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June 2017

ISSUE **148**



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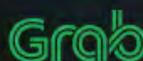
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• Developer's License: 14595-1/12-2018/01025(L) • Validity Date: 30/12/2016 - 29/12/2018 • Advertising Permit: 14595-1/12-2018/01025(P) • Validity Date: 30/12/2016 - 29/12/2018 • Authority Approving Building Plan: Majlis Bandaraya Shah Alam • Plan Approval No.: MBSA/BGN/BB/600-1(PS)/SEK.32/0067-2016 • Type of Property: Serviced Apartment • Target Completion Date: May 2020 • Land Tenure: Freehold • Restriction on Title: Nil • Land Encumbrances: Charge to Affin Bank Berhad • Total Units: Block A - 276 units, Block B - 276 units, Block C - 184 units • Type A,B,C (Block A & B) Minimum Price: RM379,600 Maximum Price: RM572,300. Type D (Block C) Minimum Price: RM591,900 Maximum Price: RM664,800 • Car Park Bay: 1 Unit 2 Bays • Bumiputra Discount: 7%

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CEO's Foreword



The Mid Year Issue

In just a blink of an eye, we are already in the sixth month of the year.

The last six months saw a lot of interesting things happening for us at iProperty.com Malaysia. We know the way consumers are searching for property is changing. The need for quality information and content that helps them make an informed decision has never been more crucial.

As such, in line with our vision to change the way the world experiences property, we are pleased to introduce to you an all new search experience on iProperty.com Malaysia. This new search experience features a brand new user interface, providing you with a clean, simple and pleasant user experience when you search for your dream home. Aside from that, you will now see new developments and sub sale properties side by side, giving you more options to choose from.

This enhanced search experience is set to offer unprecedented ease of use, delivering extraordinary customer and consumer satisfaction. It is a one stop solution to showcase property listings in the market on every platform including desktop, m-site and mobile.

We hope you find the new website and mobile app fresh and of great help in your bid to find your dream home. Do download the new mobile app, iProperty.com Malaysia, available on the Play Store and App Store.

Aside from that, in this month's issue, we are pleased to share more information on the property market in Negeri Sembilan and Perak. Read all about it on pages 35 till 49.

Taking this opportunity to also wish all our Muslim readers a Selamat Hari Raya Aidilfitri! Enjoy the festivities with your family and friends.

Enjoy the read!

Haresh Khoobchandani

CEO

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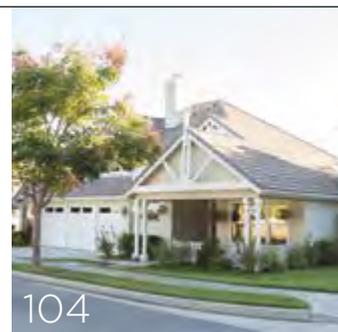
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EDITOR'S NOTE

Time flies as it is already June!

According to the latest 2016 NAPIC report, the property market will remain subdued for a few years. Developers launched a total of 52,713 homes in 2016 but only managed to sell less than one third of these – 16,532 units (31.4%).

As the saying goes, always look on the bright side of life. As a home buyer, it is the best time to negotiate hard because you are in a stronger position.

Read about our Mingling Nites at Penang, Sabah and Sarawak where experts and developers had the opportunity to network, wine and dine.

Our latest data from iPropertyIQ.com showcases purchasers' hotspots, transaction activities and median prices for secondary residential properties across Negeri Sembilan. Reena Kaur Bhatt spoke to a few experts to find out about its exciting developments.

Want to build a property portfolio? Property speaker and author Mark Chua offers a fresh take on property investment strategies and debunks the myth that you cannot be a millionaire while holding down a 9 to 5 job on page 54.

I would like to wish Selamat Hari Raya Aidil Fitri to all Muslims. May you enjoy the celebration with your loved ones.

Till next month!



Roshan Kaur Sandhu

HAPPENINGS

S P Setia Group launches Citizen Setia Facebook for better consumer experience



With the digital touch points evolving around consumers and affecting the way media and communication are consumed, Setia recently launched its Citizen Setia Facebook to connect with its property purchasers and fans.

“The Citizen Setia Facebook is an extension of Citizen Setia’s bespoke lifestyle platform that was launched last May 2016. Through this social media channel, Citizen Setia community will be able to connect better with us and enjoy the many privileges we have to offer.

Purchasers who follow our Facebook account will now get first-hand news and offerings such as the on-going ‘Citizen Setia Loves Movies’, where specially curated movie screenings at cinemas are made exclusively available to our purchasers,” said Dato’ CJ Khor, President & CEO of S P Setia Bhd Group.

Over the years, S P Setia has set the trend for many to follow. Setia was the first to launch a property developer mobile application in Malaysia in early 2010 and the first to introduce innovative marketing campaigns such as the 5:95 campaign in 2009 and recently, the 10:90 and SEAL campaigns, Setia has always been at the forefront of adoption and offerings.

In order to be a part of Citizen Setia Facebook community, Facebook users will just need to click like on the Citizen Setia Facebook page. Those who wish to find out more information can contact [1-300-13-2255](tel:1-300-13-2255) or walk into any of S P Setia sales galleries nearby.

HAPPENINGS

Making sense of data trends



At the end of April every year, the property industry anticipates the release of the previous year's real estate transaction report from National Property Information Centre (NAPIC). This resulted in industry leaders gathering on 3rd May at Feruni Ceramiche, Petaling Jaya as Real Estate & Housing Developers' Association Malaysia (REHDA) Institute hosted a workshop - Utilising Key 2016 NAPIC Data In Understanding Property Sales Trends.

Notable speakers who shared their data and findings included Sr. Khuzaimah Abdullah, Director, NAPIC; YY Lau, Managing Director, Jones Lang LaSalle (JLL); Brian Koh, Executive Director, Nawawi Tie Leung; Siva Shanker, Head of Investment, AXIS REIT; Michael Geh, Senior Partner, Raine & Horne International; Tan Ka Leong, Director, CBRE | WTW Johor Bahru; Ahyat Ishak, TV Host and Author; Charles Wong, CEO, Astar Alpha & Cardpow; Ridzwan Arifin, Product Manager, iGAR Tracker Focus Marketing Technologies; Haresh Khoobchandani, CEO, iProperty.com Malaysia & Singapore; KC See, CEO, MasteryAsia; and Jonathan Lee, Group COO, Reapfield Group.

"As seen in the NAPIC Property Market Report 2016, the property market continued to soften last year where it recorded a decline of 11.5% in volume and 3% in value against 2015. Yet, this doesn't mean that there are no demands for properties because the younger generation wants to buy a home. They just can't afford it," said Khuzaimah.



After the brief rundown of the report, the workshop moved on to presentations that deciphered NAPIC data trends across different property sub-sectors. YY Lau started with the commercial side while Koh touched on the residential properties and it ended with Siva sharing his findings on industrial properties.

This was followed by the next and final session where REHDA conducted a property sales and marketing workshop. In order to make use of property data, Haresh spoke about utilising data to develop the right property product that sells. Meanwhile, Ahyat and KC See tackled guerrilla warfare sales and marketing to help attendees understand how to unleash the full potential of sales team and sales channels.

By understanding the actual property transaction data for 2016, attendees learnt the right products to build for development as well as areas that are suitable for product segment. Further, they also understood the right marketing mix to strategise sales and marketing as well as resolving the property industry's issues and challenges.

HAPPENINGS

Greenfield Residence by CICET Asia Development Sdn Bhd draws big crowd



Excitement thrives at Bandar Sunway and there's more to look forward to with Greenfield Residence by CICET Asia Development Sdn Bhd. The Group started as an engineering-based company that worked alongside some of Malaysia's Top 10 developers. With an impressive portfolio boasting over 50 high-end residential and commercial properties.

Present for the launch of the Greenfield Residence at Bandar Sunway on 21st May were Zhang Jun, First Secretary, Embassy of the People's Republic of China in Malaysia; Dato' Bong Hon Liong, Vice Chairman, China-ASEAN Business Association Malaysia; Wang Hon Wei, President, Chinese Enterprises Association Malaysia; Yin Shao Quan, Managing Director, CICET Asia Development Sdn Bhd; and Chen Jun, Executive Director, CICET Asia Development Sdn Bhd.

The newly completed sales gallery was packed to the brim during the grand launch. The response was so overwhelming as 2,000 people came, resulting in 75% take up rate of Tower A of Greenfield Residence at Bandar Sunway.

The project on a 5.57-acre land features three towers of residential suites with unit size ranging from 581 - 1,302 sq ft with a gross development value of RM580 million. It will also comprise 18 lifestyle retail shops, which are single storey with double volume to cater for future extensions.

Let's not forget that the residential units are nestled within six thematic landscapes - Aquatic Cove, Green Oasis, Energetic Corridor, Green Belt, Central Green Park and Residential Facilities - across 2-acre of recreational podium. Here, residents can find a harmonious interaction of water, greenery and style to reflect form and functionality. These amenities include 34 modern recreational facilities - like the infinity pool, jacuzzi, squash court, floating gym, yoga studio, pink blossom park and jogging trail surrounding the recreational podium.

Equipped with multi-tier security features, Greenfield Residence provides the luxury of safety so home buyers have a peace of mind the moment they come back. Besides that, it is also an education hub with a myriad of world-renowned colleges and universities located nearby like Sunway University, One Academy, Monash University and Taylors Lakeside University.



As accessibility matters, the project has access to roads such as the Damansara-Puchong Highway (LDP), Federal Highway, New Klang Valley Expressway (NKVE), New Pantai Expressway (NPE) and KESAS Highway. Further, the new Bus Rapid Transit (BRT) stations are within walking distance from the development.

The newly completed show units are opened for viewing daily from 9.30am to 5.30pm. For more information, visit www.greenfieldresidence.com.my or call **03-80821355**.



Your Search for the Perfect Home Ends Here

Designed by one of **BCI Asia's Top 10 Architects in Singapore**, Greenfield Residence Residential Suites (581 sf - 1,302 sf) provide the comforts of home in a resort-style enclave, where every day truly feels like a holiday. Here, you'll wake up to lush green landscapes, feel **SAFER** with the multi-tier security features, enjoy **GREAT** accessibility to major highways, and indulge in **EXCLUSIVE** facilities such as the **Jogging Trail** that encircles the **recreational podium**, the **Infinity Pool**, **Jacuzzi**, **Squash Court**, **Floating Gym**, **Indoor & Outdoor BBQ**, **Pink Blossom Park**, and more. All these exciting features offer you unrivalled resort living where you can enjoy life more...for less.



Newly Completed Show Units are Now Open Daily for Viewing

Artist's impression

 <p>48% of Lush Greenery</p>	 <p>2 acres Recreational Garden</p>	 <p>34 Exclusive Facilities</p>	 <p>Walking Distance to BRT</p>	 <p>Multi-tier Security System</p>	 <p>Prime Location at Bandar Sunway</p>
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HAPPENINGS

Mah Sing offers rewards up to RM23 million for buyers



Mah Sing Group Berhad celebrated their 23 years in the property industry and its transformation with the launch of a two-month long campaign called RM23 million Celebration Rewards in Icon City, Petaling Jaya.

“In today’s economy, we believe that enhancing the lives of our buyers comes from them being able to afford their dream property. In line with ‘This is the New Us’ transformation, we are taking a different

and more effective approach to our sales and marketing strategy by giving back directly to our buyers with instant rewards,” said Datuk Ho Hon Sang, Chief Executive Officer.

The rewards which total up to RM23 million will be given away based on participating projects from 1st May onwards. The campaign ends when the total of RM23 million has been given out entirely or on 30th June. There is a total of 22 participating projects – eight in Kuala Lumpur, four in Penang and 10 in Johor.

Some of the rewards include luxury cars like Mercedes and BMW, Signature Kitchen vouchers and complimentary furnishing packages. The rewards also come in the form of deferred payments, lucky dip, cash back, GST subsidy and more. Each reward is tailored towards the individual projects based on its specific needs.

Mah Sing’s sales galleries are opened daily, with family-friendly activities held every weekend over the two-month period.

Tropicana unveils Cheria Residences show houses



Tropicana Corporation Berhad lifted the curtains off two new show houses for its third and latest residential phase, Cheria Residences, located at Tropicana Aman, Kota Kemuning, which is an 863-acre wholesome township.

“Cheria Residences comes with built-in air ventilation that filters more than 95% of harmful air particles. There is also heat insulation technology that supplies effective flow and circulation of natural cool air. Safety and security are top priorities for home buyers too, thus, houses are integrated with home network and security system,” said Ung Lay Ting, Director of Marketing and Sales, Tropicana. This project, which is on a 38.5-acre land, comprises

spacious double-storey semi-detached homes ranging from 3,200 sq ft to 3,670 sq ft with wide porches that can fit three cars side-by-side. Future residents of this gated and guarded precinct will get to enjoy the 4.73-acre linear garden, a 3km pedestrian and jogging track, and dedicated community hall.

Tropicana Aman with a total Gross Development Value of RM13 billion is designed as a walking and biking community where one can enjoy the convenience of vibrant commercial hubs within the township, all anchored by the 85-acre Central Park. This park will have a 7km walking and biking trail with accessibility via 10 link bridges and 17 pavilions surrounding the lake.

“In the coming months, Tropicana Aman will see its very first phase of modern zero-lot bungalows and bungalows. In addition to that, an exciting phase of urban high-rise residential homes at affordable prices is slated to be launched later this year. These two phases will attract a wider demographic of home buyers and investors,” said Ung.

Tropicana Aman Property Gallery and Cheria Residences show houses are open daily from 9.30am to 6.30pm.

HAPPENINGS

UEM Sunrise and Foster + Partners present Arcoris Mont' Kiara



UEM Sunrise Berhad presented its signature integrated development called Arcoris Mont' Kiara. It is a mixed-use commercial high-rise development located at Mont' Kiara, Kuala Lumpur.

The project comprises five integrated components and a Gross Development Value of RM1.2 billion. What's interesting is the design of this project was undertaken by London-based architecture and design firm Foster + Partners. The handover which commenced in mid-May will be done in batches.

"The success of Arcoris Mont' Kiara is made possible thanks to Foster + Partners whom we are privileged to collaborate with for this development. They have lent invaluable experience and knowledge to help create Arcoris Mont' Kiara that is set to change the landscape of Mont' Kiara," said Anwar Syahrin Abdul Ajib, Managing Director and Chief Executive Officer, UEM Sunrise.

Different to the established models of development in Kuala Lumpur, Arcoris Mont' Kiara offers a low-rise tower block for a closer connection with the natural surroundings. The apartments boast spatial variety, offering generous private and communal terraces. Each home has also been designed to allow residents to fully customise their respective interiors according to their preferences.

"Lined with shops and restaurants, the central landscaped space gives the development its unique character with green public terraces that follow the natural contours of the site from east to west. The apartments prioritise both views and spatial variety, with generous private and communal terraces throughout," said Jonathan Parr, Partner and Deputy Head of Studio, Foster + Partners.

Naza TTDI and Under Armour promote healthy lifestyle



Naza TTDI together with sports apparel manufacturer, Under Armour launched its socially driven initiative, Armour@ThePark at the Naza Tower, Platinum Park recently. In echoing the governments' call for a fitter and more active Malaysia, Naza TTDI and Under Armour have teamed up to inspire the public to choose a healthy lifestyle.

To officially launch this initiative, a group workout session was held to provide members of the media and the public a taste of the workout sessions that will be held every Tuesday at 6.30pm until the

end of the year at Naza Tower, Platinum Park. The group engaged in a full body workout with the twin towers serving as the ideal backdrop. Through this partnership, members of the public can now enjoy this for free.

"Being centrally located in the heart of the city, Naza Tower, Platinum Park offers an ideal place where locals can gather and engage in activities that promote a healthy lifestyle.

One of its unique features is the picturesque public space that offers a refreshing al fresco feel to working out," said SM Faliq SM Nasimuddin, Deputy Executive Chairman and Group Managing Director of Naza TTDI Group.

The weekly 1.5 hour sessions incorporate a host of different fitness disciplines powered by Under Armour such as Isolated Body Workout, Yoga and RMT Workout.

To ensure a proper and thorough workout, Under Armour's official gym partners and fitness professionals from PFC Studio, YogaonethatIwant and Celebrity Fitness will be present to lead the different workout sessions.



THE CITY OF ELMINA: THE EPITOME OF QUALITY LIVING

Award winning developer Sime Darby Property delivers the concept of holistic living at the City of Elmina, Malaysia's biggest wellness haven.

This is what life will be like living in the City of Elmina—a township that is dedicated to the pursuit of a healthy, balanced lifestyle and holistic living.

Sprawling across 5,000 acres of rich, former oil palm estate — one of Malaysia's oldest oil palm plantations originally owned by Guthrie & Co. Ltd. —the City of Elmina is the most significant township and a catalyst for growth within the Selangor Vision City. Located along the easily accessible Guthrie Corridor Expressway which spans from Lagong to Bukit Jelutong, the City of Elmina consists of matured townships such as Denai Alam and Bukit Subang, as well as the newly established Elmina East and Elmina West.

The idea of creating a wellness township was first proposed by Sime Darby Property in 2001, inspired by the spirit of plantation lifestyle where families lived for generations harmoniously and formed a tight-knit community that functioned as a unit. The developer saw this as an opportunity to realise their commitment to sustainability and to the belief that a seamless integration between development and Mother Nature can be achieved. With wellness at the centre of the development, the plantation estate was converted into a development site and the land's existing natural landscapes and raw materials were utilised to build a township that will last for generations to come.





Community Living in Elmina

Homes in the City of Elmina are built on the core values of plantation living where togetherness, family bonding and space are the building blocks that make up its close-knit community. The development comprises spacious homes — such as the terrace/linked homes found in Viana, Clusia, Aralia, Elmina Valley 1 to 4 and Semi Detached/Bungalow homes found in Astellia Residences, Cypress Residences and Tiana—catering to those looking for a place to settle with their families. The essence of togetherness is also integrated into the layout featuring an open kitchen concept that maximises space and allows everyone in the family to connect and communicate easily.

The latest homes in the City of Elmina are built to be accessible for people from all walks of life, boasting



4

features that provide ease of wheelchair mobility such as ramps between the car porch and terrace, terrace and foyer/living room and even in and out of bathrooms. The guestroom on the ground floor is also fitted with a window, attached bathroom and a wide doorway to cater to those who have elderly parents living with them. In promoting the spirit of community, public spaces are also created to encourage socialisation among the residents. Group activities and community events such as a 'Buka Puasa' session and Chinese New Year celebrations that are held here for the residents open up the opportunity to embrace and celebrate each other's differences and similarities.

Safety and security of the community sit at the forefront of this township and is embedded into the environmental design. Every home here comes with a built-in alarm system. Currently, the City of Elmina also has its very own auxiliary police team which conducts regular patrols within the township, providing extra peace of mind to its residents.

The Heart of Wellness

The City of Elmina is built on eight pillars of wellness; social, environmental, intellectual, family, physical, occupational, emotional and spiritual. These are all the elements that embody the concept of wellness and foster community spirit and healthy living that it needs to thrive.

By preserving the location's existing terrain such as rivers, hills and greeneries, they are able to create the perfect ambience and living environment that promotes sustainability and healthy living. The river valley forms part of the 300-acre Central Park, an extension of the Subang Dam Forest Reserve. Furthermore, as part of their preservation effort and reforestation initiative (to create an Urban Forest Park precinct), various species of endangered, rare and threatened (ERT) trees will be replanted within the City of Elmina.

The Central Park which is equipped with facilities and amenities such as picnic areas, viewing deck and playgrounds will serve as the heart and lungs of the green township. Residents will be able to kick start their day with a yoga session or morning exercise on the 90-km Jogging and Cycling Track encircling the City of Elmina. Those with green fingers can also indulge in their hobby at the Community Gardens or at the private planter's boxes provided in the back lane of every home for those living in the precinct of Elmina Valley.

- 1 Sunset over Elmina Pavilion, a typical view and environment enjoyed by residents.
- 2 Artist's impression of Elmina Valley 4's interior.
- 3 Artist's impression of Viana's interior.
- 4 Artist's impression of Viana's exterior.

New Launches

VIANA

PRECINCT	Elmina Gardens
STATUS	Launched
PRICE	RM1,159,888 (starting from and before Bumiputera discount)
TYPE	Superlink
SIZE	30' x 97'
BUILT UP	Starting from 3,177 sq ft
TENURE	Freehold
USPs	The homes in Viana are designed with a wide layout, allowing ample living space and feature a dry kitchen in the middle of the house. The guest room on the ground floor also doubles up as a master bedroom and is equipped with a walk-in wardrobe and master ensuite.

ELMINA VALLEY 4

PRECINCT	Elmina Valley
STATUS	Launched
PRICE	RM793,888 (starting from and before Bumiputera discount)
TYPE	Double storey linked homes
SIZE	22' x 75'
BUILT UP	Starting from 2,313 sq ft
TENURE	Freehold
USPs	Elmina Valley 4 homes feature a planter box in each home and a Community Garden for its residents to encourage healthy living and community engagement. Other features include the use of pocket doors for space optimisation and safety; and mineral wool insulation for room temperature reduction.

ELMINA GREEN 1

PRECINCT	Elmina Green
STATUS	Pre-Registration
PRICE	To be determined
TYPE	Double storey linked homes
SIZE	20' x 70'
BUILT UP	Starting from 1,856 sq ft
TENURE	Freehold
USPs	Elmina Green 1 boasts aesthetics such as 22.8 acres of waterfront gardens and cul-de-sacs that not only add sophistication to the outdoor landscape but also reduce vehicular traffic and create a more pedestrian-friendly environment. These homes are installed with security grilles that act as an architectural feature as well as an additional tier of security. Its open-plan layout optimises space and functionality, making it suitable for multigenerational living.



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seamless connectivity to those who work outside of the district via public transport services such as the light rail transit (LRT), bus rapid transit (BRT), personal rapid transit (PRT), mass rapid transit (MRT) and a new KTM freight line. The LRT and MRT will be connected via the Elmina City Centre (ECC) while a rapid bus system that feeds the transit station will connect the residential areas to the ECC transit station.

With the right choice of infrastructure and road networks, by the time it reaches completion in 2042, the City of Elmina will be well connected to and fully integrated with other major satellite cities in Greater KL such as Damansara (21km), Sungai Buloh (10km), Shah Alam (18km), Subang Jaya (21km) and Klang (27km). These cities can be accessed via major highways: Shah Alam-Batu Arang Highway, New Klang Valley Expressway (NKVE), Kuala Lumpur-Kuala Selangor Expressway (LATAR) and the Damansara-Shah Alam Highway (DASH) – which connects the City of Elmina with Penchala Link, providing faster and easier access to commercial hotspots like Kuala Lumpur City Centre or Mont Kiara. 📍

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The Catalyst for Growth

The vast project will be developed in a total of 218 phases—69 phases have been completed so far — which include core components such as residential, commercial, public institutions and public facilities, ponds and waterways, industrial, infrastructure amenities and utilities, park and recreational areas as well as agriculture. Upon completion, these components will help drive the township’s sustainability and turn it into the key catalyst of economic growth in the Selangor Vision City.

The development of a vibrant commercial hub coupled with excellent connectivity and accessibility will boost the economy of the City of Elmina and create a spillover effect to other satellite townships. The planned Public Transit Oriented Development, for example, will offer

- 5 A spectacular bird's eye view of the 2700-acre Subang Dam Forest Reserve located adjacent to the development.
- 6 Breathtaking view. Parts of the 300-acre park has been opened, catering to the residents in the City of Elmina.
- 7 Parts of the 90km jogging and cycling track has been opened and is actively being used by residents, joggers and cyclists.
- 8 One of the many lush parks in the City of Elmina. Well shaded with trees and equipped with gazebos, the City of Elmina is perfect for weekend picnics and gatherings.
- 9 Aralia 30' x 100' superlink homes in Elmina Gardens, completed and handed over.

JOHOR: BEYOND BRICKS AND MORTAR



Sustainability and innovation are keys to transform cities into successful developments.

Iskandar Malaysia has entered phase 3 of its development and this is the time to look beyond the hardware. There must be effective ways to create holistic lifestyles that will bring about new opportunities like job creation and better quality of life.

To achieve such feat, the second Market Series of Forums, jointly organised by Asian Strategy & Leadership Institute (ASLI) and Full Gospel Business Men's Fellowship (FGBMF), chose the theme 'Building Cities, Enriching Communities' that was held on 2nd May at Mutiara Johor Bahru. Over 200 attendees were present during the insightful event.

"We believe this forum is timely as we will be focusing on two key issues. Firstly, we are providing an update on new developments and opportunities in Johor and especially in Iskandar Malaysia. The second objective is to discuss how we can build enriching societies for our people. This is also to discuss how we can ensure citizen participation and develop better lifestyle," said Tan Sri Dr Michael Yeoh, Chief Executive Officer, ASLI.

After the welcome remarks, the forum started with first session called 'The Untold Story: Insights on Developments and New Opportunities in Johor.' The

speaker for the session was Dr Gerard Kho, Chief Marketing Officer, Medini Iskandar Malaysia Sdn Bhd where he provided updates on previous developments as well as other developments in the pipeline in Johor. "Johor is cementing its position as one of Malaysia's key economic hubs with a deluge of developments. Investors are here not only to buy properties, they invest because there are business opportunities. When they come, they normally don't leave and this brings a lot of high value jobs into the country. With various components coming together, this will be the tipping point to light up Johor," said Dr Gerard.

This was followed by Dato' Mohamed Khaled Nordin, Chief Minister of Johor's ministerial keynote that was relayed by Datuk Ismail Ibrahim, Chief Executive, Iskandar Regional Development Authority (IRDA).

"Johor's economy grew by 5.9% on average in the last five years outpacing that of Malaysia at 5.6%. We foresee that Johor Bahru will rise as a globally competitive, sustainable and inclusive metropolitan region. We hope that Johor continues to prosper, leveraging on Iskandar Malaysia as the population's choice destination to Invest, Live, Work and Play," he said.

The next session called ‘Infusing Essential Values for Holistic Living in Modern Cities’ saw speaker Dato’ Ngei Chee Chau, Managing Director, Feruni Ceramiche Sdn Bhd identifying crucial values for holistic living in the marketplace where many people earn their living and define their identity.

“Holistic living encourages people to live more fully and with greater meaning. It encourages consideration not just for ourselves but also for other people and the environment. In modern cities, the importance of holistic living is magnified as we strive to build a more prosperous, flourishing society,” he said.

Finally, the closing session had Datuk Syed Mohamed Syed Ibrahim, President and Executive Director, Iskandar Waterfront Holdings Bhd explaining about the DNA of The Next Generation Master-Planned Communities.

“Being a property company, we are moving beyond developing houses and buildings by being involved in the full spectrum of the property vehicle. This means creating opportunities to embark in new businesses. In the end, you want the community to be safe, healthy, socially inclusive and culturally harmonious. This will ultimately contribute to happiness,” said Syed Mohamed.

The panellists for both sessions included Izhar Hifnei, Chief Operating Officer, Johor Petroleum Development Corp; Datuk Ir Khairil Anwar Ahmad, President and CEO, Iskandar Investment Bhd; Tan Wee Bee, Deputy Managing Director, Sunway Bhd Property Development Division (Malaysia & Singapore); Datuk Ismail Ibrahim, Chief Executive, Iskandar Regional Development Authority; Datuk Joy Appukuttan, lawyer, Messrs KH Lim & Co; Sim Tian Liang, President, Johor Master Builders Association; Suria Suppiah, General Manager, Pulau Indah Ventures Sdn Bhd; and Datuk Syed Mohamed Syed Ibrahim, President and Executive Director, Iskandar Waterfront Holdings. 📍



- 1 (L-R) Tan Wee Bee Deputy Managing Director, Sunway Bhd Property Development Division (Malaysia & Singapore); Dr Wong Hong Meng, Governing Council Member, FGBMF; Syed Mohamed; Datuk Ismail; Yeoh; Fong Hoong Heng, National President, FGBMF and Sr Samuel Tan, Executive Director KGV International Property Consultants at the forum.
- 2 Yeoh talked about how developers can ensure citizen participation and develop better lifestyle during his opening speech.
- 3 Kho provided updates on previous developments as well as other developments in the pipeline in Johor.
- 4 Ismail represented Mohamed Khaled to deliver the ministerial keynote.
- 5 Attendees listened to the insightful sessions throughout the second Market Series of Forums.
- 6 Over 200 attendees were present to get information on the latest developments and insights about holistic living.



DRIVING GREEN, BUILDING GREEN AND PRACTISING GREEN



iProperty.com Malaysia together with Malaysia Green Building Confederation recently hosted an exclusive “Special Media Talk with the World Green Building Council Chairperson” featuring five prominent figures from the built environment industry.

This Media Talk themed “Beyond Sustainability: Changing Perspective” was a timely reminder to everyone on the importance of building Greener and more sustainable homes in combating threats of climate change and global warming. The talk was held on the 10th April at the premises of Malaysian Institute of Architects (MIA)’s newly-completed, GBI-Platinum rated Headquarters along Jalan Tandok, Bangsar.

Panellists for the Media Talk included Tai Lee Siang, Chairperson, World Green Building Council (WorldGBC); Ar Alice Leong, Honorary Secretary, Malaysia Green Building Confederation (MGBC); Ir. Kok Yen Kwan, Chair of Events, Media and Communications, MGBC; Haresh Khoobchandani, CEO, iProperty.com Malaysia and Singapore and Melissa Ng, Marketing Manager, PENTENS Holdings Sdn Bhd. The talk was preceded by MGBC-appointed moderator Ixora Ang.

The panellists each discussed their respective roles in shaping a change in the Green building industry while using differing platforms to drive sustainability advocacies, especially to the general masses.

ACCELERATED GROWTH AND WORLDGBC TAKING A LEAD ROLE

“WorldGBC is a 75-strong countries global non-governmental organisation (NGO) with the main aim of encouraging and advocating Green building adoption. In today’s context, we are talking about acceleration, and it’s no longer about getting people to build Green buildings, as the issue of climate change is threatening.

And with that, the WorldGBC has set ambitious targets such as achieving Net Zero Building (NZB) by 2030, and all buildings to be NZBs by 2050,” said Tai.



Regionally, Asia Pacific has huge potential for growth and is economically vibrant. Therefore, it is important to consider urban and cities’ developments. WorldGBC also works with individual country Green Building Councils (GBCs) to drive the Green message across to local authorities and governmental organizations.

“More specifically, MGBC as an Established Member of the WorldGBC, has successfully driven the local Green building rating tool – the Green Building Index (GBI), which has been embraced by major developers in the country. In an overall context of Asia Pacific, MGBC has been one of the shining stars in the region,” said Tai.

He also believed that the current generation is uniquely placed to experience a rapid transformation from countryside and villages to megacities over the past 50-years, all happening right here, in Asia.

According to Tai, there are many current cities still suffering below the poverty line; and this goes beyond the basic financial problems, as habitats suffer from poor living environment like diseases, unsafe water and contamination.

“Asia is also suffering from one of the worst air pollutions, from north to south, and this again is threatening to human health. It is important to continue driving Green building adoption and product developments but we must remember the importance of cities in the equation.

Cities may be the element that drives our downfall if we do not address the fundamentals like the cities’ traffic management, which can create a dysfunctional city. This is for us to comprehend the cities’ elements and for all our exciting champions here with us today to address the issue,” he echoed.

Cities may be the element that drives our downfall if we do not address the fundamentals.

One of the interesting facts Tai noted is that the public is increasingly keen on sustainable lifestyles such as driving electric cars. Unfortunately, many are not keen on living in Green buildings. As a lot of people’s time are spent indoors, Tai said that it is imperative to consider Green buildings as a starting point in adopting a sustainable lifestyle.

“With technologies being developed at such rapid pace, buildings are also increasingly being capable of user-personalisation, with optimum performance and settings made possible for individual home owners or building occupiers.

Hopefully, this is going to be a key element whereby people sees Green buildings as the chosen lifestyle of the future. This I believe, will be the biggest disruptive influence across the entire history of real estate and is something we look forward to,” concluded Tai.

PROFESSIONALS TO LEAD SUSTAINABLE BUILDING DESIGNS

MGBC has been steadfast in their regional engagements, having continuously worked with and started dialogues with GBCs of neighbouring countries to exchange ideas and share knowledge. As a Green champion, MGBC sets its vision and mission of creating awareness on sustainability since its inception and subsequent registration under the Registrar of Societies (RoS), among the key issues being Energy Saving, Water Conservation and Transportation Connectivity.

“For example, MGBC publishes a Green product directory called Green Pages Malaysia (GPM), which is driven by a dedicated group of Panel of Assessors comprising professionals such as architects and engineers, who evaluate each individual submission to ensure all products or services listed in the directory are sustainable. We are also very proud that the GPM has been such a success story that many countries are benchmarking it and using it as a role model in their own directory development,” Leong explained.



Beyond that, Leong also saw sustainable architecture design as a basic need of future buildings and a norm rather than a ‘special design’. According to her, architects of the future should understand how spaces are being used, and integrating human needs into both the structural and functional design elements of architectural work. On the other hand, engineers should also play their roles in researching and designing

systems based on efficiency, both in the system’s operation and financially.

“It is indeed pleasing to note that many construction projects in Malaysia are currently embarking on the GBI Green building certification. Both residential and commercial property buyers need to understand that investing on slight incremental cost on certified Green buildings will bring across long-term benefits for them. For instance, efficient buildings use less electricity and good ventilation ensures better indoor environment

“It is also worth noting that as both professional architects and engineers in Malaysia are bounded by our respective Code of Professional Conduct, it is therefore important for us to act professionally and deliver sustainable designs and systems to the public,” Leong opined.

Both professional architects and engineers in Malaysia are bounded by our respective Code of Professional Conduct.

MGBC DRIVING SUSTAINABILITY WITH PERFORMANCE-DRIVEN GREEN BUILDINGS

“For a start, MGBC anchors their drive for sustainability on three core pillars – the *L.E.O. Pillars, i.e. Leadership, Excellence and Outreach*. First, let’s talk about Leadership, where MGBC is a key driver in Green building adoption in the country, and we are proud to announce that as of to-date, we have a total of 183 million sq ft GBI-Certified Green building spaces,” said Kok.

Next on Excellence, Kok added that if one was to study the overall membership base of MGBC, it is noted that approximately half of their members consisted of Industry Partners.

MGBC works closely with all these partners of varying trades to push for excellence in performance. This helps the entire industry to differentiate between real sustainable products and Green washing.

“Lastly, Outreach, an area of which we felt have been lacking in our push for a more sustainable environment. Although we have been building many Green buildings, there is a real disconnect between the building industry stakeholders, and the end-users or home-owners.

This drove us to work with iProperty.com Malaysia, which is one of Malaysia’s leading online property portal. We are also pleased to inform that we have signed an official Media Partnership Agreement with them to work together in driving Green building advocacies,” said Kok.

Further, Kok explained that proper Green building commissioning is an increasingly vital element in the sustainability value chain. There are growing numbers of certified Green buildings both regionally and globally which are suffering from poor performances as compared to their original design intent due to various reasons.



“As building owners invest substantial capital in Green projects, there must be measurable, quantifiable and verifiable means of justifying the actual performance, efficiency and savings of Green buildings as opposed to ‘Business-as-usual’ buildings. Building owners must be made to understand the importance and advantages of building Green,” Kok further noted.

Building owners must be made to understand the importance and advantages of building Green.

He also stressed that the masses should take full advantage of the advancement of both digital age and social media to gain further understanding on sustainability issues and to be important stakeholders in Green building developments.

Citing the adage ‘sharing is caring,’ Kok asked the question: “As developers continue to build more innovative and sustainable buildings, why can’t they proudly share their vision and ideas with their property purchasers?”

It is often the case that once properties are handled over to end-purchasers, the Green features will be lost as these are never addressed to them. This knowledge transfer is very important in connecting Green buildings and their end-users.”

