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THE SKY IS THE LIMIT

Dato' Ch'ng Kong San,
shares about his beginnings,
dreams and inspiration
behind Sky 20.

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The Multiple Award Winning Township



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CEO'S FOREWORD

Happy New Year, everyone.



A new year comes with new opportunities and 2018 promises to be no different.

We entered 2018 with the knowledge that the stamp duty for properties costing more than RM1mil will remain at 3%. That's certainly good news for the property sector. According to MIDF Research, the move indicates the government's confidence in domestic economic growth next year and will help boost the property sector in 2018.

We are excited about 2018 too, for what it holds and what we can do for you to deliver innovative solutions to make your property decisions simple, efficient and stress-free.

The home buying process is changing and technology is playing a significant role.

According to Google, 71 percent of consumers begin the search for property by visiting the websites or apps of real estate agents or developers.

As a digital company specialising in property, data is the heartbeat of our business and with IPIQ, our data solutions service, we can collect, clean, manage extensive property data across Malaysia and make terabytes of data available within seconds to help you make an informed property decision.

We are only getting started. With the feedback, we have received, we will get better and are making significant investments in the business to ensure we grow and serve you better.

There's more to come and you'll be updated as we roll out new ideas and innovations to help you find your dream home.

On behalf of everyone at iProperty.com Malaysia and Singapore, all the best for 2018. We would also like to wish you and your families a prosperous lunar new year and a year of good health.

A handwritten signature in black ink, appearing to read 'Haresh Khoobchandani'. The signature is stylized and written over a horizontal line.

HARESH KHOOBCHANDANI

CEO, Singapore & Malaysia

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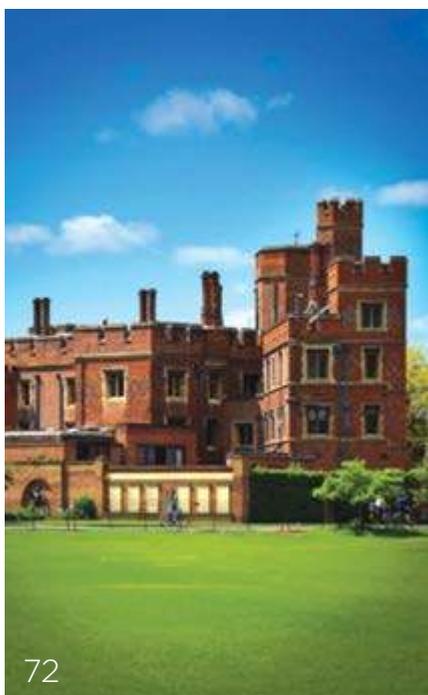
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iProperty Development Excellence Awards (iDEA) 2017

celebrates the best in the property industry

Extravagant, glamorous and revolutionary, iProperty.com Malaysia sets the stage to honor excellence in the real estate and property development sectors.

In an effort to uplift real estate industry standards in Malaysia, iProperty.com hosted the inaugural iProperty Development Excellence Awards (iDEA) by honouring excellence in the property development industry. The iDEA Awards recognized the efforts of developers and individual landscapers that have redefined the real estate sector in Malaysia. A total of 18 awards were presented at the gala night held

on 16 November 2017 at the Kuala Lumpur Hilton, of which there were 15 development excellence awards and three special recognition awards for organisations or individuals that had made a significant contribution to the real estate industry.

Having set its sights on ear-marking the best in the real estate industry, iProperty.com Malaysia embarked on setting in motion the dynamics of iDEA in early 2017. A team of eight judges

from various fields in the property sector came together in September 2017 to evaluate 74 submissions in 13 development categories.

The winners of the 13 development categories were evaluated again to select the winner of the “Development of the Year” award. iProperty.com Malaysia also engaged the expertise of an advisory panel comprising 4 real estate professionals, to establish the judging criteria and awards concept.



The first award called out for the night was the Best Residential Landed Development Award, recognizing the leading developments in the residential landed category, which was won by Ridgefield Residences, Tropicana Heights by Tropicana Corporation Berhad.

Senibong Cove by Walker Corporation bagged the Best Luxury Landed Development Award, while Imperial Residences by Ideal Property Group bagged two awards namely Best Value Development and Best Northern Development.

Senada Residences @ Alya Kuala Lumpur by Sime Darby Brunsfield was named Best Residential High-Rise Development and Best Luxury High-Rise Development.

Best Southern Development and Best Township Development Awards were won by Horizon Hills by Gamuda Land Berhad and Tropicana Aman by Tropicana Corporation Berhad, respectively. Sakura Residence by Daiwa Sunway Development Sdn Bhd emerged champion for the Best International Development category,

- 1 iProperty.com Malaysia group photo.
- 2 People's Choice Awards winners (PCA).
- 3 Group photo of winners.

Members of the advisory panel included Ar. Ezumi Harzani bin Ismail, Director of Arkitek MAA Sdn Bhd, Dr James Tee, Managing Director & CEO of Medini Iskandar Malaysia Sdn Bhd, Ar. Sarly Andre Sarkum, Chief Architecturalist & Managing Director of Sarly Andre Sarkum Architecture Sdn Bhd, and Datuk Tan Pei Ling, Founder and Principal of PI Architect. The judging process was witnessed and the results verified by a team from PWC Malaysia.



3



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while Tropicana Metropark by Tropicana Corporation Berhad clinched the Best Mixed Development Award.

Other sterling development called out as winners at iDEA include Twentyfive.7 by Gamuda Land winning Best Waterfront Development; Rencana Royale by CK East Development Sdn Bhd winning Best Commercial Development; and Albury 2 by UMLand Berhad winning the Best Affordable Housing Project Award.

The first of the three special awards, The Ingenious Design Award, went to Sky 20 by KSCH Property Sdn Bhd for its outstanding concept and design of its super luxury condominium in the Klang Valley sporting sprawling built-up sizes of 11,261 sq ft for standard units and 18,686.78 sq ft for a penthouse.

This was followed by The Innovative Leader of the Year award, another category of the three special awards, aimed at recognizing leadership in innovation, creativity and expertise in property development - won by Mr Wong Kuen Kong from UM Land Seri Austin.

The third award in this series of special awards was The Progressive Developer Award, won by Mah Sing Group, recognizing market leadership in corporate branding and marketing



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that has contributed to setting new standards in innovation.

From 16 to 30 October 2017, iProperty.com Malaysia facilitated the consumer voting campaign "People's Choice Award" for which there was overwhelming response from the public in choosing their favourite developer. Five developers emerged champions of this category, namely UEM Sunrise Berhad, Tropicana Corporation Berhad, Sime Darby Brunsfield, Gamuda Land and Mah Sing Group Berhad.



- 4 Sime Darby Brunsfield Holding group photo.
 5 Gamuda Land Berhad group photo.
 6 Judges: Dr. Foo Chee Hung, (Head Of Consultancy & Technical Opinion Unit, CREAM), Mr. Adrian Wee (Founder of ID King), Ms. Alice Leong Pek Lian (Honorary Secretary, PAM), Ir. Kok Yen Kwan (Chair, GET), Mr. Haresh Khoobchandhani (CEO - REA Group Asia, Singapore & Malaysia), Mr. Matthew Gaal (Director of Development South East Asia, Woods Bagot), Mr. Matthais Loui (Executive Director, Knight Frank), and Mr. Daniel Ho (Group Managing Director, IQI Holdings Bhd).
 7 Sponsors: Mr. Daron Cheah (Managing Director, USG Boral), Mr. Tony Yeoh Chiew Mun (Head - Sales Channel, RHB Bank Berhad), Mr. Martin Goh (Head of Media Sales, iProperty.com Malaysia), Mr. Hendry Nibong (Area Manager Corporate Sales, Astro) & Mr. Go Uenoyama (Chief Operating Officer, Kansai Paint Asia Pacific Sdn Bhd).

Sime Darby Brunsfield was named the overall winner and clinched the title of "Development of the Year" for its sterling development called Senada Residence @ Alya Kuala Lumpur.

The main sponsors of iDEA include USG Boral, Kansai Paint, Astro and RHB Banking Group, while Grab Car

Malaysia was the official transport partner.

Guests also walked away with attractive prizes presented during the Q&A session, which include electronics equipment, a massage chair, and a body building system, among others, sponsored by Gintell. ■



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**HIGHLIGHTS
OF 2017**



Highlights of 2017

Although some of the moments that made headlines this year are best left behind, bidding farewell to 2017 is still a bittersweet affair. Let's take a look at some of the significant moments in the property industry this year.

- MIRA SOYZA

The affordable home conundrum

1. RUMAWIP

- The Rumah Mampu Milik Wilayah Persekutuan (RUMAWIP) achieved 65% of its target as it successfully launched a total of 52,562 units out of its target of 80,000 units.

2. Sultan Ibrahim Dream House

- March-In conjunction with his 59th birthday celebration, Sultan Ibrahim Ibni Almarhum Sultan Iskandar launched an affordable housing scheme called the Sultan Ibrahim Dream House under the Sultan Ibrahim Foundation and in collaboration with Bank Rakyat. Applicants who are successful are only required to pay a deposit of RM1 for a full loan with an easy repayment scheme.
- Phase one will comprise 1,840 landed and high-rise units priced from RM80,000 to RM420,000.

3. Rumah Mampu Milik

- Melaka state government planned to build a total of 62,644 units of affordable houses under the Rumah Mampu Milik (RMM) scheme. 30,534 units out of the total units will be developed by Lembaga Perumahan Melaka, Perbadanan Kemajuan Tanah Adat Melaka, Perbadanan Kemajuan Negeri

Melaka, Perbadanan Ketua Menteri and private developers while the remainder will fall under the responsibility of federal agencies.

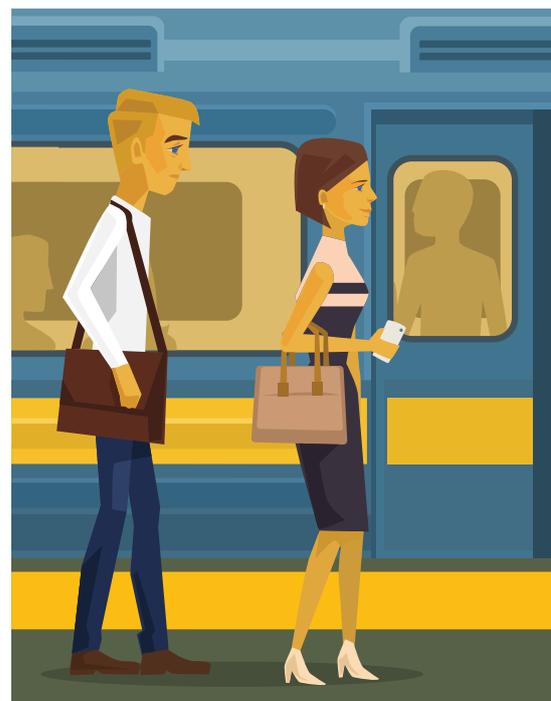
4. People's housing project (PPR) and public housing (PPA)

- DBKL intensified its effort to act against applicants who have been found misusing the units. A total of 60,000 applications have been put on hold due to the lack of PPR and PPA units.

Financing scheme woes

1. PRIMA

- January- In a bid to ensure that such PRIMA units are not purchased en-bloc by property speculators and rented out again at very high rentals, the government had limited the new end-financing scheme to first-time buyers in the lower and middle-income group.
- February- Perbadanan PRIMA Malaysia launched a Special PRIMA End Financing (SPEF) scheme that will allow PRIMA home buyers to gain access to a higher loan amount compared to conventional loans and to help ease end-financing.
- October- The PRIMA's step-up financing scheme (SPEF) was extended to private developers, as part of its effort to house the middle income.



Transportation infrastructure

1. Kuang's New Access Road

January- A new access road opened at the Kuang Sistem interchange to provide easier and faster access from Kuala Lumpur to Kundang, and other areas in northern Selangor. It also provides direct access from the North-South Expressway (NSE), reduces travel time by approximately 15 minutes.



2. Mass Rapid Transit (MRT) Sungai Buloh-Kajang (SBK)

The second phase of the 51km MRT line that runs from the Semantan station to the Kajang Station with a total of 19 stations across 30 km was launched in July.

3. Kuching Light Rail Transit (LRT)

The Sarawak state government announced their decision to fund the Light Rail Transit (LRT) project covering Kuching, Samarahan and Serian without the help of the federal government. The LRT line will be complemented by the Bus Rapid Transit (BRT), taxis and cars.

Mother nature strikes back

1. Penang flood

Penang was hit by one of the worst flood in over 22 years due to the tailwind of typhoon Damrey that hit southern Vietnam. The tragedy claimed seven lives and thousands of victims were rendered homeless. Kedah and Kelantan also suffered the same tragedy.

2. Quake proof buildings in Sabah

The state government of Sabah made a move to finalise a building code that requires all new structures, especially high-rise buildings, in tremor-prone areas such as Ranau and Kundasang, as well as Lahad Datu and other parts of Sabah's east coast, to be earthquake proof in response to the earthquake that shook Mount Kinabalu in June 2015.



Stricter rules on everything property

1. Putrajaya to act against those who delay projects in Sarawak

Following the 218 days delay of Sri Aman Hospital project that was brought into attention, Putrajaya took steps in ensuring that such misconduct will not repeat again in the future by taking stern action against those who cause delays in infrastructure projects in Sarawak, particularly those meant to serve the people.



2. Ban on building high-rise units of over RM1mil

The government has imposed a freeze on the development of future high-rise luxury residential projects with unit price tag over RM 1 million as well as offices and shopping malls to address the mismatch in the supply of houses. There is a huge number of serviced apartments, small office/home office, retail and office space that had already been approved and are due to enter the market in the next four years that will not be affected by the decision.

3. Seizure on defaulters

The Government intensified enforcement efforts against condominium and apartment owners who defaulted on maintenance fees by seizing their belongings. Enforcement takes place upon failure in making payment 14 days after the joint management body (JMB) or management corporation (MC) of a condo or apartment has served a written notice to demand payment.

Southern matters

1. 88,000 bumiputra units unsold

Due to issues with affordability, there were 88,000 unsold bumiputra status units reported in Johor Baru. These units include bungalows, shop lots, factories, service apartments.

2. 'Rent and Own' scheme

State housing and local government have launched a "Rent To Own" scheme MyHome programme that will allow Johorians the chance to rent new homes before buying them. Those eligible would be able to rent a house priced between RM35,000 and RM150,000 from the state with a monthly rent between RM260 and RM600. Tenants can lease the

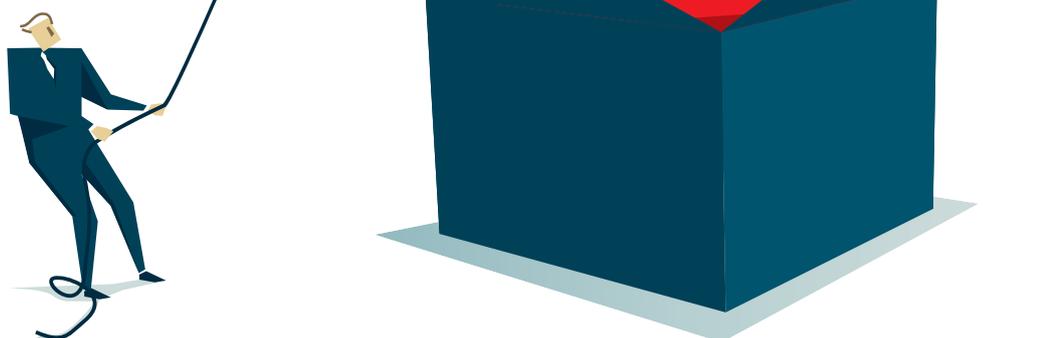
property for five years before buying them from the state. More than 130,000 Johoreans have registered online for the Johor Affordable Houses (RMMJ) programme.

3. Redha to build 500,000 homes by 2025

The Real Estate and Housing Developers Association (Rehda) aims to build 500,000 new homes in Iskandar Malaysia by 2025 as the population in the region is expected to hit three million.

The overhang issue

NAPIC reported that the overhang in stratified properties or apartments and condominiums worsened in first-half of 2017. The number of unsold units rose by 40% to 20,876 units in H1 2017, a sharp increase as compared to 14,792 units in H2 2016. The 20,876 units made up of apartments and condominiums priced between RM500,000 and RM1 million. ■



The Sky is the limit

Accountant turned super luxury boutique developer, Dato' Ch'ng Kong San isn't a familiar name in the mainstream media, but his ingenious Sky 20, proves that a development of such calibre speaks for itself. We spoke to the visionary to learn about his beginnings, dreams and inspiration.

