are spared from this problem.

THE ARTEVIA FAMILY

Composed of rigorously selected aggregates, sand, cement and other materials, Artevia boasts a wide regional diversity and a broad range of characteristics. Artevia's exciting patterns and textures offer unrestricted creativity on any project. It can be moulded when fresh like any concrete, or pounded like stone when hardened to create new textures.

Artevia Print

An incredibly lifelike range of textured pavements, stone and natural effect finishes, Artevia Print is durable and low maintenance. With proper care, it stays as beautiful as the day it was set. A popular version is concrete with timber finishing.

Artevia Exposed

A robust and slip-resistant concrete, Artevia Exposed is ideal for the outdoors, from sidewalks and driveways to patios and pavements. The textured concrete has a gravelled or sandy look and is treated before it sets, giving it a unique look with its exposed aggregates.

Artevia Polish

This decorative concrete finish offers a touch of elegance to any project. With a smooth and rich appearance, it adds glamour and class to concrete, making it perfect for indoor flooring. Similar to the classic terrazzo, this polished surface is slip free as it boasts a matte finishing.

THE TOTAL PACKAGE

Lafarge goes beyond the supplying of the product; it also sees that the job gets done perfectly for its clients. Lafarge collaborates with professional applicators who guide their projects from the start to bring your ideas to life. These applicators are carefully selected and trained to ensure they benefit from Lafarge's extensive technical and commercial know-how and experience.

Different types of aggregates will be proposed to the client and they will be advised on which colours that will produce maximum contrast and superb display. Finishes could also be customised with options like wax, stencilled effects and decorative details.

The high level of quality demanded from Artevia, all the way from conception to completion, guarantees successful and long-lasting projects. In addition, Lafarge offers post-installation maintenance service to restore the colour and pattern of Artevia, should the need arise.

Are you looking for flooring that will keep pace with your daily life and add value to your property while simultaneously infusing your home with a touch of class? Look no further than Artevia.

Interested in Artevia? Visit Lafarge's Pro Builder Center in Puchong to find out more. [📍](#)

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- Zig Ziglar



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VILLA CRYSTAL (VILLA KRISTAL)

Property Type: Condominium
 Land Title: Residential
 Tenure: Freehold
 Built Up: 1,295 - 1,614 sq.ft.
 Land Area: 3.5 acres
 Total Units/Lots: 414
 Price per sq ft: RM505 - RM565
 Expected Date of Completion: July 2017
 Developer: Orando Holdings Sdn Bhd
 Phone: (603) 6275 4933 / 6263 4932
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Bukit Jalil, Kuala Lumpur



DENAI SUTERA

Property Type: Apartment
 Land Title: Residential
 Tenure: Leasehold
 Built Up: 1,141 - 1,884 sq.ft.
 Listing Price: From RM605,800 - RM902,800
 Total Units: 182 (Low Density)
 Expected Date of Completion: June 2017
 Developer: I&P Group Sdn. Berhad
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 Website: www.inp.my



Cheras, Kuala Lumpur



DAMAI CIRCLES BUSINESS SUITES, ALAM DAMAI

Property Type: Shop-Office
 Land Title: Commercial
 Tenure: Leasehold
 Built Up: 4,207 - 11,671 sq.ft.
 Listing Price: From RM1,936,000 - RM5,090,000
 Total Units/Lots: 54
 Bumi Discounts: 5%
 Expected Date of Completion: Aug 2018
 Developer: I&P Group Sdn. Berhad
 Phone: (603) 9102 3980 / 9100 3859
 Website: www.inp.my



Kajang, Selangor



PUI SI 4, ALAM SARI

Property Type: 2-sty Terrace/Link House
 Land Title: Residential
 Tenure: Freehold
 Built Up: 1,816 - 2,043 sq.ft.
 Land Area: 1,870 - 4,758 sq.ft.
 Listing Price: From RM680,800 - RM1,074,800
 Total Units/Lots: 51
 Bumi Discounts: 7%
 Expected Date of Completion: Sept 2017
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 Tenure: Lease
 Link : a) Built Up : 1,919 - 2,366 sq.ft.
 b) Area : 22' x 70' ~ 85'
 Superlink : a) Built Up : 2,681 - 3,166 sq.ft.
 b) Area : 31' x 75' ~ 108'
 Developer: Sunway Iskandar Sdn Bhd
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Sunway Iskandar, Nusajaya, Johor



SUNWAY ISKANDAR EMERALD RESIDENCE (SEMI DETACHED)

Property type: Semi-detached House
 Land Title: Residential
 Tenure: Lease
 Built up: 3,927 - 4,290 sq.ft.
 Land Area: 42'x77' ~ 102'
 Expected Date of Completion: Q4, 2018
 Developer: Sunway Iskandar Sdn Bhd
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Ipoh, Perak



ZONE SERI TERATAI – PHASE 6.1A(1)

Property Type:
 2 storey Semi-D & Bungalow
 Land Title: Residential
 Tenure: Freehold
 Land Area: 40' x 90'
 Listing Price: From RM798,000 – RM1,853,000
 Total Units/Lots: 80
 Expected Date of Completion: February 2017
 Developer: Pinji Botanics Sdn Bhd
 Phone: (605) 323 6622



Johor



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Property Type: Shop-Office
 Land Title: Commercial
 Tenure: Freehold
 Built Up: 1,650 - 4,950 sq ft
 Total Units/Lots: 33
 Developer: UDA Land (South) Sdn Bhd
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CLASSIFIEDS SECTION

<p>PROPERTY BELOW RM500K</p>	 <p>Ampang, sri pandan condominium, Apartment, SALE, RM 450,000, 3r2b, BU978sqf, Allan Wong, 016-228 5278, E(1)1112/1, UP4356279</p>	 <p>Cheras, Imperial Residence, Condominium, SALE, RM 450,000, 3r2b, BU1139sqf, Venus Chen, 012-222 1576, REN016, E(1)1537 UP4116573</p>		<p>Damansara Perdana, Empire Damansara, Service Apartment, SALE, RM 278,000, Studio1r1b, BU363sqf, Nick Cheah, 6017-533 0913, E(1)0228/8, UP4524516</p>	 <p>Klang, 2-sty Terrace/Link House, SALE, RM 380,000, 3+1r3b, LA20x65sqf, Rohida Rahman, 016-960 2197, E(3)1353, UP4513224</p>
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KS LAI

Kepong, The HENGE KEpong, Condominium, SALE, RM 440,000, 3r2b, BU1100sqf, KS LAI, 016-343 3106, E(1)1307, UP3386280