Kok is a firm believer that dedicated cooperation across the entire value chain of the building and construction industry are keys in pushing the Green building movement.

He ended by stating the importance of marketers with knowledge of selling Green building features; media in pushing the right message to the masses; and home buyers with the willingness to adopt and practices Green as the completing elements in a sustainable lifestyle cycle.

PENTENS DRIVES GREEN PRODUCTS ADOPTION

“PENTENS, as a responsible water-proofing product manufacturer, base our entire value chain on contributing towards a more sustainable built environment. Our flagship product – the PENTENS T-202 Ceramic Coating was not only Green labelled, but awarded Asia’s first ever Carbon Footprint Certification – by the Environmental Protection Agency of Taiwan.

We are proud to share that our entire product range comprises of 23 Green Labelled Products. We are committed to a target of manufacturing 100% water-based and non-solvent products by the Year 2020,” Ng introduced.

On the main reason PENTENS joining as MGBC’s Industry Partner and working with them on many initiatives, Ng explained: “We share a common vision and mission with MGBC, which was established to promote sustainability in the country.

MGBC as an NGO requires a lot of effort and assistance from the building professionals and industry partners alike for the efforts to be sustainable. It was with this in mind that we decided to work with MGBC to drive a common agenda.”

PENTENS has also signed up one of Malaysia’s sporting heroes Dato’ Lee Chong Wei as their Green Ambassador

and Ng was asked of his role in helping PENTENS drive their sustainable message.

“Our marketing strategies are anchored on 3 main pillars - Innovation, Creativity and Thinking-Out-Of-The-Box. We needed a paradigm shift in marketing and moved away from conventional marketing of standard media advertisements and social media promotions.

As Malaysia is a multi-racial society, we strongly believe our Green Ambassador should be able to drive the message across multi ethnics and platform.

We strongly believe our Green Ambassador should be able to drive the message across multi ethnics and platform.

By signing on Dato’ Lee as our Green Ambassador, we model our Green product push after his personal characters - the sheer determination to succeed, exemplary leadership qualities and being a continuous role-model to all fellow Malaysians.” Ng proudly explained.



iPROPERTY.COM MALAYSIA TO PROMOTE ‘SUSTAINABLE HOME LIVING’

Sensing a leading role which media can play in driving across the right message, iProperty.com Malaysia formally partners with MGBC towards the end of 2016 to jointly advocate sustainability.

According to Haresh, iProperty.com started driving the property industry towards excellence by recognising the industry’s best developers and developments in the country in raising awareness in the work they are doing.

“With this partnership with MGBC, we can further promote sustainable home living by introducing for the very first time the ‘Green Development’ category in our People’s Choice Awards, which was well-received. Our main goal is to change how home owners experience property in every way.

Our main goal is to change how home owners experience property in every way.

Green building, sustainable living and educating the masses become important aspects of what we do. The award also gives us the platform to tell that story and the partnership gives us the ability to do it on a much bigger scale,” Haresh added.

Being the number one property platform in Malaysia, Haresh believes iProperty.com is ideally positioned to reach out to the millions of home owners with information on sustainability to kick-start this education process.

“We are the prime place to start the Green movement as the young starts to embrace new habits that will be sustained throughout their lifetime. We are excited on what’s ahead of us and this is the core part of the company. Being the best comes with responsibility and we’re showing it through this partnership,” Haresh continued.

As part of this drive for sustainability, iProperty.com Malaysia introduced the inaugural ‘MEET Expo - Make Experiences, Enrich Tomorrow’ that took place at the Kuala Lumpur Convention Centre from 21st - 23rd April. According to Haresh, MEET was an entirely new experience for property shows, as the company redesigned the exhibition by including immersive technologies as the heart of the show.



“There were many solutions for homebuyers to consider which will have impacts regarding Green initiatives. At the same time, there were games and activities that educated people to promote sustainability whether it is saving electricity or recycling.

We will continue to reinvent, innovate and take Sustainable Home Living to the next level together with MGBC,” Haresh concluded. 📍

** This is the first of a two parts Exclusive Report on the recently concluded 2-days WorldGBC Asia Pacific Regional Network Meeting that was hosted by MGBC on 10th - 11th April 2017. Look out for the second part of the report in our July 2017 issue next month.*



- 1 Leong; Tai; Haresh; Kok; Ar Sarly Adre Sarkum, Immediate Past President, MGBC; and Ng share one common goal to drive sustainability advocacies.
- 2 Tai hoped that people sees Green buildings as the chosen lifestyle of the future.
- 3 Leong saw sustainable architecture design as a basic need of future buildings and a norm rather than a 'special design'.
- 4 According to Kok, proper Green building commissioning is an increasingly vital element in the sustainability value chain.
- 5 Ng said that PENTENS recognised the effort needed to be sustainable and that's why the company works with MGBC to drive a common agenda.
- 6 Haresh believes iProperty.com is ideally positioned to reach out to the millions of home owners with information on sustainability.
- 7 The Media Talk preceded by MGBC-appointed moderator Ixora Ang (right) discussed their respective roles in shaping a change in the Green building industry.

PENANG'S MINGLING NIGHT: LOOKING AHEAD TO THE FUTURE



The night gave property experts and developers the opportunity to network, wine and dine.

After many successful mingling nights, it was Penang's turn to take the spotlight. It was an event that was highly anticipated by developers and iProperty.com's management alike with more than 50 attendees.

The line-up of guests included representatives from developers such as E&O Bhd, Mah Sing Group, ASPEN Group, IJM Land Berhad, Berjaya Group, Asia Green Group, Belleview Group and Hua Yang Berhad as well as property speaker and author Richard Oon, Managing Partner, ConsulNet Tax Services Sdn Bhd.



Haresh Khoobchandani, CEO of iProperty.com Malaysia and Singapore started the night by sharing some interesting facts on the Penang property market, foreign investors' demand trends and the favourite local property hotspots.

This was followed by Jason Teh, famous radio deejay and representative of the event's key sponsor, Astro Malaysia. His presentation called "The Role of Media Content in Property Development" showcased

how Astro could assist developers to market their developments through print, TV and radio advertisements as well as enlisting local celebrities as hosts for property launches.

Nianci Phang, Consumer Marketing Manager, iProperty.com Malaysia was next with a sharing session on the key findings of the iProperty.com Consumer Sentiment Survey Results for H1 2017. One of the interesting information she shared was that 74% of aspiring property buyers were looking to purchase newly-launched properties and out of this figure, 52% have a budget below RM500,000.



Further, Premendran Pathmanathan, General Manager Data Services, iProperty Group took the stage to share insights into the 2016 Malaysian sub-sale property market. Utilising data from iPropertyIQ.com, the informative session revealed consumer purchasing trends such as popular locations and built-up sizes.

As the night continued, attendees went on to have delectable buffet spread while networking. It was then the lucky draw sessions began with winners getting amazing prizes sponsored by Astro. In the end, everyone had fun gaining new knowledge and making new connections. 💙

- 1 Fahmi Rosli, B2B Business Development, Astro; Lee Eng Lu, Senior Associate, Astro Northern Operation; Nianci; Hee Jenn Wei, Head of B2B Business Development & IPTV Marketing, Astro; Haresh; Wong Tuck Fatt, Vice President, Astro Northern Operation; Martin Goh, Head of Media Sales & Ad Ops, iProperty.com Malaysia; Chen Suet Yen, Account Manager, iProperty.com Malaysia; Ai Leen Hong, Account Manager, iProperty.com Malaysia; Ethan Yong, Account Manager, iProperty.com; Roshan Kaur Sandhu, Editor, iProperty.com Malaysia; and Parthiban Silvakumar, Senior Associate IPTV Product Marketing, Astro at the event.
- 2 Haresh started the night by sharing interesting facts on the Penang property market.
- 3 Premendran took the stage to showcase iPropertyIQ.com's capabilities.

KK MINGLING NIGHT: THREE CHEERS FOR A GREAT EVENT!



Guests had a fantastic time forging new relationships whilst learning more about iProperty.com’s products and services.

Merriment and fanfare were in the air as real estate bigwigs came together for the iProperty.com’s Kota Kinabalu Mingling Night 2017, held at The Loft, The Waterfront on 11th May.

The networking dinner saw the attendance of some of the biggest names in the Sabah’s property development scene. These included representatives from Grand Merdeka Development Sdn Bhd, Hap Seng Land, KTI Group, S P Setia Group, Pacific City, Mah Sing Group, Bina Puri Properties Sdn Bhd, Sina Land and Borneo Estates Sdn Bhd.

Also in attendance were industry experts Ar. Ronnie Ang Guo Wei, Secretary General of Sabah Housing and Real Estate Developers Association (SHARED A); Tee Hong Wee, President of SHARED A’s Youth Council and Alexander Lee, Associate Director of LaurelCap (Sabah) Sdn Bhd.



The night festivities kicked off with a welcome note from Martin Goh, Head of Media Sales & Ad Ops, iProperty.com. This was followed by a presentation from the event’s key sponsor, Astro Malaysia. During

which, Emely Poon, famous radio deejay and Astro ambassador explained the role of media content in property development. The audience were intrigued to learn that Astro could serve as an advertising platform for developers to effectively market their new products. Initiatives include print and TV/radio commercials and hosting of property launches by local celebrities.

Next to take the stage was Wong Siew Lai, General Manager of Marketing, iProperty.com Malaysia who shared key findings of the H1 2017 iProperty.com Consumer Sentiment survey results.

Premendran Pathmanathan, General Manager (Data Services) iProperty Group rounded up the night’s presentations with his sharing session on the Sabah sub-sale property market. The data gleaned from iPropertyiQ.com showcased top residential neighbourhoods, most popular building types and price ranges, as well as information on Sabah’s land market.



A sumptuous buffet was rolled out immediately after and guests happily tucked into an array of mouthwatering dishes. Not long after, attendees stood a chance to win some exciting lucky draw prizes sponsored by Astro, where winners walked home with three-month Free Preview for Astro Super Pack Plus 4 Package and SJ7000 Waterproof Action Cameras.

Attendees went on to mingle with one another well into the night. It was a great experience and we look forward to creating more fond memories in the next edition! 📍

- 1 Martin Goh, Head of Media Sales & Ad Ops, iProperty.com (Right) presenting a lucky draw prize to one of the winners.
- 2 Guests took the chance to mingle with one another while wining and dining.

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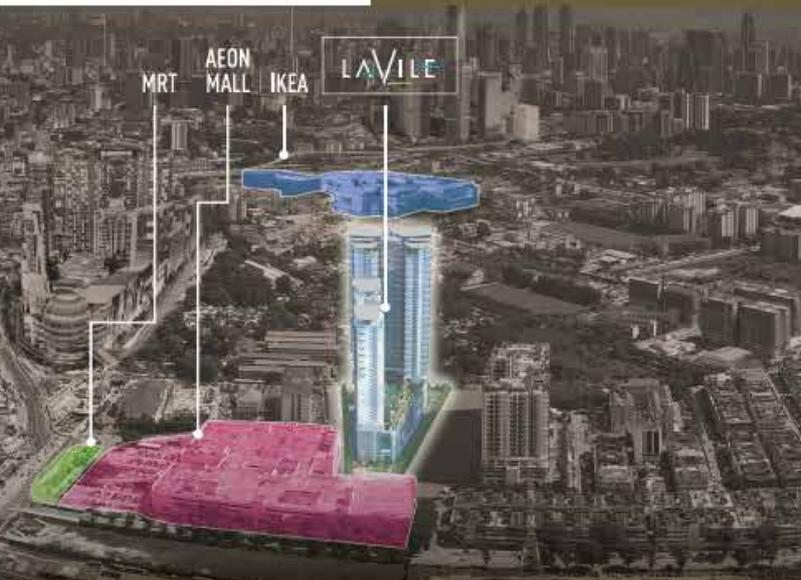
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WHERE GREAT MINDS COME TOGETHER

iProperty.com's Sarawak Mingling Night brought a mix of music, good food and networking session for property developers and experts.

B @ Green House was humming with life on 15th May as it played host to iProperty.com's Sarawak Mingling Night. Highly anticipated by developers and experts, over 30 attendees showed up to gain insights to the latest real estate trends as well as eat, drink and socialise.

The line-up of guests included representatives from Regalia Properties Pte Ltd, Sinar Mekar Properties, Travilion Sdn Bhd, City Valuers and Consultants Sdn Bhd, Green Summit Development Sdn Bhd, Hock Seng Lee construction Sdn Bhd, IJM Land Berhad, Sentoria Borneo Land Sdn Bhd, Impian Megamaju Sdn Bhd, Ibraco Berhad, CMS Property Development Sdn Bhd, Timber Land Group, Naim Land Sdn Bhd and Instarmac Group.

Martin Goh, Head of Media Sales and Operations, iProperty.com Malaysia, got the ball rolling with his welcoming speech where he shared how iProperty.com is changing the world experience property. Developers and experts learned that things doesn't stop after one acquired a home as other factors like Internet connection, furniture and even cars will influence how people look at real estate.

Next to take the stage was Emely Poon, famous radio deejay and representative of the event's key sponsor, Astro Malaysia. Her presentation titled "The Role of Media Content in Property Development" showed how Astro could assist developers through modern and traditional media as well as using local celebrities to grab potential customers' attentions.

Without missing a beat, Wong Siew Lai, General Manager of Marketing, iProperty.com Malaysia, shared results from the consumer sentiment survey. This is where attendees got a look at valuable insights on what property buyers and hunters think of the property industry.

Saving the best for last was Premendran Pathmanathan, General Manager Data Services, iProperty Group. Using iProperty.com's latest innovation called iPropertyiQ.com, this data-driven website showcased 2016 Sarawak sub-sale insights like popular location, prices and sizes.

The night continued with mouth-watering buffets, attendees got the chance to win incredible lucky draw prizes sponsored by Astro, where one winners walked home with a three-month free subscription for Astro Superpack Plus 4.

All in all, it was a good night. 📍



- 1 Sarawak Mingling Night brought together property developers and experts mingling through the night.
- 2 Premendran showed off iPropertyiQ.com's data-driven findings.

CHINESE CITIES REACH THEIR PEAK IN 2016

House prices in China's key cities rose ever higher in 2016 and made a significant contribution to our index's overall performance but 2017 is shaping up to look very different.

RESULTS FOR Q4 2016

House prices across 150 cities worldwide increased by 6.6% on average in 2016.

Chinese cities occupy the index's top nine rankings for annual house price growth but we expect a marked change next quarter.

Wellington and Toronto have usurped their neighbours of Auckland and Vancouver respectively at the top of the table.

Oslo is Europe's strongest performing city but Dutch cities have also risen up the rankings.

No single world region dominates the bottom of the rankings with Moscow, Aberdeen, Seville, Darwin and Jaipur.

Chinese cities account for nine of the top ten rankings in our latest assessment of house prices across 150 cities worldwide. Nanjing leads the rankings with average prices ending last year 41.1% higher. Chinese cities would have occupied the entire top 10 had New Zealand's Wellington not nudged Shenzhen out of 10th spot.

We expect next quarter's results to look significantly different. The index covers the period to the end of 2016 but already in March we have seen a new round of lending curbs and purchase restrictions across China's main cities which has brought price growth in several cities to an abrupt halt.

Overall the index increased by 6.6% in 2016, its highest rate in three years. However, if we were to omit the Chinese cities the index would have increased by only 4.9% in 2016.

Beyond China, the cities of Auckland (12.4%) and Vancouver (17%) which have for several years been New Zealand and Canada's stellar performers have now been usurped by their respective rivals, Wellington (23.7%) and Toronto (19.8%). New regulations are only

part of the story, Vancouver has seen a new tax on foreign buyers but investors are also keen to spread risk, with some equity-rich Aucklanders now looking for a foothold in the New Zealand capital too.

Oslo (21.7%) is Europe's strongest performing city but Budapest (19%) is not far behind. In Oslo falling unemployment, record low interest rates and strong purchasing power has boosted demand. The Dutch cities of Amsterdam, Utrecht and Rotterdam represent another centre of growth in Europe, all recording double-digit annual price rises. Here, a lack of supply is the key determinant of accelerating prices.

Seattle (10.8%) continues to lead the US cities with Denver (8.9%) next in line. The impact of the Federal Reserve's third rate rise in 10 years (to 1%) will filter into next quarter's edition but we do not envisage a sudden slowdown in US cities' price inflation. Furthermore, we may see stronger capital outflows from the US to key European and Asian cities.

In the UK, six of the eight cities tracked by our index recorded positive price growth, but only one, Bristol (10.1%) saw prices reach double figures. Improving economic productivity and a structural undersupply of new housing is supporting price growth in a number of the UK's regional cities.

The foot of the rankings table remains largely unchanged with Moscow, Aberdeen, Seville, Darwin and Jaipur jostling for position within the bottom five. No single world region dominates, although the Americas are notable by their absence. ♡

Figure 1

Global Residential Cities Index Q4 2016



Source : Knight Frank Research

GLOBAL RESIDENTIAL CITIES INDEX Q4 2016

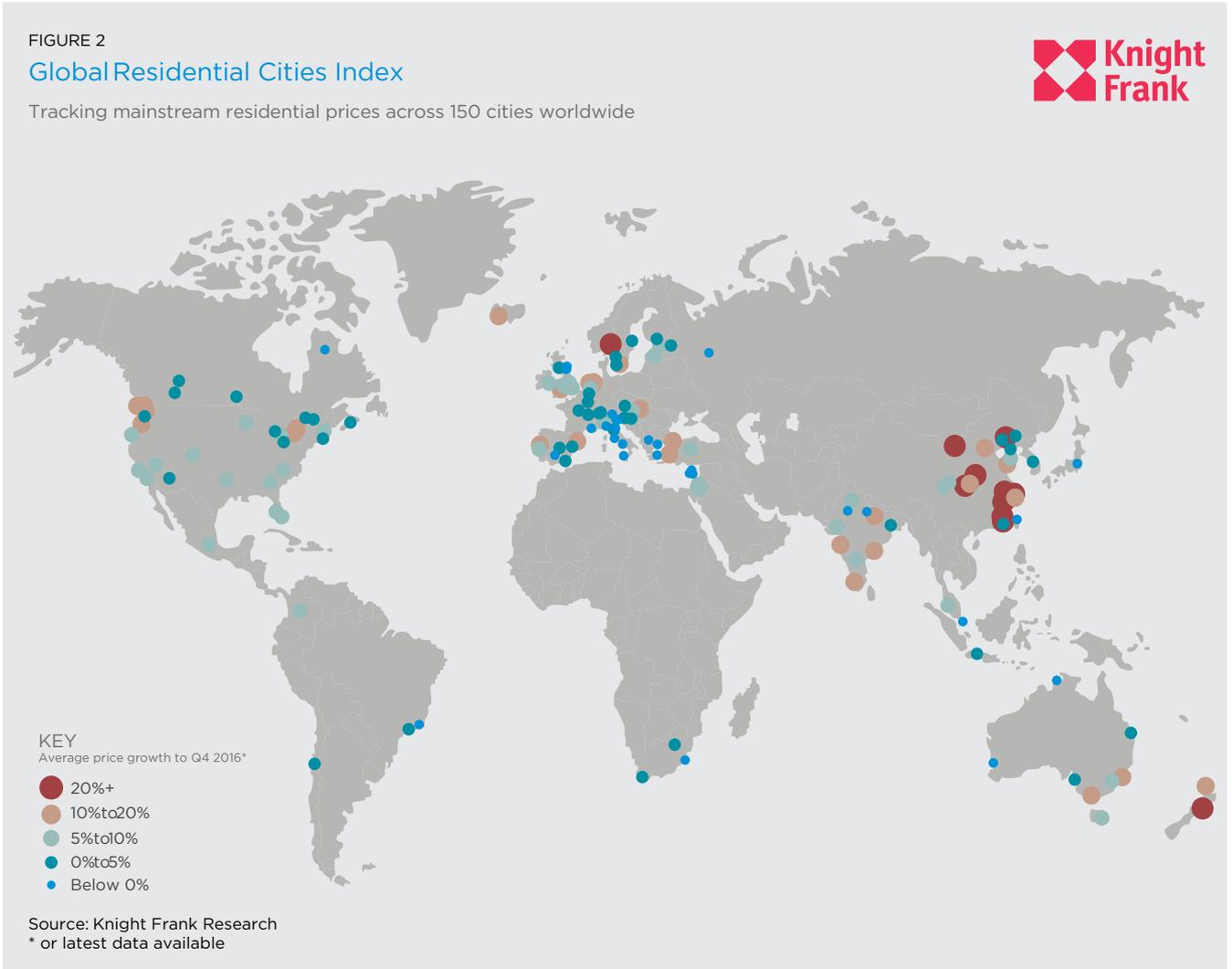
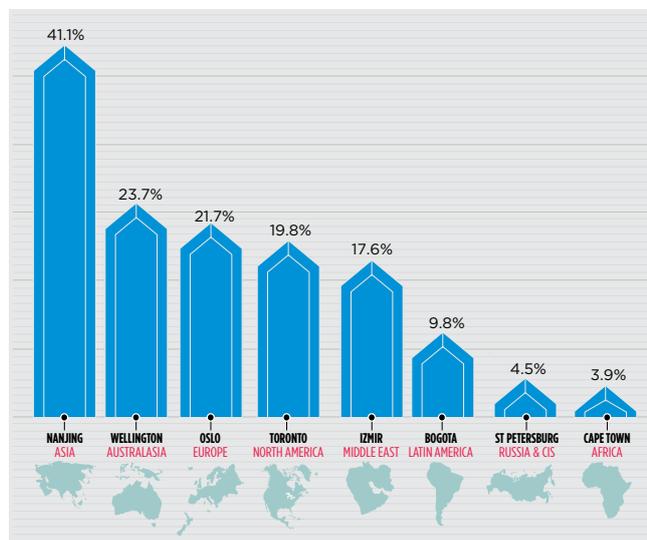
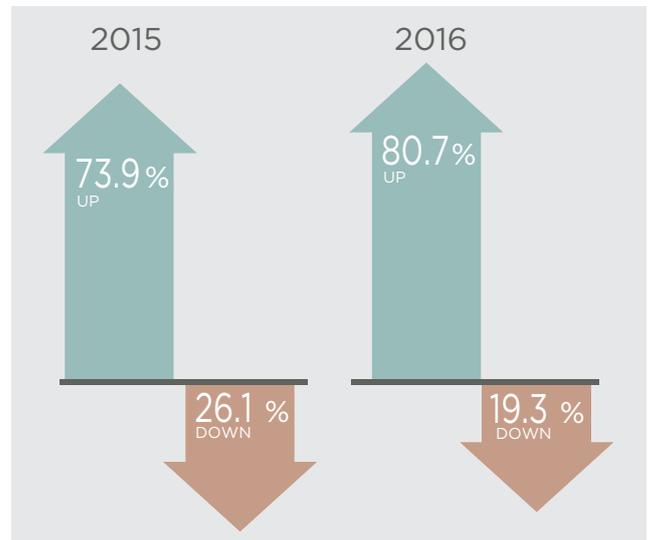


FIGURE 3
Top performing city by world region
 Annual performance to Q4 2016



Source: Knight Frank Research

FIGURE 4
Ups and downs
 Proportion of cities recording price rises or falls



Source: Knight Frank Research

Note: Where official data is published for multiple cities we have selected those cities with the highest GDP or included only those cities tracked by an official source.

Knight Frank Global Residential Cities Index, Q4 2016 Ranked by annual % change

Rank	City	12-month % change (Q4 2015-Q4 2016)	Rank	City	12-month % change (Q4 2015-Q4 2016)	Rank	City	12-month % change (Q4 2015-Q4 2016)
1	Nanjing, CN	41.1%	51	Manchester, UK	7.9%	101	New York, US	3.1%
2	Wuxi, CN	35.7%	52	Tel Aviv, IL	7.7%	102	Seoul, KR	3.0%
3	Shanghai, CN	31.7%	53	Birmingham, UK	7.7%	103	Paris, FR	3.0%
4	Hangzhou, CN	28.7%	54	Riga, LV	7.6%	104	Lyon, FR	2.9%
5	Zhengzhou, CN	28.4%	55	London, UK	7.5%	105	Dalian, CN	2.6%
6	Beijing, CN	28.1%	56	Chongqing, CN	7.3%	106	Vienna, AT	2.5%
7	Wuhan, CN	25.5%	57	Turin, IT*	7.2%	107	Helsinki, FI	2.4%
8	Tianjin, CN	25.4%	58	Nottingham, UK	6.9%	108	Ljubljana, SI	2.2%
9	Guangzhou, CN	24.3%	59	Lisbon, PT	6.8%	109	Johannesburg, ZA	2.2%
10	Wellington, NZ	23.7%	60	Miami, US	6.8%	110	Zagreb, HR	2.1%
11	Shenzhen, CN	23.5%	61	Bratislava, SK	6.8%	111	Brussels, BE	1.8%
12	Oslo, NO	21.7%	62	Delhi, IN	6.7%	112	Valencia, ES	1.6%
13	Toronto, CA	19.8%	63	Boston, US	6.3%	113	Halifax, CA	1.5%
14	Jinan, CN	19.5%	64	Detroit, US	6.3%	114	Lille, FR	1.2%
15	Budapest, HU	19.0%	65	Atlanta, US	6.2%	115	Jakarta, ID ***	1.0%
16	Changsha, CN	18.4%	66	Mexico City, MX	6.1%	116	Montreal, CA	0.8%
17	Chennai, IN	18.1%	67	Jerusalem, IL	6.0%	117	Calgary, CA	0.6%
18	Lucknow, IN	17.7%	68	Bengaluru, IN	5.8%	118	Florence, IT*	0.5%
19	Victoria, CA	17.7%	69	Las Vegas, US	5.8%	119	Zurich, CH	0.5%
20	Izmir, TR	17.6%	70	Dublin, IE	5.7%	120	Sao Paulo, BR	0.4%
21	Hamilton, CA	17.5%	71	Chengdu, CN	5.7%	121	Edmonton, CA	0.1%
22	Vancouver, CA	17.0%	72	Minneapolis, US	5.7%	122	Bologna, IT*	-0.2%
23	Amsterdam, NL	14.5%	73	San Francisco, US	5.7%	123	Trieste, IT*	-0.3%
24	Reykjavik, IS	14.3%	74	Charlotte, US	5.6%	124	Athens, GR	-0.4%
25	Qingdao, CN	13.3%	75	Canberra, AU	5.5%	125	Thessaloniki, GR	-0.5%
26	Auckland, NZ	12.4%	76	San Diego, US	5.4%	126	Edinburgh, UK	-0.6%
27	Ningbo, CN	12.2%	77	Los Angeles, US	5.4%	127	Quebec, CA	-0.7%
28	Kochi, IN	12.1%	78	Yantai, CN	5.3%	128	Tokyo, JP	-0.8%
29	Utrecht, NL	12.0%	79	Kuala Lumpur, MY	5.1%	129	Marseille, FR	-0.8%
30	Porto, PT	11.6%	80	Chicago, US	4.9%	130	Larnaca, CY	-0.9%
31	Istanbul, TR	11.6%	81	Madrid, ES	4.8%	131	Skopje, MK	-0.9%
32	Malmö, SE	11.4%	82	Phoenix, US	4.8%	132	Limassol, CY	-0.9%
33	Melbourne, AU	10.8%	83	St. Petersburg, RU	4.5%	133	Taipei City, TW	-1.2%
34	Seattle, US	10.8%	84	Stockholm, SE	4.5%	134	Milan, IT*	-1.3%
35	Barcelona, ES	10.5%	85	Cleveland, US	4.4%	135	Venice, IT*	-1.7%
36	Sydney, AU	10.3%	86	Glasgow, UK	4.4%	136	Nicosia, CY	-2.1%
37	Rotterdam, NL	10.2%	87	Hong Kong, HK**	4.2%	137	Rio de Janeiro, BR	-2.1%
38	Bristol, UK	10.1%	88	Washington, US	4.2%	138	Kanpur, IN	-2.4%
39	Portland, US	10.0%	89	Malaga, ES	4.2%	139	Rome, IT*	-2.6%
40	Mumbai, IN	10.0%	90	Adelaide, AU	4.1%	140	Singapore, SG	-2.6%
41	Bogota, CO	9.8%	91	Copenhagen, DK	4.0%	141	Napoli, IT*	-3.0%
42	Hague, NL	9.6%	92	Cape Town, ZA	3.9%	142	Perth, AU	-4.1%
43	Ankara, TR	9.0%	93	Brisbane, AU	3.8%	143	Palermo, IT*	-4.5%
44	Denver, US	8.9%	94	Ottawa, CA	3.6%	144	Durban, ZA	-5.1%
45	Hobart, AU	8.8%	95	Kolkata, IN	3.5%	145	Genoa, IT*	-6.2%
46	Ahmedabad, IN	8.8%	96	Winnipeg, CA	3.4%	146	Jaipur, IN	-6.3%
47	Tallinn, EE	8.7%	97	Bern, CH	3.3%	147	Darwin, AU	-7.0%
48	Tampa, US	8.3%	98	Shenyang, CN	3.2%	148	Aberdeen, UK	-9.8%
49	Haifa, IL	8.1%	99	Tangshan, CN	3.1%	149	Sevilla, ES	-9.9%
50	Dallas, US	8.1%	100	Gothenburg, SE	3.1%	150	Moscow, RU	-15.0%

Source: Knight Frank Research *Asking prices **Provisional ***Metropolitan area

AT Austria, AU Australia, BE Belgium, BR Brazil, CA Canada, CH Switzerland, CL Chile, CN China, CO Bogota, CY Cyprus, CZ Czech Republic, DK Denmark, EE Estonia, ES Spain, FI Finland, FR France, GR Greece, HK Hong Kong, HR Croatia, HU Hungary, ID Jakarta, IE Ireland, IL Israel, IN India, IS Iceland, IT Italy, JP Japan, KR South Korea, LV Latvia, MK Macedonia, MX Mexico City, MY Malaysia, NL Netherlands, NO Norway, NZ New Zealand, PT Portugal, RU Russia, SE Sweden, SG Singapore, SI Slovenia, SK Slovakia, TR Turkey, TW Taiwan, UK United Kingdom, US United States, ZA South Africa

All data corresponds to 12-month percentage change to Q4 2016 except: Ahmedabad, Auckland, Bengaluru, Bogota, Brussels, Budapest, Cape Town, Chennai, Copenhagen, Delhi, Durban, Jaipur, Johannesburg, Kanpur, Kochi, Kolkata, Kuala Lumpur, Larnaca, Lille, Limassol, Ljubljana, Lucknow, Lyon, Marseille, Mumbai, Nicosia, Wellington and Zagreb to Q3 2016.

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

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NEW ARRIVAL

Designed to include therapeutic benefit and stress reduction feature, GINTELL DeSpace is the iconic U.F.O massage chair that comes with the perfect hybrid of humanized massage techniques and modern technology. The all new GINTELL DeSpace U.F.O massage chair brings you to the moon and back, invites you to feel a touch of beyond from your home for a healthier lifestyle.



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JASMINE & COURTS (MALAYSIA) LAUNCH THE GREAT RAYA PROMOTION!



The Hari Raya Campaign from 27 May – 17 July 2017 further rewards Courts (Malaysia) and Jasmine customers.

Courts Malaysia and Jasmine Food Corporation Sdn Bhd have jointly launched a Hari Raya promotion in the form of redemption discount for their customers.

After purchasing any of the following Jasmine products; PusaCream, BasmathiKing, PusaGold and Super5 from participating outlets like mini markets and hypermarkets, customers can present their receipts at participating Courts outlets within Peninsular Malaysia to get a discount of RM5 from their purchase of RM199 at Courts, plus a free 500 gram pack of Jasmine Super5.

The joint-promotion is from 27 May - 17 July 2017 and is valid only in Peninsular Malaysia. "We hope to bring some festive cheer to our customers this Raya season through the collaboration with Courts Malaysia," Lim Swee Keat, CEO of Jasmine Food Corporation Sdn Bhd said. "As they purchase new furniture, electronics or IT products, they can also enjoy some discounts from their purchase," he added.

"At Courts, we are committed to provide our customers with a wide range of aspirational home products at affordable prices. With Raya celebration just around the

corner, in addition to big discounts and savings we also like to reward our customers with more value like free gifts, services, packages.

We appreciate this partnership with Jasmine to bring more festive joy to our customers" shared Low Bee Yin, Marketing Director of Courts Malaysia.

Courts Malaysia established in 1987 is a leading electrical, IT and furniture retailer with a mission to "make aspirational home products easily affordable". Courts Malaysia abides by the Courts Price Promise and is committed to offering competitive prices across its product range. In addition, Courts Flexi-Scheme, its in-house credit, is available as one of the payment options.

Jasmine is a leading rice brand in Malaysia. Established since the 1950s, it offers a range of high quality rice products. Highly recommended among its range are the Super5, PusaGold, BasmathiKing and PusaCream rice for the coming Raya season. ♡

For more information, kindly visit www.jasmine.com.my or [facebook.com/Jasmine Food Corporation](https://www.facebook.com/JasmineFoodCorporation).

Negeri Sembilan & Perak

The next big things



SEREMBAN

TAIPING

IPOH

Negeri Sembilan

Perak

NEGERI SEMBILAN IS 'NEW RIVAL' TO SELANGOR

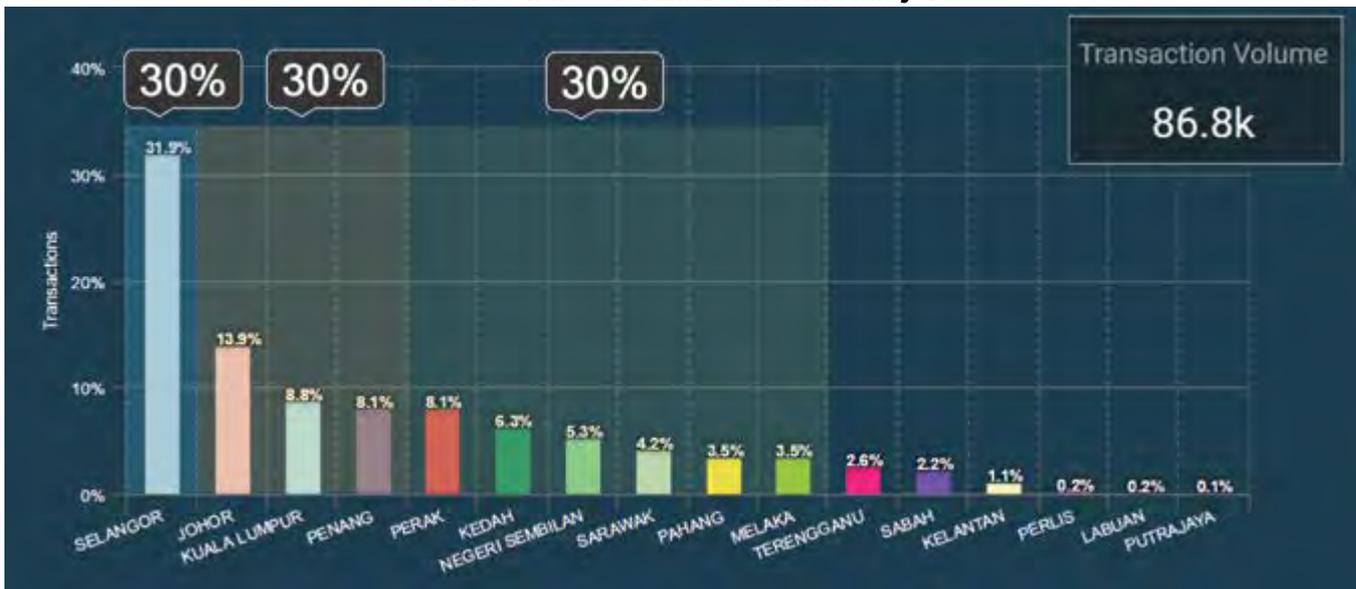
REENA KAUR BHATT reports latest figures on the residential sub-sale market in Negeri Sembilan and speaks to an expert to find out more about exciting developments in the state which will help accelerate its real estate market.