- MIRA SOYZA



When Dato Ch'ng envisioned himself living in a colossal mansion right in the heart of the city, he went on to build 20 of them - in the sky.

A fact isn't at all surprising since the man has lived his whole life going against convention. From a very young age despite growing up in a poor family, his mother who had never received a proper education due to the Japanese Occupation, made sure that her children received all the education needed to turn their lives around. The brilliant and strong-willed woman, washed clothes to put bread

on the table. And although she would sometimes enlist their help, she had never allowed them to neglect their studies.

"I appreciate and have a lot of respect for the way my mother brought us up. I remember having to help fan the charcoal iron for her, while still having to hold my book and study. And she would scrutinize every single subject on our report card and compare the result of each subject to the last one," recalls Ch'ng.

Upon graduating high school, he made a switch from science to finance, and eventually decided to pursue

Chartered Accountancy in the UK. He landed his first job in Coopers & Lybrand with a salary of RM500 a month - just enough to pay his rental. After roughing it out for a couple of month, he jumped on the first chance to increase his earning when a position opened up in Lahad Datu that pays an extra daily allowance of RM35. There was a Malaria outbreak there at the time and nobody dared to take the risk, but the young, relentless Ch'ng didn't let that deter him. "Honestly, it was quite an experience living without running water and electricity for four months," he confesses.

- 1 SKY20 building evening.
- 2 Scale model of SKY20.

A move into property

His break into the property industry came when he took up a job with Farlim Group – a developer in Penang – where he learned of the foundation and intricacies of the development industry. Ch'ng who started off as a finance manager, was eventually posted to China to run their business there. He then joined the Lion's Group, and was based in Shanghai for three years as the regional financial controller and within a short stint was promoted to general manager at the mere age of 29. From that point on, he had taken on a few more roles with several other public listed companies in Jakarta and in Vietnam.

His career took a hit during the 1997 financial crisis, but the resilient man persevered. And by the time Ch'ng was ready to start his own company in 2001, he had accumulated more than 20 years of working experience. He set up a corporate consultation company that specialises in debts restructuring of companies listed in Bursa Malaysia and back door listing for Dana Harta companies – within just two years, Ch'ng made his millions.



He hit a new milestone in 2003 when he established KS Ch'ng Holdings, a company incorporated to carry on business as a Management Consultant, Property Holding and Investment. The first step towards property development that was undertaken by its subsidiary was purchasing a piece of land owned by Tongkah Holdings Berhad in Sri Damansara to build his first project that consisted of 10 units of 3 1/2 storey shop lots together with one block of 10 storey office tower. “This was the point I realised that I have finally realised my dream to become a developer. It was a successful project and I kept it for two years before deciding to sell it to Amanah Ikhtiar Malaysia, lock, stock and barrel.”

Not long after that, he acquired a small piece of land in Jalan Ampang, and thus begun the conception of Sky 20. “I want to be the kind of developer that builds a significant building that is unique and in a class of its own. And Sky 20 is the perfect way to establish that reputation,” says Ch'ng.



Building mansions in the sky

There is no doubt that Ch'ng is a visionary. Perched on a highly sought-after land of Ampang, the distinctive and luxurious, SKY 20 is unique in its own right. Designed by Pietro Lufi in collaboration with Malaysia's renowned architect firm, Archivocab, the project truly lives up to its promise of exclusivity and as an alternative to a bungalow for the upmarket buyers looking to move to a well-secured prime location.

The Sky Mansion comprises of 20 units of expansive luxury home that sprawls across the entire floor, and penthouses that are stretched over two floors. Each of its standard units

come with a built-up size of 11,261 sq ft, while the penthouse boasts a built-up size of 18,686.78 sq ft. This unique individuality and exclusivity allow it to offer a stunning uninterrupted view of Petronas Twin Towers as well as Kuala Lumpur City's blue skyline.

With modern contemporary design, the units are carefully crafted to imitate mansions on land, boasting a full-size 9-metre infinity swimming pool that runs along the balcony and a 3000 sq ft garden area that surrounds the entirety of the mansion. Every single one of the bedrooms have access to their own Sky Garden, which opens to a spectacular 360 degrees view of the city.

World class offerings

Designed for aesthetic, comfort and functionality, the building is fitted with features such as high ceilings and all round high windows that allow the infiltration of natural light and help keep energy consumption to a minimum. The building's façade is built with high-grade materials such as double-paned low e-glass that also regulates the temperature of the building by reducing the absorption of heat while simultaneously keeping it isolated from the city's hustle and bustle. The environmentally friendly development also boasts sustainable features such as rain harvesting system that collects rain water for watering plants and car washing.

It also has a generous offering of top of the class facilities such as a communal swimming pool, jacuzzi, poolside cabana/yoga zone, outdoor tai chi/garden's gazebo, putting green, dancing room, BBQ area, fitness equipment, sauna/steam room, reading room, meeting room, multi-function hall and the largest Sky Garden in Kuala Lumpur. Each unit is allocated with three car parks and an additional of two car parks if required, as well as a store room for golf club storage at the parking floor.

Safety and security at the forefront

"I always think of what I'd want in my property, and it all boils down to safety and security," shares Ch'ng.

Sky 20 aims to offer unparalleled security, something that even a guarded and gated development has sometimes failed to offer. Its 6-tier integrated access begins from the parking entrance where an automated security car park shuttle is installed to provide top notch security. There are also CCTV's installed throughout the development to screen the activities of visitors as they enter and exit the building; residents and guests are



- 3 SKY20 oriental living.
- 4 SKY20 contemporary master bedroom.
- 5 Swimming pool view.

given separate channels of movement to enhance the security and privacy of the residents.

To gain entry to the private lift lobby, an access card is required and each of these cards are allowed access to a specific floor. ■



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ABOUT THE ARCHITECT

- Pietro Lufi is the Director of Lufi & Associates Pte Ltd, an architectural firm based in Sydney, Australia.
- The practice was established in 2001
- He is known for his work behind many exclusive multi-million dollars residential projects
- Some of these projects include waterfront developments, Condominium, commercial buildings, restaurants and boutiques
- Over the last 17 years, the practice has successfully completed over 170 projects

Website: lufi.com.au



4



5

Sky World Quality Centre

The first of its kind
in Malaysia



1

Targeted to open on 18 January 2018, the SkyWorld Quality Centre serves as a centre to educate and share the difference between Qlassic and Conquas workmanship against noncompliance workmanship.

Founded on a vision to be “the best city developer”, SkyWorld takes quality seriously as it delivers SkyLiving residential developments in the Malaysian landscape. Promising sustainable urban designs for living and work, the Group is set to transform the city skyline with stylish and practical living spaces. To-date, SkyWorld has several ongoing developments under its belt namely SkyArena mixed development@ Setapak, SkyAwani@Sentul, SkyAwani2@Off Jalan Ipoh, SkyLuxe On The Park@ Bukit Jalil, SkyVogue@ Taman Desa and SkyMeridien@Sentul.

A commitment to quality

In Malaysia, on average there are about 7,600 projects and developments completed every year. Out of which, only 4.1% is QLASSIC certified. Understanding the need to provide quality homes, SkyWorld announced on April 2017 that it is committed to quality homes by hosting the ground breaking ceremony of SkyWorld Quality Centre, the first of its kind in Malaysia. Located in Setapak, the Quality Centre spans 13,000 sq ft with a built-up area of 7,500 sq ft. SkyWorld Development’s Chief Operating Officer, Lee Chee Seng explains that the centre

2



which costs RM3.8million to construct, is a quality benchmark and a learning platform. “The centre is poised to educate those who want to know more about the construction industry in Malaysia,” says Lee.

The quality centre acts as an expertise and knowledge sharing hub for SkyWorld’s employees, business associates, home-owners, potential buyers and the general public. It showcases a residential show unit that will feature acceptable and unacceptable finishing and workmanship based on two standards – the Quality Assessment System for Building Construction Works (QLASSIC) and the Construction Quality Assessment System (CONQUAS). Lee adds, “When you visit our SkyWorld Quality Centre, we will show you the difference between the QLASSIC and CONQUAS

compliant finishing against a non-compliant finishing.”

SkyWorld also formed a property management team to monitor condo operations including security, maintenance and housekeeping. Lee shares that conceptualising and building a property is in itself hard work, however, he explains that it takes greater responsibility to maintain the development in order to spur capital appreciation.

Integrating property and technology

Leveraging on the power of technology, SkyWorld has developed the SkyWorld Connects app to serve as a platform to connect and engage with property owners. Through this app, the company’s customer relations (CRM) team will be able to manage customer’s feedback, complaints, comments and registration for new launches, as well as hand-over of vacant possession. This CRM team is tasked with monitoring SkyWorld Connects to ensure superior quality service.

Aside from reaching out to customer through mobile technology, SkyWorld has also embarked on adopting cuttingedge construction technology into its projects. The company also integrates modern infrastructure into its projects such as fibre-optic cables, as well as bigger space for mechanical and electrical (M&E) systems on each floor to accommodate future expansion. As if that’s not enough, residents at SkyWorld properties can also use their mobile phones for card access via Bluetooth to the card readers, and as an intercom to the guardhouse. The company’s innovative streak spans various aspects, one of which is the recycling of waste and the application of raw finishes to invoke an environmentally-friendly building.

SkyWorld uses high-tech approaches such as the Industrialised Building System (IBS) and waste management

solutions to drive greater efficiency and to reduce pollution. The Group uses the revolutionary IBS system in all its high-rise residential developments.

Creating sustainable value

SkyWorld’s developments are built to offer sustainable value to its customers with its choice of strategic locations in mature neighbourhoods complemented by reasonable prices – the ultimate combination for urban buyers. “We always carry out a feasibility study before launching a project. With the support of our dedicated team and business associates, we craft attractive product mixes and enter the market at the right time with the right targets in mind,” explains Lee.

Established in 2008, SkyWorld has a strong management team with vast experience to lead the company’s efforts in exploring and assessing prime land banks in the city of Kuala Lumpur. The Group prides itself in building beautiful residences with a panoramic view of the city skyline, giving buyers the best in location and amenities.

All visits to the SkyWorld Quality Centre are strictly by appointment only. For further info, please visit www.skyworld.my/skyworld-quality or if you have further queries, please send your email to corporate@skyworld.my.

To be amongst the first to visit our SkyWorld Quality Centre in 2018, kindly visit our website mentioned above and sign up to visit us. ■

1 SkyWorld Quality Centre is set to welcome visitors on 18 January 2018.

2 Lee Chee Seng, COO of SkyWorld.

Penny for your market outlook: We asked 5 experts

Includes 2018 market forecasts and valuable purchasing tips.

- REENA KAUR BHATT

HIGHLIGHTS

- Better policies addressing supply-demand imbalances - fingers crossed!
 - Tip for developers: Study the needs of Muslim homebuyers
- Investment Advice: Beware of high rebates & disparity in sq ft pricing.



Industry figures deliberate on real estate issues which will shape next year's property landscape while a property coach shares his 2018 investor survival kit. Read on and may the purchasing force be with you.



Sarkunan Subramaniam
Managing Director
Knight Frank Malaysia

More affordable launches at the cost of smaller units

Next year's primary residential property market will be driven by affordable launches – Most developers will be introducing units within the RM300,000-RM600,000 range to ensure strong take-up rate among aspiring homeowners. Granted, unit sizes in major urban areas will be on the downtrend as well; to enjoy cheaper price tags, purchasers will have to settle for smaller units.

In lieu of slow local sales in the past year, many developers of luxury residential units have been marketing their projects abroad to court foreign purchasers. More are set to join the bandwagon; absorption of unsold stock by local buyers will still be very few and far between in 2018.

Rental market initiatives will spur housing market

Under the Budget 2018, it was announced that there will be a 50% tax exemption on rental income for residential properties below RM2,000 per month. This measure will indirectly encourage investors to purchase low to mid-range residential properties and even shoe-box units, which command a monthly rental in the range of RM1,500 to RM1900.

Some owners may even lower their asking rent in order to cash in

on this new tax exemption. All which spells good news for the low-income segment (B40) – the typical household who falls in this category have a monthly income of below RM3,900 (source: Khazanah Research Institute). Considering the high costs of living, even the middle-income segment (M40) stand to benefit from the increase in affordable renting options.

Co-working space trend to help alleviate commercial glut

2017 was especially challenging for the commercial property market due to the challenging economy and weak Ringgit. Moving forward, the office space glut will still be a tough nut to crack. Nonetheless, the emergence of new office trends will help move things along.

Quite a few MNCs and large local companies within the Klang Valley are in fact "optimizing" – where these businesses are opting for flexible working spaces which banks on the open plan concept. There is also a rising demand for co-working spaces and serviced offices from technology start-ups, small-medium enterprises (SMEs) and the freelance/entrepreneur community.

This spells a higher absorption rate among newer, Grade A office buildings which attractive features and layouts facilitate the implementation of a

flexible working culture. The lower rent being offered for such buildings will further entice corporate tenants.

Consumer sentiment to shift post-election

Consumer sentiment is low at the moment, which is unsurprising considering the rising costs of living. The 2017 Malaysian retail sale growth rate has been revised thrice so far, from 5% end of 2016 to 3.9% in the beginning of 2017, followed by another lowering to 3.7% in mid-2017 and the latest figure projection in the last quarter of 2017 was further downgraded to 2.2%.

In correspondence to the slow retail expenditure, similarly, the sentiment among property purchasers will remain much of the same for the first half of the year. Sentiment will shift after the general elections in 2018, as there will then be certainty in the political direction.

Do note however, that a 'status quo' election result will cause an uptick in purchasing activities, which will then moderate in the longer term. Should there be a different election outcome, consumers' sentiment will first take a further dip before trending upwards, after a brief period of 'wait and see' by investors, especially. However this 'wait and see' period remain the same after regardless of the results.



Ajib Adi
Property Investor

E-commerce growth to drive industrial demand

Online retailing is seeing a major boost in Malaysia with the recent launching of the Digital Free Trade Zone (DFTZ) by the Malaysian government, the e-commerce sector will be seeing a leg up. A growing number of businesses have started to cater to the shifts in consumerism, all the big retailers are now offering delivery services, a classic example being Tesco. This would mean that location will no longer be the number one priority for retailers, rather many will be looking for distribution centres or warehouses located nearby logistic services such as GDEX, POS LAJU and The Lorry.

Capitalise on blockchain trend

Blockchain and cryptocurrencies, in particularly bitcoin have seen a surge in interest this year. Various businesses overseas, have started accepting cryptocurrency as a form of payment for goods and services. Real estate has not been sidelined; homeowners in the UK, the USA and even Ukraine are now selling off their assets in exchange for bitcoin instead of cash.

It may take some time for the cryptocurrency trend to pick up here in Malaysia, but disruption is only

going to happen sooner, if not later. Developers should start looking at how they can implement blockchain technology in real estate transactions. Benefits of buying and selling real estate on blockchain include lower fees as it bypasses middlemen including brokers, lawyers and banks. Also, blockchain technology could alleviate real estate fraud and help streamline the sales process as blockchain enables consumer financial information to be securely shared with other parties during a transaction.

Study and fulfil local market demands

The majority of Muslim home buyers will look out for residential units with at least three bedrooms. Simply because it is not proper to house children of the same gender within one room - parents would want separate bedrooms for their sons and daughters.

This demand trend must not be sidelined by developers when constructing high-rise residential units, especially considering that many are now building smaller units in order to bring down selling prices. Even units as small as 750 sq ft should offer three rooms, to attract family occupiers in urban areas.



Warrick Singh
Director
Asian Land Realty SB, Asian
Land Auctioneers SB &
Starfish Training SB

Better policies addressing supply-demand imbalances; fingers crossed!

The residential overhang issue is still the biggest thorn in the property market's side, as the gross mismatch between masses' affordability and home prices continues to be a nation-wide lament.

In fact, the supply-demand gap has continued to fester, as reported in Bank Negara Malaysia's (BNM) 3Q2017 bulletin, which was published in November 2017. It was highlighted that only 21% of new residential launches between 2016-Q12017 were for homes priced below RM250,000.