KS LAI

Kepong, THE HENGE RESIDENCE, Condominium, SALE, RM 435,000, 3r2b, BU1100sqf, KS LAI, 016-343 3106, E(1)1307, UP3379008



AUCTION

Klang, Dinasti Kondominium, Condominium, SALE, RM 280,000, BU1405sqf, Benson Chia, 6019-342 3883, E(3)0256, UP3018446



Klang, Kampung Raja Uda, 2-sty Terrace, SALE, RM 450,000, 4r3b, BU2000sqf, LA20x70sqf, Grace Tan, 016-315 9138, REN:10700, E(1)0452/7, UP4245651



Klang, Taman Desawan, 2-sty Terrace/Link House, SALE, RM 500,000, 4+1r3b, BU2200sqf, LA20x70sqf, Grace Tan, 016-315 9138, REN:10700, E(1)0452/7, UP3914943



Petaling Jaya, BOULEVARD 51, Designer Suites, SALE, RM 374,116, Studio1r1b, BU438sqf, LA438sqf, Lee Kok Hong, 012-288 8729, REN:14600, E(1)0452, UP4331003



For Bumi Only

Sepang, Suria Warisan @ Bandar Baru Salak Tinggi, Bandar Baru Salak Tinggi, 2-sty Terrace/Link House, SALE, RM 451,794, 4r3b, BU2143sqf, LA20x70sqf, Steven Chan, 012-231 1590, E (3) 0373, UP4512603



Serdang, Putra Permai Type C, Seri Kembangan, Apartment, SALE, RM 228,000, 3r2b, BU1194sqf, Rohida Rahman, 016-960 2197, E(3)1353, UP4513128



Seri Kembangan, Pangsapuri Seri Indah, Apartment, SALE, RM 260,000, 3r2b, BU861sqf, Tan Leong Wai, 017-366 6383, E(1)1344/1, UP1031026



Serdang, Serdang Villa Apartment, Apartment, SALE, RM 350,000, 3r2b, BU890sqf, Lilian Tan, 019-282 2176, E(1)0968, UP4392444




Seri Kembangan, One South Street Mall, Office, SALE, RM 400,000, BU883sqf, Mabel Mak, 6012-971 7115 / 6016-217 6583, E(3)0050/3, UP4186351



Seri Kembangan, 3 Elements Puchong South, Puchong South, Serviced Residence, SALE, RM 245,000, 1r1b, BU531sqf, Ivan Goh, 016-363 2332, E(3)0892, UP3358634



Shah Alam, i-Suite @ i-City, Ultrapolis, Service Apartment, SALE, RM 454,800, 1+1r1b, BU576sqf, Lee Kok Hong, 012-288 8729, REN:14600, E(1)0452, UP4058212



Subang Bestari, Damai Apartment Subang Bestari, Apartment, SALE, RM 295,000, 3r2b, BU856sqf, Zureeproperties, 6016-909 5480, VE(3)0176, UP4472380



Mabel Mak




carlagent.my

Seputeh, seputeh garden, Bungalow House, SALE, RM 6,500,000, 5+1r6b, BU6000sqf, LA5000sqf, Carl Friis, 012-286 5586, REN:01695, E(1)1007, UP4453520

PROPERTY @ KLANG VALLEY



Dharen Tan

Ampang Hilir, Dedaun Condominium, Kuala Lumpur, Condominium, RENT, RM 10,000, 3+1r5b, BU3628sqf, Dharen Tan, 017-597 4897, E(1)1344/3, UP4523701



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




Bandar Sungai Long, Evergreen Park Scot Pine, Kajang, Condominium, SALE, RM 690,000, 4r3b, BU1742sqf, Venus Chen, 012-222 1576, 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 Heights Bungalow, SALE, RM 2,380,000, 5+1r6b, BU3590sqf, LA60x84sqf, Teammy Lee, 019-698 7777, REN:14725, E(1)1307, UP4341420



Bandar Sungai Long, Wira Mutiara, Cheras, SALE, RM 2,450,000, 5r6b, BU5795sqf, LA7352sqf, Teammy Lee, 016-976 8698, REN:14725, E(1)1307, UP4035737

Jennifer Soo
0127273281

Ara Damansara, Eve Suite / NZX Square, Petaling Jaya, Serviced Residence, SALE, RM 550,000, Studio/1b, BU680sqf, Jennifer Soo, 012-727 3281, E(1)1321/8, UP4499179

Sophia Chong

Bandar Sungai Long, 2-sty Terrace/Link House, SALE, RM 720,000, 4r3b, LA20 X 70sqf, Sophia Chong, 6012-243 6234, E(1)1321, UP4507481

Bandar Sunway, Nadayu28, Condominium, SALE, RM 1,330,000, 3+1r4b, BU1650sqf, Wayne Chong, 012-296 0278, E (3) 0848, UP4332249

Bangi, Bandar Bukit Mahkota, Bungalow House, SALE, RM 4,200,000, 8+1r9b, BU12555sqf, LA13800sqf, Jik Wafa, 012-650 8411, REN:03673, E(1)1448, UP4486759

Bangsar South, Camellia service suites, Condominium, SALE, RM 630,000, 1rb, BU638sqf, Chris Jun, 017-378 0505, E(3)1353, UP4427961

Batu Caves, Taman Wahyu, 2-sty Terrace/Link House, SALE, RM 799,000, 3+1r3b, LA22x75sqf, Nick Cheah, 6017-533 0913, E(1)0228/8, UP4523147

Bangi, Mutiara Bangi, Bungalow House, SALE, RM 3,300,000, 6r6b, BU5800sqf, LA12120sqf, Asyran Laidin, 012-429 9573, REN:09195, VE (3) 0244, UP4346615

Bangsar, Bungalow House, SALE, RM 10,000,000, 7+1r, BU5500sqf, LA14327sqf, KL Chin, 6012-298 6982 / 6012-291 6982, E(3)1315, UP4337364

Bukit Bintang, Seri Bukit Ceylon, Bukit Ceylon, Condominium, RENT, RM 3,400, 2r2b, BU1146sqf, LA1146sqf, Matt Tay, 6017-238 3232, E(3)0256, UP1236970

MyLanit 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

Batu Caves, Taman Desa Minang, Batu Caves, Gombak, 1-sty Terrace/Link House, SALE, RM 520,000, 4r2b, BU1760sqf, LA1760sqf, Vulcan Ng, 016-690 8209, REN:15298, E(3)1082, UP4402896