Latest data from iPropertyiQ.com showcases purchasers' hotspots, transaction activities and median prices for secondary residential properties across

Negeri Sembilan. The review period was from October 2015 to September 2016.

NEGERI SEMBILAN'S SALES KPI EQUALLED SELANGOR'S

Market share of transactions in Malaysia



Source: iPropertyiQ.com

Total transaction volume for residential sub-sale properties in the country amounted to 86,800. Negeri Sembilan garnered 5.3% or 4,600 transactions of the market share. In comparison, the best performer, Selangor, recorded 31.9% or 27,689 transactions.

To obtain a fair indication on how Negeri Sembilan's secondary residential property market actually fared, a **sales performance ratio test** was done, where population was taken into consideration; i.e. **Transaction Volume/State's Population**.

The purpose of this calculation is to determine Negeri Sembilan's Sales Key Performance Indicator (KPI), as the ratio obtained reveals the number of transactions per person.

Using latest population estimation figures (2016) from the Department of Statistics Malaysia, the number of people living in Selangor and Negeri Sembilan were 6.31 million and 1.11 million, respectively. The ratios obtained using the afore-mentioned formula were **0.439** (27,689 transactions/6.31 million people) for **Selangor** and **0.414** (4,600 transactions/1.11 million people) for **Negeri Sembilan**.

As there is only a slight deviation of 0.025 or 0.057%, this shows that the **Negeri Sembilan is on the same page as the best-performing state (Selangor) in terms of residential sales success**. A promising trend indeed for this small state which has always been in the shadow of the more popular Selangor.

TOP RESIDENTIAL PRODUCTS IN THE PAST YEAR

TERRACE HOMES

Terrace homes appeared as the best performing sub-sector in the landed residential category in Negeri Sembilan in the October 2015-September 2016 period. It comprises of ALL types of terrace homes - single, double or triple storey.

Top 7 Neighbourhoods

No.	Project/Neighbourhood	Area	Median per sq ft (RM)
1	Taman Nusari Bayu	Bandar Sri Sendayan	242
2	Bandar Springhill	Jimah	137
3	Bandar Seremban Selatan	Seremban Jaya	158
4	Taman Politeknik	Teluk Kemang	170
5	Taman Gadong Jaya	Labu	180
6	Taman Nusari Aman	Bandar Sri Sendayan	249
7	Taman Indah Satelit	Tampin	145

Source: iPropertyIQ.com

Taman Nusari Bayu in Bandar Seri Sendayan emerged as the most popular residential neighbourhood with a median price per sq ft of RM242. Bandar Springhill in Jimah came in second with considerably lower median prices of RM137 while Bandar Seremban Selatan in Seremban Jaya recorded median prices of RM158.

Total Transactions

Month	Number of transactions
October 2015	334
November 2015	308
December 2015	312
January 2016	261
February 2016	262
March 2016	284
April 2016	257
May 2016	235
June 2016	267
July 2016	178
August 2016	290
September 2016	201
TOTAL	3,189

Source: iPropertyIQ.com

Transaction activity for terrace homes throughout the 12 months was generally stable and healthy with average monthly figures topping 266 transactions.

Median Price Per Sq Ft



Source: iPropertyIQ.com

Median prices per sq ft for terrace homes recorded a 28% decline in the year, from RM535 psf to RM386 psf. The downward trend in 2016 could be explained by the economic downturn and depreciating Ringgit,

more homebuyers are purchasing properties that are more affordably priced. Nevertheless, median prices in the state continue to remain above Malaysia's overall median price.

FLATS

Flats appeared as the best performing sub-sector in the high-rise residential category in Negeri Sembilan. Flats are those classified by the Valuation and Property Services Department (JPPH) as recorded in the Sales & Purchase Agreements (SPA). This will mean only lower-priced high-rise properties; apartments (mid-priced) and condominiums (higher-end) are not included.

Top 5 Projects

No.	Project/Neighborhood	Area	Median Per Sq ft (RM)
1	Taman Semarak	Nilai	62
2	Garden Avenue	Seremban 2	96
3	Pangsa Rakyat College Heights	Mantin	91
4	Taman Seremban Putra	Sikamat	114
5	Rumah Pangsa Rasah Jaya	Rasah	57

Source: iPropertyQ.com

Bearing a median price per sq ft of RM62, flats in Taman Semarak were the most popular among property purchasers in Negeri Sembilan. Next in line was Garden Avenue, Seremban 2 with slightly higher median prices of RM96. Rounding up the top three spot was Pangsa Rakyat College Heights in Mantin with a median price of RM91.

Total Transactions (Oct 2015 - Sept 2016)

Month	Number of transactions
October 2015	31
November 2015	14
December 2015	19
January 2016	12
February 2016	15
March 2016	26
April 2016	27
May 2016	15
June 2016	24
July 2016	16
August 2016	20
September 2016	32
TOTAL	251

Source: iPropertyQ.com

With average transactions of 21 per month, sales were low, albeit stable in the review period. It is evident that homebuyers in Negeri Sembilan still prefer landed properties. High rise units and especially flat is the product choice for the low-income earners due to its much lower entry point.

Median Price Per Sq Ft



Source: iPropertyQ.com

Median prices for flats generally recorded a stable trend with prices moving slightly downwards from RM75 per sq ft in October 2015 to RM61 per sq ft in September 2016. However, overall prices were well

below the country's average where the highest median price recorded in Negeri Sembilan (RM98) was only half of that of Malaysia's (RM187).

DISCLAIMER: The source of Sale data is from the Valuation and Property Services department (JPPH) which officially records a property transaction once the stamp duty for the Sales and Purchase Agreement is paid while the source of rent data is from agents' listings listed at iProperty.com. 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.



CHALLENGES & OPPORTUNITIES

Jenny Wang, Chairman of REHDA Negeri Sembilan shares her insights on a few current issues facing the state's residential property market.

According to the CBRE I WTW Real Estate 2016 Market Outlook Report, certain areas in Negeri Sembilan will see the Bumiputera quota being revised back to 30%.

Do you have any updates on this issue and how do you think this revision will help rejuvenate the property market activity in the state?

Under the new State Housing Policy (Dasar Perumahan Negeri Sembilan (DPNS)), 50% of new developments must fall under the Bumiputera quota where 30% must be sold to Bumiputera buyers only and the remaining 20% is designated as Bumiputera Open Lot.

The latter means that the Bumi restriction will only apply for the first five years for these properties; owners will be allowed to sell off their property to a non-Bumi purchaser in the sixth year onwards. The state government will consider a 30% Bumiputera allocation for certain areas in Negeri Sembilan. These special zones include Rahang, Rasah, Templer, Temiang, Lobak, Mambau, Seremban 2/Jalan Labu, Senawang, Pajam, Mantin, Setul, Pekan Port Dickson, Lukut, Pekan Bahau and Pekan Kuala Pilah.

The report also states that "Although it is not officially announced, it is believed that the state government is not keen on high-rise residential development but are willing to approve high-rise residential developments meant for affordable housing".

Do you have any updates on this issue?

To date, the state government prefers that developers build landed properties for the affordable housing scheme, [Rumah Mampu Milik (RMM) Type A]. However, REHDA feels that developers should be granted a leeway for projects in prime areas.

Bearing in mind the rising costs of construction and scarcity of land, developers are hoping that they will be given the option to construct high-rise units instead of landed homes for RMM type A.

What does it mean for homebuyers/investors and how will the new guidelines affect property prices, supply and demand moving forwards?

Prior to the new Dasar Perumahan Negeri Sembilan (DPNS) announcement by the Chief Minister on 5th June 2015, 30% of every development was required to

consist of low-cost homes with selling prices capped at RM40,000 per unit (prices varied according to district).

However, these homes only provided basic furnishings and as the cost of living increased, they were not sufficient to cater to the growing needs of the current population. Most of the occupants of these homes were plagued with maintenance issues, spoilt facilities and social problems.

In an effort to transform the quality of living at these low-cost residences and to comply with the National Housing Policy, the state raised the bar for the provision of these homes. Under the DPNS, developers are required to provide affordable homes comprising of low-cost houses, low medium cost houses and medium cost houses.

This transformation from low cost to affordable will result in homes that are more comfortable, spacious and of better quality; thus improving the quality of life of residents.

This allocation is further broken down into three parts:

- 15% of Type A (Capped at RM80,000)
- 15% of Type B (Capped at RM250,000)
- 20% of Type C (Capped at RM400,000)

As the cost of constructing these affordable homes are subsidised by the other half of the project, i.e the mid-priced and higher-end properties; a higher allocation of affordable homes will mean higher prices for the other homebuyers.

What are the emerging property hotspots in Negeri Sembilan - If someone is looking to invest in property in Negeri Sembilan this year, what would be the best kind of property to buy?

My top picks are Seremban 2, Bandar Ainsdale, Bandar Sri Sendayan, Senawang, Pajam as well as projects located along highways such as PLUS and LEKAS and nearby universities and colleges.

The property type depends solely on a buyer's needs - is it for own stay or for investment purposes? Negeri Sembilan fulfil all the requirements aspiring homebuyers are looking for, i.e. affordability, accessibility and connectivity. It is up to buyers to research and scout around for the product which will best align with their lifestyle as well as fit their budget. 📍

NEGERI SEMBILAN'S PROPERTY MARKET IS QUIETLY CONFIDENT



Born and bred in Seremban, **Chong Ming Ming, Sales Manager of CBD Properties (Seremban)** shares insider knowledge regarding the state's real estate landscape and tells us why she is confident with Negeri Sembilan's future prospects. - **REENA KAUR BHATT**

Seremban has often been labelled as a sleepy hollow and it is that place "where old people from the Klang Valley go to retire". Having lived in Seremban for the past 40 years, I have and continue to witness first-hand how the state is slowly shaking off this stigma.

It is true that the property market in Seremban pales in comparison to areas like Kuala Lumpur and Johor Bahru, but that is now changing.

As land is scarce in the city centre and with the construction of numerous new highways, the Klang Valley's population have continued to shift outwards in the past 5 years. This **outward demographic spread has now seeped into Negeri Sembilan, Seremban especially, hence the coining of the 'Greater Klang Valley Conurbation'**.

Thus in the past few years, property prices and values have increased exponentially in the state, particularly in Seremban. For instance, double-storey terrace homes in Seremban 2 which cost RM150,000-RM200,000, 10 years ago have doubled in value and now fall within the RM450,000-RM700,000 range.

Property prices in Negeri Sembilan will continue to witness healthy growth due to the following reasons:

THE AFFORDABILITY & LIFESTYLE COMBO

Seremban boasts a strategic location - Kuala Lumpur is within a 45-minute drive or a one hour commute by train. A growing number of KLites are opting to stay in Seremban and commute daily to the Klang Valley instead. The cost of living here is lower and they get to enjoy a more balanced lifestyle.

Even though property prices are appreciating steadily, properties in Negeri Sembilan are still considerably more affordable than its Klang Valley counterparts, thus the high demand from home buyers, especially families who are seeking landed properties.



Purchasers should take note that prices in prime areas in the state will continue to grow, hence now will be the best time to invest.

MALAYSIAN VISION VALLEY (MVV)

Bearing an estimated gross development value of RM640 billion, this mega-project will sprawl across 108,000 hectares of land across the Seremban-Nilai-Port Dickson area.

MVV is Malaysia's sixth economic corridor and will include the development of five strategic clusters, namely Edu-Tech Valley, Tourism and Wellness, New Livable Township, Central Business District and Nature City.

Backed by both the Federal and State Governments, MVV aims to serve as an extension of Greater Kuala Lumpur and to open up new economic areas. It is projected that the population in MVV is set to grow from the current 700,000 to 3 million in the next 30 years.

MVV is also envisioned to bolster Negeri Sembilan's position as an investment destination. The steering committee has already begun the groundwork in bringing in foreign investors.

Discussions are underway with a few big names including the USA's Mayo Clinic, a world-renowned medical and research facility and Flex, (formerly known as Flextronics International Ltd) a major electronics manufacturer. The project has also already obtained a RM5 billion budget from the Federal Government for the construction of its supporting infrastructure.

TRANSPORTATION HUB

The High-Speed Rail (HSR) connecting Singapore to Kuala Lumpur will revolutionise the way Malaysians travel. Negeri Sembilan is set to receive a HSR station in Labu.



Once completed, those living in Negeri Sembilan could travel to Kuala Lumpur in 15 minutes via the HSR. The HSR will also definitely attract more businesses and investments into the state besides boosting trade and tourism.

The HSR is further complemented by other rail lines including the Express Rail Link (ERL) and the Mass Rapid Transit (MRT). This rail integration will enhance Negeri Sembilan's connectivity, making the commute to the Klang Valley, KLIA and other neighbouring states extremely efficient.

REGIONAL DISTRIBUTION CENTRE

Chinese e-commerce giant, Alibaba Group will be setting up their regional distribution centre within KLIA Aeropolis, a new development focusing on air cargo, logistics, aviation and aerospace near KLIA. This will create numerous spillover effects such as job creation and commercial business growth for the surrounding areas and this includes Seremban.

QUALITY TOWNSHIPS

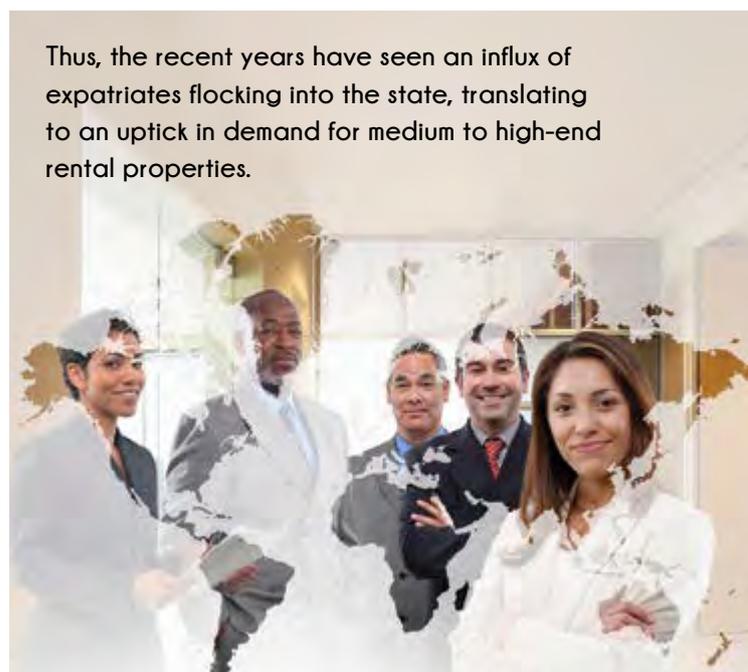
The Seremban 2 township has set a new benchmark for the standard of living in Negeri Sembilan. Boasting a trifecta of fantastic concept and designs, supporting infrastructure and accessibility, this affluent township is an excellent example of a LiveWorkPlay development.

More projects incorporating a similar livable and sustainable concept is set to come on board in. An upcoming project in Negeri Sembilan is the PRIMA Seremban Sentral which features affordable apartments

will be equipped with various supporting components such as public amenities, office buildings, shopping centres, medical facilities, an educational campus, hotels and recreational parks.

MULTINATIONAL COMPANIES & EXPAT COMMUNITY

Negeri Sembilan is now home to various established foreign multinationals such as Hino, Daihatsu, Akashi, Kayaku Safety, Coca Cola, ON Semiconductor, Nestle, TDK, 3M, Kibing Glass and others.



Thus, the recent years have seen an influx of expatriates flocking into the state, translating to an uptick in demand for medium to high-end rental properties.

Therefore, the notion that Seremban properties does not generate good rental yields no longer holds water.

REPUTABLE PROPERTY DEVELOPERS

The past few years have witnessed a growing number of reputable property developers making their debut in Negeri Sembilan.

The current list of developers in the state includes IJM Land Bhd, Sunrise MCL Land Sdn Bhd, Sime Darby Property Bhd, OSK Property Holdings Bhd, GUH Holdings Bhd, LTS Properties Bhd, West Synergy Sdn Bhd, among many.

This positive indicator goes to show that the property scene in Negeri Sembilan is robust and is set to expand further. Homebuyers looking for good buys should consider projects located nearby the upcoming HSR, the North-South Highway as well as the LEKAS highway. When it comes to property investment, you cannot go wrong if you follow transportation infrastructure. 📍

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

NEGERI SEMBILAN PROPERTY MARKET REVIEW 2016/2017

RAHIM & CO INTERNATIONAL SDN BHD reports market activity and trends for both the residential and office sub-sectors in 2016/2017.

RESIDENTIAL

Key Facts (as at 3Q 2016)

Supply	244,260 units	↓ 1.1% y-o-y
Transaction Volume	9,516 units	↓ 9.1% y-o-y
Transaction Value	RM2,317.62 mil.	↓ 9.0% y-o-y

Source: Rahim & Co Research, JPPH

Negeri Sembilan's property market activities in the first three quarters of 2016 has decreased whereby 9,516 units of residential transactions worth RM2,317.62 million was recorded against 10,470 units of transactions worth RM2,547.84 million in 3Q 2015, denoting a reduction of 9.1% and 9.0% of the volume and value respectively. **1-storey terraced house units were the most preferred house type**, having captured 28% (2,634 transactions) of the residential market followed by 2- and 3-storey terraced houses with a percentage of 27% (2,584 transaction).

According to JPPH, the existing supply of residential units in Negeri Sembilan has slightly decreased from 247,001 units as at 3Q 2015 to 244,260 units as at 3Q 2016, registering a drop of 1.1% growth y-o-y. 1-storey terraced houses continue to dominate the residential

market at 83,030 units followed by 2- and 3-storey terraced houses at 42,586 units.

Looking at the current landed properties market, existing 2-storey terraced houses in Bandar Ainsdale, S2 Height and Nilai Impian are seen to be priced between RM500,000 to RM570,000 per unit where there is an approximately 4% increase in value compared to last year. **On the newly completed residential units, prices seem to go beyond the transacted prices, reaching up to RM595,000.** On the non-landed segment, a newly completed condominium named **Kalista Residence 1 by IJM Land** has received an overwhelming response and achieved an impressive 99% take-up rate.

Kalista Residence 1 claims its unique selling point to be the contemporary and stylistic architecture design used in addition to offering basic condominium facilities to its. The selling price of a unit starts from RM354,456 and goes up to RM582,456, depending on the built-up area. **PNB Development Sdn Bhd** has revealed through their latest launch **Mawar Gaseh** in Laman Mawar, Kota Serimas. The development offers 127 units of 2-storey terraced house with built-ups of 1,620 sf (intermediate) to 1,930 sf (corner/end lot). The units are priced between RM380,888 and RM588,888 and expected for completion in September 2018.

Seremban Residential Property Price Trend & House Price Index (2010-2016) #1



Source: Rahim & Co Research, IHRM

Matrix Concepts Holdings Bhd has recently launched another development under Sri Sendayan known as **Suriaman 2B** in June 2016. The project offers 232 units of 2-storey terraced houses with a total development value of RM154 million.

The project has received positive response from the buyers where nearly 70% of the total units have been taken up as at July 2016.

With the successful purchase of six freehold parcels of land in Seremban at the price of RM145 million, **OSK Holdings Bhd**, through an indirect unit known as Aspect Synergy Sdn Bhd, plans to develop an **integrated residential and commercial development in Seremban** that would comprise a mix of landed and high rise residential and commercial component with a total investment of RM3.6 billion.

Upcoming Landed Residential Properties in Negeri Sembilan

Development	Location	Type	No of Units	Selling Price (RM)	Completion
Nada 2B @ Nada Alam	Nilai	1-storey terraced	104	From 378,000	2017
Azalea 2 @ Nilai Impian		2-storey terraced	178	From 588,888	2017
Siphonia 2 @ Chemara Hills (Final Phase)		2-storey terraced	53	From 778,888	2017
Santai	Bandar Ainsdale	2-storey terraced	43	From 578,888	2018
Abadi		2-storey terraced	56	From 498,888	2017
Nusa 15 @ Nusa Intan	Senawang	1-storey terraced	82	From 378,000	2017
Nusa 16 @ Nusa Intan		2-storey terraced	-	From 502,000	2017
Suriaman 3	Bandar Sri Sendayan	2-storey semi-detached	385	From 563,888	2017
Elvina @ Hijayu 3B		2-storey semi-detached	333	From 559,888	2017

Source: Rahim & Co Research

SHOP OFFICE/PURPOSE BUILT OFFICE

Key Facts (as at 3Q 2016)

Supply	18,829 units	↑ 2.7% y-o-y
Transaction volume	679 units	↓ 29.7% y-o-y
Transaction value	RM374.40 mil.	↓ 32.3% y-o-y

Source: Rahim & Co Research, JPPH

Total supply of shop offices in Negeri Sembilan has slightly increased by 2.7% from 18,336 units in 3Q 2015 to 18,829 units in 3Q 2016, where 59% are from Seremban itself and followed by Port Dickson with 14%. 2- and 2½-storey shop offices contribute the most to existing supply currently in the market with a percentage share of 54.2%. Following that category is the 3- and 3½-storey shop office types at 20.3%.

Transacted prices of 2-storey shop offices in Seremban such as Mambau Business Centre, Taman Desa Jasmin and Taman Sri Pagi are priced between RM550,000 to RM750,000 per unit while 3-storey shop offices at Bandar Baru Nilai command a price tag of RM450,000

Upcoming Shop Offices in Negeri Sembilan

Development	Location	Rental (psf)
Arab Malaysian Business Centre	Seremban	RM1.87-RM4.32
Wisma Arab	Seremban	RM1.56-RM1.75
Menara Zurich	Seremban	RM2.80-RM4.00
Wisma PERKESO	Seremban	RM2.25-RM2.40
Plaza Seremban	Seremban	RM1.65-RM2.27

Source: Rahim & Co Research

to RM550,000. In terms of rental rates, shop offices located on the ground floor of Seremban prime areas such as Jalan Yam Tuan, Jalan Dato Abdul Rahman and Jalan Kong Sang have rates between RM2,300 to RM2,700 per lot per month whereas those in Seremban secondary area such as Jalan Tuanku Antah, Jalan Seng Meng Lee and Jalan Tun Dr Ismail are priced between RM1,500 to RM2,500 per lot per month.

Oakland Holdings Sdn Bhd recently launched **Oakland Commercial Centre II (Phase 4F)**, a development comprising of two 4- and 5-storey commercial blocks that offers buyers a choice between lifestyle shops and flexi-office units.

The shop units located on the ground floor and first floor have a built-up of 1,041 sf while the office units on the third floor onwards have a built-up of 1,124 sf.

The selling price for a shop unit starts from RM450,000 whereas an office unit starts from RM280,000. The project is expected to be completed by 2019. The project has received an overwhelming response from the buyers, bagging a take-up rate of 40% during its launch in May 2016.

Key Facts > Purpose Built Office (as at 3Q 2016)

Supply	3.18 mil. sf	↑ 0.1% y-o-y
Occupancy Rate (%)	93.9%	↓ 0.9% y-o-y
Rental Rate (RM)	RM1.50-RM4.00 psf	

Source: Rahim & Co Research, JPPH

Total supply of purpose built offices in Negeri Sembilan has slightly increased by 0.1% from 3.180 million sf in 3Q 2015 to 3.184 million sf in 3Q 2016.

The performance in occupancy rate of this sector recorded a slight decrease of 93.9% from 94.8% in 3Q 2015.

Most of the existing purpose built offices are scattered around Seremban with 42 buildings and an accumulative office space of 1.81 million sf in 3Q 2016.

Only one new purpose built office in Seremban was recorded at completed in 2016. The rental rate of purpose built offices in Seremban averages between RM1.50-RM4.00 psf, where the market remained stable as per last year. Arab Malaysian Business Centre and Menara Zurich saw its rates reached up to RM4.00-4.30 psf per month. 📍

Rental of Existing Purpose Built Offices in Negeri Sembilan

Development	Location	Rental (psf)
Arab Malaysian Business Centre	Seremban	RM1.87-RM4.32
Wisma Arab	Seremban	RM1.56-RM1.75
Menara Zurich	Seremban	RM2.80-RM4.00
Wisma PERKESO	Seremban	RM2.25-RM2.40
Plaza Seremban	Seremban	RM1.65-RM2.27

Source: Rahim & Co Research

Upcoming Purpose Built Office in Negeri Sembilan

Development	Location	Built-Up Area (sf) per parcel/suite	Completion
Menara MAINS	Seremban	560 – 3,500	2017

Source: Rahim & Co Research

NOTABLE ANNOUNCEMENTS / ACTIVITIES IN Negeri Sembilan

- The state government has launched a modern housing project for Orang Asli in Kampung Pelebar Baru, Port Dickson. The project consists of 56 semi-detached house units and a bungalow worth more than RM500,000 each.
- Lexis Hibiscus Port Dickson has prompted award-winning eco-architect, academic and author Professor Jason Pomeroy to dub the property the largest water home development in the world.
- Tanco Holdings Bhd has engaged the leading Malaysian hospitality group Impiana Hotels and Resorts Management Sdn Bhd to manage and operate the upcoming Splash Park Suites.
- The state government plans to build a rice factory in Kuala Pilah.
- A multipurpose water reservoir of 100 hectares is being built by the state government in Siliau near Rembau.
- The Malaysia Vision Valley (MVV):
 - A public-private partnership project for an integrated economic development valley in the western parts of Negeri Sembilan covering a total of 153,000 hectares which includes the areas of Nilai, Seremban and Port Dickson.
 - Despite Malaysia Vision Valley's massive size, only 37% or about 59,000 hectares has been slated for development with the remaining kept as forest reserves.
 - Among the projects that have been mooted for Malaysia Vision Valley are Seremban Central, Seremban Resort City, Port Dickson Waterfront, Port Dickson Splash Park and affordable housing schemes.
 - Joint-venture SPV investment model will be used for the MVV development and Sime Darby will be a major shareholder in the newly formed entity.
 - Expected to generate investments of more than RM417.6 billion by the year 2045.
- Based on the 11th Malaysia Plan, there are upcoming infrastructural upgrade plans which includes Seremban Middle Ring Road Phase 3, Paroi-Senawang-KLIA-Salak Tinggi Highway (SKLIA) and KLIA-Port Dickson Highway.
- Labu is expected to be one of the stops along the proposed high-speed rail link (HSR) between Singapore and Kuala Lumpur.
- KTM Berhad (KTMB) has plans to revive the 39km Seremban-Port Dickson railway line. This includes a possible cargo hub to serve Malaysia's southern regions.

DISCLAIMER: The data above represents the findings of Rahim & Co International Sdn Bhd and is not in any form an endorsement or recommendation by iProperty.com. Readers are encouraged to seek independent advice prior to making any investments.

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PERAK: STABLE AND RARING TO GROW

iPropertyQ.com's latest data shows potential in Perak's market trend for secondary residential properties and future developments.

LANDED RESIDENTIAL

Terraced Homes

Terraced homes in Perak rules the landed property segment from October 2015 to September 2016 as it is still in the affordable range. The best performing neighbourhoods in terms of sales volume are as follows:

Top 10 Neighbourhoods (Oct 2015 - Sept 2016)

No.	Project/Neighborhood	Area	Transactions	Median Per Sq ft
1	Taman Cempaka	Ipoh	66	165
2	Taman Klebang Jaya	Chemor	49	139
3	Bandar Seri Botani	Ipoh	48	189
4	Taman Impiana Adril	Lahat	44	155
5	Taman Bandar Baru Lahat	Lahat	43	130
6	Taman Pinji Mewah	Ipoh	41	151
7	Bandar Baru Putra	Ipoh	41	180
8	Medan Klebang Restu	Chemor	38	175
9	Taman Pengkalan Tiara	Ipoh	38	168
10	Taman Arkid	Menglembu	38	137

According to **GISELLE CHONG, IPOH BRANCH MANAGER, CBRE | WTW**, Taman Cempaka and Taman Klebang Jaya are both matured neighbourhoods. It was mainly developed with low cost or affordable houses that drove potential home buyers flocking to the area.

Further, Taman Cempaka is located nearer to town and it is surrounded by some high-end housing schemes (The Enclave as well as housing areas at Jalan Dato Khong Kam Tak) and some education buildings, (Ungku Omar Polytechnic Institution and SK Raja Chulan). In the meantime, Taman Klebang Jaya has shown an increase due to the opening of Aeon Mall Ipoh

Klebang in 2015. As for Bandar Seri Botani, Chong noted that it emerged as a prime location because the area is a well-planned mixed housing development with integrated segments.

Regardless of the slowdown in the property market, capital appreciation and rental yields for residential properties in Perak will remain stable in the near future, said Chong.

There is a variety of residence types to cater to different preferences of homebuyers. On top of that, it promoted dwelling facilities like security and leisure for residences.

Regardless of the slowdown in the property market, capital appreciation and rental yields for residential properties in Perak will remain stable in the near future, said Chong.

Transactions over the months (Terrace House)

Month	Transactions
Oct-15	498
Nov-15	457
Dec-15	477
Jan-16	406
Feb-16	401
Mar-16	499
Apr-16	471
May-16	487
Jun-16	472
Jul-16	365
Aug-16	468
Sep-16	395

Median Price Per Sq Ft (Oct 2015 – Sept 2016) – Terrace House



Source: iPropertyIQ.com

Looking at the overall trend of the transacted price of terraced house in Perak, Chong said that it remained stable and was within the affordable range over the year. It is noted that the growth rate is still below the general property market in Malaysia. This is not a bad thing as Chong believed that this makes it compelling for home buyers. As housing and commercial estates have been mushrooming around the state, it makes sense to invest in the property there.

However, Chong added that the downturn of local economy due to uncertainties of global economy and weakening of the Malaysian Ringgit have affected the property market in Perak to a certain extent.

In addition, banks have also tightened their lending requirements, which have caused both demand and supply of new launches to slow down.

HIGH RISE RESIDENTIAL

Flats

Top 10 Projects (Oct 2015 – Sept 2016)

No.	Project/Neighborhood	Area	Transactions	Median Per Sq ft
1	Panorama Lapangan Perdana	Ipoh	43	72
2	Taman Lembah Perpaduan Permai	Tambun	26	161
3	Taman Ipoh Timur	Ipoh	15	93
4	Taman Impiana Adril	Lahat	13	51
5	Taman Mewah	Ipoh	12	60

According to Chong, projects from Panorama Lapangan Perdana to Taman Mewah are popular due to the location. They are all situated near facilities that offer affordable household items like the wet market and neighbourhood shops. Chong reiterated the fact that

capital appreciation and rental yields for these projects will remain stable in the near future as they are popular to home buyers who are looking for convenience and affordable living.

Transactions over the months (Flats)

Month	Transactions
Oct-15	498
Nov-15	457
Dec-15	477
Jan-16	406
Feb-16	401
Mar-16	499
Apr-16	471
May-16	487
Jun-16	472
Jul-16	365
Aug-16	468
Sep-16	395

As can be seen in the transactions over the months, the numbers for flats sub-sector were low. Chong said that this is due to the availability of affordable landed properties in the Perak market.

Further, Chong also added that a home buyer will have more privacy in a landed property compared with a high rise one.

Median Price Per Sq Ft (Oct 2015 – Sept 2016) – Terrace House



Source: iPropertyIQ.com

Moreover, majority of the flats are old and in bad condition because of poor maintenance. This pushes buyers and investors away as the units don't look attractive. However, Chong noted that the transactions for high rise can grow in the future because there is a demand for affordable high rise projects like the PR1MA Homes.

With the rising cost of land and developments, high rise will be attractive especially for the younger generation coming into the workforce. They tend to prefer affordable stratified high rise properties. Currently, there are a few PR1MA projects that are under construction in Perak that is closer to Ipoh like Bandar Meru Raya and Kampung Paloh.

OPPORTUNITY AND CHALLENGES

What are the emerging property hotspots in Perak if someone is looking to invest in property this year? What would be the best kind of property to buy?

People should invest in residential properties in Perak as the prices are still one of the most affordable in Malaysia. Furthermore, Ipoh had been listed as one

People should invest in residential properties in Perak as the prices are still one of the most affordable in Malaysia.

of the nine most affordable places to retire in the world in publishing group 'Live and Invest Overseas' international survey. It is mainly because:

- Property prices remain stable and affordable
- Strategic location
- Better quality of life (less traffic jam)
- Lower cost of living when compared to other states in Malaysia

Therefore, it has boost up the arrival of expatriates to Ipoh through Malaysia My Second Home (MM2H) programmes.

How will new and future connectivity like Rapid Kemunting and Ipoh Sentral affect property trends as well as prices in Perak?

Public transportations in Perak like Rapid Kemunting that began in March 2016 serving two different loops (Taiping and Jejak Warisan) will certainly boost the property market as these locations are more accessible. Further, with the plan to build a railway linking Kampar, Batu Gajah, Ipoh and Sungai Siput to facilitate intra-state movement loops, property trend may shift towards the commercial properties. Home buyers and investors can expect to see property prices to increase and this may mean that it is a good time to invest.

What are the spill over effects of the proposed Green Asia Aerospace Technology Park as well as mix development T-City have on the property market?

It is important to note that the effect of these proposed projects may not be seen immediately as these areas need time to mature. Nonetheless, we see it as something encouraging because over time, the surrounding areas will benefit with new job opportunities. What's more is that it will draw more population to these places and it has the potential to grow into a new, booming city. 📍

DEVELOPING NEXT GENERATION MASTER-PLANNED COMMUNITIES

Technology is at the heart of reinventing the idea of community across the environments where people live, work, shop and play.

Lifestyles in this modern era are reinventing the idea of community across the world and this includes Malaysia. The idea of a home is no longer constrained indoors and property developers have noticed this.



Highlighting this trend is **DATUK SYED MOHAMED SYED IBRAHIM, PRESIDENT AND EXECUTIVE DIRECTOR OF ISKANDAR WATERFRONT HOLDINGS SDN BHD** at the Marketplace Series of Forum themed “Building Cities, Enriching Communities” jointly organised by the Asian Strategy & Leadership Institute (ASLI) and Full Gospel Business Men’s Fellowship (FGBMF) on 2nd May at Mutiara Hotel Johor Bahru.

“Being a property company, we are moving beyond developing houses and buildings by being involved in the full spectrum of the property vehicle. This means creating opportunities to embark in new businesses just like Mid Valley City and KL Sentral,” he said.

OVERCOMING CHALLENGES AND IDENTIFYING KEY DRIVERS

However, there are many challenges when it comes to creating the next generation of master-planned communities. Some of them are scarcity of land, traffic congestion, high energy consumption, high cost, diminishing value system and poor quality of life. Syed Mohamed noted that everyone faces these problems but he stressed that there are key drivers to move past all these issues, which are summarised into people, environment, technology and space.

“We must be mindful and sensitive about the people. They are an imperative factor that we cannot do without as they drive growth. Then, the current trend is all about sustainable environment where developed countries are already working on.



“Further, we can never do without technology as we will be irrelevant without it. Being an integral part of our daily lives, our projects will not be successful and effect if we ignore the latest technology. Then, space is very critical due to the diminishing land that developers can built on resulting in a new type of city called vertical city,” said **SYED MOHAMED**.

MAKING USE OF TECHNOLOGY

With these drivers identified, it will help everyone to move on to the DNA of the next generation master-planned community. **SYED MOHAMED** believes that such community must be experiential. When one takes technology into consideration, it should disrupt the current approach in planning and crafting a master-planned community.

“A smart city is not smart if there is no artificial intelligence (AI). It must be embraced as this technology self-regulates and continuously improve the community. Imagine all the modern sensors detecting and reacting to help the public. Such advancements lessen their burden instead of giving them more things to worry about,” said Syed Mohamed.