Taking into consideration the affordability benchmark, where a home's selling price should be three times the borrower' annual household income; one should be earning at least RM7,000 to afford a RM250,000 house.

$$(RM7,000 \times 12 \text{ months} \times 3 = RM252,000)$$

From the earning capacity end, we are not that far off (in the Klang Valley, at least) – The Department of Statistics recently released its 2016 Household Income Report, in which stated Selangor’s monthly median household at RM7,225. However, property launches in the past year or two were mostly for homes costing above RM400,000. Hence, it is not a shocker when BNM’s same report disclosed that as of 1Q2017, there was a staggering RM35.5 billion worth of unsold or unrealised properties. These comprise of residential (RM20 billion); purpose-built office (RM10 billion) and shopping centres (RM5.5 billion).

Numerous reasons were named for the huge demand-supply disparity, including delay in gazetting of local plans, leading to overdevelopment;

no planning coordination and indiscriminate approvals by local authorities; artificial demand over the years and lack of market and financial feasibility studies. These unattractive findings serve to confirm what most of us already know but are not willing to admit. BNM’s new figures are a wake-up call and the relevant stakeholders are feeling the pressure to take remedial action.

True enough, following BNM’s report in November 2017, the government announced a freeze on the development of luxury property products, including high-rise residential units costing more than RM1 million. This knee-jerk reaction has received backlash from certain parties who have voiced out that a blanket ban will not help solve the oversupply issue.

Moody’s Investor Service opined that the moratorium would not be enough to correct the oversupply over the next 5 years when property projects now in development enter the market.

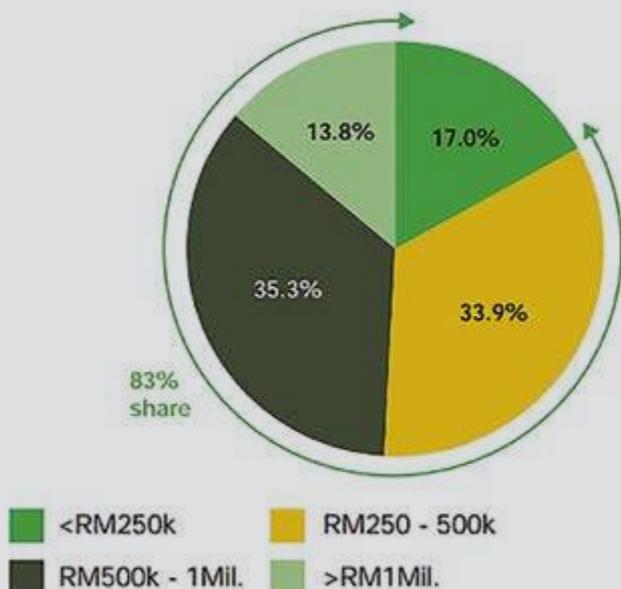
However, the finer points of this indefinite freeze have not been finalised. It was reported in the media that Kuala Lumpur might be exempted from the ban, which would be discussed further with the Finance Ministry. In light of the residential property glut, local think-thanks and industry heavyweights have also rallied for the configuration of a National Housing Act which clearly defines the obligations and powers of local authorities when it comes to development approvals and land utilization. We might just see this materialising, considering the looming general elections in 2H2018.

Should a new Act be introduced, it must serve to institutionalize the housing development process - state and local authorities in charge of granting development approvals must adhere to a formal framework which adopts a long-term approach. Sustainable development should be at the forefront, besides the implementation of proper plot ratios and densities for different locations. Demographic and geographical impacts such as a development’s effect on the area’s overall landscape, residents’ quality of living and the neighbourhood’s traffic conditions must be studied diligently as well, especially in urban areas.

The ball is in the authorities’ court, and hopefully, we will see more comprehensive and effective policies being petered out to help mitigate the demand-supply gap and home-ownership issue.

83% of unsold residential units were in the above RM 250,000 category

Unsold* Residential Properties by Price Categories



Note: *Includes overhang and unsold properties under construction, as well as Small Office/Home Office (SOHO) and serviced apartments.

Source: National Property Information Centre



Adzman Shah
Chief RE Consultant
Exastrata Solutions Sdn Bhd

The right residential, commercial and retail products will do well

The secondary market is where most of the excitement is going to be in 2018. Newly completed properties, which were launched in the past 2 years or so will be coming into the market and this new supply will cause a ripple effect in bringing down the asking prices of sub-sales properties.

Consequently, the secondary residential sub-sector will experience a higher sales volume. With fuel prices and parking costs on the uptrend, the demand for strategically located units within close proximity to public transport nodes will increase, provided that selling prices become more reasonable, of course.

The commercial market will see tenants shopping around for better office accommodation options, which provides lower monthly rent and better leasing terms. Those close to public transportation and with easy access to dispersal highways will continue to be sought after especially in the fringe areas of the city. Rentals in prime grade A office buildings with blue-chip MNC tenants will remain steady whilst older office buildings will be forced to retrofit or refurbish to stay competitive.

Malls with strong international branding, i.e those which are popular among the tourist/expat crowd will be able to retain rental rates. Meanwhile, their lesser-known counterparts

located in fringe areas and suburban neighbourhoods will need to work harder in attracting shoppers. Retail outfits who fail to retain crowd-pulling tenants and keep up strong advertising and promotion (A&P) activities will suffer a drop in occupancy and rental rates.

Quite a few transactions of commercial properties have taken place in 2017, probably in anticipation of the proposed increase in stamp duty rates for properties costing above RM1 million, which was announced during the tabling of Budget 2017. However, it was just announced on December 20 2017 that the proposal has been scrapped off. Significant measures as this must be carefully considered before being announced or enacted, as sudden and on-or-off policies are detrimental for investors' confidence.

Developer's strategies in 2018

- More developers will start paying special care during the planning stages of strata developments in order to avoid difficulties in property management upon completion. With the Strata Management Act fully in force, there is a higher awareness among the strata residential owners on their rights and developers' obligations.
- Niche developments with value-added lifestyle features and comprehensive security systems will fare better.

- Incentives such as deferred payment schemes, 90% payment upon completion and special rebates being offered by developers could stir purchasing interest. However, these initiatives may put a dent in developers' books in the long term as they will need to recoup these expenditures.

Government initiatives

- The tightening of loan approval process for government servants may affect the rate of successful loan applicants for PPA1M homes.
- For PR1MA and other privately driven affordable housing, the pricing of homes should be fine-tuned according to location—homes built further away from city and town centres should bear lower price tags. This will allow home buyers who are willing to stay further away and experience longer commutes to save on purchasing costs.
- A local bank recently launched a rent to own scheme, which does not require any down payment while offering a locked-in purchase price for home buyers. Though it will definitely lend a hand towards increasing home-ownership, the success of the RTO scheme is dependent on the candidates' qualifying criteria and proper implementation of terms and conditions.

Investor survival kit – Top Tips for 2018



Mark Chua

Property coach & best-selling author
and Author of "Who Says"

Be careful of disparity in sq ft pricing

All that glitters is not gold; when it comes to making a purchasing decision, many home buyers are blinded by 'special features' or facilities gimmicks. A case in point, a residential development in Kota Damansara which is connected to the nearby MRT station via a covered walkway is going for RM 1,200 per sq ft (PSF). Whereas, nearby residential projects with similar specifications and which are about the same distance away from the MRT station are going for one-third the price at roughly RM400 PSF!

Remember to conduct a thorough cross-analysis of all the residential options in that area before settling for the 'most attractive' option. Doing away with one or two novelties could save you boatloads of cash in the long-run.

Similarly, do not be misled by what is perceived as affordable properties. A unit that costs RM400,000 is not necessarily affordable if it only measures 500 sq ft - that is RM 800 per sq ft for you. Do not be so quick to jump the gun - always base your purchasing decisions on PSF and not the final price tag.

Do not succumb to high-end units which offer high rebates

It is expected that Bank Negara Malaysia (BNM) will raise its Overnight Policy Rate (OPR) as early as January 2018, causing a rise in interest rates. Property owners will have to fork out more for their monthly repayments, hence putting the luxury residential segment at risk.

Investors should be wary of purchasing higher end units, i.e those costing above RM800,000; especially those which offer excessive rebates of up to 20-30%.

Remember that there is a distinct difference between Ease of Purchase and Investment Viability. Higher monthly repayments brought on by the interest rate hike coupled with stagnant demand from the masses will not bode well.

Beware the hotspot syndrome

News of an up and coming hotspot which you absolutely must purchase into surfaces from time to time - do not be swayed by hearsay or by the fear of missing out. Also, think twice before investing in a residential/commercial product pushing the latest fad or trend just to leverage on cash rebates.

The days of overnight profits and rapidly climbing capital appreciation figures are behind us - investors should instead have a multi-decade view and focus on long-term gains.

Consistency is key in property investment; personally, I am huge believer in 'boring' properties, i.e bread and butter units in typical residential neighbourhoods but which guarantees a 2-3% capital appreciation per annum.

Considering the average Malaysian's affordability and earning capacity, these are the products which will hold steady over the years as there will always be demand for them. ■

Villamas lends a helping hand to the visually impaired

With an aim of doing something out of the norm for this year's CSR event, Villamas took the noble step of bringing a group of blind individuals from Agape for a fun day out on the MRT. A total of 20 visually-impaired individuals participated in this CSR event where they had the chance to experience the disabled-friendly features of MRT as well as to raise awareness to the public to care for the blind people.

"We do an annual CSR program while we were brainstorming for ideas this year, we decided that we should not merely donate to the underprivileged, but should also provide an opportunity for Villamas personnel to better understand the blind community's needs," said Gan Teck Seong, Group CEO of Villamas.

"I feel really good participating in this event. I find the MRT very comfortable and quiet while the



internal announcements were loud and clear. For a blind person like me, if the environment is noisy, I tend to feel lost and worried because I rely heavily on my hearing to move around. I would like to thank Villamas for making all the necessary arrangements which allowed us to use the MRT confidently with the help from Villamas staff who were our guides," said David Gip, Administrator

at Agape Counselling Centre Malaysia (Agape).

Gip further commented, "We got the chance to interact with sighted people and it was a great feeling for us as we feel like we were part of society." The event ended with Villamas presenting a mock cheque worth RM10, 000 to Agape foundation.

Edusphere @ Cyberjaya saw strong take-up rate during launch

HCK Group recently launched the residential phase of its RM1.8 billion edusphere@Cyberjaya, an education city project, with all 352 units snapped up within hours.

The swift take-up defies the trend in the current soft market and is a repeat of the group's earlier success in June 2017 where all 505 units of service apartments in its edusentral@Setia Alam project sold out hours after the launch.

Both "edusphere" and "edusentral" are part of the group's "edu-series" projects which contain residential, commercial and education components designed as a self-contained community. The group's other edu-series project is eduenclave in Ipoh.

HCK Capital Group Bhd's Executive Chairman, Tan Sri Clement Hii who officiated the launching at the project's sales gallery shared that the market has been very receptive to the group's projects.

"Buyers know that having an education component will enhance demand for accommodation, as well as retail traffic. This is why we went ahead and build the education component first," said Hii. The group expects the project to chalk up a capital appreciation of 4-5% a year.

Edusphere includes the Cyberjaya University College of Medical Sciences (CUCMS), which will have a capacity of 12,000 students and will commence classes in 1Q2018. The group will lease the campus on a long-term basis to the university.



The project is on a 24-acre freehold land comprising 6 towers of service suites, an office tower and 66 units of retail shop lots, besides CUCMS. The recent launch involves the first two residential towers – Covington Suites and Foster Suites. Unit prices range from RM272,000 to RM538,000.

AYDA 2017 celebrates a decade of nurturing young designers



Besides scoring a 6-month internship with IJM Land Berhad, the Asia Young Designer Award (AYDA) 2017's Gold winners will compete at Asia level in March 2018. We wish them best of luck!

Shahmeena Labeeb from Taylors University and Ng Wai How from University Malaya were recently crowned the Gold Award winners for the Interior Design and Architecture Category respectively, in the 10th instalment of AYDA 2017.

AYDA was first launched in 2008 as part of Nippon Paint's vision to nurture the next generation of design talents and has since grown to establish itself as one of Asia's premier design competition platforms.

AYDA 2017 had received over 5,000 student entries from more than 600 design schools across the region. For Malaysia alone, AYDA had received a total of 1,109 entries from 44 participating design institutions.

Shahmeena and Ng' entries

were in line with this year's theme "You for Tomorrow: Future Living as Envisioned Today", which was tailored to challenge the foresight and technical abilities of young designers today to anticipate the needs of tomorrow through designs that serve the citizens of the future.

"With innovation being the heart of Nippon Paint, we strive to push the boundaries on ideations as this is the soul of all our endeavours. Nurturing young designers with the right skillsets and exposure and to prepare them for the real-world beyond the four walls of the classroom has always been a priority for us at Nippon Paint.- Gladys Goh, Group General Manager, Nippon Paint Malaysia Group -

Property developer, IJM Land Bhd has been a collaborative partner for the ADYA since 2014.

"We believe that as advocates of creative thinking, playing the role to nurture young creative talents and shape future minds is

our responsibility, which is why we have partnered with Nippon Paint Malaysia for the past four years. In support of this initiative, we provide 6-month internships to both gold and silver winners of each category. This is definitely a great opportunity for the winners to go behind the scenes to look at some of IJM Land's projects including large townships to smaller niche projects." - Edward Chong, Managing Director, IJM Land Sdn Bhd -

In celebration of AYDA's 10th-year milestone, Malaysia will play host to the 4-day AYDA Regional Learning Programme, which will be rebranded as the Asia Young Designer Summit. At this summit scheduled for March 2018, winners from the 15 participating countries, Shahmeena and Ng included, will come together to crown the Asia Young Designer of the Year for 2017. The event will also witness various panel discussions, dialogues, mentoring and speaker sessions.

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Rawang:

Perfect for family living



Rawang gets connectivity makeover with new highway



Source: JKR Malaysia

The Rawang Bypass recent opening is timely indeed – this road greatly improves the township’s traffic congestion woes and provides that connectivity oomph homebuyers desire.



- REENA KAUR BHATT

The first thing you notice about the new 9km bypass connecting Rawang to Serendah is that it’s tall - really tall. Currently the tallest highway in the country, the roadway which was opened to the public on 27 November 2017 features a 2.7km elevated stretch, measuring almost 60 metres off the ground.

Besides offering motorists with amazing panoramic views, as shown above, this new transportation infrastructure spells a shorter commute time for those travelling to Kuala Lumpur. From a mind-numbing 2-hour drive during peak hours, it now takes one only 30 minutes to reach the city centre from Serendah and Rawang.

Rawang folk have a bigger reason to rejoice - with the new bypass, commuters no longer have to traverse through the township to get to the city centre. This will help alleviate the daily traffic gridlock plaguing Rawang, hence boosting its appeal as a residential hotspot.

New highway provides livability impetus

Given its easy access to North-South Expressway, Kuala Lumpur-Kuala Selangor Expressway (LATAR Expressway) and Guthrie Corridor Expressway, Rawang’s location is nothing but prime. Also, there are

sufficient supporting amenities, with 2 AEONS in the area, KPJ Rawang Specialist Hospital and the brand-new Anggun City Commercial hub. Upcoming proposed developments include an international school as well as The Two, a 3-in-1 theme park comprising a resort, wholesale city and a mall by DA Land Sdn Bhd.



Source: JKR Malaysia



The only mar in Rawang's 'resume', i.e the daily traffic woes has now been rectified with the new bypass.

Rawang, a homebuyer haven?

Yep, this small satellite town has been on the radar of notable developers in the recent years including Mah Sing Group, Gamuda Land, Guocoland and BRDB Developments.

Located just 23km northwest of Kuala Lumpur, Rawang offers huge tracts of greenfield land perfect for township developments, promising conducive living. Most importantly, its considerably cheaper land value makes it possible for developers to design and deliver spacious landed homes bearing affordable price tags.