Vulcan Ng Mip Properties

Bukit Jalil, Kiara Residence 2, Condominium, SALE, RM 600,000, 3r2b, BU1069sqf, Sophia Chong, 6012-243 6234, E(1)1321, UP4507441

Sophia Chong

Bukit Jalil, Z Residence, Condominium, SALE, RM 680,000, 3+1r2b, BU1236sqf, Chris Jun, 017-378 0505, E(3)1353, UP3207787

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Cheras, Alam damai, Condominium, SALE, RM 688,235, 3r2b, BU1000sqf, Calvin Lim, 016-382 1183, E(1)1589, UP4524935

Cherry Lim

Cheras, Bandar Mahkota Cheras, 2-sty Terrace, SALE, RM 700,000, 4r3b, BU2000sqf, LA20x65sqf, Lee Kok Hong, 012-288 8729, REN:14600, E(1)0452, UP4474553

Cheras, Bandar Mahkota Cheras, 2-sty Terrace/Link House, SALE, RM 700,000, 4r3b, LA230, Lee Kok Hong, 012-288 8729, REN:14600, E(1)0452, UP4028260

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, Green Terrain, Taman Rasa Sayang, Condominium, SALE, RM 580,000, 4r2b, BU1486sqf, Venus Chen, 012-222 1576, REN:016, E(1)1537, UP4080878

Venus Chen

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, mahkota cheras, Semi-detached House, SALE, RM 1,530,000, 6+1r5b, BU3750sqf, LA5123sqf, Frankie Cheng, 016-682 9933, REN:08574, EPM(3)0002, UP4523220

Cheras, Wira Mutiara Bandar Sungai Long Kajang, SALE, RM 2,950,000, 6r6b, BU5187sqf, LA12927sqf, Teammy Lee, 019-698 7777, REN:14725, E(1)1307, UP4518859

City Centre, Setia SKY Residences, Condominium, RENT, RM 4,500, 2+2r3b, BU1313sqf, LA1313sqf, Randy Chua, 6012-210 7688 / 6012-212 8699, REN:7616, E(3)0812, UP2513681

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SETIA SKY RESIDENCES

City Centre, Setia SKY Residences, Condominium, RENT, RM 5,200, 3+1r4b, BU1378sqf, LA1378sqf, Randy Chua, 6012-210 7688, REN:7616, E(3)0812, UP2614816

Randy Chua

City Centre, Setia SKY Residences, Condominium, SALE, RM 1,385,000, 2+2r3b, BU1313sqf, LA1313sqf, Randy Chua, 6012-210 7688, REN:7616, E(3)0812, UP3563899

Country Heights, Boutique Homes @ Desa Meringin, SALE, RM 1,250,000, 4+1r5b, BU3500sqf, LA2561sqf, Lee Kok Hong, 012-288 8729, REN:14600, E(1)0452, UP4471661

Cyberjaya, Mirage by the Lake, 2-sty Terrace/Link House, SALE, RM 2,100,000, 4r4b, BU3425sqf, LA2230sqf, KL Chin, 6012-298 6982 / 6012-291 6982, E(3)1315, UP4210274

KL Chin

Damansara Heights, Bungalow House, SALE, RM 6,500,000, 6+1r7b, BU9000sqf, LA6300sqf, Joey Leong, 6012-206 7283, E(3)0050/5, UP4277810

Damansara Heights, Setiabakti, Bungalow House, RENT, RM 13,000, 5+1r5b, BU4500sqf, LA6000sqf, Grace Lee, 012-379 1298, REN:03996, E(1)0452/9, UP4501674

Grace Lee

Damansara Perdana, Ritze Perdana 1, Service Apartment, RENT, RM 1,350, Studio/1b, Jennifer Soo, 012-727 3281, E(1)1321/8, UP4499178

CLASSIFIEDS SECTION



Cyberjaya, Mirage By The Lake, Condominium, SALE, RM 899,000, 3r3b, BU1496sqf, Cruz Teo, 018-262 6280, E(3)0256, UP4328084



Cyberjaya, Setia Eco Glades Liu Li Garden, 2-sty Terrace/Link House, SALE, RM 1170,000, 3+1r4b, BU2900sqf, LA26x95sqf, Jeslyn Goh, 012-288 8372, E(3)1546, UP4246245



Cyberjaya, SummerGlades, 2-sty Terrace/Link House, SALE, RM 1,000,000, 4+1r5b, BU3000sqf, LA24x80sqf, Cruz Teo, 018-262 6280, E(3)0256, UP4197838



Damansara Perdana, Ritze Perdana 2, Service Apartment, RENT, RM 1350, Studio1rb, BU480sqf, Jennifer Soo, 012-727 3281, E(1)1321/8, UP4499173



Damansara Perdana, Ritze Perdana 2, Serviced Residence, RENT, RM 1400, Studio1rb, BU480sqf, Jennifer Soo, 012-727 3281, E(1)1321/8, UP4499177



Damansara Utama, Uptown Residences, Condominium, RENT, RM 3,500, 1rb, BU887sqf, Faith Liew, 012-382 9609, E(1)1552, UP4510742



Damansara Utama, Uptown Residences, Condominium, RENT, RM 6,500, 2+1r3b, BU1687sqf, Faith Liew, 012-382 9609, E(1)1552, UP4508232



Desa ParkCity, Nadia, Condominium, SALE, RM 1,250,000, 3+1r2b, BU1573sqf, Maggie Tan, 013-341 9990, E(3)0684, UP4283884



Gombak, Astana Gemilang, Sri Gombak, Batu Caves, Semi-detached House, SALE, RM 1,680,000, 5r5b, BU3500sqf, LA40x80sqf, Janice Goh, 012-683 3210, E(1)1572, UP3991306



Kajang, Bandar Sungai Long, 2-sty Terrace/Link House, SALE, RM 1,200,000, 4+1r3b, LA43x70sqf, Lee Kok Hong, 012-288 8729, REN:14600, E(1)0452, UP4487988



Kajang, CAPA SL 16, CHERAS, Semi-detached House, SALE, RM 1,980,000, 5r5b, BU4000sqf, LA40x80sqf, Lee Kok Hong, 012-288 8729, REN:14600, E(1)0452, UP4427694



Kelana Jaya, Infinity Tower, Sofo, SALE, RM 690,200, Studio1rb, BU781.14sqf, Lee Kok Hong, 012-288 8729, REN:14600, E(1)0452, UP4104771



Kajang, TTDI Grove, Iris, Kajang, 2.5-sty Terrace/Link House, SALE, RM 1,180,000, 4r4b, BU2479sqf, LA22x70sqf, Tan Leong Wai, 017-366 6383, E(1)1344/1, UP4438180