Another important attribute for the master-planned community is for it to be high density. Due to the scarcity of land in some places, **SYED MOHAMED** said that the only way for this to happen is to craft vertical cities resulting in the need for future urban structure to change.

“As for sustainable environment, we used to call it our corporate social responsibility. Now, we need to move beyond that as everyone plays a role instead of it being a company’s mission. This enables us to be more responsible as well as it creates better ethics in how we do business,” he added.

Moreover, he said that a master-planned community must be pedestrian-friendly. There needs to be dedicated pedestrian walkways and cycling tracks. He also stressed that the tracks must not follow vehicular roads as this is to make the travel distance shorter. Otherwise, residents would not walk or cycle.

“What’s more, these paths should integrate with public transportation. Yes, making public transportation better involves more cost as this is capital investment. However, we already have a technological solution, which is making use of ride-sharing apps like Uber and Grab. It is a hybrid of what we have in the physical and virtual world. This is what we called transport mobility,” he said.

INVOLVING THE PEOPLE

Next on the list is equitable housing but **SYED MOHAMED** saw this as expensive because of the higher cost of

living. Instead of just affordable homes, he wanted to see affordable living once people move in. He recommended companies to continue generating revenue once the building is completed instead of just handing over the keys and forget about them.

“One of the most impressive projects that I saw is called Sustainable City in Dubai. For every residential unit sold, the developer gave a part of the retail that they have not sold to residents. This means home owners are co-owning the retail unit and income from there will offset the cost of living in the community,” he said.

Further, **SYED MOHAMED** detailed that the developers in Dubai allocated solar panels on the roof of each house and carpark area. This generates excess power and the developers are discussing with the law enforcements to move forward the idea to use this power to offset energy consumption.

“Such excess energy also brings forth the idea of urban farming. Going back to the project in Dubai, the extra powers generated were used to regulate temperature in Green houses. This is a community project as home owners play their parts in keeping the farm alive. When they work together, there is a sense of ownership and belonging because they look after the wellbeing of the whole community,” added **SYED MOHAMED**.

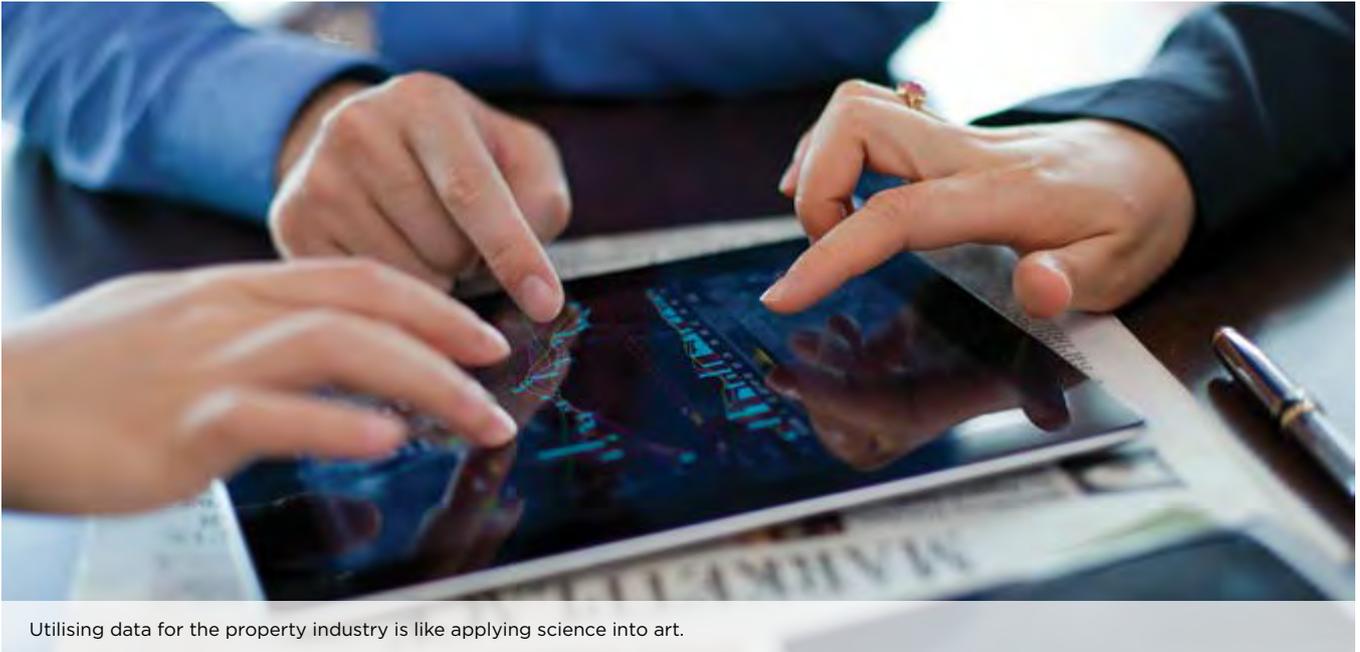
CULTIVATING NEW VALUES FOR DEVELOPERS AND CONSUMERS

In the end, Syed Mohamed wanted everyone to think on how each of them can engineer an innovative mindset that nurtures a new kind of culture. There is no use coming up with hardware and software when the people are not utilising use of it.

“When all these factors are in sync, you can expect the community to be safe, healthy, socially inclusive and culturally harmonious. This will ultimately contribute to happiness,” he concluded. 📍



UTILISING DATA TO DEVELOP THE RIGHT PROPERTY PRODUCT THAT SELLS



Utilising data for the property industry is like applying science into art.

Real estate is one of the most competitive markets in the world and big data is changing the way the industry works.

The term Big Data has been thrown around for many years and it can be a daunting task when one is tasked to understand it. During REHDA Institute's workshop called Utilising Key 2016 NAPIC Data In Understanding Property sales trends, Haresh Khoobchandani, CEO, iProperty.com Malaysia and Singapore sees it as a way to help businesses find efficiencies in places they either didn't think of or couldn't gain access to previously. It gives market leaders the opportunity go from a hunch to a certainty.

"I dare say that most companies either don't understand, capture and analyse data to turn them into insights. More than 90% of the companies in the world are struggling with this. What I want to do is to teach people how data flow across leadership, sales and market so that they can make data-driven decisions," he said.

This is why no one should be confused when it comes to utilising data for the property industry. Haresh equated this like applying science into art making it a mix of creativity and information.

"For example, someone can say that they feel a particular person is not happy with the property. With sentiment analysis, you can translate such feelings into figures like that person is 80% unhappy about the property. From there, you can target various influences to decrease the unhappiness to 50%. That's one of the beauties of going digital," said Haresh.

Property businesses could achieve a lot more if they leveraged all possible data existing on both the supply and demand side of the equation. This means having the ability to spot trends such as where property is most in demand, most needed and most valued.

"Ironically, iProperty.com is not a property company, instead, we are a digital company. We have different media types to complement our digital offering. However, we serve one industry which is the property industry. This is where we can make data accessible to people via iPropertyiQ.com as you can analyse millions of terabytes of data in split seconds to make the right decisions," he added.

According to Haresh, from iProperty.com's standpoints, the company looks at the Five V's of Big Data. First off is the Volume of data whereby the amount of data being created in the last five years is more than the amount of data that has been created from the last 50 years. There is more information than people can consume.

"Then, Velocity is where the speed of data is being created. As for Variety, it can tell different types of data being generated like structured data, which is numbers and unstructured data, which is sentiments. This is followed by Veracity of data meaning the trustworthiness of data in terms of accuracy and finally turning data into Value," explained Haresh.

Once the Five V's of Big Data are put into action, Haresh said that it can help in many ways like building better relationships with customers. Companies can target and personalise interactions using the digital footprints left by online users to engage customers in meaningful ways.

"For example, you can be looking at a property in Genting. By taking into account the other details you were looking at, we can even factor in facts like condominiums that are 1,000 sq ft and above because you've seen this elsewhere. This massive algorithm at



Haresh is pushing for a data-driven culture within an organisation.



Companies can target and personalise interactions using the digital footprints left by online users.

the backend has started calculating and it is extremely valuable to developers," added Haresh.

Further, there is a difference between obvious information and data-driven conversation. This is why Haresh is pushing for a data-driven culture within an organisation because this is a thing of the future. The heart of a good digital company is the ability to understand data.

"Armed with this knowledge, developers can identify their target audience, focus on when to market, plan ahead for their next development, able to discover new insights, predict outcomes in real time, and build developments that cater to the needs of property buyers. We are extending our hand to developers to provide them access to data that can help them make impactful decisions in real time," said Haresh. 📍

WANT TO BUILD A PROPERTY PORTFOLIO? - DOMINATE YOUR DAY JOB FIRST



Property speaker and best-selling author **Mark Chua** offers a fresh take on property investment strategies and debunks the myth that you cannot be a millionaire while holding down a 9 to 5 job. - **REENA KAUR BHATT**

What is the first step towards achieving success in real estate investment and ultimately financial freedom? Most will tell you to 'Scrimp and save every penny you earn', 'Attend as many property seminars' or 'Hunt down the best Zero Down deal'. **MARK's** golden rule however, turns orthodox investment advice on its head; Forget Leverage - Grow Your Salary First!

MAKE TO EARN

MARK said that many who yearn for financial independence see their day job as a deadweight. With such a mindset, they fail to realise that their occupation is actually a stepping stone in the wealth creation journey.

"Many young adults purchase properties in succession after getting inspired at property talks, hoping to gain quick riches from rental income. Only to have their shiny bubble burst much sooner than later when they realised they have over-leveraged on a RM4,000 pay. Hence, they are now stuck with substantial loan repayments, or worse, face foreclosure," mused **MARK**.

"That is why I tell every aspiring investor the key to excelling in property investment is 'You have to earn more to invest more'. **A higher salary will also mean a better credit score, thus boosting your loan eligibility.** Take for instance an executive earning RM4,000 per month and having financial obligations of RM3,000; an additional RM1,000 pay bump will result in a 15% lower Debt to Service Ratio (DSR). This is especially important during a time where loan approvals are especially stringent," he added.

TAKE CHARGE OF YOUR CAREER

According to **MARK**, top performers in every industry usually double their income in four years or less. Proving that he walks the talk, Mark shared, "At 22, I was earning RM1,600 a month as a banking executive. In the following two years, that figure had jumped 30%. By 33, I've climbed up the career ladder to Senior Vice President in a foreign bank and just before I opted for early retirement last year, I was bringing home a monthly remuneration in the range of tens of thousands."

Comparatively, those who leave it to chance will be waiting for a long time. Average Malaysian salaries experience an annual increment of 3.7%; which means one will be able to double his income in roughly....19 years.

Then, how then do you grow your salary in order to scale effectively as an investor? Mark shares his tried and tested ways to help flex your earning muscle:

Apply The Pareto Principle

This principle states that 20% of an invested input is responsible for 80% of the results obtained. Putting it in a work perspective, **20% of your tasks will catch 80% of your boss' attention; hence you should strive to deliver results based on your boss priorities.**

On a weekly basis, make a list of all the tasks you have on hand - projects, reports, etc. Select the top two items that you think will create value for your company, i.e the tasks that your boss or superior will find most important. Prioritise this and get them done well.

"If you give value to people, people will see the value in you. In other words, hello promotions and attractive bonuses!"



All Employees Are Salespeople

Financial incentives will not be handed to you on a silver platter, instead, you must sell yourself to your boss. Take the initiative to send the message that you are serious about your career. Then, request for a sit-down to discuss your plans and goals. The next step is to carry out monthly self-appraisals, book your boss for a quick update on what you have achieved in the month and obtain his feedback on both your strengths and weaknesses. Only then will you be able to harness your fortes for bigger projects and tasks while further polishing out any rough edges.

You will be killing two birds with one stone - not only are you working to consistently improve your job skills but you are making your boss vested in your success as well.



The Butterfly Effect

You have to dedicate yourself to your chosen craft and invest the time to excel in your job. As the catchphrase signifies, **it is the seemingly small steps that eventually create the significant leaps in your career.**

Mark made his way up the corporate ladder quicker than most. This achievement boiled down to him creating small consistent changes throughout his career. His efforts included bugging his seniors with incessant questions, reading through manuals and guidebooks, mastering technical skills on his own time and seeking out industry mentors for valuable tips. 📍

Golden Rules

1. Set clear and actionable goals - the ability to think and visualise what you want to be is critical. Working towards it is crucial.
2. Technical skills are important but not predominant; the most valuable trait to have is good people skills.
3. Your greatest asset is your mind; the quality of your thinking determines the quality of your life. Will that RM200,000 car really makes you happy?
4. The magic of wealth is time. You don't have to buy below market value or "Once in a lifetime" deals all the time. Because many investors abide by such strict criteria, they are often paralyzed into inaction. The effects of time, compounding and leverage will enable "average properties" to experience significant capital growth over a 10 to 15 year cycle. It took me roughly 13 years to build a scalable property portfolio.



Mark Chua

The bestselling author of the book "WHO SAYS", former senior vice president and property investor. He can be reached via hello.markchua@gmail.com or www.facebook.com/MarkChuaMY

DISCLAIMER: The opinion stated in the article is solely of Mark Chua 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.

ITS TIME FOR MANY TO REFINANCE WITH RATES DOWN

Gary Chua clears out any uncertainties property owners might have and provides a rundown on what the refinancing process entails.

With the reduction in the Overnight Policy Rate (OPR) by Bank Negara Malaysia (BNM) in July 2016, a growing number of local property purchasers are considering to take advantage of the consequent lower interest rates being offered by banks.

What is refinancing?

A mortgage is a unique financial product where the collateral (property) value appreciates over time, while your loan depreciates over time. In that vein, a property can then be used to generate additional cash flow for its owner, through mortgage refinancing. The process involves paying off an existing loan and replacing it with a new one.

Why do homebuyers/property investors refinance?

Common reasons include:

- (1) The opportunity to leverage on a current **lower interest rates** (IR) or effective lending rate (ELR) in order to reduce your remaining monthly instalments. As illustrated below:

	ELR 5.5% (OLD)	ELR 4.5% (NEW)
Monthly Instalment (RM)	2,839	2,534
Savings (RM)	-	305
Rental Income (RM)	2,839	2,839
Savings (RM)	0	305

- (2) The chance to **shorten the loan tenure** down the road as the borrower gets more financially stable. Slashing down your tenure can result in significant savings:

Loan Tenure	30 years	25 years	20 years
Monthly Installment (RM)	2,534	2,780	3,164
Total Interest Payable (RM)	404,645	327,810	254,487
Savings (RM)	0	76,835	150,158

* Assumption for (1) & (2) : Loan amount is RM500,000; Loan tenure is 30 years.

- (3) To **leverage on a property's capital appreciation** by cashing out the amount of increase in property value after a few years. This gains can be used to finance other investments, fund your child's education, pay off other debts or even serve as savings.

What are the costs involved?

a) Mortgage Lock-in Period

Before you decide to pay off your existing loan early (before the tenure expires), make sure to check whether your existing loan has a lock-in period and if you are still bounded by it. Banks normally charge a penalty of 2-5% on your original loan amount if you fully pay off your mortgage within the first two to five years. This period is essentially known as the lock in period.

b) Moving Cost

This refers to the expenditures involved when signing up for a new loan, namely valuation fees, legal fees, disbursement and stamp duty. For those refinancing to save on interest rates, take note of the expenses involved and compare it against the total savings obtained through refinancing. If the figure obtained is positive, only then should you proceed to refinance.

The costs breakdown are as illustrated in the table on page 57

What Are The Steps Involved?

The process is quite similar to applying for a brand new mortgage. The procedure includes:

- (1) Go through your current mortgage agreement. Determine whether it is still within the lock-in period.
- (2) Contact a few banks to find out more on the deals they are offering. Factors that have to be considered include the ELR, moving cost; whether there is zero moving cost or partial moving cost are absorbed, and if there is a lock-in period. Evaluate all these deals and determine which one best aligns to your objective for refinancing.
- (3) Always negotiate for a better ELR if you are not in a hurry to cash out.

b) Moving Cost

Type of cost	Cost																			
Property Valuation Fee	Fees payable to the Land Administrator under the Land Acquisition Act for valuation reports.																			
	<table border="1"> <thead> <tr> <th colspan="2">Property Value</th> <th rowspan="2">Fee Charged (RM)</th> </tr> <tr> <th>From (RM)</th> <th>To (RM)</th> </tr> </thead> <tbody> <tr> <td>1</td> <td>50,000</td> <td>1,500</td> </tr> <tr> <td>50,001</td> <td>500,000</td> <td>2,500</td> </tr> <tr> <td>500,001</td> <td>1,000,000</td> <td>3,500</td> </tr> </tbody> </table>	Property Value		Fee Charged (RM)	From (RM)	To (RM)	1	50,000	1,500	50,001	500,000	2,500	500,001	1,000,000	3,500					
	Property Value		Fee Charged (RM)																	
	From (RM)	To (RM)																		
	1	50,000	1,500																	
50,001	500,000	2,500																		
500,001	1,000,000	3,500																		
For property values greater than RM1 million the fee will be a minimum of RM 3,500 and additional charges are as below:																				
<table border="1"> <thead> <tr> <th colspan="2">Property Value</th> <th rowspan="2">Fee Charged (RM)</th> </tr> <tr> <th>From (RM)</th> <th>To (RM)</th> </tr> </thead> <tbody> <tr> <td>1,000,001</td> <td>2,000,000</td> <td>6/25%</td> </tr> <tr> <td>2,000,001</td> <td>7,000,000</td> <td>5/25%</td> </tr> <tr> <td>7,000,001</td> <td>15,000,000</td> <td>3/20%</td> </tr> <tr> <td>15,000,001</td> <td>50,000,000</td> <td>3/50%</td> </tr> <tr> <td colspan="2">>50,000,001</td> <td>3,500</td> </tr> </tbody> </table>	Property Value		Fee Charged (RM)	From (RM)	To (RM)	1,000,001	2,000,000	6/25%	2,000,001	7,000,000	5/25%	7,000,001	15,000,000	3/20%	15,000,001	50,000,000	3/50%	>50,000,001		3,500
Property Value		Fee Charged (RM)																		
From (RM)	To (RM)																			
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7,000,001	15,000,000	3/20%																		
15,000,001	50,000,000	3/50%																		
>50,000,001		3,500																		
	<i>*Source: Adapted from www.lppeh.gov.my</i>																			
Legal Fees	<table border="1"> <thead> <tr> <th>Consideration or Adjudicated Value</th> <th>Scale of Fees</th> </tr> </thead> <tbody> <tr> <td>For the first RM500,000</td> <td>1.0% (Subject to a minimum fee of RM500)</td> </tr> <tr> <td>For the next RM500,000</td> <td>0.8%</td> </tr> <tr> <td>For the next RM2,000,000</td> <td>0.7%</td> </tr> <tr> <td>For the next RM2,000,000</td> <td>0.6%</td> </tr> <tr> <td>For the next RM2,500,000</td> <td>0.5%</td> </tr> <tr> <td>Where the consideration or adjudicated value is in excess of RM7,500,000</td> <td>Negotiable on the excess (but shall not exceed 0.5% of such excess)</td> </tr> </tbody> </table>	Consideration or Adjudicated Value	Scale of Fees	For the first RM500,000	1.0% (Subject to a minimum fee of RM500)	For the next RM500,000	0.8%	For the next RM2,000,000	0.7%	For the next RM2,000,000	0.6%	For the next RM2,500,000	0.5%	Where the consideration or adjudicated value is in excess of RM7,500,000	Negotiable on the excess (but shall not exceed 0.5% of such excess)					
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	<i>*New legal fee effective 15 March 2017</i>																			
Loan Agreement Stamp Duty	RM5 for every RM1,000 loan amount (0.5% of loan amount)																			

**Note: Some banks offer zero moving cost package, usually at a higher interest rate. Compare this before you take up any loan.*

What are the other alternatives?

In lieu of refinancing, purchasers could opt for a top-up loan instead. It is an additional loan on top of the current mortgage's outstanding amount. The loan will be calculated based on the property's current market value.

Some banks may open a new account for the additional top-up while some banks may just top it up in the same account, which means there will only be one account to be serviced. Top-up loans can only be applied at the same bank from which you took your original loan from. Most banks will reapply similar terms and conditions of the existing mortgage.

PROS

- No need to redo the loan agreement.
- Minimal Fees.
- Shorter processing time as compared to refinancing.

CONS

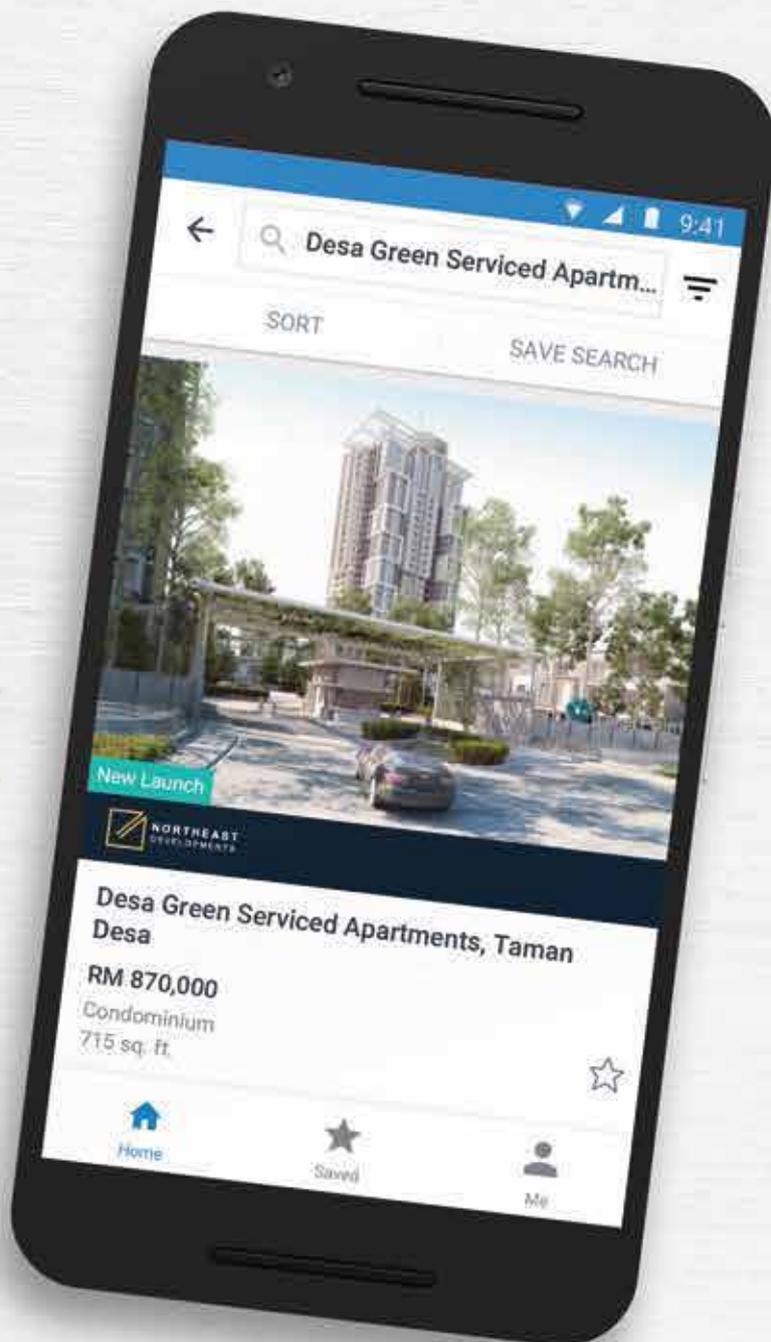
- Unable to alter the details like ELR and loan tenure of the existing mortgage.
- May need to service or pay into two different accounts if the existing bank opens up a new account for top-up loan.
- The top-up amount might be limited because other banks may offer a higher bank valuation of the property. 📍



Gary Chua
CEO
Smart Financing

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The new [iproperty.com.my](https://www.iproperty.com.my) app.
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your property.

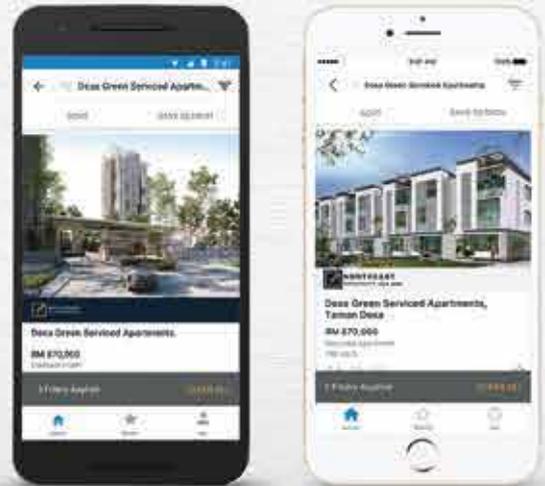


Personalisation with a better user experience.

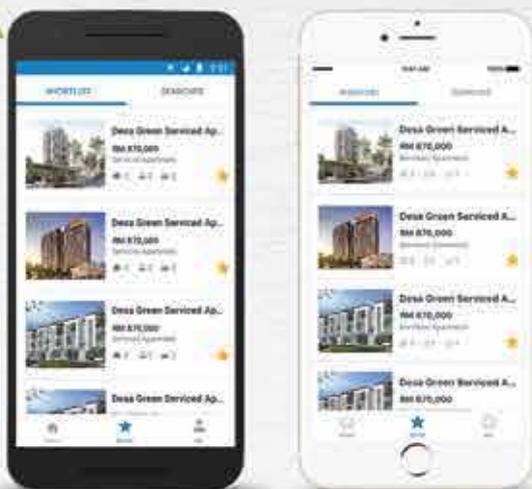
BRAND NEW USER INTERFACE



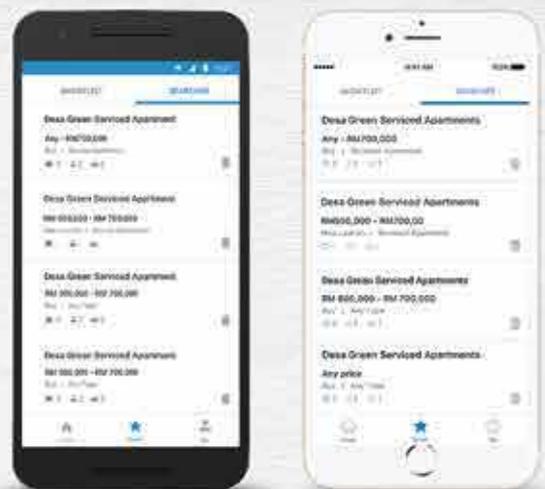
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5 TAX CONSIDERATIONS WHEN SELLING OFF YOUR PROPERTY

Most property investors often overlook tax issues when getting rid of their unit. **RICHARD OON** points out taxation do's and don'ts which will help you obtain the best returns from your property sale.

The following tips could score you substantial tax savings:

1. LOOK AT THE CALENDAR

Real Property Gains Tax (RPGT) is imposed on the chargeable gain you make from a property sale. The rate charged will depend on the duration that you have held the property for, as shown below:

	Until december 31, 2013 (all categories of taxpayers)	Individuals (citizens and permanent residents)	Individuals (Non-citizens)	Companies
Disposal within 3 years	15%	30%	30%	30%
Disposal in the 4 th year	10%	20%	30%	20%
Disposal in the 5 th year	10%	15%	30%	15%
Disposal in the 6 th year and thereafter	0%	0%	5%	5%

One tip for when determining how long you have held your property for is to take note of the 'disposal in the Xth year' part. For instance, a Malaysian who disposes of his property after holding it for 5 years and 1 day will attract 0% RPGT as the sale qualifies as a disposal in the sixth year.

Whereas, if the same investor sold off the property after 4 years and 364 days, it will be considered as a disposal in the fifth year, which results in a 15% RPGT rate.

The moral of this story: be mindful of when you bought your property in the first place. Take a quick look at your Sale and Purchase Agreement to determine when it will be safe for you to make a sale. A matter of a few months or even a week could save you from unnecessary tax expenditure.

2. KNOW YOUR ALLOWABLE DEDUCTIONS

There are several expenses incurred which one can claim as an allowable deduction against the gain obtained from a property sale:

- Enhancement costs', ie. expenditure incurred for the enhancement of the property, which includes renovation costs and the cost of construction of a building on the land.
- Fees, commission or remuneration paid for the professional services of any surveyor, valuer, accountant, agent or legal adviser.
- Transfer costs (including stamp duty).
- Advertising costs.
- Valuation report to ascertain market value.
- Goods & Services Tax (GST) incurred by a seller who is not registered under the GST Act 2014, or who is registered but is not entitled to an input tax credit on the GST incurred.

Any other expenditure than the ones listed above does not qualify as deductions. For example, expenses incurred on loan interest of a property or penalty on early settlement of loans are not deductible expenditures when computing your RPGT.

3. YOU CAN FILE THE RELEVANT RETURNS TO THE TAX AUTHORITIES YOURSELF

Property sellers can save a few hundred Ringgit by opting to file the necessary forms (most importantly, the CKHT 1A Form) with the Inland Revenue Board (IRB) on their own, without solicitor assistance.

Check out the IRB website at <http://hasil.gov.my> where a comprehensive guide is provided on how to do so. At the moment, the guidelines are only available in Bahasa Malaysia. Alternatively, visit your local bookstore to get a copy of my book, **'Every Property Investors Guide To How To Pay Less Tax Legally'** for the guide in English, plus other tax-savings tips!

4. THE SALE OF YOUR PROPERTY MAY BE SUBJECT TO INCOME TAX!

As of late, the IRB has been actively scrutinising property transactions to determine whether such sale of property(ies) is based on the circumstances of each sale, subject to RPGT or in reality, subject to Income Tax instead.

This means the IRB may surprise you a few years down the road after the sale of your property that they have reason to believe that the sale was in their opinion, subject to Income Tax. This will result in the property sale being subjected to Income Tax of up to 28% of the gains obtained on top of penalties as well!

The most effective way to mitigate this kind of exposure with the IRB is to understand this one concept - 'the badges of trade tests'. These tests, which are established by the courts are used by the IRB to determine if a property seller is 'trading' in properties (i.e. Income Tax) instead of 'investing' in properties (i.e. RPGT).

The badges of trade include:

(a) NATURE OF THE ASSET - A property which yields rental income typically gives the impression that the property is held for investment while a property which is not rented out is taken to be held as a trading asset.

(b) SOURCES OF FINANCE - The purchase of investment properties are normally financed by long-term borrowings (eg. term loan) where the repayment of the borrowings can be financed from the rentals received from those properties. Meanwhile, speculative properties are normally financed using short-term funds such as bank overdraft.

(c) FREQUENCY OF TRANSACTIONS - Repetitive and systematic undertaking of property transactions may indicate trading in properties.

(d) CHANGES TO THE PROPERTY - Improvements or modifications made to an asset prior to sale to make it more marketable such as carrying out renovation works and giving the property that you bought a fresh coat of paint may be viewed as efforts to enhance the value of the property prior to resale and may attract Income Tax.

5. BE MINDFUL ABOUT THE GOODS AND SERVICES TAX (GST)

Commercial property investors, take note!

Depending on certain conditions being met as determined by the Director General of Customs (DGC), a sale of a commercial property may be subject to GST.

Property sellers will have to pay a 6% GST, which is calculated from the gross selling price to the Royal Malaysian Customs (RMC).

According to the DGC, if you own

- more than 2 commercial properties;
- more than one acre of commercial land; or
- commercial property or commercial land worth more than RM2 million at market price;

AND if you have the intention to sell any of your commercial properties, then you are considered to be running a business and have to comply with the relevant GST laws (ie. collect and pay GST to the RMC).

Do watch out for this relatively new tax because if you do not account for the GST element when negotiating the sale of your commercial property, the RMC can deem the selling price of that property to be inclusive of the 6% GST.

You will then have to pay the GST portion (plus penalties) from the sales proceeds which you have collected. 📍



Richard Oon
Managing Partner
ConsulNet Tax Services Sdn Bhd

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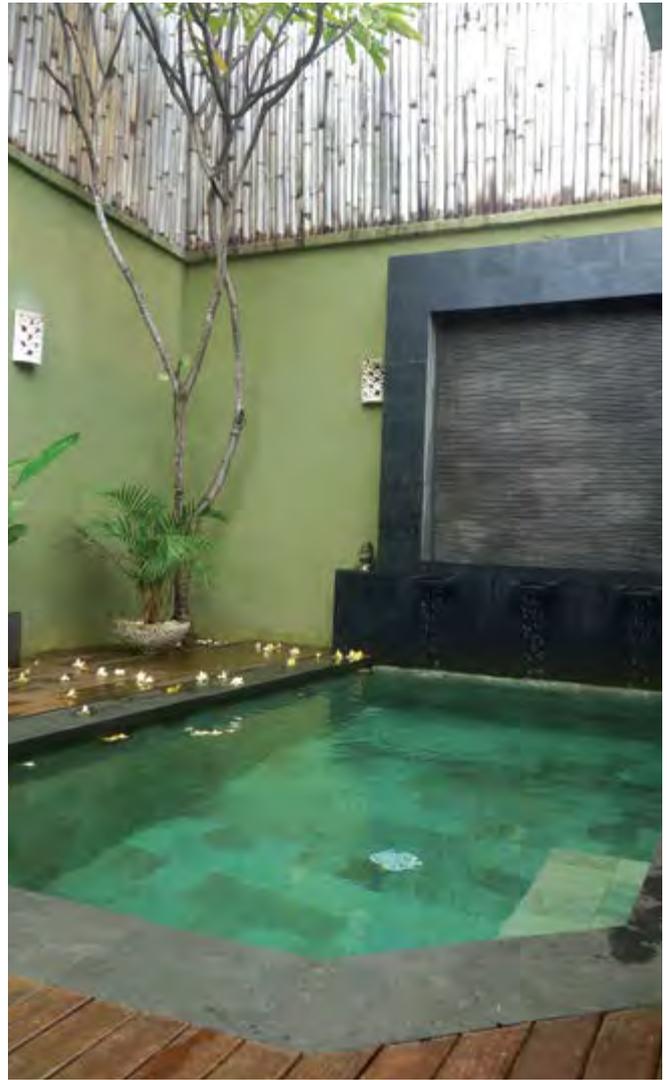
RULE OF THUMB FOR RENOVATION

Khalil Adis gives tips on how to turn a regular home into a dream home.



Many people think that renovating a home must cost an arm and a leg. In the past, I have seen clients who had spent hundreds of thousands of dollars hacking walls, adding a certain design feature such as cascading waterfalls and whatnot, believing that all these will enhance their property values.

They had the impression that when they sell their property in the future, they can include all these renovation costs and recoup their spending. Guess what? Valuers do not take into consideration how much you had spent on your home renovation, unless it adds value to your property such as repairing beams and columns, leaking roofs, doing additions and alterations that add space (usually for landed homes) and such.



The rule of thumb when it comes to renovation is not to spend more than 10% of the value of your property. For example, if you had bought a property worth RM200,000, you should not spend more than RM20,000 on renovations. Let's dive into these simple renovations that will make your home comfortable.

COLOURS

From luxury hotels to bespoke residences, top designers and architects in Southeast Asia agree that certain colours are easier on the eyes. Go for neutral colours like black, white, beige and a hint of wood as they speak of luxury and sophistication. Neutral colours are also easy on the eyes and are generally easier to capture the attention of prospective buyer should you intend to sell or rent out your property.

FEATURE WALL

This refers to a wall that highlights certain areas of your home, such as where bed or paintings will be. The feature wall should be in a dominant colour to highlight your living space. For instance, if you chose light grey as your living room wall colour, you should opt for dark grey to highlight the area where you have a certain design feature.



A feature wall could also have special treatment, such as wallpapers with interesting design, wood panelling, bricks, stones and so on to accentuate that particular space.