The past few years have seen the introduction of various residential products within well-planned and lush, green townships such as :

- **M Residences** by Mah Sing Group
- **Emerald Rawang** by GuocoLand (Malaysia) Berhad
- **Tamansari** by BRDB Development Sdn Bhd
- **Acacia Park** by Low Yat Group
- **Desa Country Homes** by Temasya Mentari Development Sdn Bhd

Top 10 residential products in Selangor (May 2016 – April 2017)

Rank	Location	Building Type	Total Transactions
1	KLANG	TERRACE HOUSE	1.5k ↓ -10.4%
2	KAPAR	TERRACE HOUSE	812 ↓ -13.5%
3	SHAH ALAM	TERRACE HOUSE	795 ↓ -13.4%
4	PUCHONG	TERRACE HOUSE	622 ↓ -0.5%
5	SUBANG JAYA	TERRACE HOUSE	570 ↑ 16.6%
6	RAWANG	TERRACE HOUSE	561 ↓ -8.2%
7	KAJANG	TERRACE HOUSE	543 ↓ -11.1%
8	SHAH ALAM	FLAT	521 ↓ -26.6%
9	SERENDAH	TERRACE HOUSE	507 ↓ -13.6%
10	CHERAS	TERRACE HOUSE	501 ↓ -0.8%

Source: iPropertyQ.com

Rawang terrace home overview

Transaction Volume	Median Price PSF (RM)	Y-O-Y Capital Appreciation (%)	Asking Median Rent (RM)
561	287	8.4%	1,100

Source: iPropertyQ.com

Robust demand for terrace homes

“Based on iPropertyQ.com data (May 2016 – April 2017), Rawang's terrace homes emerged as the sixth best residential product throughout Selangor in terms of year-on-year (Y-O-Y) secondary home sales, beating other renowned crowd favourites including Kajang, Shah Alam and Cheras.

As the prime areas in Klang Valley become increasingly congested, more and more KLites are on the hunt for alternative cities and towns to live in.

Moreover, an increasing number of Gen-Y couples and young families who aspire for work-life balance are looking to settle down and establish their roots in a neighbourhood that supports and nurtures a healthy living environment.

At RM 287 PSF, the typical terrace home in Rawang is arguably affordable and this township might just hit that residential sweet spot.

In the next article, we dive deeper into Rawang's residential property landscape. Flip the page to find out more! ■

Rawang's bestseller: Larger than average terrace homes

At RM287 PSF, many are taking advantage of Rawang's low median per sq ft price to purchase bigger homes – 45% of secondary terrace homes sold within April 2016-March 2017 were in the range of 1,251 – 2,000 sq ft.

- REENA KAUR BHATT

To better understand Rawang's housing trend, we dug up latest transaction data from iPropertyIQ.com – here, we will take a look at preferred products and home buyers' purchasing trends. Meanwhile, **Charles Tan** shares his brief analyses and insight into the area's potential as a homebuyer haven.

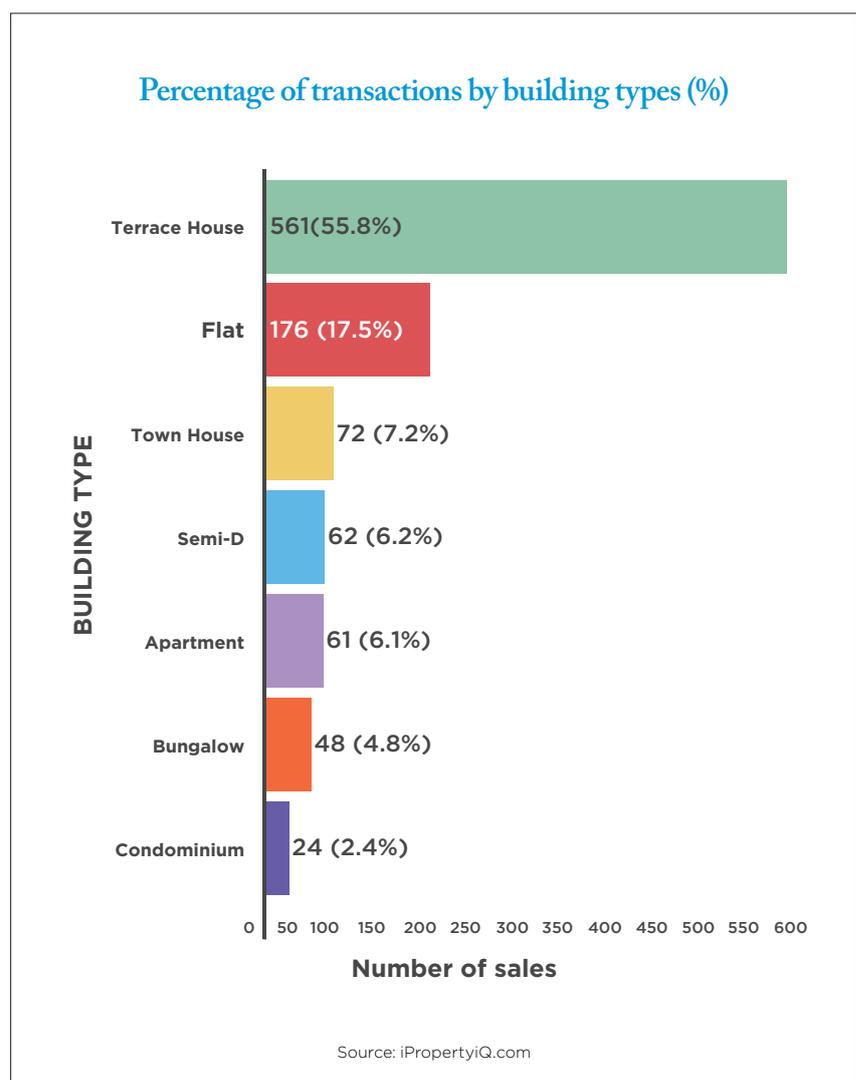
Transactions by building type

The terrace home category was the clear winner as most transacted secondary residential property in Rawang. Considering its popularity, we will focus on the transaction analysis of this product, where we will dive into:

- A)** The top 5 performing projects within Rawang
- B)** Purchasing Trends – Most transacted built-up sizes & Price Ranges



Source: Ho Chin Soon Research Sdn Bhd



GUIDE

- The period of evaluation is from May 2016 to April 2017.
- Terrace homes comprise of single, double and triple storey houses.
- The data used to calculate asking median rent is obtained from iProperty.com Malaysia's property listing database. Only monthly rents within the evaluation period are used to determine the median - this final figure is then used to calculate each area's asking rental yields.

A) Key Figures for Top 5 Projects

Area	Total Transactions	Median PSF (RM)	Y-O-Y Capital growth (%)	Y-O-Y Transaction growth (%)	Asking Median Rent (RM)	Asking Rental Yield (%)
Bandar Tasik Puteri	74	231	10.8	- 41.3	1,100	5.3
Bandar Country Homes	55	265	6.5	-12.7	850	2.8
Kota Emerald	48	332	-0.6	4.3	1,200	2.6
Taman Rawang Perdana	40	343	20.6	11.1	-	-
M Residence	32	294	0.8	113.3	950	1.9

Source: iPropertyQ.com



Charles Tan

Property blogger and investor

Connect with Charles at

<https://kopiandproperty.com>

Taking into account the overall median PSF of RM287 and the top transacted PSFs, which range from RM231 - RM343, Rawang's homes bear very attractive price tags.

- Spotlighting the best performer in Rawang, i.e Bandar Tasik Puteri,
- Transactions of sub-sale homes in Bandar Tasik Puteri dropped significantly (41.3%) most probably because a bulk of the purchasers are using them for own stay and not for investment or flipping purposes.
 - Its rental yield figures (5.3%) and capital appreciation values (10.8%)

are very promising, especially so in a slow market - in fact, the rental returns are 40% higher than current fixed deposit rates.

Do note that there are quite a few areas located further away from the city centre, with homes that are fetching a higher PSF. Granted, these residential boroughs are located on the other end of the Klang Valley conurbation, i.e in the southern part. Nevertheless, commute time to prominent neighbourhoods in the city centre would not greatly differ.

Performing a quick area-on-area comparison of terrace homes' median PSF (May 2016 - April 2017) using brickz.my data, the following is observed:

- **Semenyih:** PSF of RM330 - 15% higher than Rawang's PSF
- **Kajang:** PSF of RM350 - 22% higher than Rawang's PSF
- **Bangi:** PSF of RM350 - 22% higher than Rawang's PSF
- **Seri Kembangan:** PSF of RM409 - 42.5% higher than Rawang's PSF

Considering the lower than average PSF, it is safe to say that most of the purchasers Rawang's homes are owner-occupiers and not investors – these homes are coveted by families, as it offers spacious units at more affordable price points. The savings obtained can be invested instead into home renovations or even quality fixtures and fittings.

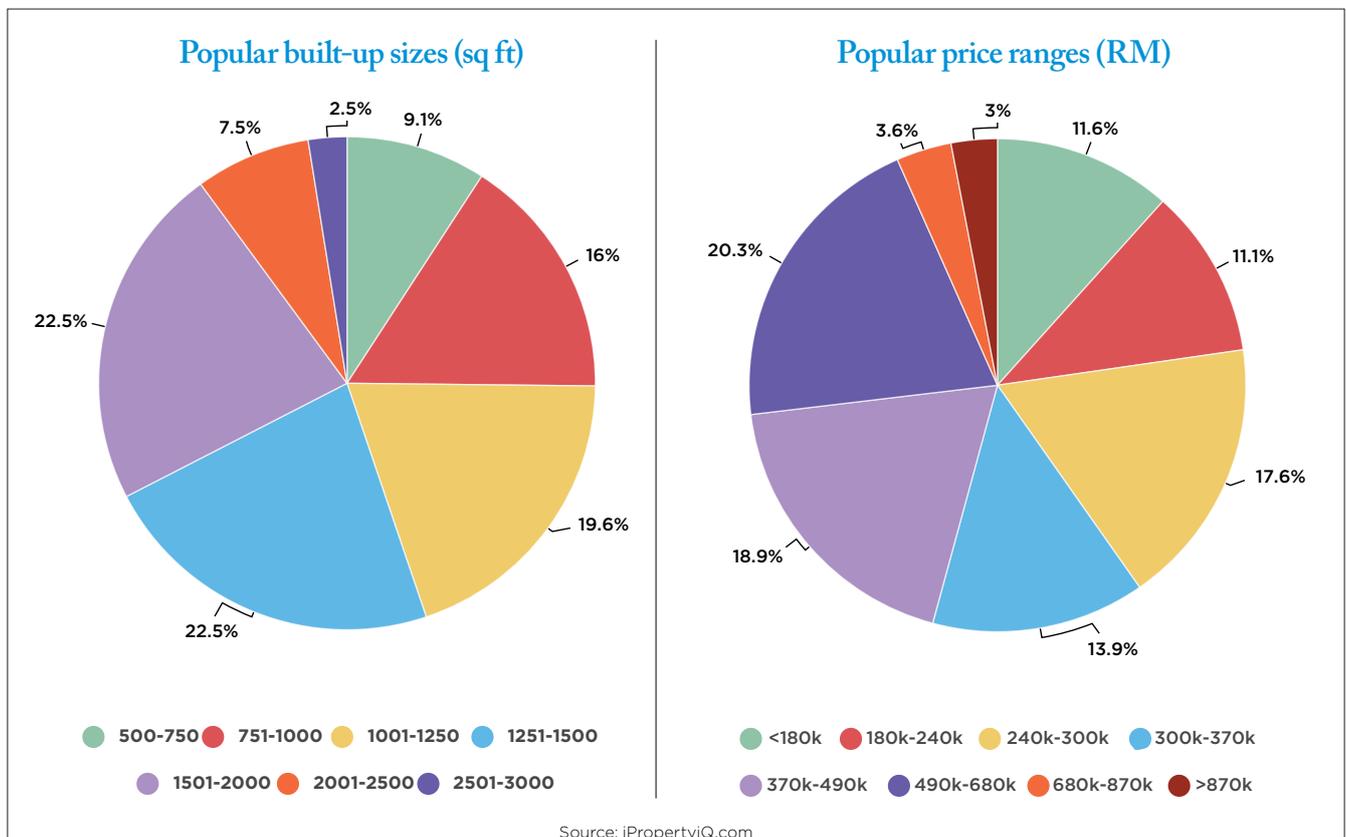
Of course, there is a trade-off – Rawang is still a developing neighbourhood, amenities and conveniences are not as extensive. The journey into the city centre might take an extra 12-15 minutes more and the closest public transport is not as easily accessible.

For instance, should you live in Bandar Tasik Puteri, the nearest rail

stations MRT Sungai Buloh, Rawang KTM and The Kuang KTM are all a 25-minute drive away.

This is why single professionals would still prefer to purchase a high-rise unit closer to the city centre as space and a conducive environment is not as big a priority as ease of commute.

B) What did people buy?



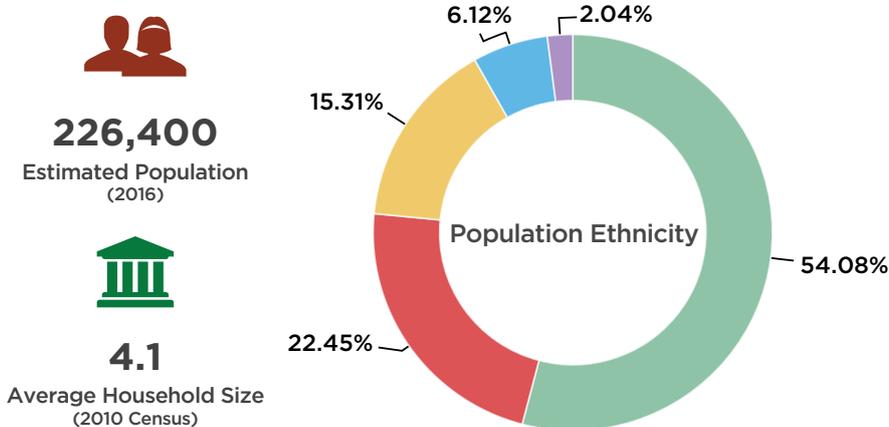
The most popular built-up sizes were those between 1,251 to 1,500 sq ft and 1,501 and 2,000 sq ft. These 2 sizes alone accounted for almost half or 45% of total sales. The average KLite might gape at these 'premium' sizing, at a time where thousands are grappling with housing affordability and securing a home loan, the ability to purchase a 1,500 sq ft to 2,000 sq ft home in the Klang Valley is enviable indeed.

Should you whip out your calculator, however, you will realise that a 1,500 sq ft home is actually very affordable when the PSF is ranging from RM231-RM343. Even when factoring the PSF at the high end of the spectrum (RM343), a 1,500 sq ft home would only cost you RM514,500, whereas a 2,000 sq ft unit still hovers below RM700,000, at RM 686,000. Comparatively, a typical

condominium with a 1,250 sq ft built-up located somewhere in between Rawang and the city centre will be within RM500,000-RM700,000, or even more.

Whereas most high-rise units around the city centre in the lower-end of the price spectrum (RM400,000 to RM600,000) are typically much smaller, measuring between 700 to 900 sq ft.

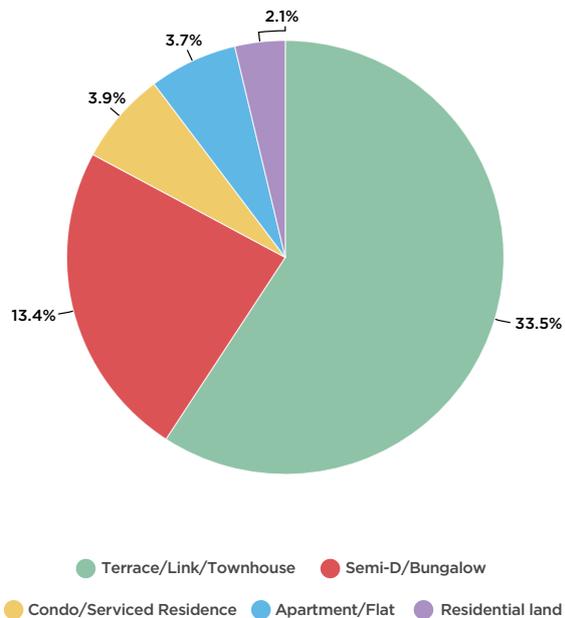
Population demographic



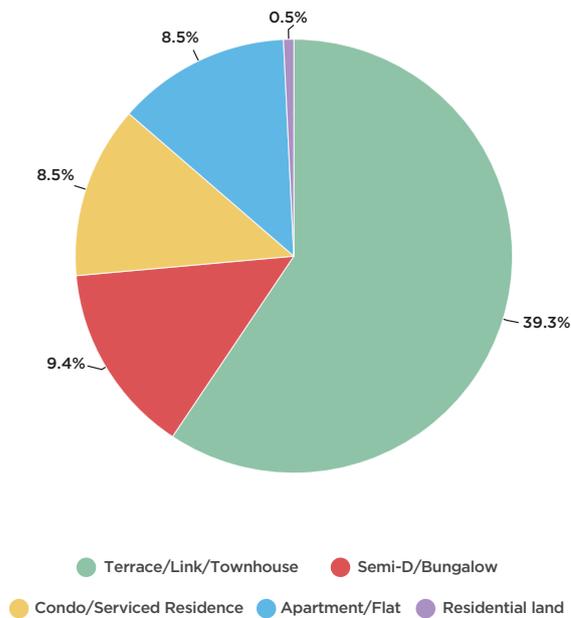
Note: Population in 2010 (According to Census) = 198,000

Looking at the population growth in Rawang, it is easy to see that people are moving into Rawang instead of moving out - the number of residents grew by 28,400 over the past 6 years or on average 4,733 per annum. Space will always be a premium, especially for family occupiers. Property search trends recorded between May 2016 - April 2017 further supports this notion, as shown below:

What were potential purchasers searching for?