Kajang, TTDI Grove, Iris, Kajang, 2.5-sty Terrace/Link House, SALE, RM 1,180,000, 4r4b, BU2479sqf, LA22x70sqf, Tan Leong Wai, 017-366 6383, E(1)1344/1, UP4438180



Kepong, Menjalara 18 Residence, Condominium, RENT, RM 2,300, 3+1r3b, BU1316sqf, LA1316sqf, Catherine Wong, 012-492 9657, E(3)1046, UP1522098



Kepong, Menjalara 18 Residence, Condominium, SALE, RM 850,000, 3+1r3b, BU1316sqf, LA1316sqf, Catherine Wong, 012-492 9657, E(3)1046, UP4441717



Kepong, The HENGE, Condominium, SALE, RM 550,000, 3r2b, BU1300sqf, KS LAI, 016-343 3106, E(1)1307, UP3386282



KL City, Platinum Suites, Condominium, RENT, RM 3,800, 1+1rb, BU880sqf, LA880sqf, Randy Chua, 6012-210 7688 / 6012-212 8699, REN:7616, E(3)0812, UP4415258



KL City, Platinum Suites, Condominium, RENT, RM 3,980, 1rb, BU900sqf, LA900sqf, Randy Chua, 6012-210 7688 / 6012-212 8699, REN:7616, E(3)0812, UP4389999



KL City, Platinum Suites, Condominium, RENT, RM 4,800, 2r2b, BU1080sqf, LA1080sqf, Randy Chua, 6012-210 7688, REN:7616, E(3)0812, UP4421030



KL City, Platinum Suites, Condominium, SALE, RM 1,490,000, 2r2b, BU1050sqf, LA1050sqf, Randy Chua, 6012-210 7688, REN:7616, E(3)0812, UP4341844



KL City, The Horizon Residence, Condominium, RENT, RM 7,000, 3r3b, BU1345sqf, Janice Goh, 012-683 3210, E(1)1572, UP4244288



Klang, Bandar Parkland, Cluster Homes, SALE, RM 800,000, 4r4b, LA32x65sqf, Grace Tan, 016-315 9138, REN:10700, E(1)0452/7, UP4261314



Klang, Taman Gembara, off Teluk Gadong, 2.5-sty Terrace/Link House, SALE, RM 700,000, 4+1r4b, LA43x75sqf, Grace Tan, 016-315 9138, REN:10700, E(1)0452/7, UP4344060



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, 3 Kia Peng, KL City Centre, Condominium, SALE, RM 2,700,000, 4+1r4b, BU3080sqf, Maybeline Low, 016-393 1775, E(1)1215/1, UP4504009



KLCC, Setia SKY Residences, Condominium, RENT, RM 4,000, 2+1r3b, BU1055sqf, LA1055sqf, Randy Chua, 6012-210 7688 / 6012-212 8699, REN:7616, E(3)0812, UP2313794



Mont Kiara, Ceriaan Kiara, Condominium, SALE, RM 990,000, 3+1r3b, BU1828sqf, Sophia Chong, 6012-243 6234, E(1)1321, UP4524583



Mont Kiara, Ceriaan Kiara, Condominium, SALE, RM 990,000, 3+1r3b, BU1828sqf, Sophia Chong, 6012-243 6234, E(1)1321, UP4524583



Mont Kiara, Concerto North Kiara, Condominium, SALE, RM 1,080,000, 3+1r4b, BU1710sqf, Gan Pit Soon, 012-336 3018, REN:11157, E(1)0452/14, UP4278184



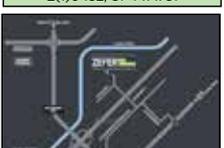
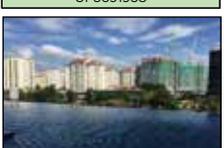
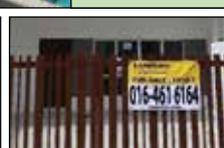
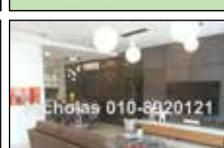
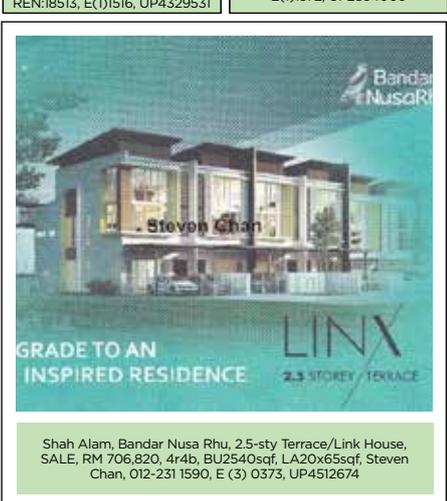
Mont Kiara, Icon Residence, Condominium, RENT, RM 2,500, 1rb, BU695sqf, Randy Chua, 6012-210 7688 / 6012-212 8699, REN:7616, E(3)0812, UP4524704



Mont Kiara, Icon Residence, Condominium, RENT, RM 4,500, 2r2b, BU1200sqf, Randy Chua, 6012-210 7688 / 6012-212 8699, REN:7616, E(3)0812, UP4524758



Mont Kiara, KiaraVille, Condominium, SALE, RM 1,250,000, 4+1r5b, BU2405, Ean Goon, 6012-403 2203, REN:02044, E(3)1342, UP2363249