CEILING

To give an illusion of height in your space, your ceiling colour is important. You should opt for white or something a few tones lighter than your walls to accentuate a particular room. White or pastel colours immediately have a lifting effect and give an otherwise small room an airy feel.

INDIRECT LIGHTING AND CORNICES

If you want to add dramatic effect or create an illusion of space, you can opt for cornices with indirect lighting. This trick is often employed in hotel lobbies and grand entrances. The cornice is built just slightly below the ceiling with ample space to put the indirect lights. The lights 'wash' the top of the ceiling and immediately have a 'lifting' effect. It also adds character to an otherwise staid room. This method isn't costly and gives wonderful results.

FITTINGS

This refers to cupboards and any furniture that is fixed onto the walls. If possible, go for custom-made cupboards compared to loose cupboards that you buy at a furniture store. This is because custom-made cupboards are made to measure and will not result in wasted space.

For example, it can fill up the entire height of your room and take up a certain corner of your bedroom, which will maximise your storage space. In addition, it will not collect dust compared to a stand-alone cupboard.

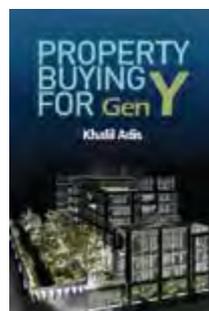
However, it costs slightly more as it is tailor-made to fit snugly into your space. You can hire a carpenter for this or hire an interior designer to ensure maximum use of space. Fittings should have a minimum width of 60cm. When planning the location of your fittings, ensure that they do not obstruct a door or passageway.



SPACE

A well-designed space means the area has good natural light and ventilation, flows from one area to another and takes into consideration the movement space that you will need. In interior design, it places great importance on natural light and ventilation. This is because it gives a 'feel good' effect on your sense of well-being and living space.

Before buying a home, it is best to get one that is exposed to plenty of sunlight. You should choose homes in the north-south orientation to avoid the afternoon heat and reduce heat gain in your house. This facing is the most ideal as it is cooling and reduces your utility bills. 📍



* Note: this is an excerpt from the book "property buying for gen y" (chapter 8) by property expert Khalil Adis.



Khalil Adis

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

AIRBNB: THE NEW FRONTIER IN PROPERTY INVESTMENT, TOURISM AND HOSPITALITY

Ikhram Merican provides a rundown on the company’s history and its knock-on effects on various industries.

Sometime in 2007, two young men had just moved from New York to San Fransisco and were having trouble paying their rent. During this time, they noticed that all the hotels in San Francisco were fully booked for the Industrial Design Conference.

AIRBNB - HOW IT ALL BEGAN

An idea forms. They decide to buy 3 air mattresses and rent them out for \$80 a night. They advertised this service in a blog and three people make reservations. Encouraged by this response, Joe and Brian mull the idea of setting up a website where people can advertise unused space in their homes to accommodate guests. They roped in a former roommate, Nathan.

Together they built AirBedandBreakfast.com. The website, however, performs dismally. For months they were not even breaking RM800 per week. After some contemplating, they deduced perhaps the photos of the accommodation listed on AirBedandBreakfast.com were not good enough. Hence they flew down to New York, where most of the listings were located, and went from door to door offering to take attractive photographs of listings.

This proves to be the turning point.

Within a few weeks, their revenue doubled and it kept increasing. They obtained funding and AirBnB, as it is now known, grew exponentially. By 2010, AirBnB was a multi-billion ringgit company. Its value today is well over RM120 billion.

AirBnb is the world’s most valuable accommodation provider with 640,000 hosts spread over 57,000 cities in 191 countries. AirBnB has completed over 80 million bookings and today has 2.3 million listings.

This is a phenomenal achievement given the time frame. AirBnB is a game changer that is impacting the property, tourism, and hospitality markets.

AIRBNB’S IMPACT ON THE PROPERTY MARKET

It is increasingly difficult to find tenants today. In certain segments of the property market, high supply exacerbates the problem. In areas like KLCC, the occupancy for condominiums is in the region of 62%. This brings down rental rates even more:

Here is what is happening in the rental market:



AirBnB is cushioning the impact above and is providing some relief to many property investors. Given AirBnB's outreach, the pool of potential tenants for a property on AirBnB is in the millions.

A listed property on AirBnB which is priced correctly would only need a 60% occupancy on average to cover its mortgage and other fixed costs. AirBnB also has the potential to absorb some of the oversupplies in the property market as it creates demand for property rentals.

The revenue potential from listing on AirBnB can be very profitable. In many cases, it is better than long term rentals. Property investors have the opportunity to ride against the downward trend in rental prices and create more value for their investment properties.

This in turn, makes their properties attractive investments. In the near future, many property investors will look at products offered by developers and ask, "Would this property be suitable as an AirBnB listing?"

Developers are going to respond by tailoring products that are conducive as vacation rentals.

AIRBNB'S IMPACT ON TOURISM

Malaysia is currently the 11th most visited country in the world. In South East Asia, Malaysia and Thailand are in a close fight for the #1 spot.

In 2015, Malaysia had 25.7 million tourist arrivals, this figure almost equals the Malaysian population. It equates to roughly 70,000 tourists coming in every day. If you look at the cumulative average growth rate (CAGR) for tourism between 2005 to 2015, it has been 6%. If this CAGR continues, we will be welcoming 35 million tourists by 2020. That is very close to the government's target of 36 million tourists by 2020.

For a country that has such excellent tourism prospects, AirBnB is a boon to Malaysia.

AirBnB is providing travellers with the ability to experience better vacations at a lower cost. A family of 4 that would have required 2 hotel rooms in the past, can now stay in one AirBnB apartment, which comes with a kitchen and all the other facilities the average family would need.



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

Going beyond costs, studies have shown that 91% of travellers want to live like a local and 78% want to explore a particular neighbourhood. AirBnB is fulfilling this need.

Tourism revenue is positively influenced by AirBnB. The typical AirBnB guest stays 2.1 times longer than a hotel guest and spends 2.1 times more. Recently, AirBnB commissioned a study on its impact in Italy. The study conducted by Sociometrica found that AirBnB's contribution to the Italian economy was 3.4 billion Euros or 0.22% of GDP. It supported the equivalent of nearly 100,000 jobs.

AIRBNB'S IMPACT ON HOSPITALITY

In the past, if you wanted to visit another country, your choices for accommodation were typically a friend/relative's house or a hotel. These accommodations were pretty generic. AirBnB has brought in accommodation diversity like never before. Today, you can book accommodation on a boat, a tree house, a sea-shell house, or a caravan. The diversity in choice is literally unbound.

Cultural exchanges between AirBnB hosts and guests gets a whole new dimension. Holidays in impersonal accommodations have now become personalised. The typical AirBnB guest is greeted by his host, provided with many insights that are unique to locals, and is under the "patronage" of his host - a big advantage when you are in a foreign country.

Essentially, AirBnB is reshaping the hospitality industry by providing not only more cost effective accommodations but more personalised hospitality and richer experiences as well.

Regardless of the negative sentiment from some parties, AirBnB will not likely put hotels out of business. Hotels have their own niche but more importantly, AirBnB is creating new demand.

It is not cannibalising existing demand. This is very much like the airline industry. Budget airlines did not put the big carriers out of business. Instead, they created new demand and served areas that were not cost effective for the big carriers. 📍

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

TIME TO CHANGE PROPERTY INVESTMENT STRATEGIES

In an economic downturn, property investors must shed conventional tactics if they want to obtain healthy returns. **Warrick Singh** shares some real estate investment strategies to help weather the challenging market in Malaysia. **-REENA KAUR BHATT**

Malaysia is at the bottom end of the property cycle, said **WARRICK**. The proof is in the figures; latest data from NAPIC shows that property transactions continue to decline and inventories are building up rapidly. In 2016, overhang residential units recorded a year-on-year increase of 43.8% and 70.7% in volume and value, respectively.

As cost of living continues to climb on the back of dismal income growth, it is no wonder that many Malaysians fail to qualify for home loans. “Even developers are struggling to obtain financing from banks. In tandem to the masses’ sub-par purchasing power, some banks have stopped lending to residential developers,” he shared.

According to **WARRICK**, we are in an era of ugly debt; Malaysia’s household debt is still one of the highest in the region at 88.5%. Economic indicators are unlikely to improve considerably in the next year or two and it is anticipated that the strict lending requirements will persist.

“Thus, the need for property investors to switch gears; they must use economic signals to see what investments will shine at this turn of the property cycle,” he added.

Thus, the need for property investors to switch gears; they must use economic signals to see what investments will shine at this turn of the property cycle.



PRICE IS WHAT YOUR PAY, VALUE IS WHAT YOU GET

There is no universal blueprint for property investing, but sophisticated investors will tell you this: they are looking not just for growth, but sustainable growth. Hence, they depend on statistics to ensure results (value), whereas unsavvy investors are motivated by price.

“Property market cycles influence the difference in value and price, a property’s value is judged by its highest and best use. Currently, the prices of most properties are higher than the value due to the affordability issue and demand-supply gap. The current economic climate does not support a robust tenant market,” explained **WARRICK**.

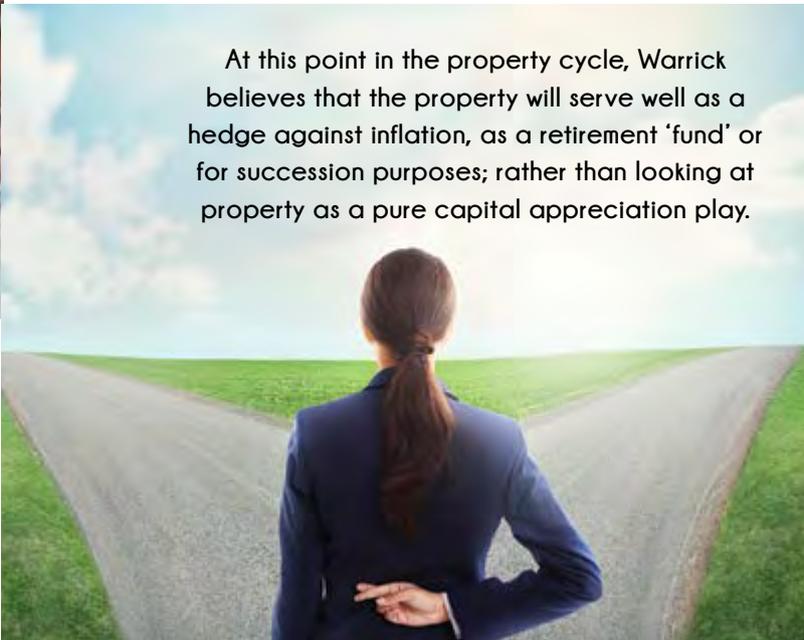
He elaborated, “**A slower economy does not mean it is bargain city.** ‘Profit-seekers’ with a short-term approach to property investment will snap up primary and secondary

properties just because it is being sold off at a discount. Those investors who are unable to obtain tenants will see their units (assets) turning into a cash sucking liability.

These investors will be forced to play the waiting game, which requires considerable holding power. **The thrill is in the hunt, but once you gain possession of the orchard, it turns into an ‘alamak’ (oops) moment**” he added.

The effects of this misguided behaviour are already visible; many over-eager investors purchased properties during the Developer Interest Bearing Scheme (DIBS) era between 2012-2014 without doing any due diligence.

Consequently, many investors who cannot keep up with their monthly repayments are now seeing their properties being repossessed.



At this point in the property cycle, Warrick believes that the property will serve well as a hedge against inflation, as a retirement ‘fund’ or for succession purposes; rather than looking at property as a pure capital appreciation play.

“Previously, foreclosures only occur after six to nine months of defaulting; but due to the sheer volume of defaulters, banks now only allow property owners two to three months, said **WARRICK**.

TAKE THE ROAD LESS TRAVELLED BY

What are the alternatives?

So what are the alternative investment opportunities that investors can capitalise on in a bottoming property cycle? **WARRICK**'s advice – Look at rent-to-own schemes or venture into land banking through group purchases. The former does not require any capital to get involved whereas the latter is a good strategy to hedge your money against inflation.



Purchasers could possibly obtain up to 70% discount for auction properties, even in hot spot areas.

For land banking, aspiring investors should look at group ownership to reduce the cost of capital. **Future growth areas such as the Eastern Economic Region and Bandar Malaysia as well as agricultural land zoned for township developments are promising options.**

AUCTION TO TAKE CENTRE STAGE

Besides that, investors should try their hand at auction properties as the number of units going under the hammer has risen exponentially in the past year. **WARRICK**, who is also a registered auctioneer says that there are approximately 70,000 units in the local auction market. Purchasers could possibly obtain up to 70% discount for auction properties, even in hot spot areas.

“For instance, one of the auctions that I oversaw recently was for a penthouse apartment in Mont Kiara which was sold off at half its market value; at RM450 per sq ft from RM900 per sq ft. A corner lot double storey terrace home in Puchak Prima, Sri Hartamas also went under the hammer for 40% below its market value,” shared **WARRICK**.

Nevertheless, investors should take care to sift through and select value-added units. “Take the time to study a particular property not only for gains in price but for stability in rent, its location and overall quality of the neighbourhood,” he cautioned. 📍



Warrick Singh

Director of Asian Land Realty Sdn Bhd; Asian Land Auctioneers Sdn Bhd and Starfish Training Sdn. Bhd.

Warrick is also a registered auctioneer and a property speaker and columnist.

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

WHY WE ARE ALL TALKING ABOUT MULTI-GENERATIONAL LIVING

Yasmine Ghoniem, Australian interior architect and designer and the co-founder and director of multiple-award winning studio Amber Road shares with us salient points on why one should consider investing in multi-generation homes.

I couldn't wait to leave home. The minute I turned 18, I didn't just wave the folks goodbye – I moved across oceans.

Now in my mid-30s and embarking on creating my own family unit, I've suddenly found myself wishing it all back.

I am craving another opportunity to simply sit, listen and learn from the two humans I have so earnestly tried not to emulate for the past 35 years.

Is this sudden quest to reunite with mum and dad a way to save some dough? Or is nostalgia finally setting in?

It's not just me, either.

Today, the lack of affordable housing has seen multi-generational living become an increasingly popular way to live.

If saving a few Ringgit for your dream home is at the top of mind, here are just a few of the pros of living with the folks:

- Multi-generational living provides older generations the chance to feel like they still play an important role in the broader family unit. This sense of worth and value is priceless.



Could you cope with multi-generational living?

- It is a chance to repay your parents for all you put them through as you grew up – and all the food you ate.
- When kids are involved – and they aren't for me yet – asking mum or dad to babysit seems so much more appealing than asking a stranger.

Multi-generational living also challenges the way we look at building new housing models.

With a few adjustments to a conventional floor plan, you can fast increase the ability to make a seemingly less-attractive living arrangement far more functional and appealing.

If you are looking to build or find a site to share with mum and dad, here are a few tips to consider:

1. Find more than one space

Find a property that has more than one dwelling, or the ability to build a granny flat on the same site.

Both homes would ideally have private entrances and parking, with the potential to build a connection point between the two.

2. Plan for the future

If you are building from scratch, project a 10 to 20-year plan. Build for the future needs of your family, not just for now. If you really want to build something that's future proof, think about what it might mean for your grandchildren, too.

3. Keep it one level

Don't build up. Make pathways wheelchair friendly: Thoroughfares should be at least 1m wide, even 1.2m if you're feeling generous and have the space.

Minimise internal level changes and keep the build to one level if possible. If you are lucky enough to find a site with two separate dwellings, build in separate bathrooms, kitchenettes and living quarters with communal garden areas for both houses to enjoy.

SO HOW CAN WE MAKE IT WORK?

Sure, there's a lot to consider with multi-gen living, but there has to be a better way to make this all work. So every generation can live harmoniously, lovingly and, above all, willingly together – without the sole motivator being to save for a mega deposit!

An anecdote: With both my grandparents long gone, I often think about all the tiny things they taught me. I know how to play a mean game of Canasta, skin a fatty chicken breast to perfection and knit a woollen scarf. Without summer holidays at their place all this would essentially be non-existent.

It makes me wonder what my own children will be losing out on if mum and dad aren't in our backyard. Basically, the more I grow old, the more I want to go home.

There's no place quite like it. 📍

This article was sourced from www.realestate.com.au



Keeping the family together can be priceless.

HOW TO WHIP CROCKERY, CUTLERY & LOOSE KITCHEN UTENSILS INTO SHAPE

Is your kitchen a room you're proud to have guests in and a place that inspires your inner chef? Or does your messy kitchen hold you back from making the kind of meals you know you're capable of?

Do you feel uninspired when you can't easily put your hands on the utensils you need? Fear not, you're not alone.

These tips should help you confine your kitchen's mess - and help you bring your inner Julia Child out to shine!

THINK OF YOUR KITCHEN SORT OF LIKE A CAR'S INTERIOR

The things you use most regularly should be easily within reach. When you're sitting in the driver's seat, you can control pretty much everything you need to - the steering, the lights and indicators, the radio and the

wipers. You can't reach into the glove box easily while driving but you shouldn't really need to either.

Similarly, there's an area in the kitchen that I call the 'magic triangle'. That's the space between your refrigerator, your sink, and your cooktop.

Making this area work well is key to a well-functioning kitchen. Keep things that you use regularly within this magic triangle. Things you use less frequently (like the mixer or big platters) should be kept further outside of that area.



A little organisation goes a long way in your kitchen.



Make the 'magic triangle' space between your cooktop, fridge and sink work well for you.

FOUR FAST STEPS TO DECLUTTERING

1. Let go of what you don't need, use or want: Take everything out and think seriously about which things you can get rid of (if you haven't used it for years, it's probably time for it to go). Also, are you really, truly ever going to have that fondue party that you think you will? If you're having problems figuring out what stays and what goes then put them aside - I have suggestions for those items in the next section.
2. Once decluttered give everything a wipe-over: With shelves and countertops clear, it's time to give everything a good clean. Wipe the cabinets down with a damp sponge and deep clean those spots that have needed attention for far too long.
3. Like with like and set limits: Group like items together and return them to the designated space in your kitchen drawers or cabinets where you've decided they should live - only this time, make a deal with yourself that you won't let any one area grow beyond its allocated space.
4. Use vertical space to your advantage: Generally bigger, heavier items should be lower down in your cabinets. Things you use regularly like glassware, plates, etc., should be at eye level.

HOW TO KNOW WHAT TO GET RID OF

If you're struggling with too many utensils and can't decide which should stay and which should go, then take the One-month Cardboard Box Test.

Dump every utensil you own into a cardboard box and leave that out on the benchtop. For the next month or so, every time you use an item put it back into a kitchen drawer.



Group like items together and return to a designated space in a kitchen drawer or cabinet.

At the end of the month chances are that whatever is still in the box is never going to be used. It's probably time to take the entire box to Vinnies.

OK, I know you may need certain utensils at certain times of year - so be somewhat reasonable. Maybe keep the turkey baster, but that strawberry corer? Seriously? Time to say goodbye!

Chances are, you're like most people and have way more kitchen utensils than you actually need or ever use. Keep in mind that the more space you feel like you have, generally the more inspired you'll feel in the kitchen.

Kitchens should be welcoming places and inspire you to create the food you love. A little decluttering and some serious organisation can go a long way to helping you achieve that. 📍

This article was sourced from www.realestate.com.au

6 HARD-WORKING TYPES OF FLOORING YOU'VE (PROBABLY) FORGOTTEN ABOUT

The '70s-style vinyl tiles and boards are some of the more popular flooring options on the market these days.

For those of you stuck deciding on the massive amount of options and material out there, this is for you. Floors are one of the biggest elements in any home, so making the right decision based on your lifestyle is crucial to smart design.

CONCRETE SLABS

Concrete slabs are the stuff of dreams: Giant hunks of raw aggregate, sand and cement, super industrial and oozing in sexiness.

Seriously, a concrete slab floor ticks all the boxes. Hard as nails, individually formed anyway you like and with structural integrity - concrete is a VERY versatile product.

Given a slab can be cold, insulating and including heating within the slab is a must in cold climates; hydronic heating pumps hot water through pipes laid in the concrete slab to heat it.

CONCRETE VENEER

Concrete veneer is an awesome option if you want a polished concrete look without the hassle of having a 70mm concrete slab poured through your home. Concrete veneer is a polymer mixture that replicates the look of a typical concrete surface.

It can be poured to as little thickness as 6mm, and along with an aggregate and a typical polish, it's a modern solution to achieve the raw, polished, concrete floor look.



Pangaea offer a huge range of colours and aggregate, and this versatile compound can be poured over anything from timber floors to tiles and existing slabs.

EPOXY RESIN

Epoxy resin is a treatment applied to a concrete floor; it gives a new lease on life to a drab and usually dated surface.

In a nutshell, it's a super hard-wearing paint (resin based), very thick and commonly used in commercial and industrial spaces.

However, we're starting to see some very unique and artistic applications of the resin that can be classed as homely. It's a great option if polishing your slab is out of the question.

SLATE

Slate and other stones, like tiles, are a great hard-wearing solution for high-traffic areas. Natural in texture and look, organic stone can add bucketloads of character to any space.



When it comes to the product and service of laying and installing stone flooring, you'll no doubt pay a premium price. However, in saying that, it's also a floor type that will look like no other and easily create wow factor in any space.

CORK

Cork is that member of the timber family that doesn't really fit in. We all have them; they don't get invited to weddings or 21st birthdays, they always say the wrong things at the wrong time... you know, the black sheep of the family. But, weird is in these days, right?

They're hard wearing, super soft and cosy underfoot and visually even warmer than most timbers. Cork usually comes in tiles and must be treated (sealed); like timber it can be costly, but for a super-green product that will always have a natural feel and a warm presence, cork is always going to be a winner.

VINYL

Vinyl has come a long way since its colour explosion in the '60s and '70s. We're now seeing vinyl tiles and boards imitating just about every surface under the sun. With such a high level of reproduction it's hard to see the copy from the real thing - even right up close. Don't all jump for your wallets though, good-quality vinyl isn't cheap - maybe 20 years ago but not anymore. Although you'll get excellent wear (perfect for commercial applications), great finishes and an easy install that's DIY friendly, vinyl is still - yeah you guessed it - vinyl.

Nothing beats the real deal, but this comes oh-so-close. 📍

This article was sourced from www.realestate.com.au





East Malaysia's Sub-Sale 2016 Property Market

iPropertyiQ.com data
(December 2015 - November 2016)



Sabah

Based on last 12 months as of Nov 2016

Source: www.ipropertyiq.com

TOP RESIDENTIAL AREAS IN SABAH?



Transaction Volume

RM2.1k

(-23% y-o-y)

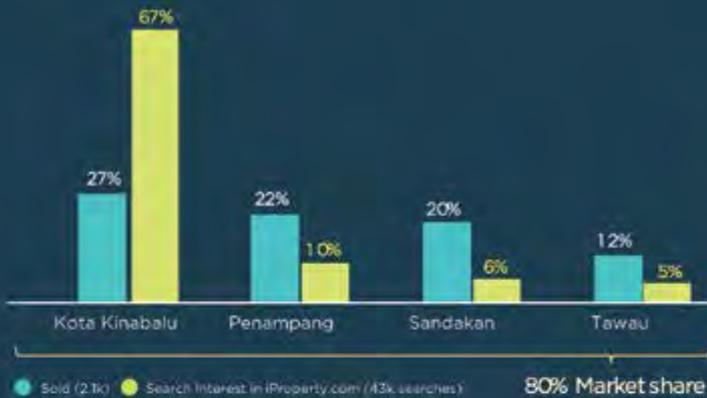
80%

Bought in:

1. Kota Kinabalu
2. Penampang
3. Sandakan
4. Tawau

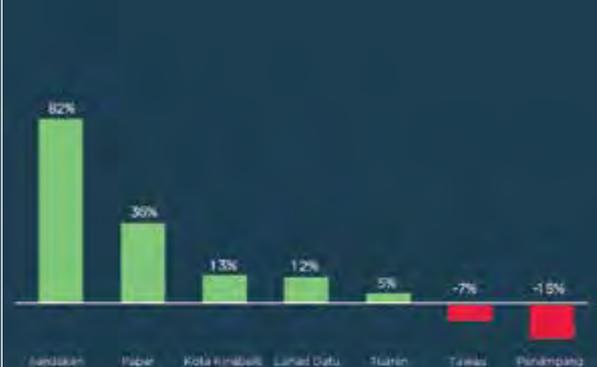
Source: JPPH

MOST TRANSACTED VS SEARCHED AREAS



Source: JPPH and iProperty.com

SEARCH GROWTH (Y-O-Y)



Source: iProperty.com

MOST POPULAR RESIDENTIAL PRODUCT

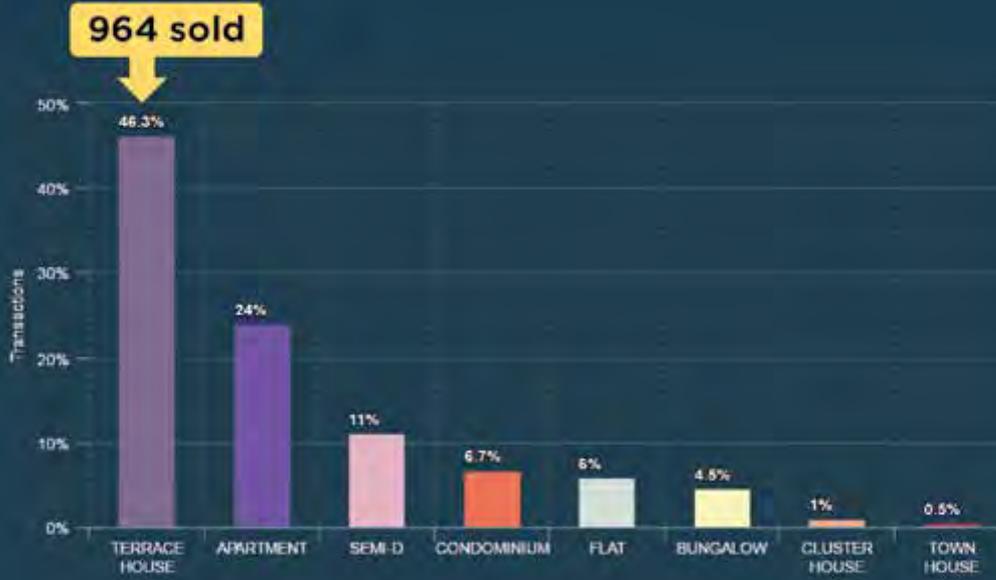


50%

Bought a Terrace House

Source: JPPH

MARKET SHARE BY BUILDING TYPE



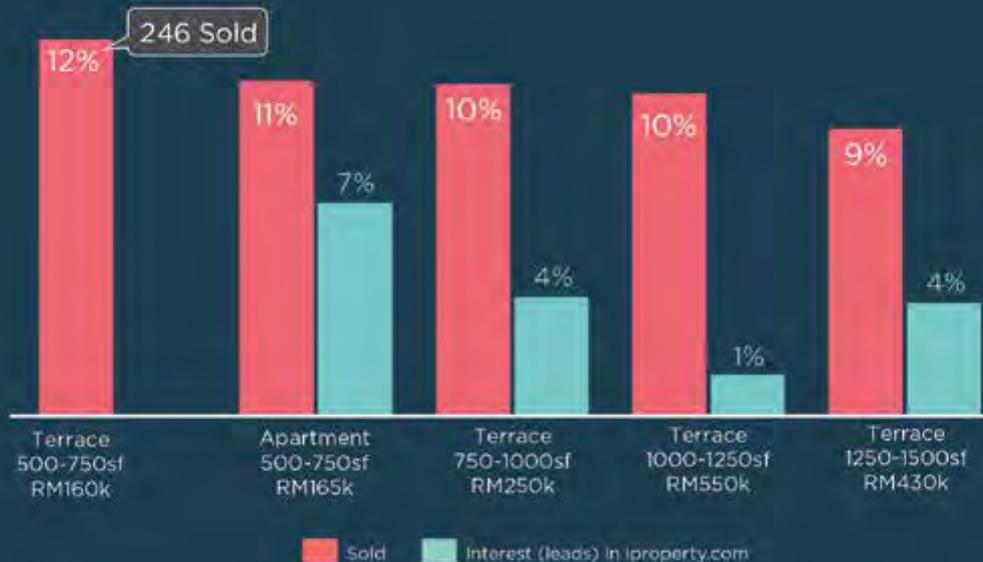
Source: JPPH

MOST POPULAR PRICE RANGE SOLD



Source: JPPH

MOST POPULAR RESIDENTIAL BUILT-UP SIZES SOLD



Source: JPPH

MOST POPULAR RESIDENTIAL PROPERTY SPECS - INTEREST IN IPROPERTY



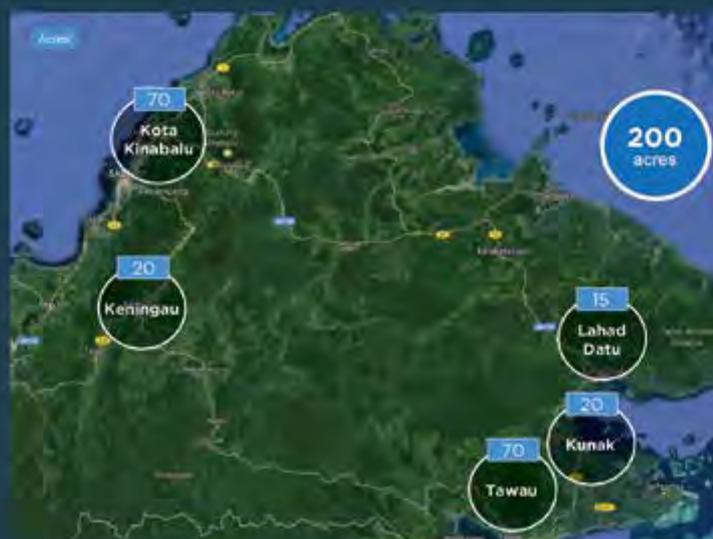
Source: iProperty.com

LAND MARKET - SABAH



Source: JPPH

TOP TRANSACTED DEVELOPMENT LAND AREAS



Source: JPPH

Sarawak

Based on last 12 months as of Nov 2016

Source: www.ipropertyiq.com

TOP RESIDENTIAL TRANSACTED TOWNS IN MALAYSIA (above 1,000 transactions)

Rank	Town	Qty
1	Klang, Selangor	2583
2	Ipooh, Perak	2256
3	Shah Alam, Selangor	2155
4	Puchong, Selangor	1767
5	Sungaipetani, Kedah	1681
6	Kuching, Sarawak	1614
7	JohorBharu, Johor	1486
8	Seri Kembangan, Selangor	1313
9	Ampang, Selangor	1310
10	Skudai, Johor	1294
11	Kuantan, Pahang	1253
12	Cheras, Selangor	1215
13	Kajang, Selangor	1201
14	Petalingaya, Selangor	1145
15	Subang Jaya, Selangor	1094
16	Kapar, Selangor	1074

30% of total residential transactions in Malaysia

TOP AREAS IN SARAWAK

Transaction Volume
3.6k
(-15% y-o-y)



40%
Kuching

10%
Sibu

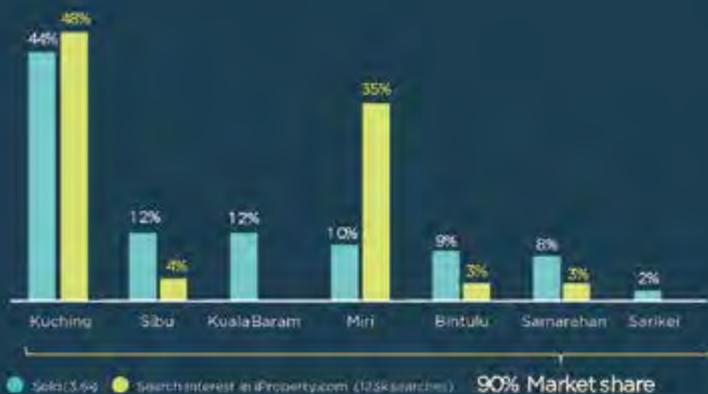
10%
Kuala Baram

10%
Miri

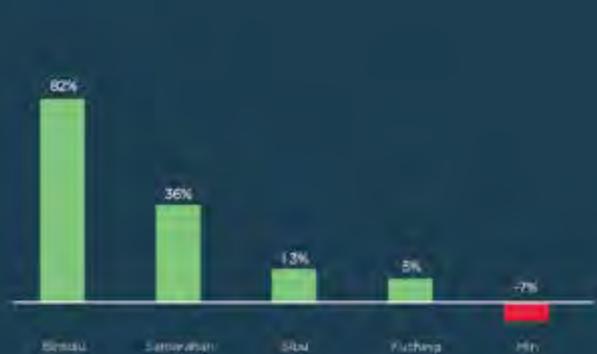
10%
Bintulu

Source: JPPH

MOST TRANSACTED VS SEARCHED AREAS



SEARCH GROWTH (Y-O-Y)



Source: JPPH and iProperty.com

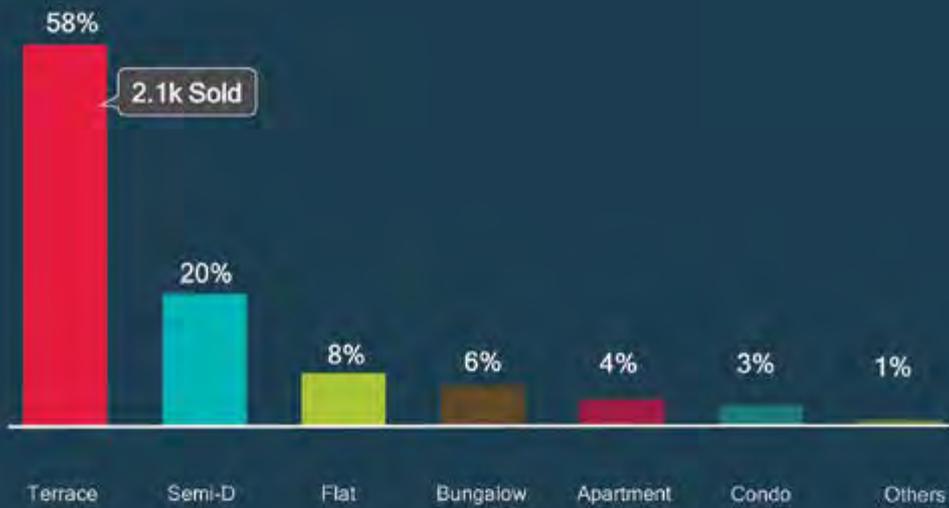
MOST POPULAR RESIDENTIAL PRODUCT



60%
Bought a Terrace House

Source: JPPH

MARKET SHARE BY BUILDING TYPE



Source: JPPH

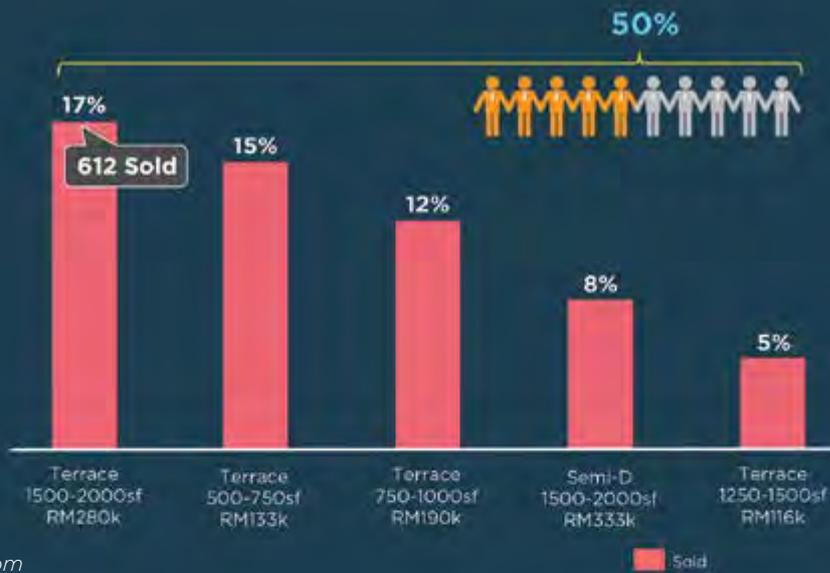
MOST POPULAR PRICE RANGE SOLD (Y-O-Y)



40% Below RM250k
40% RM250k-500k

Source: JPPH

MOST POPULAR RESIDENTIAL BUILT UP SIZES SOLD



Source: JPPH and iProperty.com

LAND MARKET - SARAWAK



Source: JPPH

TOP TRANACTED DEVELOPMENT LAND AREAS



Source: JPPH

INTERNATIONAL NEWS & FEATURES



Junction City in Myanmar ready for tenants

In the heart of Yangon's central business district is a spanking new 23-storey new Grade A office tower. Junction City Tower, developed by Keppel Corp's property unit and Myanmar's Shwe Taung Group opened its doors to tenants in April 2017.