What were potential renters searching for?



Source: iPropertyIQ.com

Based on iProperty.com's buyer/renter search behaviours, terrace/link and townhouses garnered the highest interest - which proves that those who are looking to purchase into or rent in Rawang covet size or prefer a bigger space. These product types are also more affordable than semi-Ds or bungalows, hence why it is a clear favourite.

Future outlook

In the next few years, Rawang will still be a secondary option for urban homebuyers as many prefer a more established residential address. However, Rawang has three important offerings in its arsenal – sizing, pricing and growth potential.

The population will continue to grow at a sustainable rate; in essence the demand for homes and transaction activity will increase as well. Certainly, amenities would only follow and Rawang's rise as a preferred residential neighbourhood among KLites is only going to happen sooner, if not later.

To put things into perspective, take a look at Mont Kiara's landscape in the 1990s:

No one would have guessed that it would transform into one of the most prominent addresses in the Klang Valley two decades down the road. The same can be said for Desa Park City, which was once a quarry wasteland.

Due to the stigma attached to its humble beginnings, KLites took some time to warm up to it; quite a few units remained unsold even upon the keys handover. Mention Desa Park City today, and people would tell you that is a prime neighbourhood, where the wealthy live!

Admittedly, Rawang will not evolve into a Mont Kiara or a Desa Park City in a few years' time but as long as the

Greater KL's population expands, so will Rawang's appeal continue to rise in ranks.

It is inevitable that the high affordability level for Rawang's terrace homes will not remain constant for long - in line with area maturity/development, the value of land is only going to creep up, resulting in more expensive price tags for the same product down the road. It will be tough for developers to continue constructing and selling at the same PSF in the next few years, hence we can expect to see more high-rise properties popping up in Rawang too.

A factor that works in favour in Rawang is the recent improvement in connectivity – the newly opened Rawang Bypass is a commute gamechanger. This highway is expected to reduce traffic congestion by 50% and shorten the Serendah-Selayang commute from 2 hours to just 30 minutes during peak hours.

Besides that, Emerald Rawang's residents now have easier access to the Rawang toll plaza via the new Rawang East-West Link, which leads off to Jalan Batu Arang. Similarly, those who live in Rawang Saujana, Tasik Puteri and Taman Velox will enjoy the same benefit.

Aspiring homebuyers will have even more affordable options to choose from too; Amalan Setar (M) Sdn Bhd recently announced that it will be building a township, Alamanda Parklands, offering landed homes starting from RM 299,800. These are in addition to ongoing township developments by KLK Land, Guocoland, Mah Sing and Sime Darby Property – an encouraging trend which will lend a hand towards boosting Rawang's vibrancy and livability. ■



Source: Ho Chin Soon Research Sdn Bhd

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.

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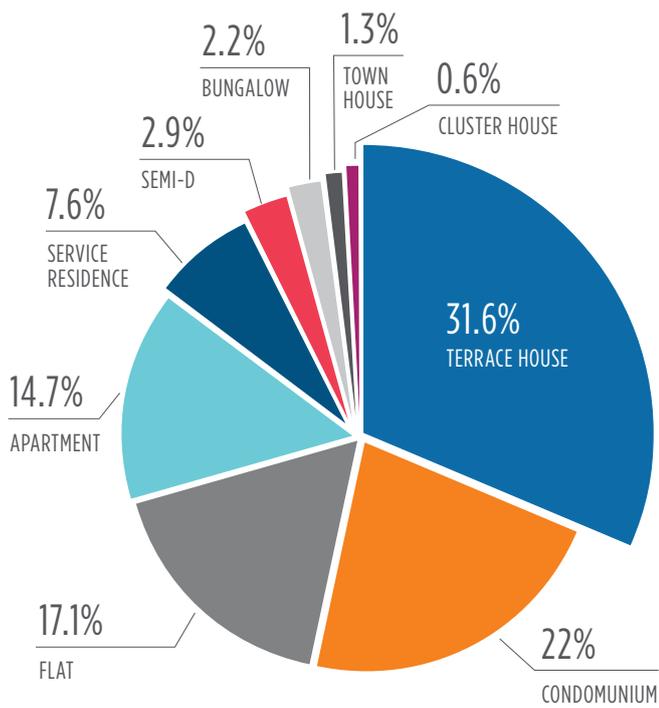
Damansara • Cheras • Puchong
Subang • Sri Kembangan



Klang Valley:

Market share

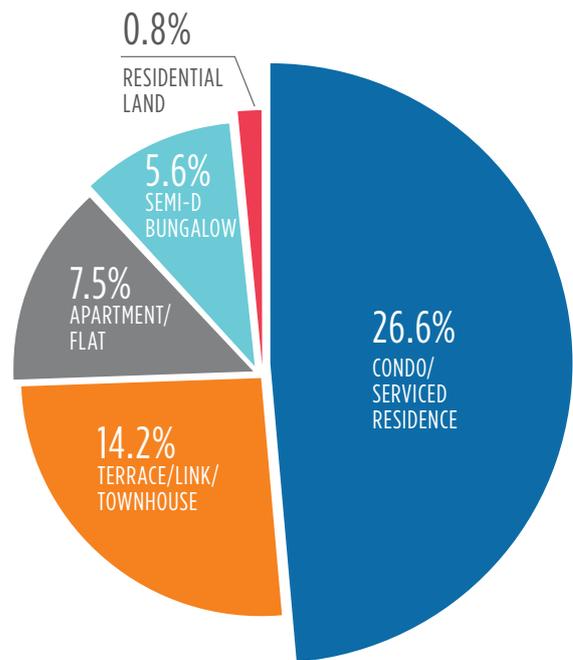
Top **TRANSACTIONED** residential property by building type



The most transacted property type is
TERRACE at **31.6%**
 followed by **CONDO** at **22%**

Source: brickz.my

Highest **SEARCHES** by building type



Area for sale with highest visits on iProperty Website
TERRACE: PUCHONG
CONDO: MONT KIARA

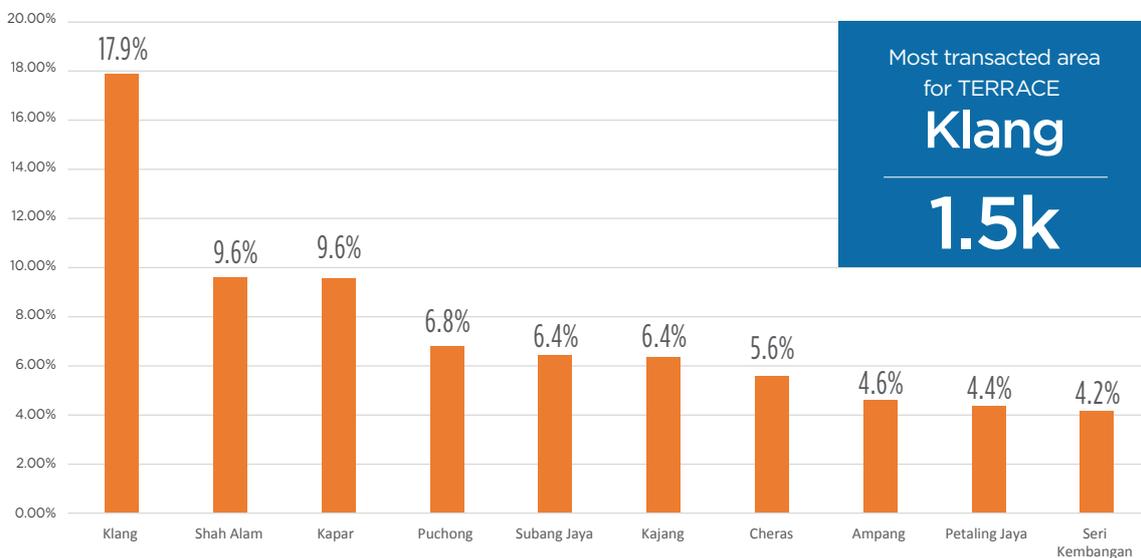
Source: iProperty.com.my



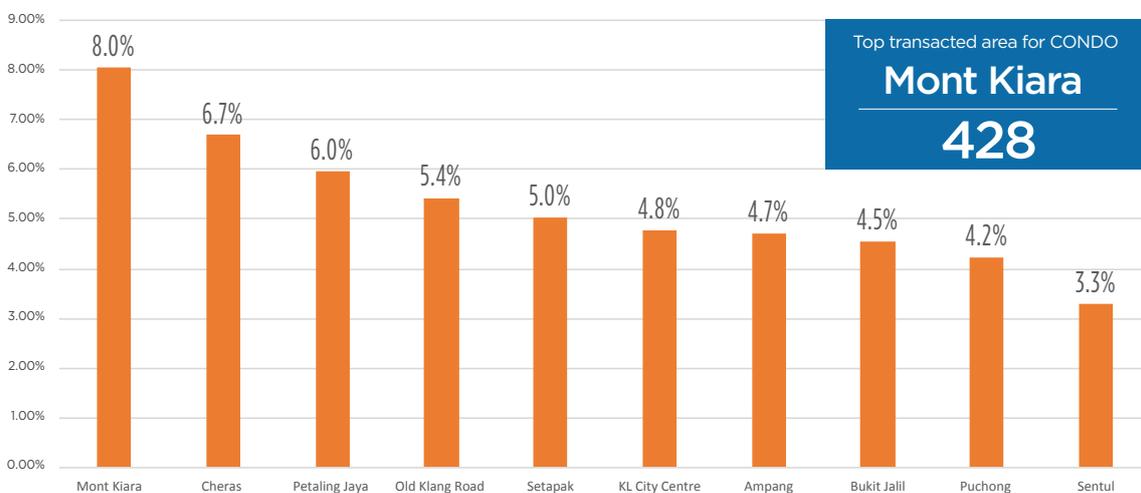
Klang Valley:

Market share

Top TRANSACTED area for **Terrace**



Top TRANSACTED area for **Condo**

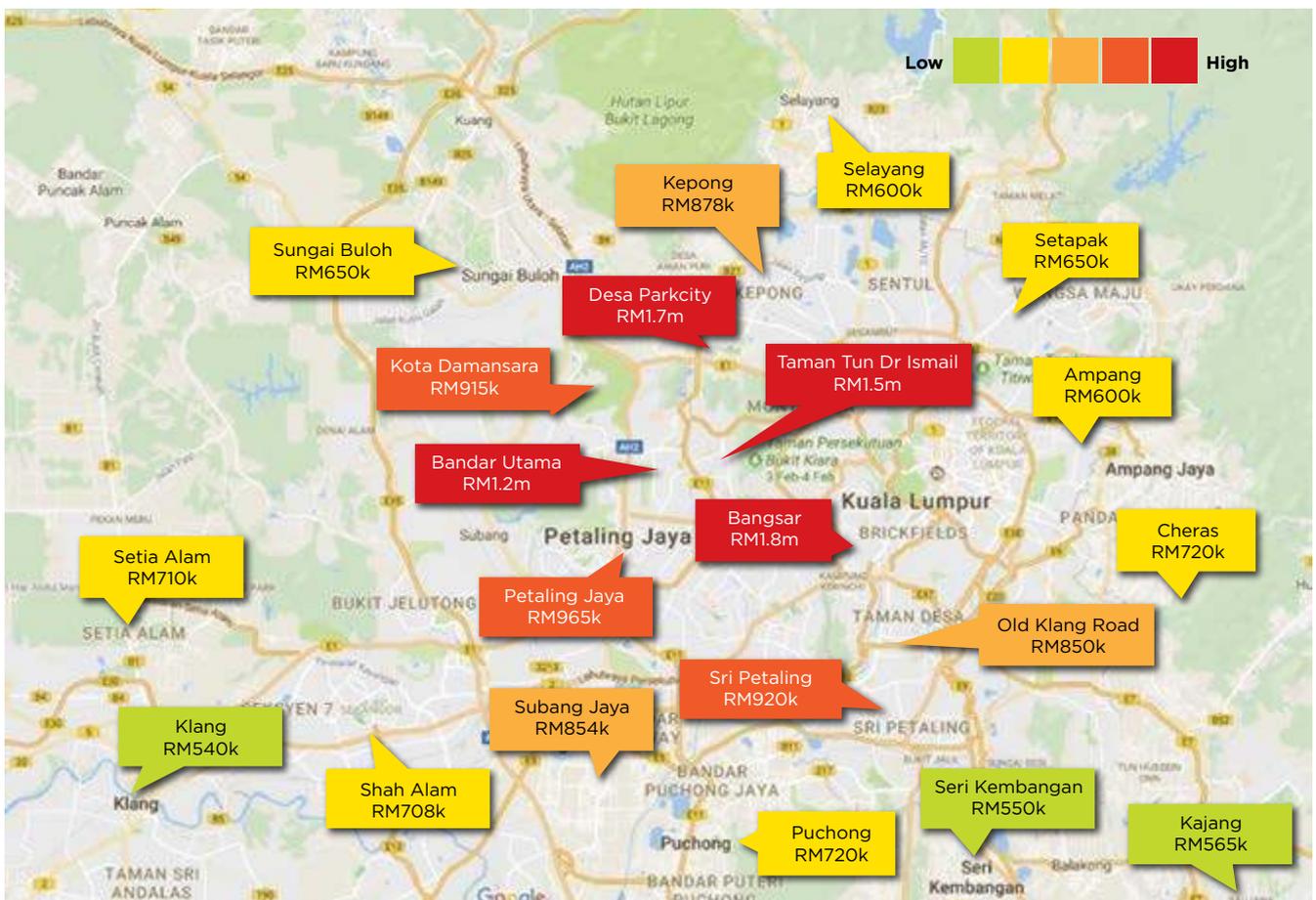


Source: brickz.my

Klang Valley:

Terrace

Transacted median price for size 1,501 – 2,000 sq ft



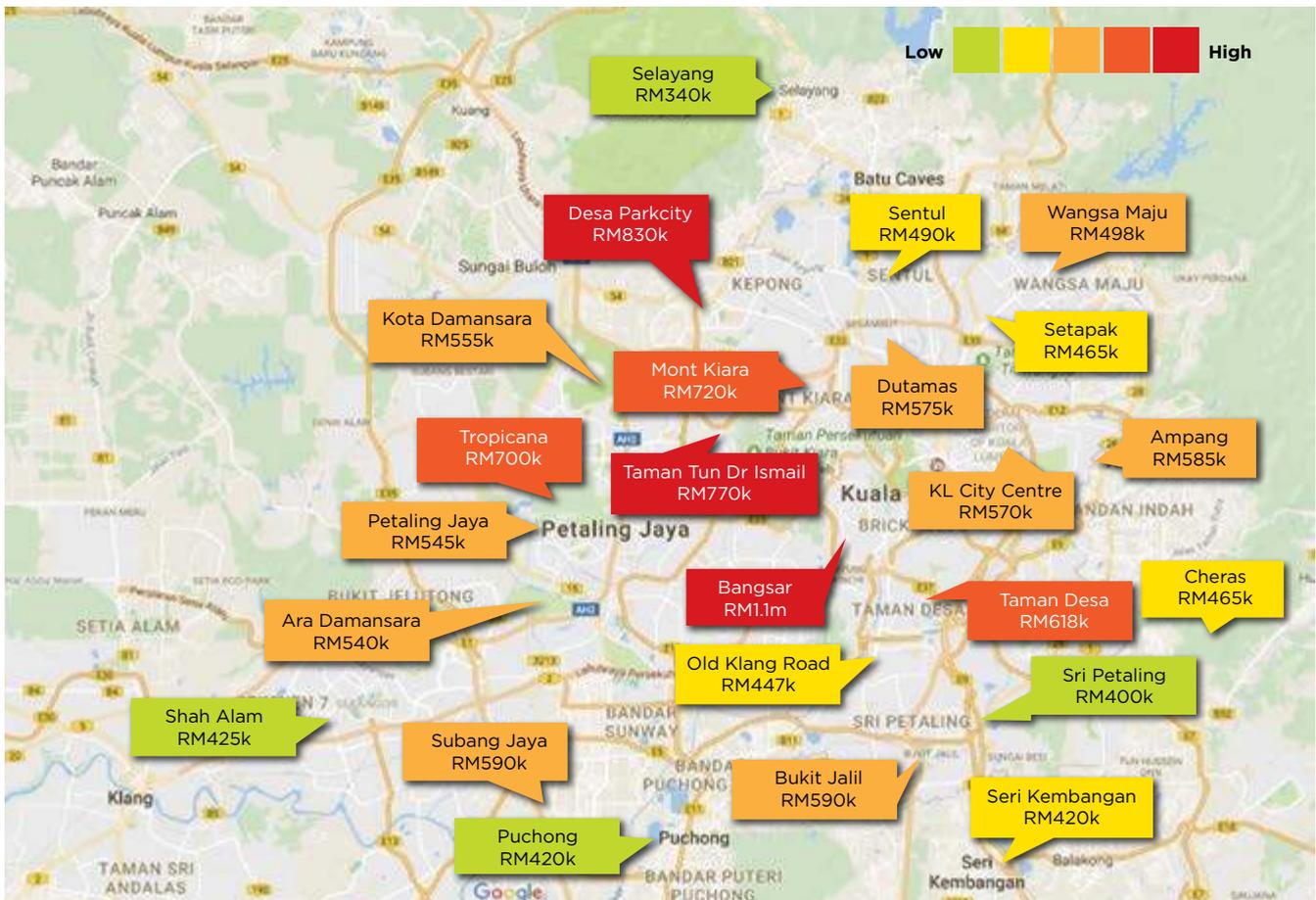
Source: brickz.my



Klang Valley:

Condo

Transacted median price for size 1,001 – 1,250 sqft



Source: brickz.my

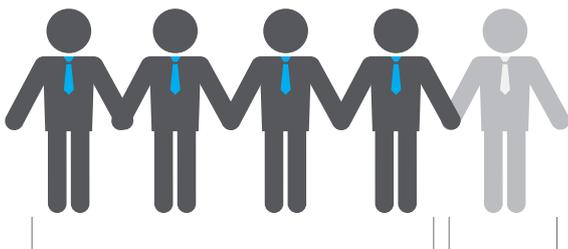
Klang Valley:

Terrace

Most favorable **SIZE** range?



50% bought below 1,250 sq ft



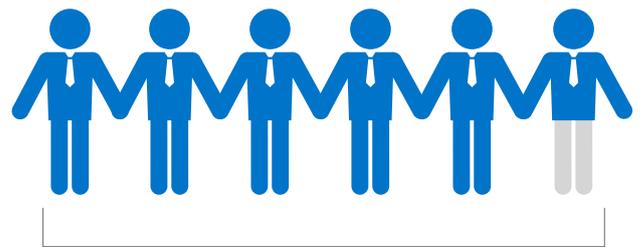
40% bought 1,251 - 2,000 sq ft

10% others

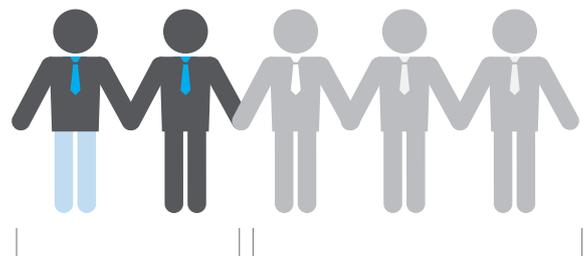
90%

of buyers bought a terrace below 2,000 sq ft

Most favorable **PRICE** range?



55% bought below RM500k



15% bought RM500k - RM700k

30% others

70%

of buyers bought a terrace below RM700k

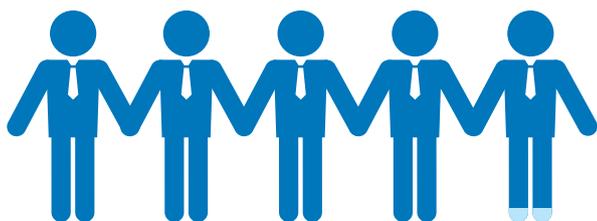
Source: brickz.my



Klang Valley:

Condo

Most favorable **SIZE** range?



49% bought below 1,250 sq ft



36% bought 1,251 - 2,000 sq ft

15% others

85%

bought a condo
below 2,000 sq ft

Most favorable **PRICE** range?



35% bought below RM500k



35% bought RM500k - RM750k

30% others

70%

bought a condo
below RM750k

Source: brickz.my

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- Zig Ziglar



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MRT Line 1:

The good, the bad & the ugly

An honest review of Klang Valley's most exciting rail network to date.

- REENA KAUR BHATT

With 31 stations spread across 51 km, the Klang Valley MRT (KVMRT) Line 1 which fully opened on 17 July 2017 now makes it possible for one to commute from Sungai Buloh in northwest Selangor all the way to Kajang in the southeast of Klang Valley via rail. With a development cost of roughly RM23 billion, the KVMRT 1 is by far the largest infrastructure development project undertaken by the Malaysian government. This new public transportation service is facilitated by trains which run at a frequency of 3.5 minutes, each bearing a total capacity of 1,200 passengers.

Having been in operation for almost half a year now, we've taken a step back to assess the MRT's particular strengths and spillover effects as well as to highlight a few weaknesses which could be improved on. Check out our scorecard below:

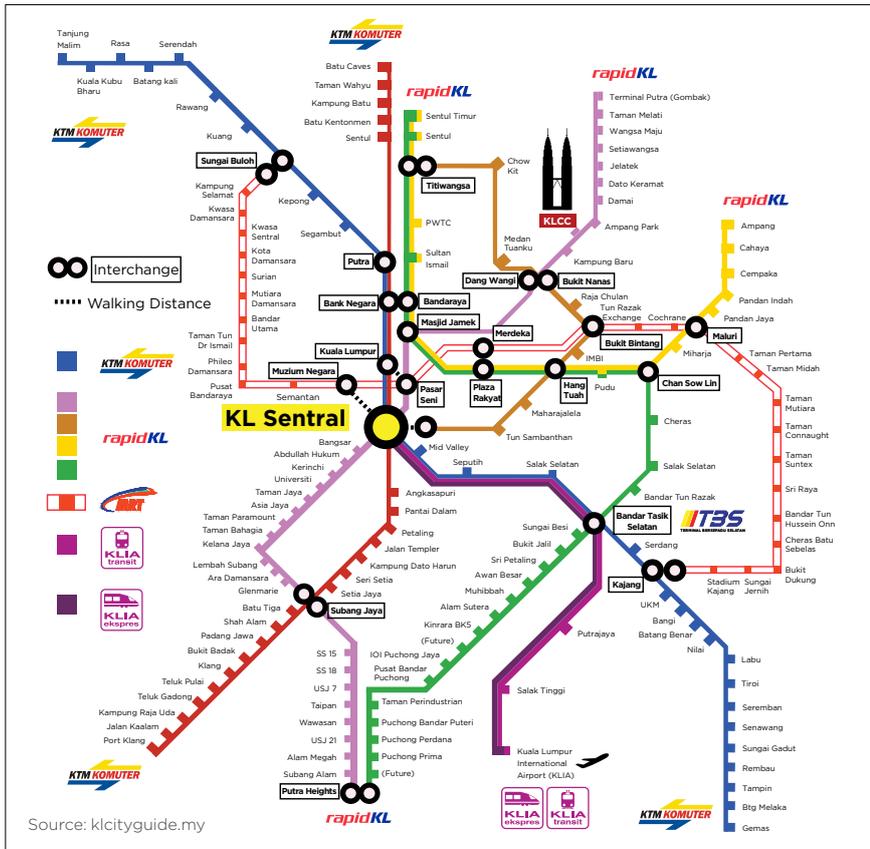
THE GOOD

Seamless & Convenient Commute

• Yay to Rail Integration

Seven of the MRT1 stations are integrated with existing rail networks, i.e the LRT Ampang Line, LRT Kelana Jaya Line, KL Monorail, KTM Seremban and KTM Port Klang - making it super convenient for KLites to travel to almost every locality in the Klang Valley via rail.

The whole integrated magic can be viewed below:



• Time & Cash Savings

With fares ranging from RM1.20 to RM6.40 between the Sg Buloh and Kajang stations, the commute price is deemed pretty affordable by many, especially when compared with expenditure on petrol, parking and vehicle wear and tear. Moreover, senior citizens, students and the disabled enjoy a 50% discount on fares, while children below seven travel for free.

Commuters can expect an 84-minute journey from end-to-end, where the commute between stations does not exceed four minutes - a sweet deal indeed considering the daily gridlock between these popular localities during peak hours.

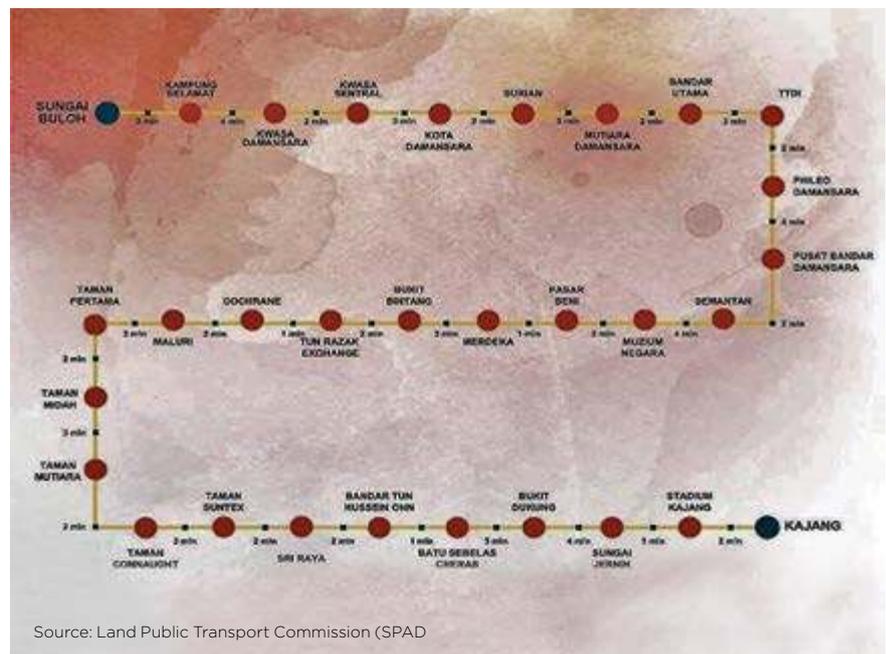
For instance, the drive from TTDI to KL Sentral could take you up to 30 minutes whereas the commute via MRT takes one only 12 minutes. Besides escaping the stressful aspects of slow-moving traffic, you get to catch up on some reading or squeeze in a nap!

Increased Mobility to Densely Populated Areas

KLites are united in their struggle in dealing with traffic jams - thousands of urbanites spend hours on the road each day, commuting to and fro work. As highlighted in "Unlocking Cities", a

A lot of thought has been put into the whole integration process to ensure commuters' comfort and safety. The MRT stations are properly interconnected with existing rail networks either through shaded walkways or underground tunnels. For instance, the underground Merdeka MRT station is connected with the concourse level of Plaza Rakyat LRT station via a walkway that comes complete with travellers! It is fully air-conditioned too, while skylights lend a nice touch to the whole commute experience.

Besides that, the paid-to-paid walkway means that passengers do not have to go through fare stands or purchase new tickets.



recent report published by the Boston Consulting Group, the average KL driver spends nearly:

- 20 days a year in traffic and looking for parking.
- RM16,000 on traffic and parking costs each year.

The MRT 1 is a mobility holy grail for working professionals, students and even tourists as it provides direct connectivity to major office hubs, commercial hotspots and universities which previously were not serviced by any other public transportation linkages and were only accessible via bus or car. These include:

A) Bandar Utama Station - next to **One Utama Shopping Mall** and nearby One World Hotel, Plaza IBM, KPMG Tower and 1 First Avenue.

B) Semantan station - **Help University, Wisma UOA Damansara**, Wisma UN, Wisma MBSB and Wisma Perintis are within walking distance.



2

Source: www.bigkl.com

C) Phileo Damansara station - located adjacent to **Phileo Damansara Commercial Area**.

D) Mutiara Damansara station - adjacent to the **Curve Shopping Centre, IKEA** and Royal Chulan Hotel.

Opening of new residential hubs

In tandem with increased mobility, the areas surrounding MRT stations have received renewed interest from developers. Quite a few have jumped on the opportunity to acquire nearby land parcels in order to build residential projects that are interconnected or within walking distance to these MRT stations. Coined as Transit-Oriented Developments (TOD), these projects are on the radar of savvy homebuyers who are looking to leverage on the daily fuss-free commute, on top of petrol and parking savings.

Below are a few such residential developments:

A) Tun Razak Exchange MRT: TRX Residences - Comprising of 6 residential towers in total, of which 2 is slated for launch in 2018.

B) Kg Selamat MRT: D' Sara Sentral and SqWhere Serviced Apartments.



3

Source: Lendlease Asia

C) Cochrane MRT: One Cochrane Residences - Set to be launched in Q1 2018.

D) Surian MRT: Tropicana Gardens (interlinked with pedestrian walkway).

E) Kajang MRT: MKH Boulevard II - A condominium tower which is now open for registration.

F) Taman Cannought MRT: Cheria Heights Apartment (Completed in 2012).

These TODs will be the epitome of new generation property, as it brings to the table a contemporary lifestyle which crystallises the live, work and play concept. Besides enjoying a more convenient work commute, homebuyers could easily access various lifestyle destinations and attractions in the city via the MRT.

1 The traveller lends an airport vibe, reminiscent of KLIA2.

2 Aerial view of the Semantan MRT station.

3 The TRX residences is part of a mixed-use development, TRX Lifestyle Quarter; the other two components are The Exchange TRX (a premier retail lifestyle destination) and a business hotel.

4 Commuters who exit the Taman Connaught station have to cross a highway to get to the Cheras Sentral Mall.

5 Sadly, numerous commuters have had a bad experience with the MRT feeder bus service.

THE BAD

Walkability is an issue

Although the MRT stations boast good integration with other rail networks, the same can't be said for last mile connectivity. Some of the stations are lacking in terms of pedestrian bridges and linkages, making it difficult and unsafe for commuters to access nearby buildings, offices or malls. For instance:

- **Cochrane MRT:** There is no direct pedestrian linkway that links the MRT station to both IKEA and MyTown shopping mall, located a mere 300 metres away. Commuters have to exit the station and then cross over two busy roads just to access these two malls.
- **Taman Connaught MRT:** The Cheras Sentral Mall located just opposite the station is not connected via a pedestrian bridge. Again, commuters have to navigate across a busy road.



4

Source: MRT Corp

THE UGLY

Irregular feeder buses & Inefficient drivers

In an effort to aid first-mile and last mile service, feeder buses are provided to support riders' commute from selected localities to each MRT station. A nominal fee of RM1 is charged per entry and these buses are also disabled-friendly, as they are equipped with a platform for wheelchairs.

Unfortunately, the feeder bus service is sub-par at best and has received considerable backlash from the public. Many have voiced their dissent on social media platforms, especially on the MRTMalaysia's FB page (official account for MRT Corp).

The recurring complaints are:

1. Buses do not run according to the promised schedule, even during peak hours. Delays range between 30 minutes up to an hour, resulting in commuters being late for work, school or appointments.

2. The lackadaisical attitude of bus drivers, who are not concerned over the urgency of a timely bus service. Many ignore waiting passengers or go for extended breaks.

Conclusion

So there you have it, boys and girls. While many are happy with the growth of our public transportation system, there has been some lament over the efficiency and reliability of the MRT service. We can only hope that these issues will be rectified soon to ensure that the full potential of the Klang Valley's rail transportation system is realised. ■

[You wouldn't want to miss out on the chance to invest in a TOD – drop by iProperty.com's Home & Property Investment Fair from 19-21 January 2018 at the Mid Valley Exhibition Centre from 11am-9pm to learn more about properties located along transit lines.](#)



5

Source: www.blgkl.com



Air-con bill too hot to handle? Here's 5 easy tips

Keep cool the cheap way – Don't worry, you don't have to bid sayonara to air-conditioning.