 <p>Mont Kiara, SENI @ Mont Kiara, Condominium, RENT, RM 12,000, 4+1r5b, BU2905sqf, LA2096sqf, Randy Chua, 6012-210 7688 / 6012-212 8699, REN:7616, E(3)0812, UP2715741</p>	 <p>Mont Kiara, Solaris Mont Kiara, Retail Space, SALE, RM 3,498,000, BU1187sqf, Amanda Goh, 016-263 2288, REA:E2202, E(3)1379, UP4391465</p>	 <p>Mont Kiara, Sunway Vivaldi, Condominium, SALE, RM 2,700,000, 5r5b, BU3466sqf, Evelyn Tee, 012-337 8139 / 010-888 8446, REN:04777, E(1)1197/3, UP941269</p>	 <p>Mont Kiara, Sunway Vivaldi, Condominium, SALE, RM 3,500,000, 4+1r6b, BU3466sqf, Nadine Aaleyah, 6010-220 7180, E (3) 1020, UP4505790</p>	 <p>Mont Kiara, Tiffani kiara, Condominium, RENT, RM 5,500, 3+1r3b, BU1706sqf, Ean Goon, 6012-403 2203, REN:02044, E(3)1342, UP3330602</p>	
 <p>Old Klang Road, Le Yuan Residence, Condominium, SALE, RM 925,000, 3+1r4b, BU1663sqf, LA1663sqf, Steven Ei, 010-220 5998, E(1)1307, UP4290752</p>	 <p>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</p>	 <p>Petaling Jaya, Jalan TR2/1, Tropicana, Semi-detached House, SALE, RM 2,890,000, 4+1r3b, BU4000sqf, LA40x100sqf, Felicia See, 012-333 7782, E(1)1589, UP4500833</p>	 <p>Petaling Jaya, Menara Amcorp, Seksyen 52, Office, SALE, RM 6,982,300, BU8515sqf, Amanda Goh, 016-263 2288, REA:E2202, E(3)1379, UP3630212</p>	 <p>Petaling Jaya, Section 6 Bungalow House, Bungalow House, SALE, RM 2,500,000, 7+1r6b, BU4766sqf, LA4594sqf, Catherine Wong, 012-492 9657, E(3)1046, UP3131497</p>	
 <p>Puchong South, Epic Suites, Service Apartment, SALE, RM 1,261,852, 3+2r3b, BU2475sqf, LA2475sqf, Lee Kok Hong, 012-288 8729, REN:14600, E(1)0452, UP4471751</p>	 <p>Puchong, BP NEWTOWN, PUCHONG, Shop-Office, SALE, RM 2,341,752, BU5101sqf, LA22x80sqf, Lee Kok Hong, 012-288 8729, REN:14600, E(1)0452, UP4471724</p>	 <p>Puchong, D' Island Residence, 3-sty Terrace, SALE, RM 1,238,000, 5+1r6b, BU3413sqf, LA22x80sqf, Casey Loo, 6016-239 9311, REN:06786, E(1)1321/8, UP4515074</p>	 <p>Puchong, SkyPod, Puchong Jaya, Office, RENT, RM 10,000, 1b, BU1890sqf, LA27x70sqf, Marico Teh, 6012-550 3100, REN:07740, E(3)1373, UP4288210</p>	 <p>Puchong, Twinz Residence, Puchong, Puchong Jaya, Service Apartment, SALE, RM 536,250, 3r2b, BU1027sqf, Terrence Yip, 6017-227 1221, E(3)1436, UP3462640</p>	
 <p>Puchong, zefer hill residence, Condominium, SALE, RM 830,000, 4+1r4b, BU1990sqf, Adam Tay, 013-200 1899, REN:04393, E(1)0452/18, UP3691958</p>	 <p>Rawang, M Residence, 2-sty Terrace/Link House, SALE, RM 638,000, 5r5b, BU2380sqf, LA22x80sqf, Tan Tsuen Lee, 6012-274 9332, REN:11547, E(1)1026/3, UP3328371</p>	 <p>Saujana, Nova Saujana, Condominium, RENT, RM 1,800, 2r2b, BU855sqf, Faith Liew, 012-382 9609, E(1)1552, UP4508303</p>	 <p>Puchong, Twinz Residence, Puchong, Puchong Jaya, Service Apartment, SALE, RM 536,250, 3r2b, BU1027sqf, Terrence Yip, 6017-227 1221, E(3)1436, UP3462640</p>		
 <p>Saujana, Nova Saujana, Condominium, RENT, RM 3,200, 3r3b, BU1312sqf, Faith Liew, 012-382 9609, E(1)1552, UP4508348</p>	 <p>Saujana, Nova Saujana, Condominium, SALE, RM 700,000, 2r2b, BU855sqf, Faith Liew, 012-382 9609, E(1)1552, UP4508411</p>	 <p>Semenyih, Angusta, Setia Eco Hill, 2-sty Terrace/Link House, SALE, RM 560,000, 4r3b, Frederick Chan, 016-461 6164, E(1)1585, UP4085112</p>	 <p>Semenyih, Setia Ecohill, Stagnia, Semi-detached House, SALE, RM 1,199,000, 4+1r5b, BU2513sqf, LA36x86sqf, Randy Chua, 6012-212 8699, REN:7616, E(3)0812, UP4419044</p>	 <p>Sentul, Bayu Sentul, Condominium, SALE, RM 590,000, 3r2b, BU1230sqf, LA1230sqf, angie ng, 017-311 1255/012-290 0443, E(3)1527, UP4507914</p>	 <p>Seputeh, Seputeh Permai, Taman Seputeh, Condominium, SALE, RM 862,000, 3+1r2b, BU1500sqf, Carina Liew, 012-219 6218, E(3)0256, UP2797635</p>
 <p>Setapak, 288 Residency Setapak, Taman P Ramlee, Service Apartment, SALE, RM 750,000, 4r3b, BU1563sqf, Jessica Lim, 011-2682 8266, REN:18513, E(1)1516, UP4329531</p>	 <p>Setapak, The Loft @ Zetapark, Condominium, SALE, RM 750,000, 3r2b, BU1270sqf, Janice Goh, 012-683 3210, E(1)1572, UP2854006</p>	 <p>Shah Alam, Bandar Nusa Rhu, 2.5-sty Terrace/Link House, SALE, RM 706,820, 4r4b, BU2540sqf, LA20x65sqf, Jack Wong, 6012-694 1409, E (3) 0373, UP3213662</p>	 <p>Shah Alam, Bandar Nusa Rhu, 2.5-sty Terrace/Link House, SALE, RM 706,820, 4r4b, BU2540sqf, LA20x65sqf, Jack Wong, 6012-694 1409 / 6010-892 0121, E (3) 0373, UP4428314</p>	 <p>Shah Alam, Bukit Rimau, 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, Bandar Nusa Rhu, 2.5-sty Terrace/Link House, SALE, RM 706,820, 4r4b, BU2540sqf, LA20x65sqf, Steven Chan, 012-231 1590, E (3) 0373, UP4512674</p>	 <p>Shah Alam, Greenhill Residence, Section U10, Semi-detached House, SALE, RM 1,398,000, 6r6b, BU3600sqf, LA5040sqf, 012-271 7833, VE(1)0266, UP4268820</p>	 <p>Shah Alam, Industrial Land, SALE, RM 17,641,800, LA117000sqf, Raymond Chong CM, 012-319 9666, E(3)1204, UP4348108</p>	 <p>Shah Alam, Kg Melayu Subang, Subang Bestari U5, Bungalow House, SALE, RM 745,000, 6r3b, BU4000sqf, LA5000sqf, Zureeproperties, 6016-909 5480, VE(3)0176, UP4490159</p>	 <p>Shah Alam, Prima U1, Condominium, RENT, RM 2,500, 3r2b, BU980sqf, Lee Kok Hong, 012-288 8729, REN:14600, E(1)0452, UP4352820</p>	