It is Keppel Land's foray into Myanmar's growing real estate industry where the long-term potential for Grade A office spaces in the city is great as the country continues to open up to regional and foreign investors. While Keppel Land established its presence in Myanmar as early as the 1990s, demand

for quality commercial and residential properties has only recently been steadily growing.

Junction City is a 260,000 sq m integrated development which will include 33,400 sq m of Grade A office space and 50,000 sq m of premium serviced apartment, the latter as part of Phase 2 of the project, amidst retail and hotel businesses. The ready availability of office spaces has already encouraged confirmed tenants such as Allen & Gledhill, WongPartnership, Samsung and the British Chamber of Commerce to take up units.



Need for clear foreign property ownership laws in Myanmar

New emerging South-east Asian economies, in countries such as Cambodia, Myanmar and Vietnam, are flourishing and investors have expressed interest in these growing markets as the rest of the world struggles with political and economic stability.

But the demand is now and some confusion in Myanmar's legal system may be stopping investors from bringing their investment monies into the country. Existing legislation concerning the permissibility of foreign ownership of private condominium units has put an obstacle in developers' efforts in wooing investors.

The uncertainty stems from the lack of clarity in whether the regulations apply to existing apartments and the specifications of a "condominium". Under current laws, 40% foreign ownership of a development is permitted.

While the Myanmar government scrambles to come up with by-laws, the real estate sector in Myanmar has lost a little of the shine following the bullish market since 2011 when the economy opened up to foreign investors. The residential sector in particular, has been quiet over the past year and a half. The Department of Urban and Housing Development has been working hard to come up with the by-laws but they have yet to be sent to the Cabinet for approval.

In the meantime, mid-tier condominium and luxury property prices have fallen 41% and 22% since 2014. That said, rental yields of 8 to 12% can be expected in the current environment, though much more lies in potential yet untapped. Industry players are hoping the new rulings, when implemented, will open the market up to retail buyers from Thailand, Singapore, Hong Kong and China.



Asia-Pacific investors offer high bids for London properties

Investors from Asia have shown renewed interest in London properties as they continue to seek out alternatives to stocks and bonds.

2016 saw Britain's vote for Brexit resulting in just that, and property sales in Central London were at a 5-year low as uncertainty shrouded the country with effects that trickled down somewhat to the rest of the world. Property owners were wary about selling amidst fear that the Brexit vote might lower property values.

Chinese and Hong Kong investors have however been eager to put their bet on commercial properties in London, spending \$2.9 billion on central London offices last year alone. It is not surprising since the weaker pound has lost almost 16% against the Hong Kong since Brexit.

The recent sale of the Leadenhall Building, nicknamed the Cheesegrater Tower, by British Land and Oxford Properties to Chinese developer CC Land, run by the Chinese property magnate Cheung Chung-Kiu, for \$1.5 billion has spurred on sales of other properties. Office buildings such as Walkie Talkie and 20 Canada Square in the Canary Wharf financial district have since been put up for sale.

Yields in London have continued to hold its own despite the negative atmosphere surrounding Brexit and landlords of well-leased commercial buildings in prime locations can still look forward to offers from Asia-Pacific investors on the hunt for long-term investments.

High-risk mortgages prompt Hong Kong authorities to rethink cooling measures

Singapore authorities rolled out property cooling measures just 4 years ago and while it was not necessarily a welcomed move, it was certainly a prudent one. With restrictions placed on the loan-to-value and the debt servicing ratios, home prices were kept from escalating. Now Hong Kong could also be considering doing the same as their real estate market skyrockets. The worry is that property prices could become unsustainable and a property bubble could grow and subsequently burst with disastrous consequences.

The rapidly increasing number of high loan-to-value mortgages taken out on properties have had the de facto central bank of Hong Kong concerned. Property developers and individual buyers alike, these high-value loans are creating a growing list of high-risk financial profiles. Some developers have even taken out mortgages worth 120% of the project's value. Developers such as Sun Hung Kai Properties and Cheung Kong Property have been offering incentives such as tax rebates and loan offers in attempts to attract buyers.

Despite the Hong Kong government implementing higher taxes on properties last November, property prices have continued to climb and increased home buyers' borrowing costs. Many buyers have not only been putting all their assets into property purchases but also their parents' monies and all that will be at risk should the bubble burst. Some buyers have even been leveraging on their parents' properties in order to fulfil residential deposits. The Hong Kong Monetary Authority (HKMA) is keeping a close eye on the situation and may move to enforce new regulations on banks should there be any undue changes.

11 FACTORS TO CONSIDER BEFORE BUYING AN EXECUTIVE CONDO IN SINGAPORE



Justin Koh highlights what aspiring home buyers should look out for when considering purchasing Executive Condominiums.

The demand for private housing, especially Executive Condominiums (ECs), has increased steadily, partly because of the current low-interest rate climate and rising income growth in Singapore. More new ECs have been launched in recent years to cater to the demand.

First introduced by the Government in 1999, ECs are a hybrid type of housing, that fall between public and private housing. ECs resemble private condominiums with its guarded security, swimming pools, clubhouses, playgrounds and more. They are built and managed by private developers but come at a cheaper price, as the land cost is subsidised by the government. Typically, ECs are located away from the city centre and MRT stations where land is more affordable.

1. GENERAL ELIGIBILITY

To curb demand for ECs in Singapore, eligibility requirements set by the government are not that easy to meet. There are a few, so make sure you check all the boxes before you move on.

A. Age

- At least 21 years old
- At least 35 years old, if applying under the Joint Singles Scheme

B. Citizenship

- 1 Singapore Citizen
- At least 1 other applicant must be a Singapore Citizen or Singapore Permanent Resident
- All singles must be Singapore Citizens if applying under the Joint Singles Scheme

C. Family Nucleus

- Public Scheme
- Fiancé/Fiancée Scheme
- Orphans Scheme
- Joint Singles Scheme

D. Property Ownership

- You do not own other property be it locally or overseas, and have not disposed of any within the last 30 months

- You have not bought a new HDB/ DBSS flat or EC, or received a CPF Housing Grant before; or, have only bought 1 of these properties/ received 1 CPF Housing Grant thus far.

2. INCOME ELIGIBILITY

Generally, ECs are meant to cater to the needs of the “sandwich” class, whose household income exceeds the ceiling for public housing, but falls short of comfortably affording a private property. Most first-time EC buyers have a combined income of around S\$10,000 and are looking to maximise the CPF grant amount. In order to qualify for an EC, household income cannot exceed the \$14,000 limit. This limit has been raised from \$12,000 in August 2015.

3. EXTRA PAYMENT

In December 2013, HDB announced that EC buyers are subjected to the Resale Levy, where they would be required to make a lump sum payment to HDB when purchasing a second subsidised home. For the uninitiated, Resale Levy is essentially a reduction of subsidies when you buy a second subsidised home as outlined in HDB’s website. Nonetheless, this is only applicable to ECs launched on or after 9 December 2013. If you are upgrading from HDB to EC and do not want to pay extra, you need to take note of the list below! At present, there are a few ECs available that are not subjected to the Resale Levy, as follows:

4. SELLING YOUR EC

As the gurus always say, “Begin with the end in mind”. When buying ECs or any other property for that matter, it is crucial to know what it entails when you are planning to sell your flat. Do note that it is different from your typical HDB. There is a minimum occupancy period of five years for direct purchases from a developer, which means the unit cannot be sold or rented out entirely within this time frame. After five years, the unit can be sold to Singaporeans (SCs) or Singaporean Permanent Residents (SPRs). After ten years, the purchased unit can then be sold to foreigners.

5. PRIORITY OF QUEUE

Yes, all developers have to ensure that 70% of the units are allocated for first timers during the initial EC launch period. When it comes to ECs, first time home owners from the majority of the buyers, followed by upgraders and second-time owners. The second group usually comprises of families with kids who are transitioning to private housing. They will have to choose between an EC and a condominium, and the former will usually entice them more.

6. EXECUTIVE CONDO PRICES

ECs are considered private developments with condominium facilities, albeit with a more attractive price tag. The price for an EC unit can be as much as 25% - 30% lower than that of a private condo. And after taking into account the housing grants available,

Table of ECs with No Resale Levy

EC Project	Address	Developer	Estimated Completion	No. of Units
Waterwoods	Punggol Field Walk/ Punggol East	Sing Holdings Limited	Mar-17	373
SkyPark Residences	Sembawang Crescent/ Sembawang Drive	Oasis Development Pte Ltd	Jan-17	506
Bellewoods	Woodlands Avenue 5/ Woodlands Avenue 6	Qingjian Realty (South Pacific) Group Pte Ltd	Nov-17	561
Lake Life	Yuan Ching Road/ Tao Ching Road	Evia Real Estate (5) Pte Ltd	Dec-17	546
		BBR Development Pte Ltd		
		CNH Investment Pte Ltd		
		OKP Land Pte Ltd		
Bellewaters	Anchorvale Crescent	Qingjian Realty (South Pacific) Group Pte Ltd	Nov-17	651
The Terrace	Punggol Drive/ Edgedale Plains	Peak Square Pte Ltd	Mar-18a	747
The Amore	Punggol Central/ Edgedale Plains	Master Contract Services Pte Ltd	Jul-17	378
		Keong Hong Construction Pte Ltd		

it makes sense for first timers to go for an EC before making their way to a private housing. Executive Condominium ranges from \$700- 900psf. This translates to a price of around \$650k for a 2-bedroom unit to \$800k for a 3 bedder.

7. HDB CONCESSIONARY LOAN OR BANK LOANS?

Since ECs are considered semi-private properties, buyers can only finance their EC units with a bank loan. However, just like HDB owners, EC owners are still subjected to Mortgage Servicing Ratio (MSR). The difference between both types lies mainly in interest rates and loan amounts.

8. HOW TO CALCULATE MY LOAN AMOUNT FOR AN EC?

First, buyers need to calculate MSR, whereby the amount required to service the monthly instalment cannot be more than 30% of the borrower's gross monthly income. Then there's also TDSR, whereby the borrower's total commitments and liabilities cannot be more than 60% of their gross monthly income.

9. HOW MANY PAYMENT SCHEMES ARE THERE FOR ECS?

Currently, there are two payment schemes:

A. Deferred Payment Scheme (DPS)

Stage	Payment Required
Upon the grant of Option to Purchase	5% Booking Fee
Upon signing S&P Agreement or within 8 weeks from Option Date	15%
Temporary Occupation Permit (TOP)	65%
Upon Completion	15%

This scheme allows owners to start paying their loans only when the ECs are ready for occupation (i.e., when the property has been granted TOP). However, buyers will need to pay a higher price for the property.

B. Normal Payment Scheme (NPS)

Stage	Payment required
Option to purchase	5%
Upon signing S&P Agreement or within 8 weeks from option date	15%

Completion of foundation work	10%
Completion of reinforced concrete framework of unit	10%
Completion of partition of walls of unit	5%
Completion of roofing/ceiling of unit	5%
Completion of door sub-frames/ door frames, window frames, electrical wiring, internal plastering and plumbing of unit	5%
Completion of car park, roads and drains serving the housing project	5%
Temporary Occupation Permit (TOP) of Certification Of Statutory Completion (csc)	25%
On Completion date	15%

10. PRIVATE OR PUBLIC?

The biggest advantage of purchasing an EC is that while the property starts out as a HDB unit, it will privatise eventually. After which, the owner will not be restricted by HDB rulings and is able to sell the property to Singaporeans, Permanent Residents or foreigners for investment purpose. However, once the property has been privatised, prospective buyers will not have access to CPF Housing Grants. All these factors will come into play when you are going to sell the flat. So don't get caught off guard by these surprises then!

11. MAINTENANCE FEES

For most condos (including ECs), maintenance costs are shared through the management committee and they are usually higher than HDB flats. Typically, the amount is around \$200. However, ECs with fewer residents have maintenance fees that can go up to \$400 or above per month.

Generally, ECs is considered a privilege for the locals. If you are able to meet the criteria, especially the income factor, it is always a good idea to buy, be it for staying or investment. However, it is definitely not recommended to stretch beyond your means just to move into a more luxurious place.

Make sure you do your sums and have your finances planned out before making the next step. If you are unsure, be sure to seek professional help! 💡



Justin Koh, Associate Director, Redbrick Mortgage Advisory

Before joining Redbrick, Justin first established a career within the local banking industry. As a commercial banker with OCBC and UOB, he oversaw both secured and unsecured lending facilities. Additionally, Justin holds a degree in media and communication which allows him to build strong interpersonal relationships with his clients and help resolve their concerns.

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Last HUDC, Braddell View privatised last month

HUDC – most who grew up after the 80s will have no idea what these 4 letters mean in relation to the local housing market. In their heyday, the HUDC or Housing and Urban Development Company scheme consisted of selected flats were built larger, better and fancier than their other public housing counterparts. They were a little like the executive condominiums (ECs) of Design, Build and Sell (DBSS) flats of their day, meant to bridge the gap between the public and private property markets.

Most of the HUDC projects have been privatised over the years, and the era officially drew to a close as the last of the 18 HUDC estates reached privatisation last month. Braddell View, the largest of all the HUDC estates consisted of 918 flats and 2 shops and will join the other 7,731 units which have been privatised since

its implementation almost 40 years ago. The scheme ended in 1987 when demand for bigger public housing options diminished due to the availability of private housing which fulfilled the wants and needs of the ‘sandwiched’ classes.

Ironically, many now think that the government could do very well to re-establish a scheme in the same vein as the HUDCs to provide for families hoping to upgrade within the public housing sector, especially as the newer flats are often lacking in terms of space. The privatisation of Braddell View has taken almost 18 years due to the staggered timing of leases of land on which the property stands. What is left for these HUDC estates after privatisation? The rather lucrative possibility of a collective sale, quite naturally.

Paying more for older resale flats – Aye or nay?

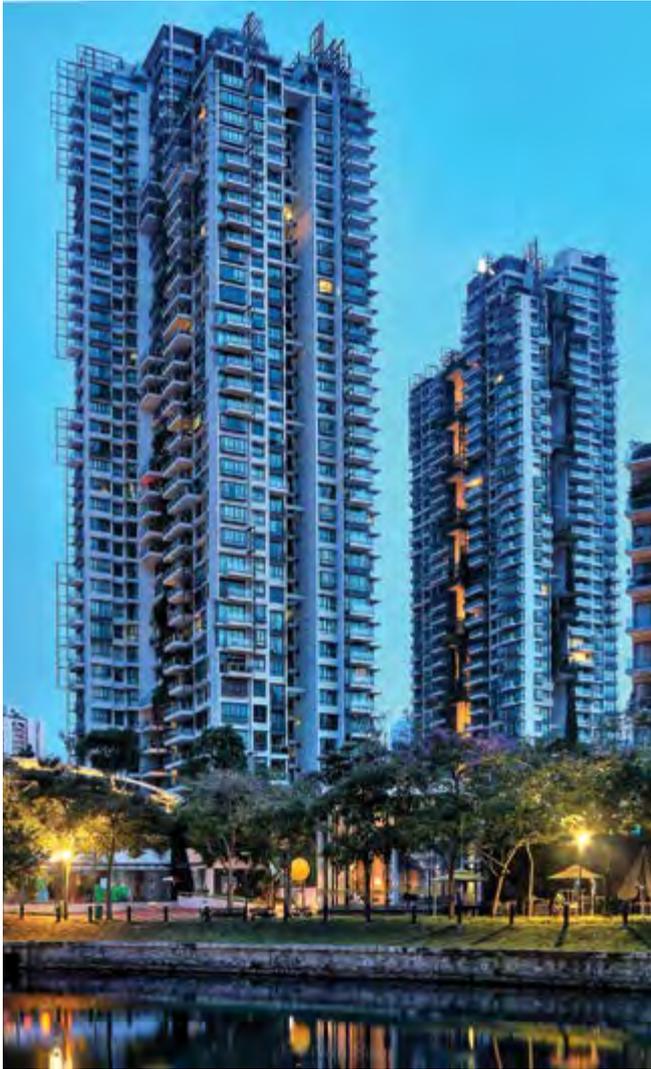
National Housing Minister Lawrence Wong has recently raised concerns about transactions of resale flats with less than 60-years on their lease for above-market values.

The increasing number of such transactions in the resale HDB flat market seem to indicate that buyers are putting aside factors such as age of the flat (HDB flats have a 99-year lease) and favoring others such as location, size of the flat and even the possibility of the blocks qualifying for the Selective En Bloc Redevelopment Scheme (Sers). Under Sers, certain blocks of flats built on or around sites where land has yet to be fully utilised or developed are acquired by the government and demolished. The residents are granted a fixed sum of \$15,000 for singles and \$30,000 for families in the form of a Sers grant and also guaranteed a replacement flat in new blocks with a full 99-year lease.

But the authorities are warning against paying too much for flats which are older than 30 years, or with less than 60 years left on the lease, especially for younger couples. Many buyers may be under the impression that the value of the bigger resale flats, some in locations which are becoming more developed and hip, will increase as time goes by.

Some have purchased rare terraced units such as those in Whampoa or Queenstown and are confident of flipping them within the next half a decade for more. There will be those who will be counting on location to be the prime draw when they finally sell. Older resale flats are usually in mature estates with well-established amenities, schools and transport available immediately. Some buyers could also be in urgent need of a flat and are unable to wait for the ballot and construction wait involved with new Build-to-order (BTO) flats.





Outlook hopeful despite fall in private home prices

After 14 consecutive quarters of declining private home prices, slivers of light are shining through - the suburban condominium market has seen a tad more activity with prices rising slightly; and for the most part, the rate of decline has slowed.

The fall in prices of private homes stood at 0.5% last quarter, similar to that in the last quarter of 2016. Suburban non-landed property prices have in fact posted a growth of 0.1% after 13 straight quarters of decline.

The positive figures in the suburbs could be due to the many new projects in areas outside of the central region which launched to much success in the earlier part of the year.

These included developments such as The Clement Canopy in Clementi and Grandeur Park Residences in Tanah Merah. Previously-launched projects such as Parc Riviera and The Santorini also re-marketed their units resulting in a favourable response from buyers.

Property analysts also contributed to the uptick in buying sentiment to recent changes in the property cooling measures. Though the impact may not be obvious and immediate, it has nevertheless helped to inject some optimism in the market. The second half of the year should see prices stabilising and 2017 may just end on a happier note.

2.11-hectare residential site in Queenstown up for sale

With a \$685 million bid, sales of a new residential land site in Queenstown has been triggered. The reduction in land sales under the Government Land Sales programme has seen older properties more keen to go on the en bloc sales route, and developers have shown their eagerness in procuring land sites as market sentiment continues to improve.

This latest land site is a 2.11-hectare plot on Stirling Road with the propensity to yield 1,110 new private home units. This site was placed on the Urban Redevelopment Authority's reserve list in 2010 which means it will only go on sale should the Government receive a bid of an acceptable level.

The size of the plot can be credited to the combination of 2 adjacent sites which were merged into 1 in 2012. The 99-year leasehold site is near Anchorpoint Shopping Centre, Ikea, Queensway shopping centre and just a few stops away from the Bukit Merah

bus interchange and Redhill and Queenstown MRT stations.

As the site is within walkable distance from Queenstown MRT station, property analysts anticipate competitive bidding this time round. The maximum floor area of the site comes up to 954,328 sq ft or approximately \$718 PSF through joint ventures for a land plot this size seems likely and bids are expected to vary from \$838 to \$950 PSF.

The site is expected to receive from between 7 to 11 bids. Nearby properties which could set the precedent for pricing are the Commonwealth Towers and Queens Peak condominiums. Current prices at both developments stand at \$1,654 and \$1,640 psf respectively. Projects in the vicinity have been selling well, especially with the recent lifting of the property curbs and a general lift in consumer sentiment.

What do you do with an ageing HDB Flat?

If you live in a HDB flat with less than 60 years left on its lease or are looking at one which you really fancy, what can you make of its limited lifespan?

HDB flats have life spans of 99 years and in mature estates, many of these flats were built in the 1970s and 1980s, which means they are now about 30 to 40 years old at the minimum. Recently, the National Development Minister Lawrence Wong has raised concerns about the high prices paid for HDB flats with very few years left in the leases. The value of HDB flats decreases towards a zero mark on its expiry and will then eventually have to be returned to the Housing Board (HDB).

The issue of ageing HDB flats has also raised concerns for the elderly as they are unable to then monetise their HDB flats. The government has however offered up solutions to aid senior citizens in preparing for retirement. Three schemes are in place to do just that:

- 1) Silver Housing Bonus Scheme
- 2) Lease Buyback Scheme
- 3) Subletting the HDB flat

The first – the Silver Housing Bonus Scheme – allows the elderly to sell their flat, downsize and receive cash bonuses of up to \$20,000. Should they choose to sell their flat, they can also receive up to \$100,000 upfront in cash and \$500 monthly retirement income.

The Lease Buyback Scheme allows owners of 4-room or smaller flats to sell the remaining years of lease back to the HDB for a cash bonus and regular retirement income. Though the cash amount is lesser than that of the Silver Housing Bonus Scheme, the scheme is more popular with 952 households taking up the scheme in within 10 months in 2016 and the flat owners can remain living in a familiar living environment.

The last option, while not offered directly by the government, is legal and permissible, giving the elderly an option of receiving passive income while still living in their own flat. As more flats age, it will become harder to sell older units, though some buyers are still willing to invest in a unit in a good location despite its shorter life span. It does ultimately boil down to the age-old rule of supply and demand.





Luxury properties popular with investors once more

Luxury property seekers are coming back into the market as transaction figures show. Robust sales of units at Gramercy Park on Grange Road certainly seems to attest to that.

The high-end luxury apartment project near Orchard road has sold almost half of its 174 units. Across its two 24-storey towers, 81 units have been sold, 11 of which were from the launch of its South Tower last onto. Most of the buyers were foreigners and Singapore permanent residents from China, Indonesia, Malaysia, Hong Kong, Taiwan, India, France, Britain and the United States. 24% of the buyers were Singaporean.

As the bottom of the cycle seems more clearly in sight, buyers are picking off properties which might be

priced rather differently from a few years ago. Property investors are also showing increased interest in luxury developments and the early bird prices at the launch of Gramercy Park's South Tower has drawn quite a few.

Prices start at \$3.4 million for a 2-bedder and study, \$5.1 million for a 3-bedder and \$6.8 million for a 4-bedroom apartment. The 2-bedroom units seem to be popular with investors as all of the same in the North tower were sold out.

A 5,533 sq ft 5-bedroom penthouse in the North Tower has also been sold at \$16.88 million. Properties in prime districts are once again leading the private residential real estate sector and riding on the positive sentiments, things could truly be looking up.

Another HUDC estate, Rio Casa tries for collective sale

HUDCs certainly seem to make the news this year as yet another HUDC estate tries for an en bloc sale. Rio Casa, formerly called Hougang N3 is trying their hand at the collective sale game. The process was surprisingly easy as 80% approval was achieved within 3 weeks. Bidding is expected to hover around \$450.3 million for the 286-unit site. If successful, each unit owner will receive \$1.5 million which is approximately \$586 PSF. The property has about 73 years left to its lease and the new owner will have to fork out \$57.5 million for a new 99-year lease. In addition, \$141.5 million will be required for site-intensification.

The site should be quite desirable as it features 200m of riverfront and greenery views with schools such as Holy Innocents' Primary and High Schools and CHIJ Our Lady of the Nativity nearby. With the recent uptick in buying sentiments and the competitiveness in the Government Land Sales segment, developers may pay for the site despite its slightly pricier tag. There are considerations however, as the site is not near any MRT station and the nearby Kingsford WaterBay has unsold units remaining. It is still however early days and the Hougang area has a deep potential for redevelopment which may very well happen in the decade ahead.

GOLD COAST RESIDENTIAL INSIGHT Q12017

Knight Frank Research provides a detailed analysis of what it is like living in Gold Coast for those looking to invest in homes there.

LIVING IN GOLD COAST

Population

Located in South East Queensland, on the East Coast of Australia, the Gold Coast Local Government Area (LGA) had an estimated population, in 2015, of 569,950 residents.

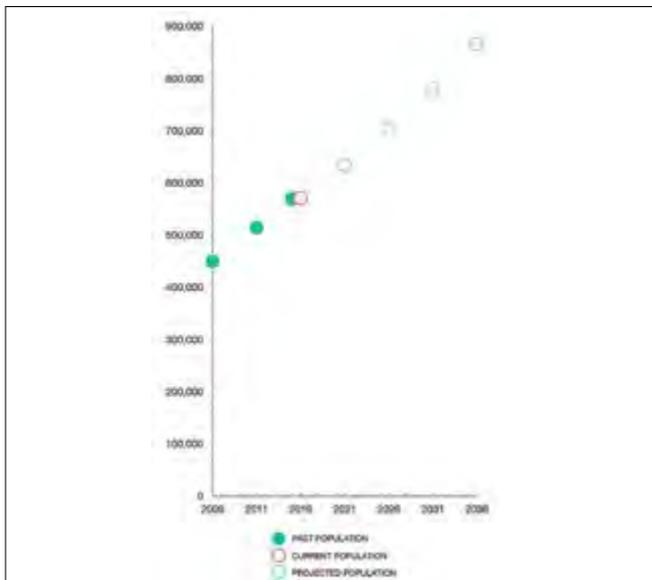
When compared to the Australian capital cities, the Gold Coast LGA population is ranked in 6th position, behind Greater Adelaide and ahead of the Australian Capital Territory, Greater Hobart and Greater Darwin.

Population has been steadily increasing on the Gold Coast. Over the year to 30 June 2015, an increase in the estimated resident population was recorded at 1.8%. This is stronger than the overall Australian population growth at 1.4% according to the Australian Bureau of Statistics (ABS).

The Gold Coast population is projected to grow by 2.1% from 515,200 persons in 2011, to 866,600 in 2036 as estimated by Queensland Treasury. This projection has been shown in **Figure 1**.

Figure 1: Gold Coast Projected Population

Total number of persons, LGA



Source: Knight Frank Research, ABS Queensland Government Treasury

KEY FACTS

The Gold Coast is located in South East Queensland on the East Coast of Australia. The Gold Coast LGA covers an area of 1,332 km².

The Gold Coast LGA has an estimated population of 69,950 residents.

Located in the 'Sunshine State' and home to one of the most renowned natural wonders of the world—the Great Barrier Reef.

On the Gold Coast, the most daily sunshine is nine (9) hours in the month of December.

Gold Coast experiences relatively warmer winter weather (mean minimum temperature of 15°C) than most other Australian capital cities. Summer months are relatively hot with a mean maximum of 25°C.

From Gold Coast airport, average flying travel time is approximately eight (8) hours to Singapore and eight and a half (8.5) hours to Kuala Lumpur. From Brisbane airport, average flying travel time is nine (9) hours to Jakarta and Hong Kong, 11 hours to Shanghai and 13 hours to Beijing.

Age Distribution

The Gold Coast LGA residents were primarily young to middle aged at the time of the last Census in 2011. Approximately 34.6% of the population was aged between 15 and 39 years old; compared to the national average of 34.2% for this age group. The median age of the population in the Gold Coast LGA was 37 years, similar to the national average. Children aged 0-14 years comprised 18.5% while people aged 65+ years made up 14.4% of the population.

Multiculturalism

The Gold Coast LGA population comprised 34.8% of people being born outside of Australia, higher than the national average of 30.2%. The most prominent countries of birth include New Zealand (8.6%), England (5.6%), South Africa (1.2%), Japan (0.7%) and China (excludes SARs and Taiwan) at 0.7%. In addition, approximately 35.4% of Gold Coast's residents' parents were born overseas—slightly higher than the national average of 34.3%.

Housing

The dwelling structures in the Gold Coast LGA are more weighted to medium and higher density housing than the national trend. Approximately 19.6% of private dwellings are flats, units or apartments— higher than the national average of 13.6%; whilst approximately 18.8% are semi-detached, row, terrace house or townhouse type—almost double the national average of 9.9%. Separate detached houses comprised 60.4%— lower than the national trend of 75.6%.

Employment

In the Gold Coast LGA, 29.9% of people were attending an educational institution at the time of the last Census. Of these, 20.8% were in a University, Tertiary, Technical or further education institution. The most common occupation in the Gold Coast LGA are Professionals—at 17.4%, followed by Technicians & Trades Workers (15.4%), Clerical & Administrative Workers (14.5%), Sales Workers (12.7%), Managers (12.3%), Community & Personal Service Workers (10.9%) followed by Labourers (9.8%) and Machinery Operators & Drivers (5.1%) being the next most popular occupations.

Liveability

The Gold Coast is located in the state of Queensland which is often referred to as the 'Sunshine State' with warm weather and clear days throughout the year. Gold Coast experiences relatively warm winter weather, with a mean minimum temperature of 15°C, warmer than most other Australian capital cities. Summer months are hot with a mean maximum of 25°C. On the Gold Coast, the most daily sunshine is nine (9) hours in the month of December.

Tourism

The Gold Coast is branded 'Famous for Fun' with many local and international events held throughout the year.

It's also known for being Australia's theme park capital. Many of Australia's largest theme parks are located on the Gold Coast and within close proximity to each other. The destination is popular with families, catering to all age groups and is extremely active in school holidays throughout the year.

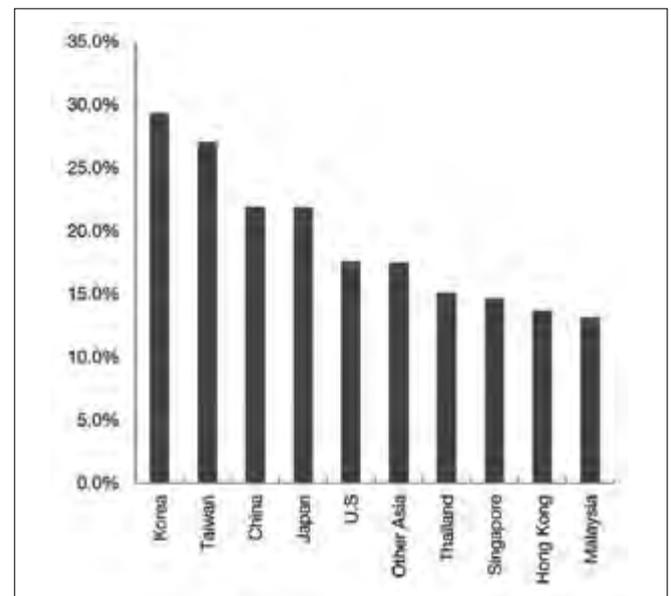
Surfers Paradise is also located on the Gold Coast, with fine dining restaurants, cafés and bars. Given the close proximity to Brisbane (approximately an hour by car), many local residents make their way down to the Gold Coast for a weekend getaway. Many also visit from interstate and Asia for a long weekend of activities.

The state of Queensland is also home to one of the most renowned natural wonders of the world—the Great Barrier Reef. Flights from Brisbane airport to the serene Hamilton Island and Hayman Island are only two (2) hours away—allowing residents a short flight to nearby paradise.

The number of international visitors to Australia totalled 7.4 million in the year ending September 2016. Based on an increase in annual growth, the number of visitors from Korea grew 29.3%, to 255,000, while over the same time, Taiwan (at 148,000) and China (at 1.09 million) had

Figure 2: International Visitors—Top 10 Nationalities—to Australia

Annual Growth, Year ending Sep 2016



Source: Knight Frank Research, Tourism Research Australia

increased 27.1% and 21.9%, respectively. The remaining fastest growing top ten nationalities visiting Australia have been ranked in Figure 2.

Shopping

The Gold Coast accommodates a vast array of renowned restaurants, art galleries, independent fashion houses

and vibrant retail strips. The heart of Surfers Paradise offers a pedestrian-friendly shopping district, lined with unrivalled local, national and international labels and flagship stores.

Many high-end, international brands have also made their way to Pacific Fair following the \$670m redevelopment and revamp in 2016—the shopping centre accommodates more than 400 stores, including a dining precinct and cinema. Marina Mirage also offers luxury shopping—with high-end fashion and eateries.

Carrara Markets are Australia’s biggest permanent market with over 400 stalls covering 10 acres, with everything from fresh produce to homewares; while Harbour Town is Australia’s largest outlet shopping centre with over 240 stores including brand direct outlet and clearance stores, plus specialty stores.

STUDYING IN GOLD COAST

The Simplified Student Visa Framework (SSVF)

From 1 July 2016, the Simplified Student Visa Framework (SSVF) replaced all previous eight student visas to allow study in Australia. Under the SSVF there will be only two subclasses: Student Visa and Student Guardian Visa.

Student Visa—Subclass 500

International students can apply for a single Student Visa regardless of their chosen course of study.

Student Guardian Visa—Subclass 590

Student guardians can apply for the new Student Guardian Visa. The SSVF is designed to make the process of applying for a student visa simpler to navigate as all applications for student visas must be completed online.

All students and student guardians will generally be required to lodge their visa application online by creating an account in ImmiAccount.

ImmiAccount can be accessed at: border.gov.au/Trav/Visa/Immi

International Student Population

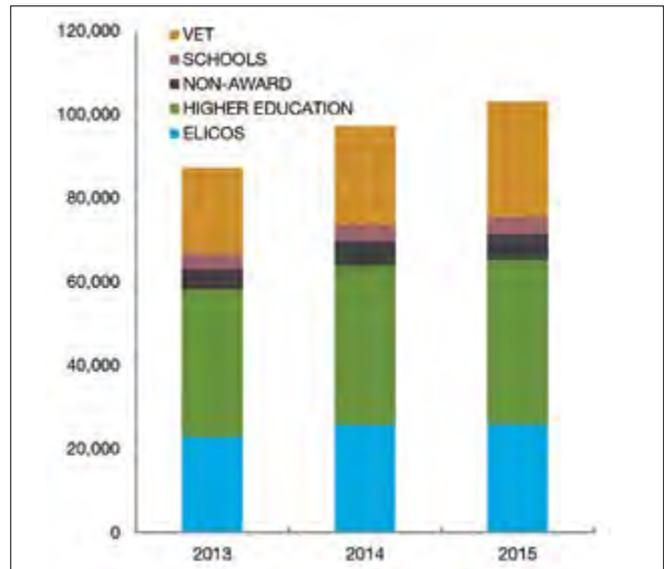
Reflecting the strong reputation internationally, universities in Australia accommodate a large international student base.

International student enrolments in Queensland have increased 18% from 87,255 in 2013 to 103,055 in 2015 as shown in **Figure 3**.

Higher Education commands the most demand in student enrolments with 39,300, followed by Vocational Education and Training (VET) with 27,480 students.