- REENA KAUR BHATT

Malaysia is a land of abundance – abundant ethnicities, cultures, tasty food....and humidity. With a location so close to the equator, tropical downpours are a daily occurrence, explaining the dizzying levels of water vapour concentration in the air. Humid air is warmer than dry air, hence the stifling heat.

Compounding this further is the pretty erratic weather of late; the past year has witnessed a few heat waves, with the most notable one, 'El Nino' occurring in April 2016 and another in October 2017 brought on by Typhoon Lan. Each time, citizens were taken aback by the sweltering heat and most retaliated by cranking up their air-

conditioning. Consequently, thousands experienced a staggering increase in their monthly electricity charges!

Is it any wonder that thousands of Malaysians love to spend their free time loitering in shopping malls?

You don't have to fork out extra dough the next time a heat wave hits – the 5 hacks below will not only bring significant cash savings but help your air-con unit run better too!

1. Pick the right AC

Brand matters

Stick with well-known brands who have been in the AC business for quite some time such as Panasonic, Sharp, Daikin and York. These

established manufacturers keep tabs on technological advancements and are invested in the continuous improvement of their products. Also, it will be much easier for a consumer to obtain spare parts when the need arises.

Inverter or non-inverter?

Inverters are used in AC equipment to vary and to modulate the speed of the compressor. When switched on, the compressor will work to cool the room quickly, but once the set temperature is reached, the compressor slows down and works just to maintain said temperature. This ability to optimise cooling outputs eliminates

excessive electricity consumption. Comparatively, a non-inverter AC has a fixed speed compressor. It does however, cost significantly less.

An inverter AC is only worth it if you use your AC for long hours – it would be a waste if you are the type who switches on the air-con just for an hour or two each time, as it takes more than 2 hours for a compressor to reach the set temperature.

Energy-efficient feature

This is a must; aim to purchase a unit that has been certified with a 5-star rating for energy efficiency. According to Sustainable Energy Development Authority Malaysia (SEDA), using a 5-star energy air-conditioner could roughly save you RM277.42 annually, as compared to a conventional 3-star AC. On the ACs label, look out for:



1 Not everyone has the same AC needs.



Source: Abdul Malik, Director of Kenchana Maju Electrical

2. Do the math

Many may not know this, but an AC’s cooling capacity is measured in British Thermal Unit (BTU). You should know the number of BTUs required to effectively and efficiently cool a certain sq ft of space. This will help you select an AC with the right furnace size or horsepower.

First, calculate the size of your space (Width X Length) – a typical room measuring 150 sq ft requires 5,000 BTU/hour while a large living room measuring 250 sq ft will need at least 6,000 BTU/hour.

Size of Area	Capacity Needed
100 to 150 sq ft	5,000 BTUs /hr
150 to 250 sq ft	6,000 BTUs /hr
250 to 300 sq ft	7,000 BTUs /hr
300 to 350 sq ft	8,000 BTUs /hr
350 to 400 sq ft	9,000 BTUs /hr
400 to 450 sq ft	10,000 BTUs /hr

Source: wikiHow

POINTS OF INTEREST

There are a few other supplementary factors to consider including the number of people in the room (600 BTU per person), number and positions of windows and doors as well as the location of the AC unit. For instance, a very sunny room will require an additional 10% of BTUs while a kitchen will require a whopping 4000 BTUs more.

Noting down all these points will facilitate your air-conditioning distributor or contractor in selecting the best AC for the different rooms in your home. Alternatively, you can check out online calculators provided by Daikin, Panasonic, etc to get a rough idea on which AC will be the perfect fit for you.

3. Help your AC work smarter

Take note that the faster it takes an AC to cool a room, the lower your electricity bill. Here's what you can do to help your AC reach the finishing line quicker:

- Close all windows and pull down the blinds or draw the curtains – sunlight is your AC's No. 1 nemesis.
- Check the filters each month, especially if you live in a high-rise unit and replace as needed – a clogged filter could consume up to 15% more energy.

- If you live in a landed home, do not place any plants, shrubs or pots less than 2-4 feet away from your outdoor unit (condenser) to ensure adequate airflow.
- Switch on the ceiling fan or a stand fan in the first hour to help circulate the cooling air.

4. Hit that °C sweet spot

The saying “Good things come to those who wait” applies here – As recommended by Tenaga Nasional Berhad (TNB), the optimum temperature setting which will



Source: Abdul Malik, Director of Kenchana Maju Electrical.

guarantee maximum energy savings is 24-26°C. This is because a compressor will reach these temperatures quicker as compared to 16-18°C. Remember that upon reaching the 'end goal', the compressor only has to work minimally to maintain the indoor temperature in the subsequent hours.

There's no denying that it will take longer for the room to cool down, but you will reap significant savings in return.

5. Dry is Fly

The dry mode button on your air-con remote is actually a hero-in-waiting. This function reduces a room's temperature by removing a bulk of the humidity. When switched on, the air in the room passes through the AC and the water vapours condense on the evaporator. The resulting dry air will exit the unit and then flow back into the room. Dry mode can save you up to 20% in electricity expenditure and is perfect for the following situations:

- When the temperature is fine, but the humidity is too high
- During cooler months

Complement this hack by utilising the timer function. Often enough, most of us will leave the air-con running throughout the night. Experiment to determine the number of AC hours you require – trust me, a few hours less will not compromise your comfort or sleep. ■

- 2 Switch to 25°C - Your wallet will thank you.
- 3 Just as how Robin makes Batman better, fans are the perfect sidekick for air-conditioners.



* This article was written in collaboration with **Abdul Malik, Director of Kenchana Maju Electrical.**



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5 Re-emerging townships in Klang Valley

Let's look at some townships that will become a hotspot once again.

- RUBAASHINI SHANMUGUNATHAN

For most people, buying a house is something that sits on the top of their must-achieve things in life. Having said that, buying a property is a big and important decision. Regardless of whether it's for personal stay or investment, buyers tend to look at different aspects before settling for a property.

Good connectivity to other areas, availability of public transportation as well as presence of various convenience and facilities – these are some of the things buyers consider before making their purchase.

Therefore, many opt to actively look for properties in townships as it fits the bill.

Here are five re-emerging townships in Klang Valley that soon will become a hotspot among buyers.



1. Klang

Formerly known as Kelang, Klang is the royal capital of the state Selangor. It's about 32km to the west of Kuala Lumpur and 6km east of Port Klang and was the civil capital of Selangor in an earlier era prior to the emergence of Kuala Lumpur and the current capital, Shah Alam. Despite being a matured township, Klang was one of those areas that were overlooked during the last boom times as people were looking at new and more exciting offerings.

However, today, homebuyers – especially those who are buying for their own stay – are going back to basics by choosing to stay at a place where they are familiar with like Klang, which have complete amenities and are affordably priced. Based on the data from brickz.my, the average property prices in this area also fall in the affordable category where it ranges from RM320, 000 to RM530, 000, with an annual capital growth of 28.7%.



2. Sungai Buloh

Sungai Buloh is set to become a booming township, all thanks to the introduction of the Sungai Buloh-Kajang MRT line and the upcoming Sungai Buloh-Serdang-Putrajaya line. Although the area is currently brimful with mostly high-end gated residential areas, it will soon welcome more affordable units.

In addition, easy access to and from the area via NKVE, LDP, MRR2 and Duke highways has also contributed the area with two international schools, public high schools as well three higher education facilities. In order to make Sungai Buloh more attractive, this area is also the first green township in the country, with safe pathways for both pedestrians and cyclists that will keep carbon emissions low.



Source: Onelija, Wikipedia Commons.



Source: VortBot, Wikipedia Commons.



Image Credit: Khalil Adis and Yurif Khalil Adis Consultancy Pte Ltd.

3. Damansara

This is another township in Kuala Lumpur that poses a great location as it is a central commercial hub and houses several affluent residential areas. Damansara covers a wide range of desired locations which includes Taman Tun Dr Ismail (TTDI), Bandar Sri Damansara, Bukit Damansara and more. This area was always known to be a prime area but connectivity was a major issue here as public transportation was lacking.

But thanks to the opening of Sungai Buloh-Kajang MRT line, many can breathe a sigh of relief as the MRT line stops at a few areas in Damansara such as TTDI, Phileo Damansara and Damansara Heights. With good public transportation systems, homebuyers no longer have to limit their choices to places near their workplace, since they can now consider buying properties near MRT/LRT stations.

Besides that, rental demand will also be strong for properties located close to the public transportation system, making it extremely attractive for investors.

4. Rawang

20 years ago, Rawang was severely underdeveloped. With poor connectivity to the city and lack of public transportations, most people never considered moving into this area. But today, it's totally a different story. Enhanced highway connectivity has attracted developers to acquire big plots for greenfield developments which allow them the freedom to build without the constraints of existing infrastructure and offer lifestyle products, back to nature environments and aesthetically pleasing homes.

According to brickz.my, the residential units in this area also falls in the affordable range, making it even more attractive for homebuyers. In addition, with the recent opening of the Rawang Bypass, people can now expect the traffic congestion to reduce by 50% and shorten their overall travelling time, making it once again an appealing area to buy a property.

5. Cheras

Known to be a burgeoning suburb, Cheras is assured to be a popular residential and commercial area within the next couple years. With the opening of the latest Sungai Buloh-Kajang MRT Line with a few Cheras stops like Taman Connaught, Maluri and Cochrane, it is no surprise that this area will soon be a highly sought-after location. Besides that, road access from Cheras to major areas in Petaling Jaya and Kuala Lumpur has also significantly increased.

Strategically located near Ampang and KL city centre, Cheras is the perfect suburb for those who work in the city but still want to live away from the hustle and bustle. ■

What should you check before signing a **tenancy agreement?**

Know what's in the agreement before closing the deal.

- RUBAASHINI SHUNMUGANATHAN



Due to rising property prices in Malaysia, many are opting to rent a place instead of buying one. This applies to new business startups where premise renting is easier on their budgets. On top of that, the availability of property renting websites like iProperty has also made it easier for both property owners and potential tenants to get in touch. Long gone were the days when one has to physically walk into a real estate agency to advertise their properties or to look for properties to rent.

So once the property owner and the tenant have agreed on the property, they will sign a tenancy agreement in order to protect the welfare of both the

parties. However, with the rise of rental transactions each day, the chances of tenancy disputes has also increased. Therefore, here is some useful information that you as a landlord or a tenant should know before signing a tenancy agreement.

Why is there a need for Tenancy Agreements?

Currently, there is no law in place to govern the legal framework of tenancy in Malaysia. The one and only document that governs the relationship between the landlord and the tenant is the tenancy agreement, and the terms and clauses can be easily negotiated and modified to suit the individual requirements of both parties.

However, during the tabling of Budget 2018, the Prime Minister and Finance Minister Datuk Seri Najib Razak did propose the formulation of the Residential Rent Act to protect landlords and tenants. This proposed Act is needed to regulate the relationships between homeowners and tenants in order to protect their respective interest and rights.

Until the Residential Rent Act comes into effect, the tenancy agreement is the only document that protects the rights of the landlord and the tenants. A tenancy agreement falls under the Contract Act 1950 which assumes both parties have entered into the agreement at their own free will on mutually agreed terms.

However, due to legal jargons that are used in the drafting of a tenancy agreement, many would not fully understand what the terms and conditions mean, and in the worst case scenario, some will go ahead and sign the agreement without fully knowing what they have signed up for. To simplify things for all, below are the major terms to discuss, negotiate, confirm and verify before signing the agreement.

1. Details of the landlord and tenant

It is the tenant's responsibility to verify that the landlord is the legal owner of the property by sighting either a duly signed and stamped Sales and Purchase Agreement in which the landlord had acquired the property or a copy of the individual/strata title stating the landlord as the registered owner (if title has been issued). Confirm and check all the details of both the landlord and tenant (e.g. full name and NRIC number).

2. Address and details of the property

Ensure the address of the property is accurate and specify the exact area that is being rented, if applicable. For example, first floor, master bedroom, etc.

3. Tenancy period and option to renew

The duration of tenancy should be clearly stated. Tenancy agreements usually include an option to renew clause whereby the tenant wish to renew the contract, he/she may do so by giving a written notice to the landlord prior to the end of the tenancy period.



4. Deposit and rental amount

(including GST if applicable)
Both the parties have to agree on the monthly rental amount, including Goods & Services Tax (GST) if the landlord is a GST registrant. There are two deposits - security deposit and utility deposit - which shall be paid by the tenant and to be kept by the landlord and shall be refunded to the tenant free of interest at the end of the tenancy. The deposits can be forfeited if the tenant breaches the contract or cause damage to the property.

5. Payment mode and payment due

This clause specifies how the landlord wished to be paid and when is the latest date the payment should be made. If the tenant is required to pay the utility bills, that should also be mentioned.

6. Purpose of the tenancy

Parties would be required to state what the premise is used for. For example, commercial, residential, warehouse, etc. And the premise should strictly be used for the purpose that is stated and nothing else.

7. Service provided

If there are electrical appliances like an air-conditioning unit, water heater or microwave oven, it should be clearly stated who is responsible for the maintenance of the appliances.

8. Termination

This is an important part of the agreement as it states the exit clause. Parties can include the methods to terminate the tenancy agreement prior to the end of the tenancy period. ■

HBA:

Our take on the ‘property freeze’ & understanding why people can’t afford to buy homes

In light of the indefinite approval ban on four types of property developments announced by the government in November 2017, the National House Buyers Association (HBA) shares their perspective on several pertinent real estate issues.



Q1. Why can't people afford to buy homes?

The main reason why people cannot afford to buy homes is because there is a mismatch between the prices of new launches and what the *Rakyat* can afford. Based on Bank Negara Malaysia (BNM)'s latest report, from 2016 to Q1-2017, only 21% of new launches were for houses priced below RM250,000. HBA had previously classified 'affordable properties' as those the price range of between RM150,000 to RM300,000 but REHDA considers 'affordable properties' as costing up to RM500,000.

The biggest issue is that house prices have escalated too rapidly in recent years. From 2012-2016, the compounded annual growth rate of

median property prices increased by 15.6% against the 9.6% increase in median income. As a result, the factor of median house prices over annual median household income in 2016 was at 5.0 times making it "seriously unaffordable" in Malaysia. All the statistics above are extracted from the BNM Report.

This rapid increase in 2012 to 2016 coincided with the various gimmicks used by developers in selling their properties such as Developer Interest Bearing Scheme (DIBS) which encouraged excessive speculation and impulse buying which fueled false demand and drove up property prices. HBA was glad that the government finally decided to outlaw DIBS in Budget 2014.



Q2. Are the banks too strict or are the prices just out of reach, or both reasons?

Banks are in the business of taking deposits and giving loans. Without customers' deposits, the banks will not be able to give out loans. Banks have a fiduciary duty to safeguard their depositors' money and must exercise a duty of care before giving out loans. Banks also cannot survive without giving out loans and will not reject loans from qualified applicants.

The problem is that the current property prices are just too expensive in relation to the buyers' income and banks cannot take the risk knowing that the borrower will not be able to afford to pay the monthly loan installments.

Aspiring house buyers must know that there is a difference between being able to buy a house and being able to afford the monthly loan installments and still be able to maintain a minimum standard of living. They must also factor in current living expenses and also potential changes in lifestyle such as having additional children before deciding on a housing loan.

Q3. What is the solution - since banks have to maintain a strict caution? Should developers settle for lower profit margins instead?

Developers are not charitable organizations and their objective is to make profits for their shareholders. The government should give incentives to developers to build affordable properties such as:

- (a) Alienating land at lower cost on condition at least 70% of the land is used for affordable properties
- (b) Lower conversion premiums on condition at least 70% of the land is used for Affordable Properties
- (c) Lower tax rates on profits arising from affordable properties

- (d) Cost of laying last mile of public utilities such as electrify, water, etc to be borne by respective utility companies and not the developer

The above incentives will lower the cost of the property but not the quality and could even give higher profit margins to the developer.

Q4. Why do you think developers are not keen on building houses that are below the RM250,000 bracket?

With land being a scarce resource, it is only natural for developers to try to maximize their profits by selling properties at a higher price. Assuming that the profit margins are fixed at say 20%, selling the property at RM500,000 will fetch higher outright profits compared to selling said property at RM250,000.

However, HBA believes that developers can fetch higher profit margins by giving incentives such as in (Q3) and can be motivated to build more affordable properties.

Q5. How long do you think this problem will persist?