CLASSIFIEDS SECTION

Shah Alam, Ken Rimba, 2-sty Terrace/Link House, SALE, RM 590,000, 3+1r3b, BU121, Sophia Chong, 6012-243 6234, E(1)1321, UP4516366

Fredericka Chan
Shah Alam, Seksyen 9, Selangor, Residential Land, SALE, RM 2,500,000, LA10000sqf, Frederick Chan, 016-461 6164, E(1)1585, UP4499510

Shah Alam, Suria Jelutong, Condominium, RENT, RM 1,300, Studio/1b, BU450sqf, LA450sqf, Lee Kok Hong, 012-288 8729, REN:14600, E(1)0452, UP4474529

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

Sri Petaling, Endah Ria, Condominium, RENT, RM 2,500, 3r2b, BU1385sqf, Liew CW, 012-711 3448, E(3)1379, UP4456369

Subang Bestari, 2-sty Terrace/Link House, SALE, RM 945,000, 4+1r4b, BU2800sqf, LA3553sqf, Zureproperties, 6016-909 5480, VE(3)0176, UP4251913

Subang Bestari, Aman, Subang Bestari, 2-sty Terrace/Link House, SALE, RM 980,000, 4r3b, BU3800sqf, LA20x70sqf, Zureproperties, 6016-909 5480, VE(3)0176, UP4440781

F.S Leng
Shah Alam, Tropicana Aman 2 Bayan Residences, Kota Kemuning, 3-sty Terrace/Link House, SALE, RM 858,000, 4r4b, BU2500sqf, LA22x80sqf, F.S Leng, 010-563 4791, REN:15186, E(1)1634, UP4490433

Sri Petaling, Zone G/H, 2-sty Terrace/Link House, SALE, RM 680,000, 4r3b, BU2000sqf, Mabel Mak, 6012-971 715 / 6016-217 6583, E(3)0050/3, UP4368548

Subang Jaya, E-Tiara Serviced Apartment, Apartment, SALE, RM 518,000, 2r2b, BU762sqf, LA762sqf, Joyce Tang, 012-203 5786, E(1)1585, UP4504852

Subang Jaya, Subang olives, Condominium, SALE, RM 838,000, 3+1r4b, BU1781sqf, LA1781sqf, Joyce Tang, 012-203 5786, E(1)1585, UP4504833

0127273281 Jennifer Soo
Sungai Buloh, taman sri putra 3, 3-sty Terrace/Link House, SALE, RM 650,000, 5+1r4b, BU2425sqf, Jennifer Soo, 012-727 3281, E(1)1321/8, UP4499180

0127273281 Jennifer Soo
Sungai Buloh, taman sri putra 3, 3-sty Terrace/Link House, SALE, RM 675,000, 5+1r4b, BU2425sqf, Jennifer Soo, 012-727 3281, E(1)1321/8, UP4499181

TTDI, Lorong Zaab, Semi-detached House, SALE, RM 3,180,000, 4+1r4b, BU5000sqf, LA3600sqf, Jonathan Kuek, REN:10718, E(1)0452, 017-255 2918, UP3898060

Taman Tun Dr Ismail, TTDI HILLS, Semi-detached House, SALE, RM 7,000,000, 7r6b, BU4200sqf, LA8070sqf, Eugene Oon, 6012-613 0883, E(1)0228/12, UP4221569

Ann Paul
Ulu Klang, Tijani Ukay Beverly heights, SALE, RM 2,500,000, 5+1r6b, BU3778sqf, LA45x85sqf, Ann Paul, 6012-205 2648, REN:03983, E(3)0838, UP2382912

Josan Lee
USJ, Riverdale @ Usj One Park, Usj, Condominium, SALE, RM 598,000, 3+1r3b, BU1242sqf, Oregon Property Consultancy Sdn Bhd, 012-271 7833, VE(1)0266, UP4268889

USJ, Damen USJ1, Retail Space, RENT, RM 10,000, BU1898sqf, Amanda Goh, 016-263 2288, REA:E2202, E(3)1379, UP4367875

PROPERTY OUTSIDE KLANG VALLEY

Candy Chung
Wisma Bumi Raya, Wisma Bumi Raya, Jalan Raja Laut, Office, SALE, RM 4,800,000, BU5359sqf, Candy Chung, 012-780 9515, REN:12193, E(3)1517, UP4326507

Llional Ong
Wangsa Maju, Riana Green East, Condominium, SALE, RM 920,000, 3+1r3b, BU1596sqf, Llional Ong, 013-364 8600, E(3)1508, UP4133792

Llional Ong
Wangsa Maju, Seri Riana Residence, Condominium, SALE, RM 850,000, 3+1r4b, BU1382sqf, Llional Ong, 013-364 8600, E(3)1508, UP4513269

Batu Ferringhi, 10 Island Resort, Condominium, SALE, RM 840,000, 3r2b, BU1250sqf, Evelyn Lian, 6012-481 9818 / 6016-442 6126, E(3)1515, UP4403678

Batu Ferringhi, Ferringhi Villa, Bungalow House, SALE, RM 1,750,000, 3r3b, BU3000sqf, LA5368sqf, Evelyn Lian, 6012-481 9818 / 6016-442 6126, E(3)1515, UP4490362

Batu Ferringhi, FERRINGHI VILLAS, Bungalow House, SALE, RM 3,650,000, 4+1r3b, BU3800sqf, LA9000sqf, Evelyn Lian, 6012-481 9818, E(3)1515, UP1202465

Matthew Low
Bayan Lepas, Elit Heights @ Bayan City, Bayan Baru, Condominium, RENT, RM 1,300, 3r3b, BU1400sqf, Matthew Low, 012-508 6288, E(3)0918, UP4462131

Moses Leow
Bayan Lepas, Putra Marine Resort, Condominium, SALE, RM 1,550,000, 3+1r5b, BU2400sqf, Moses Leow, 6012-471 1593, E(3)1204, UP4516849

Gelugor, The Oasis, Condominium, SALE, RM 660,000, 3r2b, BU1069sqf, Eric Goh, 016-565 9233, E(2)1483, UP4440752

Serene Ng +6019-3134336

Butterworth, Sungai Lokan NEW FACTORY, Factory, SALE, RM 2,460,000, BU4168sqf, LA8000sqf, Serene Ng, 019-313 4336, E(3)1402, UP4440236