Figure 3: International Student Enrolments—Queensland

Number of persons, All countries

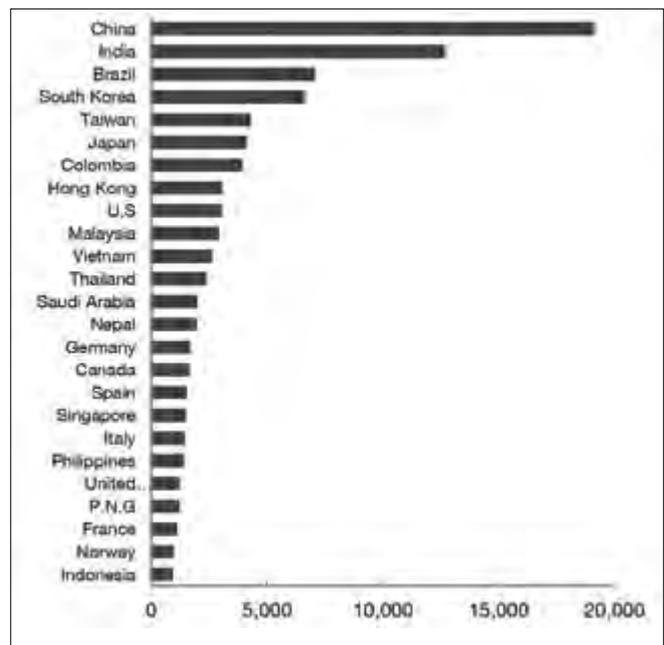


Source: Knight Frank Research, Department of Education and Training

The top 25 nationalities of international students enrolled to study in Queensland, in 2015, across all education sectors are ranked in **Figure 4**. The largest nationality population base is from China (19,150), India (12,670), Brazil (7,100), South Korea (6,630) and Taiwan (4,295).

Figure 4: International Student Enrolments—Top 25 Nationalities—Queensland

Total number of persons, All education levels, 2015



Source: Knight Frank Research, Department of Education and Training

EDUCATION — PRIMARY & SECONDARY SCHOOLS AND UNIVERSITIES

Primary & Secondary Schools

Schools in Australia generally comprise a mix of local and international students. The schooling education system in Queensland is broadly divided into:

- *Primary school (ages 5 to 12)*
- *Secondary school (ages 12 to 18)*

There are four main types of schools— public, selective public, independent and religious-based.

Public schools

Public schools are financially and administratively operated by the state government and provide free education to domestic students. First preference is normally given to those living within a particular catchment area from the school. Student visa holders must pay a fixed fee for each year of education, dependent on the type of visa held.

Selective public schools

Selective public schools are financially and administratively operated by the state government. Selective public schools are regarded as more prestigious due to the academic selective nature. Students must sit academic examination and excel in order to be offered a position from the respective school. Additionally, these selective public schools do not usually limit their intake to catchment areas. Due to their public nature, student visa holders must pay a fee for each year of education.

Independent schools

Independent schools are financially and administratively privately operated. Independent schools therefore hold more control over the quantity and quality of teachers, classroom sizes, amenities and co-curricular. Fees for independent schools are usually high, but can be considered to provide an investment for superior education and amenities to students.

Religion-based schools

Religion-based schools hold faith at the core of their education—however they continue to follow the state government education curriculum. These religionbased schools are usually non-government, and thus often have higher fees than government subsidised schools.

Universities

Most universities have a main campus with several smaller campuses located across multiple states and territories; in CBD, metropolitan and regional areas. This provides a wide range of options when studying in Australia with many universities also setting up campuses based in major international cities. The application process for international students applying to Australian universities is similar to local students. The length of the application process can often be longer than local students, as more information is required before acceptance. Most universities will require an IELTS (International English Language Testing System) examination conducted, an internationally recognised education qualification and a portfolio of previous work experience where applicable.

PURCHASING A RESIDENTIAL PROPERTY IN GOLD COAST

Non-Permanent Resident (Foreign Investor)

- Must apply and gain approval from the FIRB prior to purchasing property in Australia.
- Applications are generally approved if the property purchased adds to the housing stock, including new dwellings that are yet to be occupied or sold, off-the-plan properties under construction or yet to be built. This includes vacant land for residential development where ongoing construction begins within 24 months.
- Non-permanent residents are forbidden to purchase established dwellings as investment properties or as homes. Although there could be an exception if the established dwelling is being redeveloped into multiple dwellings, and as a result, there is an increase in the dwelling count. Over the development period, the house must remain unoccupied.
- Foreign buyers can purchase an off-the-plan dwelling, when another buyer has failed to reach settlement—reverting to its previous status as a new dwelling. An apartment or house that has just been built, or is still under construction and for which the title has never changed hands, is not considered an established dwelling.

Temporary Resident (Temporary Residency Visa)

- A temporary resident is a person who is residing in Australia and holds a temporary residency visa which permits them to stay in Australia for a continuous period of more than 12 months (regardless of how long remains on the visa); or has submitted an application for permanent residency and holds a bridging visa which permits them to stay in Australia until that application has been finalised.
- Are required to notify FIRB prior to purchasing property in Australia, including an established dwelling, a new dwelling that has been purchased directly from the developer and has not been previously occupied for more than 12 months in total and vacant land for residential development where ongoing construction begins with 24 months. Temporary residents are not permitted to buy established dwellings as investment properties.
- May acquire one established dwelling only and it must be used as their main residence (home) in Australia. Such proposals normally meet with no foreign investment objections subject to conditions; such as, that the temporary resident sells the property when it ceases to be their main residence.

Foreign Company with Australian Business

- Acquiring second-hand dwellings for the purpose of providing housing for their Australian-based staff normally meet with no objections subject to the conditions set by FIRB.
- The company must sell the property if it is expected to remain vacant for six months or more. In remote and rural locations foreign companies may rent out dwellings acquired under this category only where they are unable to sell the property.
- Whether a company is eligible, and the number of properties it may acquire under this category, will depend upon the scope of the foreign company's operations and assets in Australia.
- Foreign companies would not be eligible under this category where the property would represent a significant proportion of its Australian assets.

Significant Investor Visa (SIV)

- Investment migrants under this scheme are required to invest at least AUD\$5 million into complying investments in Australia for a minimum of four years before becoming eligible for permanent residency.
- The SIV scheme is intended to target the migration of high net worth individuals to Australia with the longer-term aim of transferring wealth of international businesses and individuals to benefit Australian businesses and the broader economy.
- The SIV scheme was introduced on 24 November 2012 and is operated by the Department of Immigration and Border Protection.

Premium Investor Visa (PIV)

- Investment migrants under this scheme are required to invest at least AUD\$15 million into complying investments in Australia for a minimum of 12 months before becoming eligible for permanent residency; a more expeditious pathway than the SIV.
- The PIV scheme is aimed at attracting applicants with business and entrepreneurial skills and capital to enhance investment into innovative Australian businesses and the commercialisation of Australian ideas, research and development.
- The PIV scheme was introduced on 1 July 2015 and is operated by the Department of Immigration and Border Protection.

Investment Migrants (High Net Worth Individuals)

Source: Knight Frank Research, Foreign Investment Review Board, Department of Immigration and Border Protection.

PURCHASING A RESIDENTIAL PROPERTY IN GOLD COAST

When purchasing property in Australia, there are both federal and state taxes and a range of fees that are implemented.

COSTS—STANDARD

Deposit

A deposit of 10% is generally paid to 'reserve' or 'secure' a property. This sum is generally paid by cheque or electronic transfer and held in Trust until the remaining 90% is paid upon settlement or, when the property has completed construction.

Stamp Duty

Stamp duty is a tax that is levied by the state government on written documents and transactions involved in the purchase of property. Dependent on the stage of

development, stamp duty can be significantly reduced for off-the-plan properties under various government incentive schemes.

Land Transfer Fee

When a property changes ownership, a document known as a Land Transfer is lodged and registered with the appropriate State Titles Office, and a fee is charged. It is this document that records the change of ownership. The cost to register the title varies in each state or territory of Australia. Your solicitor/conveyancer will usually perform this task on your behalf.

Note: Also known as a Land Registration Fee.

Legal Fees

Legal fees will vary between legal firms and may be dependent on property value. Generally fees range from \$1,000 to \$3,000 plus Goods and Services Tax

(GST). It is highly recommended to engage a solicitor or conveyancer during the entire process of a property purchase.

Note: Also known as Conveyancer Fees.

Mortgage Application Fee

A fee charged by the relevant state government for the registration of a home loan, which vary from provider to provider.

Note: Also known as a Mortgage Registration Fee.

ADDITIONAL COSTS—AS A FOREIGN INVESTOR

The Australian Government welcomes foreign investment into Australia's residential property market. The current rules around foreign investment in residential property aim to direct investment into new housing, increasing the housing supply and support local economic activity.

All foreign persons— that is, temporary residents and non-residents— can apply to purchase vacant residential land for development and newly constructed dwellings in Australia.

Non-resident foreign persons are generally prohibited from purchasing established dwellings in Australia. However, temporary residents can apply to purchase one established dwelling to use as their residence while they live in Australia, although on the condition

the property is sold when it ceases to be their principal place of residence.

Once a property has been identified to purchase, an application must be made to the Australian Foreign Investment Review Board (FIRB). It is highly recommended that an application is submitted prior to the advance of any transaction—to ensure complete legality of the purchase. Additionally, approval from FIRB is property-specific—one application per property.

When the application is submitted, the government investigates to ensure that the purchase of the property will be in the country's best interest. A decision on the application is made within 30 days—unless complications or alterations occur, in which it may take up to 90 days.

Foreign Investor Application Fee

From 1 December 2015, all foreign investors must pay a fee before their foreign investment application will be processed.

Foreign investors are required to pay \$5,000 to purchase a new property in the Australian property market, with an additional \$10,000 payable for every million dollar increment in the value of the property. The fees apply for each application and is uncapped if the property is valued over AU\$1 million.

CASE STUDY: COST TO PURCHASE A NEW RESIDENTIAL APARTMENT IN GOLD COAST

Table 5: Estimated Property Purchase Costs, Gold Coast

All costs represented in AUD, From 1 October 2016

Purchase Price	350,000	500,000	750,000	1,000,000	1,500,000	2,000,000
Stamp Duty	10,675	15,925	26,775	38,025	66,775	95,525
Land Transfer Fee	2,000	2,000	2,000	2,000	2,000	2,000
Legal Fee (includes GST payable)	1,500	1,500	1,500	1,500	1,500	1,500
Mortgage Application Fee	400	400	400	400	400	400
Standard: Estimated Total Costs	14,575	19,825	30,675	41,925	70,675	99,425
Foreign Investor Application Fee*	5,000	5,000	5,000	5,000	10,100	20,300
Foreign Investor Duty Surcharge @3%	10,500	15,000	22,500	30,000	45,000	60,000
Foreign Investor: Estimated Total Costs	30,075	39,825	58,175	76,925	125,775	179,725

* The FIRB application must be made prior to the advance of any transaction to ensure complete legality of the purchase. Seeking approval from the FIRB is property-specific; therefore one application per property. The fee on application does not provide any assurance of securing the property. An interactive on-line fee estimator available at firb.gov.au

Important Notice: The above worked examples are an estimate only. It is highly recommended to engage a solicitor or conveyancer during the entire process of a property purchase.

Source: Queensland Government, FIRB

Table 6: Fees payable by Foreign Investors, Residential property

Based on Property Value, AUD

\$1 million or less	Over \$1 million
\$5,000	\$10,000 plus \$10,000 incremental fee increase per additional \$1 million in property value

An interactive on-line fee estimator is available at firb.gov.au
Source: FIRB

This fee does not provide any assurance of securing the property and stricter penalties have been ramped up by the Australian Taxation Office (ATO) for those who breach the rules. For more detailed information on current fees and penalties, refer to our Taxing Foreign Investors in Australia Market Insight report.

Duty Surcharge

The Queensland state government has introduced a duty surcharge for foreign investors, payable in addition to standard state-based stamp duties. From 1 October 2016, foreign purchasers must pay an additional 3% of the purchase price.

Table 7: Duties payable by Foreign Investors, Residential property

Based on Property Value, AUD, Payable in addition to standard state-based stamp duties

Queensland; including Gold Coast
Duty Surcharge on Purchase Price; from 1 October 2016 3%

Source: Queensland Government

Other states with similar foreign investor duties include New South Wales (4% as of 21 June 2016) and Victoria (at 7%) effective from 1 July 2016.

OWNING A RESIDENTIAL PROPERTY IN GOLD COAST

In Australia, most properties are purchased as freehold—that is, the land and building is owned outright, in perpetuity. Costs and taxes associated with a property vary dependent on the services the building provides.

COSTS—STANDARD

Land Tax

Land tax is an annual state tax that is calculated based on the aggregated taxable value of all land owned (or jointly owned) by an individual. Land Tax is not applied if the property is your principal residence.

Land Tax Surcharge for Foreign Investors

The New South Wales and Victorian state governments have introduced a surcharge on land tax for foreign owners, payable in addition to standard state-based land taxes. The Queensland state government has not followed this lead, so only standard land tax is payable for a foreign owner.

Table 8: Duties payable by Foreign Investors, Residential property

Based on Property Value, AUD, Payable in addition to standard state-based land tax

New South Wales; including Sydney	2017 Land tax year	0.75%
Victoria; including Melbourne	2017 Land tax year	1.5%

Source: NSW Office of State Revenue State Revenue Office Victoria

Owners Corporation

If the purchased property is strata titled (a building where there are common areas and facilities for all occupants of the building), then an owners corporation must be established for the site. A regular fee is generally paid to maintain the property.

Council Rates

This varies from state to state as well as local council government area. This is the tax the council charges owners for the services to the property—generally paid quarterly or annually.

Income Tax

Income tax is payable on gross rental income, less any allowable deductions incurred in earning that income. As there are a number of allowable deductions, it is recommended that an Australian Tax advisor is consulted.

COSTS—WHEN A RESIDENTIAL LEASE IS ENGAGED

Lease

A property lease is a contract by which one party conveys property or land to another party for a specified period of time, usually in return for a periodic payment. An owner is allowed to lease their property in order to earn an income from the building. When leasing out a property, there are costs and responsibilities for the landlord.

Rent

Rent paid by the tenant, to the landlord, can be paid weekly, fortnightly or monthly and this would be stipulated within the lease. Rent increases will be stated within the lease. In a standard lease, the landlord cannot increase the rent until the end of the fixed term unless otherwise stated. Rent cannot be increased more than once every six months, and this is normally

calculated in line with the market. The tenants must be given at least 60 days notice of any proposed increase.

Bond

A bond is a lump sum payment requested upfront from the tenants as security before moving into the property—usually four weeks' rent. This lump sum is held in a trust by the Residential Tenancies Authority (RTA), and will be repaid to the tenant at the termination of the lease if the property is left in a suitable condition.

White Goods

Residential property may come either furnished or unfurnished, which is clarified in the lease. However, it is usually advised that the landlord provide fitted white goods as a minimum in order to appeal to a wider market, especially in high-rise apartment complexes.

Property Management Fees

Letting Fees:

Usually 2 weeks' rent is paid to the agent as a fee for finding and securing a tenant.

Management Fees:

Any costs associated with employing the management of the building and its tenants. The fees usually range from 7% to 8.5% plus GST.

Landlord Insurance

Landlord Insurance is a type of property insurance that is designed specifically to rental properties. Depending

on the insurance provider, it protects the home and contents from damage, theft, severe weather or rent default in some cases. To decrease risk, Landlord Insurance is highly recommended.

Utility and Service Charges

The party responsible for payment of utility and service charges will be stipulated within the lease. However, the landlord must pay for the actual installation and initial connection costs for electricity, gas, oil and water supply. If these need replacing, then the landlord must replace them to the minimum efficiency standards.

Repairs

Repairs to the property that are due to the normal wear and tear of the property must be paid by the landlord. Repairs classified as 'urgent' must be completed as soon as possible, while 'non-urgent' repairs must usually be taken care of before 14 days of notification.

Terminating the Tenancy

A tenancy can be terminated at the conclusion of the lease. However, both landlord and tenant can request to end the tenancy for a variety of reasons which are outlined under the Residential Tenancies and Rooming Accommodation Act 2008. Certain conditions must be met before the lease can be terminated, including days of notice, number of notices and reason for termination.

For more information, please visit <https://www.rta.qld.gov.au>



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BRISBANE - THE MAKING OF A WORLD CLASS CITY



Dan Toh shares why Brisbane should be on the radar of property investors.

If you were to ask any Australian how Melbourne lifestyle has changed in the last decade, most if not all would say very little. Melbourne for the large part has stayed pretty much the same over the last 10 years but only recently it has been awarded as the most liveable city in the world for 6 consecutive years - a record unmatched by any other city in the world. What made the difference?

Melbourne is a great city, but never much on anyone's radar as a prosperous city until Australia stood out from the world with its strong economy as a financial safe harbour during the global financial crisis. Kevin Rudd, the then Prime Minister of Australia, propelled the country onto the world stage with his sharp foreign relation skills. Melbourne quickly captured everyone's attention from tourists to developers and investors with its enviable lifestyle and its strong art and culture scene.

Property prices naturally skyrocketed as it became forerunner and face of Australia to the world. Sydney as the leader of the pack, saw even greater growth than that of Melbourne, given its stronger pedigree and economic foundation. The question that now remains is whether Brisbane will soon follow suit. To understand the present state of these 3 cities, let's take a look at their fundamentals.

PRICE & YIELD COMPARISONS

Table 1 shows the price and yield gaps, comparing Melbourne and Brisbane against Sydney. For example, you will see that for houses, Melbourne prices are only 72.65% of Sydney while Brisbane is 54.19%.

For units, the numbers are 70.19% and 55.36% respectively. Yield-wise, there is very little difference between Sydney and Melbourne both for houses and units while Brisbane is 46% higher for houses and 33% higher for units.

Table 1

AS OF DEC 2016	MEDIAN PRICE	% OF SYDNEY	GROSS YIELD	% OF SYDNEY
Sydney - House	991,000	100.00%	2.800%	100.00%
Melbourne - House	720,000	72.65%	2.700%	96.43%
Brisbane - House	537,000	54.19%	4.100%	146.43%
Sydney - Unit	722,600	100.00%	3.900%	100.00%
Melbourne - Unit	507,200	70.19%	4.100%	105.13%
Brisbane - Unit	400,000	55.36%	5.200%	133.33%

Lower prices with higher yields. Perhaps it is due to jobs and salary differences? Well, Brisbane is marginally higher when it comes to unemployment rate at 6.3% compared to 5.7% in Melbourne and 5.0% in Sydney.

The difference is not as significant as one would think, at least not to justify a 50+% difference in price. How about average income?

Well, at \$80,132 for Sydney, \$75,634 for Melbourne and \$75,936 for Brisbane. Brisbane in fact is marginally higher than Melbourne despite the significant price gap.

What about vacancies? Perhaps oversupply conditions are constricting prices in Brisbane. Whereas Sydney's vacancy rate is at 1.9%, Melbourne is at 1.7% and Brisbane at 3.3% (SQM Research).

So yes, vacancy in Brisbane is higher. However, it is interesting to note that yields in Brisbane are also 33-46% higher than that of Sydney or Melbourne. That is hardly any surprise given the significantly lower property prices and almost equitable income levels.

EXCITING TIMES AHEAD

It does seem that Brisbane's lower prices can be explained by a lack of demand due to a smaller population. But will that change?

Now there are many reasons that propel a city to become world class. Of most importance is whether it is getting the attention of the world in terms of business and migration.

With Sydney and Melbourne saturated in many ways, prompting the government to penalise international participation, we think Brisbane is looking to benefit greatly from such.

While we would not guarantee that Brisbane will become a world class city overnight, it is ready, in our opinion, to capture a significant share of the Australia growth pie in the next 5 years as it transforms beyond its current state.

Especially when we are witnessing a record number of major projects currently underway in the city. This includes:-

- **Queens Wharf** - A 9.4 hectares riverside project by ASX-listed gaming company Star and Hong Kong-based Far East Consortium and Chow Tai Fook featuring 5 new hotels, 3 residential towers, a major shopping centre.
- **Brisbane Metro** - A \$1 billion dollar high-frequency transportation subway system to carry over 30,000 passengers per hour across the city.
- **Brisbane Live** - A \$450 million project to deliver Brisbane's answer to New York Madison Square with a 17,000 seat world class arena to showcase world-class concerts and performances as well as sporting events.
- **Brisbane Quarter** - Brisbane's first \$1 billion integrated, mixed use precinct in the heart of the city that will include Australia's first purpose-built W Hotel, two levels of riverside dining and luxury retail shopping beneath a 40 storey Prime Grade office tower and an 82 storey luxury residential apartment building.
- **Brisbane Airport Redevelopment** - A 10-years, \$3.8 billion expansion of the existing award-winning, 24/7 curfew-free airport including adding new runways, expanding the terminal/ concourse, industrial park, hotels etc.

These are but a subset of developments happening all across South East Queensland from the north of Sunshine Coast to the south in Gold coast. Indeed these are exciting times for Brisbane and Queensland. International developers are arriving on the shores of Brisbane as well. Starting with the renown Banyan Tree that is now building its first Australian 6-stars accommodation in Kangaroo point to a who's who list of developers across Singapore, Malaysia and China.

Greenland, for example, remains committed to Brisbane despite losing on the Queens Wharf project. Adding to the list the upcoming 2018 Commonwealth Games and the whispering hints of Olympics 2028, I think we do have the quiet makings of a world class city in the works. One which investors should well take note as the city once again, catch up to its two better-pedigreed siblings who are slowing down their pace. Brisbane, doubtlessly, is on its way to international stardom. 📍



Dan Toh

CEO of RunningStream

He has been involved in various projects across Asia, Australia, Europe and the UK for over a decade. He has coached many investors across Asia and leads a team of highly qualified professionals helping investors with their global real estate portfolios.

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



CO3 SOCIAL OFFICE: WORKSPACE FOR NEW GENERATIONS

With a unique platform where people can work together share ideas freely, CO3 Social Office is looking to achieve the unicorn company status.

1) WHAT IS CO3 SOCIAL OFFICE AND WHO ARE YOUR TARGET CUSTOMERS?

CO3 Social Office is a modern, one-of-its-kind co-working space. We uphold three core values: Connectivity, Collaboration and Community. This is how we came up with the name CO3.

Further, the term “social office” was chosen because it encompasses the spectrum of social networks from virtual to physical. The everyday workplace is now transformed into a cool platform where people from different industries and organisations work under the same roof.

With this setup, they can choose or share ideas freely. The new workspace is now flexible, communal and fun. We are redefining the work-life-balance.

Our target customers include multinational companies, SMEs, startups, and the most important group - people from the '90s. We must cater to the new generation as they follow the latest trends that weren't seen before this.



2) WHAT SETS CO3 SOCIAL OFFICE APART FROM THE VIRTUAL OFFICES AND SERVICE OFFICES IN MALAYSIA?

Interestingly, many people are confused with these different offices as they do have similarities, which is changing the traditional workplace. To start, virtual office has no physical space but it does provide business postal address or letterbox, which is usually fit for mailing purposes. Some may have a receptionist with phone answering and voicemail services.

As for service office, it provides convenience as the office is equipped with basic infrastructures like simple furniture, printer, Internet access, pantry and conference rooms. They are designed to have better privacy and situated in a more remote area.

Moving on to our model of co-working space, we have basic infrastructures but the biggest difference is that there is a sense of community and this is important as it helps to fuel innovation. CO3 Social Office is not only a cool working space but it is also filled with content.

Our first location will be the largest social office in Malaysia at 22,400 sq ft. It can accommodate up to 400 people and it is open 24/7. Our interior design make everyone feel comfortable and fun at work. It also encourages members to socialise, interact and connect with like-minded people. We have well-choreographed events that enrich everyone's lives and help team building such as educational workshops, health and fitness classes, regular business pitching and outdoor activities. We hope to create a positive culture together and build a vibrant community with entrepreneurs.



Yong Chin Hui, Co Founder and CEO

3) WHAT DO YOU HOPE TO ACHIEVE IN THE NEXT THREE YEARS?

Currently, we have a one-year plan and a five-year vision. For 2017, we are striving to expand to five more locations. That's 150,000 sq ft and 3,000 members. As for the next five years, we have a solid strategy to turn CO3 into a unicorn company with a valuation of RM8.9 billion. By that time, we are also looking to have 40 spaces across 20 Southeast Asia cities. For those who are unaware, unicorn companies are very rare as they have a billion-dollar valuation.

We will leave it to your imagination in between these times to see what we can achieve within three years.

Connect with us, be part of 'small team. BIG IDEA.' [📍](#)



PROPERTY RENTAL MARKET IN 2017: TIPS FOR LANDLORDS & TENANTS

Fan Yea Jye reviews the current rental market and provides some guidance for owners and renters.

What is your outlook for the 2017 property rental market and what are the average yield figures landlords can expect for residential and commercial properties?

The demand for residential rental units will continue to be strong this year. Nevertheless, this does not necessarily mean landlords will enjoy high yields. Due to the economic slowdown and oversupply of several product categories in certain areas, yields are not as attractive compared to a year before.

For instance, a typical terrace house or condominium unit in Johor Bahru could easily fetch up to more than RM2,000 a month. However, as of last year, these same units were being rented out for RM1,700 - RM1,800. Similarly, rental figures have dropped by roughly 10%-15% in hotspots such as KLCC and Mont Kiara as well as most areas in Greater Kuala Lumpur. Currently, the average rental yield for the residential sub-sector tops 5% whereas commercial properties could garner 3.5%-4%.

For those looking to rent residential and commercial properties, which areas should potential tenants look out for, respectively?

Foreigners still prefer to rent in the city centre, preferably in areas where their community is clustered. For instance, Korean expats gravitate towards Ampang when looking for units to rent.

Nevertheless, with the convenience brought on by new public transportation infrastructure such as the MRT and with the introduction of Uber and Grab Car, expats are now more willing to explore areas like Puchong, Kota Damansara, Petaling Jaya and Subang Jaya. Local tenants have more issues to consider when deciding where to rent, including commute to work, what are the nearby schools, access to amenities, personal budget as well as property features.



Properties in commercial areas such as business centres are promising. Examples include SS2 in Petaling Jaya and Jalan Kenari in Bandar Puchong Jaya. Commercial units in thriving residential neighbourhoods are good options too. When renting a shop lot, it all depends on the nature of the business, catchment area and traffic flow. Other factors to consider are signboard advantage, nature of property, crowd assembly and net business area or lettable area.

What is the procedure involved and required documents when renting a property?

The most viable way to secure a rental property is by engaging a professional property agent. A credible agent will carry out all the necessary steps and procedures in alignment to market practices, thus protecting both the landlord's and tenant's interest.

Documents required for **individual tenants**:

1. Photocopy of IC or Document proving identity i.e. passport, student card
2. Booking form or Letter Offer to Rent
3. Earnest money deposit

Documents required for **corporate tenants**:

1. SSM registration form for sole proprietorship or partnership company
2. Form 9, Form 24, Form 49 for Sdn Bhd company
3. Tenant's IC or Passport
4. Employment permit
5. Booking form or Letter Offer to Rent
6. Earnest money deposit

Meanwhile, landlords will have to certify ownership of their property by submitting official documents such as quit rent forms, sales and purchase agreement and electricity bill from TNB. 📍



Fan Yea Jye
Founder
The Property Expert



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EXTENSION OF TIME RULED IRREGULAR BY COURT OF LAW



If discretionary powers are not exercised with prudence, it is timely that the Court of Law removed it.

The Presiding Judge, Her Ladyship Justice Datuk Hanipah Farikullah (Appellate & Special Power Division) in her landmark decision on 27th February granted the Applicants (104 affected house buyers) an Order of Certiorari to quash the decision of the Minister of Urban Wellbeing and Housing pertaining to their (Ministry) letter dated 17th November 2015 to amend the time period for of vacant possession from 36 months to 48 months in respect of the Sale & Purchase Agreement between BHL Construction Sdn Bhd in the Sri Istana condo, Jalan Kuchai Lama, Kuala Lumpur.

The Appellate Court has also ruled that Regulation 11(3) is ultra vires the Housing Development (Control & Licensing) Act, 1966 amended 2015 (Act).

Regulations 11 (3) is reproduced below:

“Where the Controller is satisfied that owing to special circumstances or hardship or necessity compliance with any of the provisions in the contract of sale is impracticable or unnecessary, he may, by a certificate in writing waive or modify such provisions: Provided that no such waiver or modification shall be approved if such application is made after the expiry of the time stipulated for the handing over of vacant possession under the contract of sale or after the validity of any extension of time, if any, granted by the Controller.”

It literally means that the Controller does not have the power to grant Extension of Time (EOT) or 'waive' or 'modify' the standard terms and conditions in the statutory Sale & Purchase Agreement under the law. The Minister has no power under Section 24 of the Act to make Regulations that allegedly empowers the Controller to waive or change any of the terms and conditions of the prescribed statutory Agreement. In short, Parliament does not empower the Minister to do so.

With the decision in favour of the house buyers, it means that EOT issued by the Controller is void and house buyers are entitled to claim for late delivery compensation (LAD) from those developers who sought the EOT (now ruled void). Compensation for LAD is thus payable for late deliveries. The rights and entitlement to LAD cannot be taken away by the Controller or Minister with a stroke of a pen. The general principles of contract still apply. The parties are bound by the terms of the contract which they have signed and any modification or variation of any of the terms of the agreement would require the consent of the other contracting parties ie purchasers.

The granting of the EOT to defaulting developers makes a mockery and defeats the intent and object of the Housing Act which is **“for the protection of house buyers”**.

EOT a tool against abandoned projects – Fact or fallacy?

In an immediate response, the then Minister of Urban Wellbeing, Housing & Local Government, YBhg Datuk Seri Abdul Rahman Dahlan's purported rationale for the granting of EOTs in one of his press statement is irrational.



His reason for granting of EOTs was to ensure that housing developers complete their project does not hold water because house buyers have no right to pursue LAD until and unless the houses have been completed and handed over. The question of LAD does not even arise unless the houses are completed and vacant possession delivered. This is clearly stated in Clause 25(3) of the Schedule H statutory Sale & Purchase Agreement (Schedule G has a similar provision). It reads inter alia:

For the avoidance of doubt, any cause of action to claim for liquidated damages by the Purchaser under this clause shall accrue on the date the Purchaser take vacant possession of the said Parcel.”

“The effect of an EOT is that the developers do not have to pay compensation or LAD to the house buyers AFTER the project is completed and vacant possession delivered. Clearly, the only reason for granting an EOT is to save money for the developers. Business people must be able to accept the risks of doing business and not seek Government's protection to ensure they continue to make money or do not lose money. And the Government must not try to save money for the developers at the expense of the naive and innocent buyers. The Housing legislation did not say that it was for housing developers' protection: - it was intended to 'regulate' developers.

Helping developers save money?

By issuing the EOT, the Minister is effectively allowing the developers to save or keep the money which should have been paid to the house buyers. The Minister is effectively taking away money belonging to the house buyers.

Has our country now reached a state of economic crisis that the Minister must dish out EOTs to developers who are already in distress (due to bad management) and threatened to abandon their projects? Does it mean the Minister will grant an extension to every high-end project that asks for an extension so that high-end buyers do not lose big money?

Buyers are sensible and not unreasonable people and it should be left to them to negotiate with their developers to come to a fair compromise instead of the Minister making a unilateral decision and forcing down their throat by foregoing their lawful entitlement to LAD. After all, they are the covenanting parties to the Contract whereas the Minister is not a party (to the Contract).

There are numerous cases where both parties (developers and buyers) took a haircut and amicably settled. At the very least the views of affected buyers must be considered prior to the Minister making a decision – the **Right to be Heard** is of utmost important. Do they not know that buyers too face hardship and commitments (ie: having to pay rent whilst continuing to service their bank loans). They too bear the burden of additional costs and expenses for the delay. One cannot confine to hear the views of just one party vis-a-vis housing developer and shun the buyers.

No valid reason

The Minister has not even offered any reason as to why the buyers must forgo their rights and entitlement to LAD claims when granting the EOTs.

The following is an excerpt of the Minister's press statement:

...if a developer faces delays due to circumstances beyond his control (unexpected weather such as flooding, new regulations by authorities such as stop orders or policies pertaining to supply of construction materials and workers), the developer can apply for EOT from the government."

"Even the banks and construction materials suppliers will face serious trouble if housing projects are abandoned. Other businesses catering for household items such as electronics, electrical and furniture will also be affected which could lead to potential loss of jobs in those businesses" – Rahman

These are not 'special circumstances' to warrant an EOT. The reasons are self-inflicted and not "Act of God". If EOTs are granted for the benefit of developers at the detriment of house buyers, perhaps, the Minister should have the effects and costs cascade downwards to all the contractors, sub-contractors, suppliers, vendors, etc. Even Banks should waive all interest to make it fair across the board. And perhaps landlords should offer waiver of rental to those tenants affected by the delay. Why must innocent buyers be made to suffer for pains inflicted on them by their developers?



Developers should honour agreements

Following the Courts' decision, the immediate reaction from Real Estate & Housing Developers Assoc, Malaysia (REHDA) and REHDA Institute was timely and augers well for the housing industry when REHDA comes out to voice support for the Court's fair and right findings.

REHDA's stand was reported as follows:

REHDA: "Developers should honour agreements to deliver the project on time. Any delay is not the fault of the buyers. It's our own fault or that of other people."

REHDA went further to state "the law is the law" and that developers should plan ahead to ensure homes are delivered on time". "Developers will have to accept and follow the law even if it means a 6 months delay will lead to a payout of 5% of the gross selling price of the property..."

This would translate to REHDA discouraging its member developers from indulging in seeking EOTs as an easy way out.

These EOTs issue has been happening these last 3 years. By giving EOTs, has abandoned projects been reduced? We have not heard of EOTs been issued under the previous Housing Ministers and his predecessors. 📍



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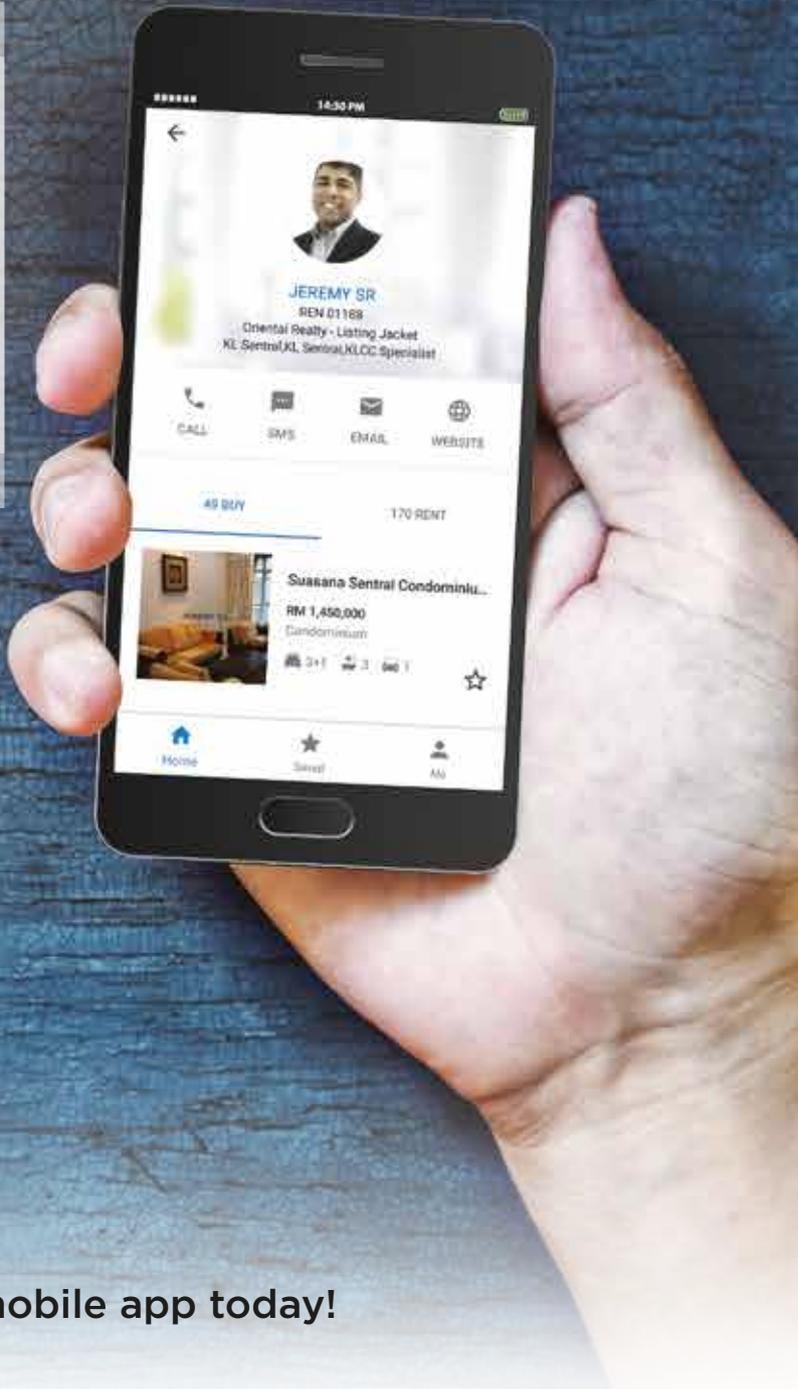
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THE DOWNSIDE OF HUSTLE AND BUSTLE



Moving to a thriving city may sound like a good idea but **Dato' Joey Yap** warns home buyers to watch out for busy environments as it can draw negative features in Feng Shui

When airports, industrial parks or shipping ports are built, they are generally built at relatively far away from urban areas. But as a city expands, it is inevitable that what was once the outskirts slowly become prime real estate.