Wallace

Greenlane, 1 Terrace at Eastern Garden, Jelutong, 1-sty Terrace/Link House, SALE, RM 800,000, 3r2b, BU1200sqf, LA1340sqf, Kenneth Ng, 016-553 0769, E(1)1026/8, UP4220163

Jasin, Jasin Bemban Melaka, Shop, SALE, RM 530,000, LA20x70sqf, Teammy Lee, 019-698 7777/016-976 8698, REN:14725, E(1)1307, UP4393893

Johor Bahru, Bandar Dato Onn, 2-sty Terrace/Link House, SALE, RM 849,999, 4r4b, BU2095sqf, LA44x70sqf, Leon Chan, 012-776 5966, E(3)0050/26, UP4485883

Johor Bahru, Jalan Petri, Residential Land, SALE, RM 5,000,000, LA32700sqf, KGV International Property Consultants, 07-224 2022, E(1)0593/1, UP3258816

Johor Bahru, Taman Adda Height, Cluster Homes, SALE, RM 930,000, 4+1r5b, LA34x70sqf, Leon Chan, 012-776 5966, E(3)0050/26, UP4468083

Johor Bahru, Taman Adda Height, Semi-detached House, SALE, RM 1,280,000, 5r4b, BU2708sqf, LA34x80sqf, Leon Chan, 012-776 5966, E(3)0050/26, UP4473562

Johor Bahru, Taman Johor Jaya, 2-sty Terrace/Link House, SALE, RM 430,000, 4+2r3b, BU1540sqf, Pang Chee Hwa, 016-715 3694/012-788 8812, E(3)1247/1, UP4340038

Johor Bahru, Taman Setia Tropika, 2-sty Terrace/Link House, SALE, RM 749,999, 4r3b, LA1600sqf, Leon Chan, 012-776 5966, E(3)0050/26, UP4462633

Kuantan, Bungalow House, SALE, RM 6,000,000, 10r6b, BU10000sqf, LA15500sqf, Frederick Chan, 016-461 6164, E(1)1585, UP4499581

Masai, Bungalow House, SALE, RM 3,300,000, 4+1r7b, LA4505sqf, Eugene Lim, 011-1506 5906, E(1)1307/4, UP4289065

Nusajaya, Bukit Indah, 1.5-sty Terrace/Link House, SALE, RM 470,000, 3r2b, LA22x65sqf, Leon Chan, 012-776 5966, E(3)0050/26, UP4473486

Nusajaya, Horizon Hills The Green, Cluster Homes, RENT, RM 3,000, 4+1r5b, BU3500sqf, LA35x80sqf, Ivan Kang, 6013-331 0131, E(3)0131, UP4064485

Port Dickson, BANDAR SPRINGHILL, 2-sty Terrace/Link House, SALE, RM 466,800, 4+1r4b, BU2602sqf, LA1540sqf, Jason Chew, 012-626 2869, E(3)1353, UP4407137

Seremban, SEMI D SRI SENDAYANG NUSARI AMAN 2, Semi-detached House, SALE, RM 650,000, 4r3b, LA4200sqf, William Lim, 016-723 9543, E(1)1307, UP4376208

Senawang, Perindustrian Tuanku Jaafar Utara, Factory, SALE, RM 11,800,000, BU66500sqf, LA88459sqf, Ling Yean, 6012-235 2168, E(3)1204, UP4396161

Seremban, seremban2 corner with land, 2height, 2-sty Terrace/Link House, SALE, RM 738,000, 4r3b, LA2800sqf, Sky Su, 6012-917 1888, E(1)0452/11, UP2405232

Skudai, La Garden, Bandar Pulau Jaya, Kangkar Pulau, Bandar Pulau Jaya, 2-sty Terrace/Link House, SALE, RM 410,000, 4r3b, BU2007sqf, LA18x60sqf, Terren Chai, 013-741 3333, E(3)1099, UP4400745

Sungai Ara, One Foresta, Sungai Ara, Condominium, SALE, RM 400,000, 3r2b, BU900sqf, Sharon Koay, 6012-420 1147, V (3) 0022, UP4497202

Tanjung Tokong, Bungalow Villa at EO Seri Tanjung Pinang, Semi-detached House, SALE, RM 5,000,000, 6r7b, BU5200sqf, LA5000sqf, Dave Soon, 016-454 5016, E(1)1026/8, UP4030164

Tanjung Tokong, Grandview Condominium, Condominium, RENT, RM 1,700, 3r2b, BU1350sqf, Moses Leow, 6012-471 1593, E(3)1204, UP3396729

Tanjung Tokong, Quayside Condominium, Tanjung Tokong Seri Tanjung Pinang, Condominium, SALE, RM 1,850,000, 2r2b, BU2650sqf, Dave Soon, 016-454 5016, E(1)1026/8, UP4516721

Tanjung Tokong, Quayside Condominium, Tanjung Tokong Seri Tanjung Pinang, Condominium, SALE, RM 1,950,000, 3r4b, BU2000sqf, Dave Soon, 016-454 5016, E(1)1026/8, UP3862116

Tanjung Tokong, Quayside Condominium, Tanjung Tokong Seri Tanjung Pinang, Condominium, SALE, RM 1,850,000, 2r2b, BU2650sqf, Dave Soon, 016-454 5016, E(1)1026/8, UP4516721

Tanjung Tokong, Quayside Condominium, Tanjung Tokong Seri Tanjung Pinang, Condominium, SALE, RM 1,950,000, 3r4b, BU2000sqf, Dave Soon, 016-454 5016, E(1)1026/8, UP3862116

Tanjung Tokong, Quayside Condominium, Tanjung Tokong Seri Tanjung Pinang, Condominium, SALE, RM 1,950,000, 3r4b, BU2000sqf, Dave Soon, 016-454 5016, E(1)1026/8, UP3862116

Tanjung Tokong, Quayside Condominium, Tanjung Tokong Seri Tanjung Pinang, Condominium, SALE, RM 1,950,000, 3r4b, BU2000sqf, Dave Soon, 016-454 5016, E(1)1026/8, UP3862116

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Tanjung Tokong, Grandview Condominium, Condominium, RENT, RM 1,700, 3r2b, BU1350sqf, Moses Leow, 6012-471 1593, E(3)1204, UP3396729

Tanjung Tokong, Quayside Condominium, Tanjung Tokong Seri Tanjung Pinang, Condominium, SALE, RM 1,850,000, 2r2b, BU2650sqf, Dave Soon, 016-454 5016, E(1)1026/8, UP4516721

Tanjung Tokong, Quayside Condominium, Tanjung Tokong Seri Tanjung Pinang, Condominium, SALE, RM 1,950,000, 3r4b, BU2000sqf, Dave Soon, 016-454 5016, E(1)1026/8, UP3862116

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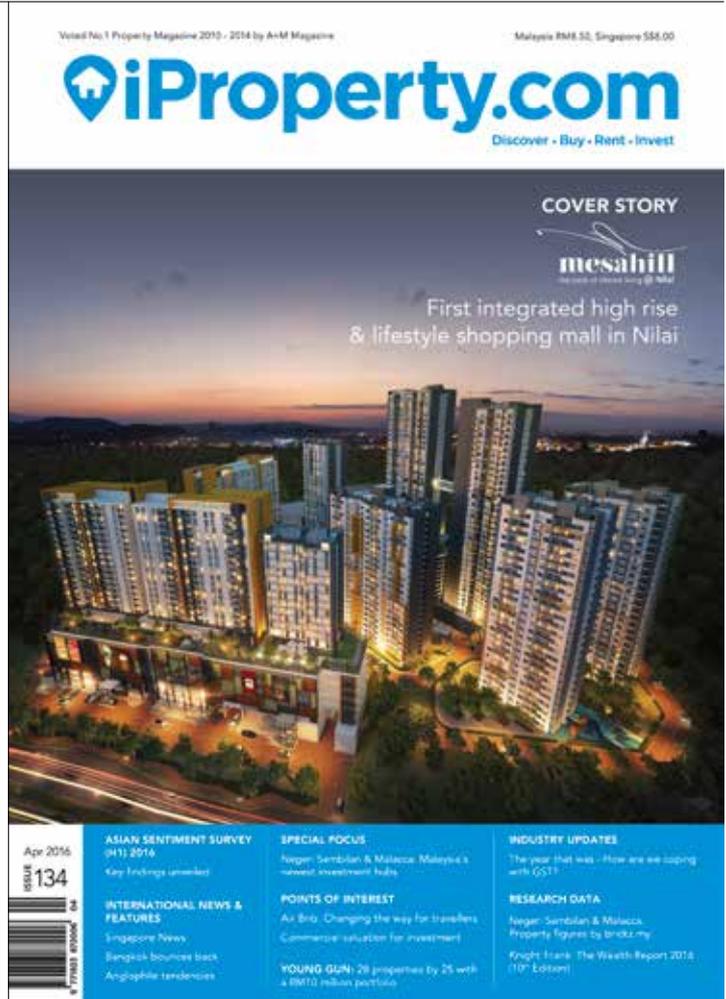
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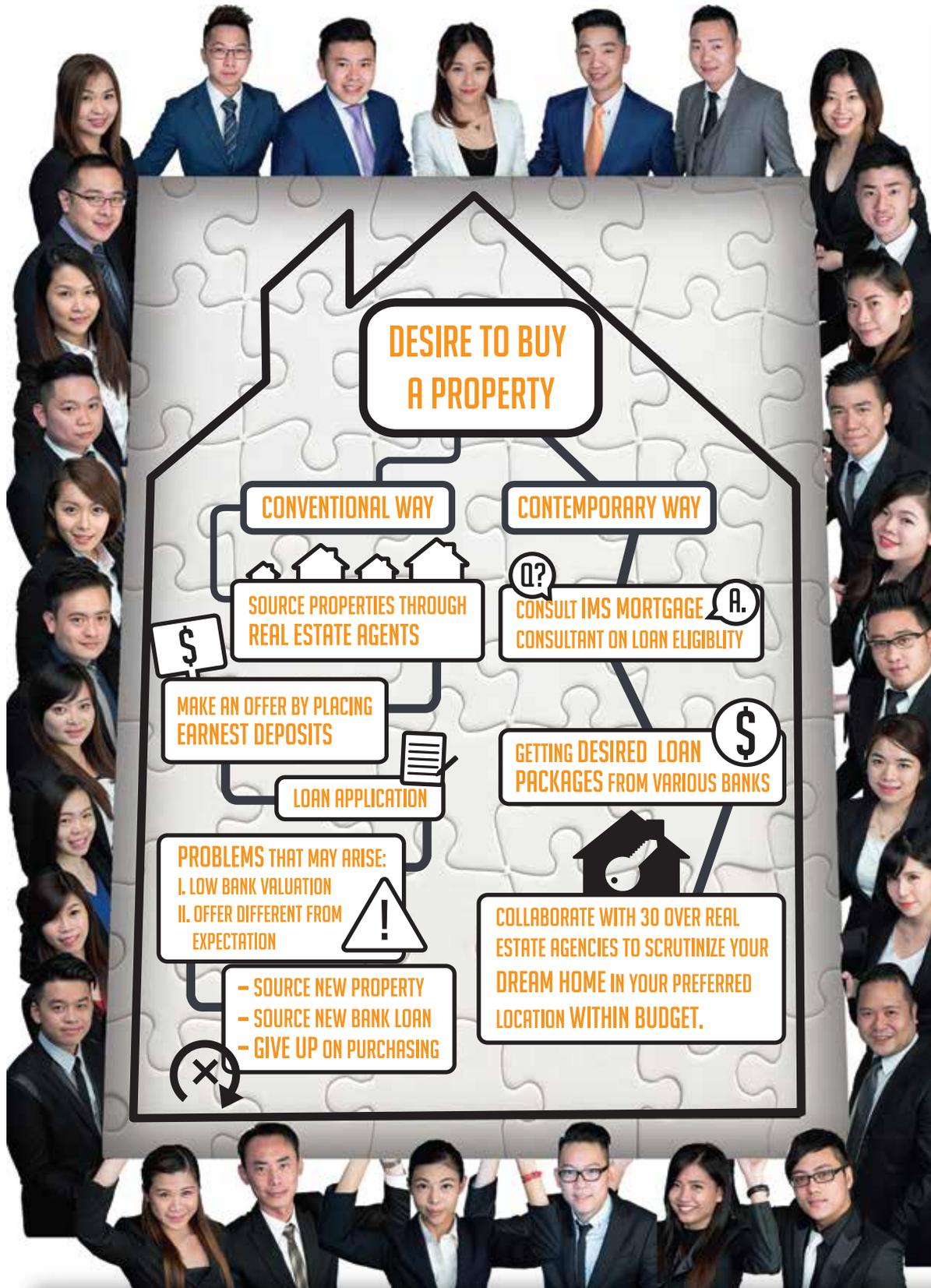
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