A good example would be the Sultan Abdul Aziz Shah Airport or Subang Airport as it is more commonly known. Opened in 1965 to be the country's main air terminal, it was built in the then relatively isolated Subang. In a mere three decades, the burgeoning population had pushed close to the boundaries of the airport, transforming the area into a thriving suburban community.

Usually, properties located near industrial parks, airports and shipping ports are considered undesirable. This is more rooted in practical and psychological reasons, rather than Feng Shui. We will look at each of these locations from both points of views.

THE GOOD, BAD AND UGLY

Airports, believe it or not, feature regularly among places where Feng Shui principles are applied. There is a belief among some people that airports are considered the "front door" to a nation. Hence, it is considered important that an airport is built with Feng Shui principles.

One of such examples was rumoured to be Hong Kong's Chek Lap Kok International Airport. If an airport is built with Feng Shui principles in mind, does it mean any property located in its vicinity will similarly enjoy favourable Feng Shui? The answer is no. While the airport may enjoy the benefits of favourable landforms in its vicinity, the airport itself may sometimes prove to be a negative feature for properties located around it.

The structure by itself does not pose much of a problem. Unless, of course, it has some sort of sharp edges or angles in its design which points directly at

your property. If you live near the airport, you may want to be wary about the location of the take-off and landing strips. If either is pointed directly at your home, it is also considered a negative feature in Feng Shui.

Under normal circumstances, having a bright open space like an airport can function like a Bright Hall. Unfortunately, airports are considered to be busy places where there is a lot of movement so the Qi is unsettled and can't gather. Perhaps the biggest negative feature about living near the airport is the presence of sound Sha.

Industrial parks are pretty much along the same vein as airports. Instead of aircraft, there is the constant presence of heavy vehicles and machinery which again poses the threat of sound Sha. There is also the higher tendency of industrial parks to have adverse features like irregularly-shaped buildings, busy highways, large drains and pylons.

Even when we exclude the Feng Shui aspect of it, a house located near a busy airport and industrial park tend to be affected by vibrations from low flying aircraft, heavy vehicles and machinery. These vibrations will make the house shudder, giving a psychological impression that the structure is in danger of collapsing.

Being exposed to such high frequency of noise and air pollution will definitely have an impact on the occupant's rest, mood and health. Perhaps the most dangerous aspect of living near an industrial park is the threat of other forms of pollution like toxic chemicals and heavy metals which will have a more detrimental and direct effect on one's health.

CALMING WATER VS. NOISY MACHINERY

While staying near a shipping port is considered unfavourable as well, due to sound Sha from heavy machinery and vehicles, the presence of the sea will also have to be taken into account. Many people would automatically assume any property facing water has good Feng Shui. This is actually a gross simplification of the water's significance in Feng Shui.

First of all, for any waterfront property to have good Feng Shui, the sea will have to be calm and there must be islands in the horizon rather than just the vast ocean. In the case of a shipping port, large ships sailing past tend to create a choppy ocean environment. Similarly like airports and industrial parks, a busy environment in a shipping port will make Qi unsettled and difficult to gather.

On top of that, you could run the risk of receiving negative Qi should the landforms be unfavourable. From a practical point of view, shipping ports are not exactly known for having crystal clear waters and beautiful views. Imagine coming home to a view of cargo ships and polluted sea; definitely not an appealing sight!

CONCLUSION

If you have a choice, it would be advisable to avoid properties in busy environments like airports, industrial parks and shipping ports. Even if the Feng Shui aspect of it may be subjective, the negative effects it may have on one's safety and health simply make it not worthwhile. 📍

Visit www.joeyyap.com and see what other steps you can take to keep safe the well-being of you and your loved ones.



Dato' Joey Yap is the leading Feng Shui, BaZi and Face Reading consultant in Asia. He is an international speaker, bestselling author of over 160 books and master trainer in Chinese Metaphysics. He is also the Chief Consultant of Joey Yap Consulting Group and founder of the Mastery Academy of Chinese Metaphysics.

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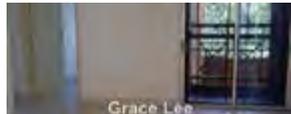
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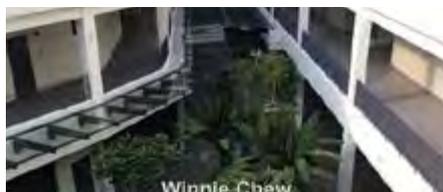
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Desa ParkCity, Shop, RENT, RM 7,300, BU1152sqf, Winnie Chew, 017-228 6663, E00000, UP5319567



KL City, Platinum Face Suites, Condominium, RENT, RM 5,000, 2r2b, BU1080sqf, LA1080sqf, Randy Chua, 6012-210 7688 / 6012-212 8699, REN:7616, E(3)0812, UP4421030



Setapak, Platinum Mondrian PV128, Jalan Genting Klang, Taman Danau Kota, Shop, RENT, RM 5,000, 2b, BU1716sqf, LA22x75sqf, Angelia Wong, 016-260 5566, E30631, UP5285648

CLASSIFIEDS



Kiki Law

KLCC, Dua Residency, Condominium, RENT, RM 6,000, 3+1r4b, BU2315sqf, LA2315sqf, Kiki Law, 012-523 0184, E(1)0452/14, UP5304425



KLCC, Banyan Tree, Klcc, Condominium, RENT, RM 6,700, 1+1r2b, BU1076sqf, Angelia Wong, 016-260 5566, E30631, UP5329570



KLCC, The Oval, Condominium, RENT, RM 16,000, 3+1r2b, BU3750sqf, Farikh, 017-494 9695, REN:11237, E(1)0553, UP5323998



Jimmy Toh

KL Sentral, Plaza Sentral Office Space, Office, RENT, RM 11,490, BU1915sqf, Jimmy Toh, 012-266 3007, E(1)1670/2, UP5179929



Putrajaya, IOI CITY TOWER, IOI RESORT CITY, Office, RENT, RM 17,390, BU3478sqf, FRANCES CHIA, 6012-713 9962/017-713 8797, REN:11478, E(1)1395/7, UP4932851



Bandar Sungai Long, 2-sty Terrace/Link House, SALE, RM 550,000, 4r3b, LA20 x 65sqf, Philip Tsia, 016-227 3199, E(1)1685, UP5048817



Keey Yap

Desa ParkCity, Plaza Arcadia, Business Centre, RENT, RM 17,500, BU2900sqf, Keey Yap, 017-673 3218, E(1)1537, UP5195118



FRANCES CHIA

Putrajaya, IOI CITY TOWER, IOI RESORT CITY, Office, RENT, RM 81,855, BU16371sqf, FRANCES CHIA, 6012-713 9962/017-713 8797, REN:11478, E(1)1395/7, UP4932859



Alex Tong

Jalan Ipoh, The Pano, Flat, SALE, RM 503,000, Studior1b, BU609sqf, Alex Tong, 012-405 3920, REN:19695, E(3)1541, UP5316952



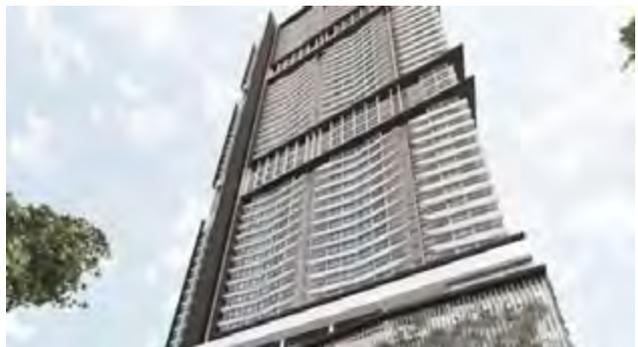
Alex Tong

Jalan Ipoh, The Pano, Condominium, SALE, RM 503,000, Studior1b, BU609sqf, Alex Tong, 012-405 3920, REN:19695, E(3)1541, UP5316916



Claire Tan

Seri Kembangan, Townhouse, SALE, RM 510,000, 3r2b, BU1797sqf, Claire Tan, 017-472 7970, E(1)1476, UP5286478



KL City, Reizz Residence, Service Apartment, SALE, RM 560,000, 2r2b, Jacky Chan, 017-334 5388, E(1)1635, UP5259732



Bukit Jalil, Kiara Residence 2, Condominium, SALE, RM 660,000, 3r2b, BU1090sqf, Frankie Cheng, 016-682 9933, REN:08574, EPM(3)0002, UP5316487



Hazlin Kasa

Bangi, Alam Sari Ilmia, 2-sty Terrace/Link House, SALE, RM 680,000, 4r3b, BU2099sqf, LA22x75sqf, Hazlin Kasa, 012-322 5825, REN:18978, E(1)0452/1, UP4951482



Bandar Sunway, Sunway South Quay, Office, SALE, RM 663,800, 1b, BU899sqf, Joshua See, 012-467 3939, 0, UP5326811



Bangi, Bangi seri wirani, 2.5-sty Terrace/Link House, SALE, RM 750,000, 6r4b, BU2755sqf, LA20x72sqf, Terry Loh, 012-675 1663, E(3)0212, UP2428291



Jalan Kuching, Sri Putramas III / Royal Regent, Condominium, SALE, RM 828,000, 3+1r2b, BU1590sqf, Angye Ng, 6012-512 9662 / 6017-300 6665, REN:07928, E(1)1501, UP4804260



Angella Wong

Sri Hartamas, Solaris Dutamas, Publika, Publika, Office, SALE, RM 881,250, 2r, BU705sqf, LAkuala lumpursqf, Angella Wong, 016-260 5566, E30631, UP5271260



Setapak, 288 Residency Setapak, Taman PRamlee, Condominium, SALE, RM 900,000, 4+1r3b, BU1869sqf, Angye Ng, 6012-512 9662 / 6017-300 6665, REN:07928, E(1)1501, UP5298879



Seri Kembangan, 2.5-sty Terrace/Link House, SALE, RM 900,000, 5r4b, BU3228sqf, LA24' x 75'sqf, Sebastian Sam, 6018-200 3388 / 6012-207 8398, REN:07000, E(1)1197/4, UP4464388



Angella Wong

Sri Hartamas, Solaris Dutamas, Publika, Publika, Office, SALE, RM 961,250, 1r, BU769sqf, LAkuala lumpursqf, Angella Wong, 016-260 5566, E30631, UP5271160



Alvin Teoh

Kepong, Taman Sri Bintang, 2-sty Terrace/Link House, SALE, RM 980,000, 4r3b, BU2860sqf, LA22x75sqf, Alvin Teoh, 012-288 7928, REN:08746, E(3)1274, UP5047929



012-576 8267 Joanne

Kota Kemuning, KOTA KEMUNING, SHAH ALAM, 2-sty Terrace/Link House, SALE, RM 980,000, 4r3b, BU2600sqf, LA37x75sqf, Joanne Chan, 6012-576 8267, REN:05609, E(1)1321/5, UP3246220



Angella Wong

Ampang, One Jelatek, Condominium, SALE, RM 1,000,000, 2+1r2b, BU1556sqf, Angella Wong, 016-260 5566, E30631, UP5329880



Dengkil, BT 32 Jalan Telok Datok, Residential Land, SALE, RM 1,000,000, LA12206sqf, Mohamed Bin Abdullah, 017-370 5882, E00000, UP5289030



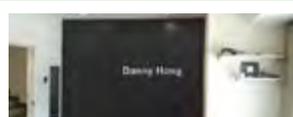
Seri Kembangan, Semi-detached House, SALE, RM 1,260,000, 6r6b, BU3227sqf, LA3200sqf, Claire Tan, 017-472 7970, E(1)1476, UP4873153



KL City, 78 LAD, Kuala Lumpur, Flat, SALE, RM 1,400,000, 3+1r3b, BU2200sqf, William Looi, 019-222 5337 / 016-202 9337, E(3)0100, UP5249774



KL Sentral, Suasana Sentral Loft, Condominium, SALE, RM 1,520,000, 3+1r3b, BU1652sqf, Jimmy Toh, 012-266 3007, E(1)1670/2, UP5088915



Danny Hong

Bukit Jalil, jalli link jalli sutera bukit jalli, 2.5-sty Terrace/Link House, SALE, RM 1,600,000, 4+1r4b, BU3271sqf, Danny Hong, 6010-206 5373, REN:11089, E(3)1204, UP5186174



Sri Hartamas, Hartamas Regency 2, Condominium, SALE, RM 1,400,000, 4+1r6b, Grace Chan, 012-200 3169, E(3)0812, UP5305508



Mont Kiara, KiaraVille, Condominium, SALE, RM 1,421,960, 3+1r3b, BU1871sqf, Angella Wong, 016-260 5566, E30631, UP5327557



CHESTER PROPERTIES BY KENNY SEE

Klang, LCH INDUSTRIAL PARK, KAPAR SELANGOR, KAPAR, Factory, SALE, RM 1,670,000, 2r3b, BU5625sqf, LA25x75sqf, Kenny See, 016-720 2020, REN:08678, E(1)1321/5, UP5322344



Ampang, Taman Tun Abdul Razak, 3-sty Terrace/Link House, SALE, RM 1,600,000, 4+1r3b, BU3000sqf, LA2164sqf, Hazlin Kasa, 012-322 5825, REN:18978, E(1)0452/1, UP5251882



Subang Jaya, Shop, SALE, RM 1,650,000, BU1800sqf, LA0000sqf, Elaine Lee, 6012-549 1341, REN:04629, E(1)1215, UP2272682



Vernice Lim

Sungai Besi, Semi-detached House, SALE, RM 1,700,000, 7r7b, BU3728sqf, Vernice Lim, 017-339 8313, REN:21152, E(1)0452/8, UP5251086



Desa ParkCity, The Northshore Gardens, Condominium, SALE, RM 1,753,200, 3+1r3b, BU1948sqf, Angella Wong, 016-260 5566, E30631, UP5329468



Kajang, Puncak Saujana, Semi-detached House, SALE, RM 1,960,000, 6+1r6b, BU5059sqf, LA3200sqf, Elaine Ding, 6017-777 1395, REN:15650, E(1)1584/1, UP5234022

CLASSIFIEDS



Subang Jaya, Bungalow House, SALE, RM 1,770,000, 6+1r7b, BU4300sqf, LA6000sqf, Rena Rahman, 018-327 8005, VE(1)0241/1, UP5318789



Subang Jaya, subang heights west subang jaya, Residential Land, SALE, RM 2,188,888, LA8900sqf, John Oh, 016-971 5819, REN:07002, E(1)1537/1, UP4853332



Setapak, PV128, Setapak, Jalan Genting Klang, Taman Danau Kota, Shop, SALE, RM 2,200,000, 2b, BU1716sqf, LA22x75sqf, Angelia Wong, 016-260 5566, E30631, UP5285984



Mont Kiara, Solaris/ dutamas/ Mesra Terrace, Semi-detached House, SALE, RM 2,300,000, 5+1r5b, BU3700sqf, LA2000sqf, Krystal Tiew, 012-311 1712 / 012-313 6681, REA:2027, E(3)1318 UP2008675



Kota Damansara, Semi-detached House, SALE, RM 2,300,000, 6r5b, BU3650sqf, LA40x80sqf, William Looi, 019-222 5337 / 016-202 9337, E(3)0100, UP5249829



Taman Tun Dr Ismail, Semi-detached House, SALE, RM 2,500,000, 5+1r4b, BU4000sqf, LA4000sqf, Saiful Nizam, 012-280 6853, REN:16730, VE(1)0187, UP5296576



Ampang Hilir, U-Thant, Bungalow House, SALE, RM 50,000,000, 8+1r10b, BU22000sqf, LA30000sqf, Carl Friis, 012-286 5586, REN:01695, E(1)1007, UP5221677



Dengkil, Bukit Damar, Agricultural Land, SALE, RM 4,300,000, LA139930sqf, Mohamed Bin Abdullah, 017-370 5882, E00000, UP5288959



Hulu Langat, sungai long Cheras Selangor, Agricultural Land, SALE, RM 19,745,530, Studior, LA201485sqf, Colches Kee, 019-664 4889, E(3)0256, UP5294511



Ampang, Taman TAR, Bungalow House, SALE, RM 2,900,000, 4+1r4b, BU4000sqf, LA8400sqf, Hazlin Kasa, 012-322 5825, REN:18978, E(1)0452/1, UP4965903



KL City, Desa Angkasa, Taman U Thant, Townhouse Condo, SALE, RM 4,088,760, 4+1r4b, LA5242sqf, Caryn Wong, 012-390 6886, E(3)1615, UP2278467



Kota Damansara, dataran sunway, kota damansara, Shop, SALE, RM 4,400,000, BU9000sqf, LA44x75sqf, Frankie Cheng, 016-682 9933, REN:08574, EPM(3)0002, UP4535723



Damansara Heights, 4sty Bungalow, Bungalow House, SALE, RM 13,500,000, 6+1r10b, BU14500sqf, LA7900sqf, Ian Fan, 012-344 7550, REN:17446, E(1)0452/9, UP519275



Portfolio for Sale, Retail-Office, SALE, JLL Malaysia, 03-2260 0788, REA:1260, E(1)1511, UP4958098

PROPERTY OUTSIDE KLANG VALLEY



Johor Bahru, Sri Impian Apartment, Larkin, Flat, SALE, RM 220,000, 3r2b, BU950sqf, Shawn Tan, 016-798 9800, E(3)1550, UP5255156



Johor Bahru, Austin Regency, Taman Austin Perdana, Apartment, RENT, RM 950, Studior, BU490sqf, Darren Khor, 018-767 0888, E(2)1621, UP5321401



Skudai, D'secret Garden @ Kempas Indah, Apartment, RENT, RM 1,200, Studior, BU513sqf, Darren Khor, 018-767 0888, E(2)1621, UP5328064



Johor Bahru, Palazio, Taman Mount Austin, Serviced Residence, RENT, RM 1100, Studior, BU484sqf, Darren Khor, 018-767 0888, E(2)1621, UP5070492



Masai, PARC Regency, johor bharu, Apartment, RENT, RM 1,050, Studior, BU430sqf, LA430sqftsqf, Darren Khor, 018-767 0888, E(2)1621, UP5285108



Johor Bahru, Prima Regency Service Apartment, Jalan Masai Baru, Apartment, RENT, RM 1,700, 3r2b, BU1050sqf, Darren Khor, 018-767 0888, E(2)1621, UP5328046



Tampoi, Jentayu Residensi @ Tampoi, Condominium, SALE, RM 350,000, 3r2b, BU954sqf, Shawn Tan, 016-798 9800, E(3)1550, UP5255026



Johor Bahru, TEBRAU INDUSTRIAL 4, Factory, SALE, RM 6,000,000, BU37700sqf, LA60869sqf, C. N. Wang, 016-777 3884, REN:09755, E(3)0024, UP5311695



Nusajaya, Leisure Farm, Nusajaya, Gelang Patah, Residential Land, SALE, RM 3,500,000, LA46941sqf, Lawrence Thee, 016-524 0677, VE(1)0266, UP5268549



Johor Bahru, Sedenak, Residential Land, SALE, RM 1,253,656.2, LA338826sqf, Emma Pong, 016-700 6191, E(1)1307/4, UP5104411



Johor Bahru, Semi-detached House, SALE, RM 1,150,000, 5r5b, BU3550sqf, Shawn Tan, 016-798 9800, E(3)1550, UP5254569



Johor Bahru, Mount Austin, Semi-detached House, SALE, RM 1,100,000, 6r6b, BU2380sqf, LA2380sqf, Emma Pong, 016-700 6191, E(1)1307/4, UP5282786



Johor Bahru, Tmn Bukit Indah, 2-sty Terrace/Link House, SALE, RM 488,000, 3+1r3b, LA28x65sqf, Jacky Ling, 016-723 3366, E(1)1536/3, UP5320805



Johor Bahru, bukit indah, 2-sty Terrace/Link House, SALE, RM 535,000, 4r3b, BU1400sqf, LA20x70sqf, Darren Khor, 018-767 0888, E(2)1621, UP5327753



Johor Bahru, Taman Pelangi Terrace Hous, 2-sty Terrace/Link House, RENT, RM 2,400, 4r3b, LA22x80sqf, Darren Khor, 018-767 0888, E(2)1621, UP5094119



Johor Bahru, 1-sty Terrace/Link House, SALE, RM 420,000, 3r2b, BU1400sqf, Shawn Tan, 016-798 9800, E(3)1550, UP5255115



Johor Bahru, tiara desaru seaview residence, desaru, Serviced Residence, SALE, RM 350,000, 1r1b, BU610sqf, Louis Yong, 016-717 7218, E(2)1621, UP5309469



Johor Bahru, johor bahru, 2-sty Terrace/Link House, SALE, RM 595,000, 4r3b, BU1540sqf, LA22x70sqf, Sr Veloo, 012-786 7007, E(1)1707/2, UP5296060



Johor Bahru, johor bahru, 1-sty Terrace/Link House, SALE, RM 310,000, 3+1r2b, BU1650sqf, LA22x75sqf, Sr Veloo, 012-786 7007, E(1)1707/2, UP5296110



Johor Bahru, Putri Ria Apartment, Masai, Apartment, SALE, RM 218,000, 3r2b, BU960sqf, Tomato Loh, 019-750 5088, REN:00425, E(3)0928, UP5275779



Johor Bahru, Dwi Mahkota, Tampoi, Condominium, SALE, RM 235,000, 3r2b, BU1000sqf, Shawn Tan, 016-798 9800, E(3)1550, UP5255044



Johor Bahru, Kempas, Factory, RENT, RM 16,000, Studior1b, BU14000sqf, LA174240sqf, Apple Wong, 018-288 9222, REN:12700, E(2)1621, UP3836396



Senai, Factory, RENT, RM 35,000, Studior1b, BU40000sqf, LA100623sqf, Apple Wong, 018-288 9222, REN:12700, E(2)1621, UP4847104

CLASSIFIEDS



Nusajaya, Gelang Pahta For SALE @ Silc, Factory, RENT, RM 6,800,000, Studior1b, BU28000sqf, LA43000sqf, Apple Wong, 018-288 9222, REN:12700, E(2)1621, UP4122305



Johor Bahru, johor iskandar area industrial factory, Factory, SALE, RM 36,000,000, Studior1b, BU150000sqf, LA261360sqf, Apple Wong, 018-288 9222, REN:12700, E(2)1621, UP4306656



Johor Bahru, I-Park Johor Bahru, Factory, SALE, RM 3,300,000, 1r1b, BU12110sqf, LA19966sqf, Apple Wong, 018-288 9222, REN:12700, E(2)1621, UP4079619



Johor Bahru, I-Park Johor Bahru, Factory, SALE, RM 3,300,000, 1r1b, BU12110sqf, LA19966sqf, Apple Wong, 018-288 9222, REN:12700, E(2)1621, UP4079619



Johor Bahru, mount austin, 2-sty Terrace/Link House, SALE, RM 680,000, 4+1r4b, LA38x65sqf, Jun Xiong Tan, 6012-710 0718, E(1)1605/1, UP5317090



Kulim, 2-sty Terrace/Link House, SALE, RM 380,000, 4r3b, LA1200sqf, Gan Chee Sheng, 016-414 1896, REN:14324, E(1)1215/7, UP5325410



tg minyak , tg minyak perdana, tg minyak Bukit rambai, Bungalow House, SALE, RM 558,000, 4r2b, BU1800sqf, LA3180sqf, Daric Goo, 6016-663 2966, E(1)1026/10, UP5325694



Seremban, chemara hills, Semi-detached House, SALE, RM 1,388,888, 5+1r6b, BU4419sqf, LA40x80sqf, Sean Wong, 016-203 5698, E(1)1321/5, UP5241959



Seremban, 2-sty Terrace/Link House, SALE, RM 480,000, 4+1r5b, BU2602sqf, LA22x70sqf, Vincent Wee, 012-916 5924, E(1)1670, UP5246042



Kuala Lipis, Agriculture Land, Penjom, Lipis, Pahang, Agricultural Land, SALE, RM 3,120,000, LA24sq, Vernice Lim, 017-339 8313, REN:21152, E(1)0452/8, UP5299845



Gelugor, Light Collection IV, Condominium, SALE, RM 2,100,000, 2+1r4b, BU2100sqf, ML Khong, 012-480 9733, REN:14002, E(1)0452/12, UP5286358



Nilai, 2-sty Terrace/Link House, SALE, RM 530,000, 4r3b, BU2100sqf, LA20x70sqf, Saiful Nizam, 012-280 6853, REN:16730, VE(1)0187, UP5166435



Pulau Tikus, Pierce Palace, Condominium, RENT, 2r2b, BU1100sqf, ML Khong, 012-480 9733, REN:14002,E(1)0452/12, UP5306110



Georgetown, Wisma Duke, Solok Larut, Condominium, RENT, RM 1,600, 2r1b, BU900sqf, ML Khong, 012-480 9733, REN:14002,E(1)0452/12, UP5306129



Tanjung Tokong, EO Seri Tanjung Pinang, Bungalow House, SALE, RM 6,680,000, 6+1r7b, BU7000sqf, LA6400sqf, Dave Soon, 016-454 5016, REN:17966, E(1)1026/8, UP4660736



Jelutong, Semi-detached House, SALE, RM 2,100,000, 4r2b, LA4300sqf, ML Khong, 012-480 9733, REN:14002, E(1)0452/12, UP5286320



Georgetown, Babington Avenue, Condominium, SALE, RM 670,000, 3r2b, BU1000sqf, PC Ong, 016-553 7818, REN:13608, E(3)1461, UP5303181



Minden Heights, Semi-detached House, SALE, RM 1,948,000, 5r4b, BU3160sqf, LA2099sqf, Elise Tan, 017-489 9705, E(3)0256/3, UP5143619



Georgetown, Birch Regency @ Penang Times Square, Condominium, SALE, RM 680,000, 2r2b, BU950sqf, PC Ong, 016-553 7818, REN:13608, E(3)1461, UP5303112



Kamper, westlake kamper hostel, 3-sty Terrace/Link House, SALE, RM 1,150,000, 18r18b, BU4200sqf, LA3530sqf, Pierre Goh, 012-626 3883, E(1)1535, UP5328926



Bukit Mertajam, BM City Suites @ BM City Mall, Penthouse, SALE, RM 630,000, 3r3b, BU2143sqf, Gan Chee Sheng, 016-414 1896, REN:14324, E(1)1215/7, UP5325283



Butterworth, Wellesley Residences, Condominium, SALE, RM 438,000, 2r2b, LA900sqf, SH Koay, 011-1095 8731, E(3)0256, UP5195989



Butterworth, Ocean View Residences, Condominium, RENT, RM 1,800, 3r2b, BU938sqf, SH Koay, 011-1095 8731, E(3)0256, UP5326796



Alma, Hillpark Residence, Alma, Bukit Mertajam, Bungalow House, RENT, RM 5,000, 6r6b, BU2500sqf, LA7500sqf, Lim Perng Li, 017-953 0929, E(3)1402, UP5054039

CLASSIFIEDS



Sungai Ara, 3-sty Terrace/Link House, SALE, RM 1,500,000, 5r4b, BU2337sqf, LA1860sqf, Gan Chee Sheng, 016-414 1896, REN:14324, E(1)1215/7, UP5325225



Keith Ng

Tapah, Agricultural Land, SALE, RM 1,829,520, LA21sq, Keith Ng, 016-639 9209/017-328 2788, REN:16516, E(1)1112, UP4459441

SHAH ALAM



Shah Alam, Taman Alam Megah, 2-sty Terrace/Link House, SALE, RM 650,000, 3r3b, LA22x75sqf, Joanne Chan, 6012-576 8267, REN:05609, E(1)1321/5, UP5244040



Tengku Zairi

Shah Alam, D'Kayangan, Seksyen 13, 2-sty Terrace/Link House, SALE, RM 1,600,000, 6r4b, BU2789sqf, LA4240sqf, Tengku Zairi, 012-361 2270, U REN:17608, E(3)1582, P5192493



shahrul.esa.iagent.my

Shah Alam, Suria Jelutong, Bukit Jelutong, Serviced Residence, SALE, RM 850,000, BU1400sqf, Shahrul Esa, 012-205 6791, REN:21702, VE(1)0143, UP5266967



Shah Alam, SUBANG HI-TECH INDUSTRI PARK, SUBANG, Factory, SALE, RM 28,000,000, 5r6b, BU600000sqf, LA899000sqf, Angyee Ng, 6012-512 9662 / 6017-300 6665, REN:07928, E(1)1501, UP4103955

PUCHONG



Puchong, Koi Kinrara Suites, Bandar Puchong Jaya, Condominium, RENT, RM 1,300, 3r2b, BU1063sqf, LA1063sqf, Ken Wong, 019-351 2518, E(3)0211/4, UP5315877



Puchong, Calisa M @ Calisa Residences, Taman Mas, Condominium, RENT, RM 900, 3r1r2b, BU1055sqf, Grace Lee, 012-379 1298, REN:03996, E(1)0452/9, UP5308423



Puchong, Calisa M @ Calisa Residences, Taman Mas, Condominium, SALE, RM 360,000, 3r2b, BU1055sqf, Grace Lee, 012-379 1298, REN:03996, E(1)0452/9, UP5308410



Puchong, 8 Sierra, 2-sty Terrace/Link House, SALE, RM 780,000, 4r4b, BU2215sqf, LA22x75sqf, WM Seet, 6012-981 3350, REN:04389, E(1)1652, UP4090387

CHERAS



cheras , bandar Sungai Long, Semi-detached House, SALE, RM 750,000, 4r3b, BU2000sqf, LA35x75sqf, Andrew Tee, 012-715 9796/012-280 3300, REN:17478, E(1)1670, UP5295159



Cheras, alam damai 23, alam damai , Shop, SALE, RM 1,950,000, 4b, BU3520sqf, LA22x120sqf, Frankie Cheng, 016-682 9933, REN:08574, EPM(3)0002, UP4523668



Irene Kuok

Cheras, semi d, Semi-detached House, SALE, RM 4,280,000, 7r7b, BU6900sqf, Irene Kuok, 017-248 6825, E(1)1634, UP5283339

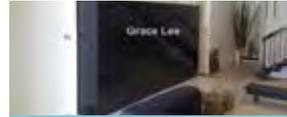


Cheras, taman len sen, Bungalow House, SALE, RM 2,450,000, 7r8b, BU5000sqf, LA6662sqf, Frankie Cheng, 016-682 9933, REN:08574, EPM(3)0002, UP5316744



Cheras, taman len sen, Shop, SALE, RM 3,880,000, 8b, BU6600sqf, LA24x70sqf, Frankie Cheng, 016-682 9933, REN:08574, EPM(3)0002, UP4523485

PETALING JAYA



Damansara Utama, SS21, 2-sty Terrace/Link House, SALE, RM 1,280,000, 4+1r3b, BU2500sqf, LA22x75sqf, Grace Lee, 012-379 1298, REN:03996, E(1)0452/9, UP5315601



Petaling Jaya, Atria Sofo Suites, Damansara Jaya, Soho, RENT, RM 2,100, 1r2b, BU773sqf, Grace Cheong, 012-722 1495, REN:21485, E(3)1680, UP5076810



Petaling Jaya, Ground Floor Taman Mayang, SS25, Shop, RENT, RM 4,200, 1b, BU1680sqf, LA24x70sqf, Angye Ng, 6012-512 9662 / 6017-300 6665, REN:07928, E(1)1501, UP3994575



Ara Damansara, Pacific Place, Petaling Jaya, Condominium, SALE, RM 530,000, 2r2b, BU864sqf, Angelia Wong, 016-260 5566, E30631, UP5331684



Sri Petaling, Shop, RENT, RM 8,500, 2b, BU2400sqf, LA24x100sqf, Renee Yew, 012-384 9384, REN:05988, E(1)1026, UP5287092



Petaling Jaya, ss3 petaling jaya, Bungalow House, SALE, RM 3,399,888, 5+1r4b, BU3980sqf, LA7336sqf, John Oh, 016-971 5819, REN:07002, E(1)1537/1, UP5303967



Petaling Jaya, Pelangi Damansara, Mutiara Damansara, Flat, SALE, RM 350,000, 3r2b, BU800sqf, Grace Lee, 012-379 1298, REN:03996, E(1)0452/9, UP5319396



Petaling Jaya, Pelangi Damansara, Mutiara Damansara, Condominium, SALE, RM 310,000, 3r2b, BU750sqf, LA750sqf, Viven Chia, 6016-290 7662 / 6017-306 9930, E(3)0256/1, UP5273695



Bandar Utama, BU1, 2-sty Terrace/Link House, SALE, RM 1,300,000, 4r3b, BU2100sqf, LA22x75sqf, Grace Lee, 012-379 1298, REN:03996, E(1)0452/9, UP5322190



Petaling Jaya, Jalan Semangat, Commercial Land, SALE, RM 67,000,000, LA132071sqf, Ling Yean, 6012-235 2168, REN:01244, E(3)1204, UP4887065



Bandar Utama, BU10, 2-sty Terrace/Link House, SALE, RM 1,400,000, 4r3b, BU2000sqf, LA22x75sqf, Grace Lee, 012-379 1298, REN:03996, E(1)0452/9, UP5314735



Bandar Utama, BU7, 2-sty Terrace/Link House, SALE, RM 1,550,000, 4+1r3b, BU2800sqf, LA23x75sqf, Grace Lee, 012-379 1298, REN:03996, E(1)0452/9, UP5330262



Bandar Utama, BU7, 2.5-sty Terrace/Link House, SALE, RM 1,750,000, 4+1r4b, BU2500sqf, LA22x75sqf, Grace Lee, 012-379 1298, REN:03996, E(1)0452/9, UP5308386

BANGSAR



Bangsar, Suasana Bangsar, Condominium, SALE, RM 920,000, 2+1r2b, BU112sqf, Sean Cheong 1, 012-310 0685, REN:03241, E(3)1227, UP909456



Bangsar, Desa Bangsar Ria, Condominium, SALE, RM 1,900,000, 3+1r3b, BU2077sqf, Janelle Tan, 012-329 3143, E(3)1046, UP5298347



Bangsar, Bungalow House, SALE, RM 4,900,000, 5+1r5b, BU4400sqf, LA6600sqf, Philip Tsia, 016-227 3199, E(1)1685, UP5263558

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