Malaysia is currently facing an economic slowdown caused by falling oil prices and demand for our commodity and exports. This, in turn, has affected our local currency, causing it to depreciate against other major currencies. However, this economic slowdown is not just confined to Malaysia but also the region and global economy at large. HBA does not have a crystal ball and we hope that economic sentiments will pick up as soon as possible.

Q6. How do you think the industry players will respond to this?

It is quite clear that Malaysia is currently facing an economic slowdown and consumer sentiment is weak. When faced with such situations,



the bigger developers will defer any future property launches until the economy shows signs of improving and will then launch property prices back at say RM500,000

However, the smaller developers with less holding power could launch new properties at lower prices. This could in turn also pressure the bigger developers to also launch at lower prices in fear of being left out. But it will generally be a “wait-and-see” approach.

Q7. What about the rental market?

HBA has called for the “Rent-to-Own Scheme” to be expanded to include the middle income segment or M40 Segment. Traditionally “Rent-to-Own Schemes” were meant for the lower income segment or those in the urban poverty or B40 Segment in the form of public housing programmes such as People’s Housing Project (PPR) Homes.

Due to escalating house prices and rising cost of living, even the M40 with household incomes of say up to RM10,000 find it challenging to buy their dream homes and is in need of a “Rent-to-Own Scheme”. By developing a “Rent-to-Own Scheme” for the M40, HBA believes that it would go a long way in helping the *Rakyat* to own their dream homes.

Some benefits of RTO are as follows: A typical RTO is supposed to provide a lower entry cost to own a unit and also a lower monthly cost of ownership:

- Tenant does not need to pay for the hefty 10% down payment to secure the unit.
- Legal fees for tenancy are typically cheaper compared to that of Loan Agreements and Sale and Purchase Agreement.
- Monthly RTO rentals should be cheaper compared with prevailing market rentals or equivalent monthly loan installments for similar housing units.



Q8. The Government announced that the freeze on luxury properties will be on a ‘case by case’ basis.

HBA has warned for many years that Malaysia faces the risk of a “Homeless Generation” whereby an entire generation or even generations of the *Rakyat*, comprising our younger generation and the lower and middle-income segment will not be able to buy their dream homes. HBA has also warned that this “Homeless Generation” can bring about many unwanted social problems and have called many times for the government to take urgent and drastic measures to prevent this phenomenon from taking root.

HBA is glad that government agencies such as BNM have finally also realized that this is a real and present problem which must be tackled immediately. HBA further applauds BNM for being bold enough to tell the truth that there is an impending housing crisis unless urgent measures are taken.

a. Will this move help house buyers or cause more problems?

The majority of aspiring house buyers are looking for properties below RM300,000. This freeze is not expected to cause problems for most house buyers. Instead, the freeze could be beneficial to many house buyers as the freeze on luxury development



could pressure smaller developers with less holding power to launch at lower prices.

This freeze on luxury projects could potentially help to prevent abandoned housing projects. Some developers think that there is sufficient demand for high-end products and proceed to sell. However, halfway down the road, there are not enough buyers and the developer does not have sufficient funds to complete the project.

The earlier buyers will all be stuck and it will be a repeat of what happened in the mid-1980s and during the Asian Financial Crisis of 1997-2000. Even today, after 20 to 30 years, there are house buyers still waiting for their properties to be completed.

b. Should the freeze be directed only on luxury properties?

BNM has stated that there is a big overhang of properties costing more than RM250,000. In addition, BNM also stated that there is too many shopping malls and office buildings. But at the same time, there is a big shortfall of affordable properties and this shortfall or mismatch will only get worse.

Hence, HBA is of the opinion that there should also be a blanket freeze on all new shopping malls and office buildings in Kuala Lumpur and Selangor. The government

must carefully plan for what sort of development that should be allowed to be built as land is a limited resource. Government projects such as Bandar Malaysia should have sufficient allocation for affordable properties and not just be used for luxury and commercial development.

c. What are the other effects of the freeze?

It is too early to say what will be the other effects of this freeze. It depends on how the developers react, will they will just put things on hold until the economy recovers. If the developers take this route, then these developers will be forced to slow down.

The economy could further slowdown as the property and construction sector has many other supporting sub-sectors such as manufacturing, service and logistics. But if the developers take a more pragmatic approach and launch properties at lower prices, then this could still spur the economy.

Hence, HBA calls for the government to give more incentives to encourage developers to build affordable properties. Together with a “Rent-to-Own Scheme”, this is the best opportunity to turn back the threat of the “Homeless Generation” which is starting to take root. ■



NATIONAL HOUSE BUYERS ASSOCIATION [HBA]

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Striving for House Buyers Rights and Interest

Sydney Residential Insight Q42017

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

KEY FACTS

Sydney is the state capital of New South Wales located on the East Coast of Australia and covers a geographic area of 12,368 km².

Greater Sydney is Australia's largest city for population (5.0 million people).

Cooler winter weather (mean minimum temperature of 8C) than most other Australian capital cities, coupled with slightly humid and hot summers (mean maximum 26°C).

In Sydney, the most daily sunshine is nine (9) hours in the month of December.

Sydney is regarded as Australia's financial hub, attracting thousands of professionals from across the globe.

From Sydney, current average flying travel time is approximately eight (8) hours to Singapore and Jakarta, nine (9) hours to Hong Kong and Kuala Lumpur, 10 hours to Shanghai and 12 hours to Beijing.

Sydney operates under the Australian Eastern Standard Time (AEST) time zone from early April to early October each year and Australian Eastern Daylight Time (AEDT) at other times of the year.

LIVING IN SYDNEY

Population

Sydney is Australia's largest city, with approximately 5.0 million residents estimated living in the Greater Sydney region in 2016. Greater Melbourne follows with a population of 4.6 million residents.

Population has been steadily increasing in Greater Sydney with strong overseas migration into the city. Over the year to 30 June 2016, an increase in the estimated resident population was recorded at 1.7%. This is ahead of the overall Australian population growth of 1.4% according to the Australian Bureau of Statistics (ABS).

The Greater Sydney population is projected to grow by 31.9% from 5.0 million persons in 2016, to 6.6 million 2036. This has been estimated by the ABS and the growth is shown in Figure 1.

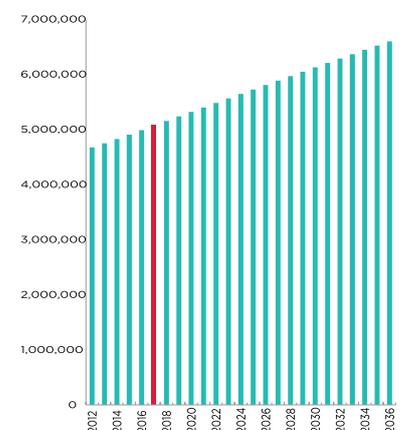
Age Distribution

Residents are weighted to the younger age groups—with 37.6% of Sydney's population aged between 20 and 44 years old, compared to the national average of 34.6% for this age group.

Multiculturalism

Sydney is a highly multicultural city, with 42.9% of residents being born outside of Australia. The most prominent countries include China (4.7%), England (3.1%), India (2.7%), New Zealand (1.8%) and Vietnam (1.7%). In addition, approximately 49.4% of Sydney's resident's parents were born overseas—compared to the national average of 34.3%. This wide diversity has allowed

Sydney Projected Population
Estimated number of total persons,
Year ending June, Greater cities



Source: Knight Frank Research, ABS

many international restaurants, school and cultural activities to be established within multicultural communities.

Housing

Sydney's dwelling structure is more heavily weighted to apartments than the national trend. Approximately 28.1% of private dwellings are flats or apartments – compared to the national average of 13.1%; whilst approximately 56.9% are separate detached houses, compared to the national trend of 72.9%. Semi-detached, row or terrace houses and townhouses comprise a 14.0% share when compared to the national average of 12.7%. This cements Sydney's continued urban consolidation over the past decade, as well as, the changing demands within the city for public amenities and open space.

Employment

Sydney is a skilled city. A higher proportion of people within Sydney are educated at university level (28.3%) compared to the Australian average (22.0%)—with 19.2% of the local student population studying at university in the 2016 Census, compared to the national average of 16.1%.

The most common occupation of Sydney’s residents are in professional services—at 26.3% compared to the national 22.2% average. Clerical and Administrative Workers (14.6%), Managers (13.7%) while Technicians and Trades Workers (11.7%) were the next most common occupations.

Liveability

Sydney has ranked in 11th place of the World’s Most Liveable Cities around the world. The index is based on 30 factors spread across five areas: stability, infrastructure, education, health care and environment as shown

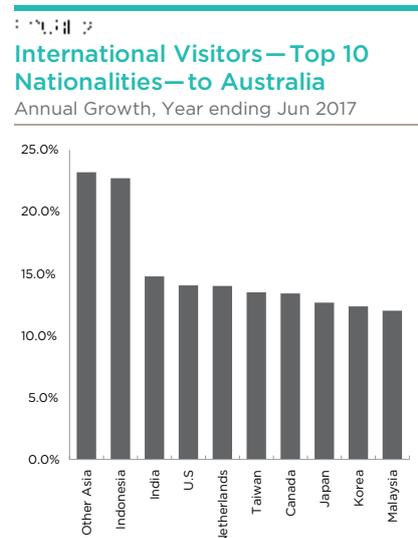


Source: Knight Frank Research, Economist Intelligence Unit

Tourism

The harbour is home to some of Australia’s most iconic landmarks – the Sydney Harbour Bridge, the Sydney Opera House and the Royal Botanic Gardens. International cruise ships are regularly docked including the Queen Mary II and Oasis of the Seas; boosting tourists in and around The Rocks and Darling Harbour. Sydney’s famous beaches are within close proximity to the city including Bondi and Coogee whilst Manly is a short ferry ride north.

The number of international visitors to Australia totalled 7.8 million in the year ending June 2017, up 8.7% on the previous year. The number of visitors from Other Asian countries grew 23.2%, to 310,248 while over the same time, the second largest growth was from Indonesia (at 172,750) followed by India (at 260,614) increasing by 22.7% and 14.8% respectively. The remaining fastest growing top ten nationalities visiting Australia have been ranked in Figure 2.



Source: Knight Frank Research, Economist Intelligence Unit

Shopping

Sydney accommodates a vast array of world renowned restaurants, art galleries, independent fashion houses and vibrant retail strips. Prominent shopping centres, such as Westfield Sydney and Westfield Bondi Junction act more as destinations than simply retail outlets—providing services, entertainment and restaurants in addition to the plethora of shops. Many arcades, often hidden in stately, historic buildings, are also scattered throughout the Sydney region. Both the Queen Victoria Building and The Strand Arcade offer a mix of boutique shops for locals and tourists alike. International brands such as H&M, Zara and Uniqlo have set-up stores in Sydney. Many luxury clothing brands and jewellery stores are well-established on Pitt Street Mall, George Street and Castlereagh Streets. Stores such as Tiffany, Prada and Armani to name a few.

Sydney also hosts a variety of markets throughout the year with a wide variety of fresh food, clothing and gift wares with individual traders and established retail stores setting up pop-up shops. The Rocks markets are iconic with the cobblestone streets with great access to the City and Harbour. Manly markets are hosted amongst historic buildings with a Manly beach backdrop.

PURCHASING A RESIDENTIAL PROPERTY IN SYDNEY

Current regulations for purchasing residential property in Sydney

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

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.

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

COST - 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.

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.

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 \$5,500 to purchase a new property if valued under \$1 million, with additional fees payable per million

in the value of the property. 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.

TABLE 1

Fees payable by Foreign Investors, Residential property

Based on Property Value, AUD

\$0 - \$1,000,000	\$5,500
\$1,000,001 - \$1,999,999	\$11,100
\$2,000,000 - \$2,999,999	\$22,300
\$3,000,000 - \$3,999,999	\$33,400
\$4,000,000 - \$4,999,999	\$44,600
\$5,000,000 - \$5,999,999	\$55,700
\$6,000,000 - \$6,999,999	\$66,900
\$7,000,000 - \$7,999,999	\$78,100
\$8,000,000 - \$8,999,999	\$89,300
\$9,000,000 - \$9,999,999	\$100,400
\$10,000,000 or more	Fees tiered per million

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

For more detailed information on current fees and penalties, refer to our Foreign Investment in Australian Residential Property Market Insight report.

Duty Surcharge

The New South Wales state government imposes a duty surcharge for foreign investors, payable in addition to standard state-based stamp duties. From 1 July 2017, foreign purchasers are required to pay an additional 8% of the sale price.

TABLE 2

Duties payable by Foreign Investors, Residential property

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

New South Wales; including Sydney

Duty Surcharge on Purchase Price; from 1 July 2017	8%
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Source: NSW Office of State Revenue

Other states with similar foreign investor duties include Victoria (7% as of 1 July 2016) and Queensland (at 3% effective from 1 October 2016).

“Before purchasing a residential property in Australia, all foreign investors must apply to the Foreign Investment Review Board (FIRB).”

“A fee is payable before their foreign investment application will be processed.”

“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.”

CASE STUDY: COST TO PURCHASE A NEW RESIDENTIAL APARTMENT IN SYDNEY

1/14 ::

Estimated Property Purchase Costs, Sydney

All costs represented in AUD, As at 1 July 2017

Purchase Price	350,000	500,000	750,000	1,000,000	1,500,000	2,000,000
<i>Stamp Duty</i>	11,240	17,990	29,240	40,490	67,990	95,490
<i>Land Transfer Fee</i>	140	140	140	140	140	140
<i>Legal Fee (includes GST payable)</i>	1,500	1,500	1,500	1,500	1,500	1,500
<i>Mortgage Application Fee</i>	140	140	140	140	140	140
Standard: Estimated Total Costs	13,020	19,770	31,020	42,270	69,770	97,270
Foreign Investor Application Fee*	5,500	5,500	5,500	5,500	11,100	22,300
Foreign Investor Duty Surcharge @ 8%	28,000	40,000	60,000	80,000	120,000	160,000
Foreign Investor: Estimated Total Costs	46,520	65,270	96,520	127,770	200,870	279,570

* 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: NSW Office of State Revenue

WHAT IS AN OWNERS CORPORATION?

A group of elected people that manage the operations and decision-making of the common area of the property. This can include elevators, foyers, swimming pools and spa, gymnasiums, plants and foliage, lighting, staircases, fences, visitor car parks and security.

In most states, the owners corporation must comprise of an executive committee (generally individual owners of the apartments) that can make any necessary decisions on its behalf. The rights and responsibilities of both the owners corporation and its members differ state by state but generally comprise:

- Maintaining and repairing the common property of the strata scheme
- Managing the finances of the strata scheme
- Maintaining required insurances including public liability and building insurance where applicable
- Record keeping of all details of notices given under the relevant state strata management legislation
- A strata register must be established and maintained, detailing the owner's name or agent's name and address for each lot within the strata scheme
- Administering any by-laws for the strata scheme
- To provide a grievance register

OWNING A RESIDENTIAL PROPERTY IN SYDNEY

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.

COST - 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 state government imposes a land tax surcharge for foreign investors, payable in addition to standard land taxes. An annual surcharge of 2% on the taxable value is payable from 1 July 2017.

Foreign-Owned Vacant Residential Property Levy

The Australian government has introduced an annual levy for foreign-owned vacant residential property. The levy is equivalent to the foreign investment application fee imposed on the property by FIRB at the time the property was initially purchased.

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.

COST - 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 Rental Bond Board (RBB), 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 Act 2010 (NSW). 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, visit <http://www.fairtrading.nsw.gov.au/>

SELLING A PROPERTY IN SYDNEY

Legal Fees

Legal fees include, but are not limited to, the costs for preparing a contract for sale. The solicitor or conveyancer fee could be dependent on value of property, and may vary between state and territory as well as the particular solicitor chosen. The cost may range between \$1,000 and \$3,000, plus GST.

Real Estate Agent Fees

An agent fee is the commission paid by the owner to the agent for selling your property. Commissions will vary between state and territory, and the fine print of the contract should be analysed thoroughly to understand the breakdown of the fee structure (such as fixed rate or tiered rate). Fees often range between 2% and 3% of the value of the property sold.

Marketing Fees

When an agent is chosen, the agent's fee breakdown will often stipulate the budget associated to marketing and advertising of the property. Additionally, there will be a period allocated to marketing with multiple open house inspections over several weeks. Budgets for marketing, media, as well as length of advertising should all be discussed with the agent to ensure maximum advertising potential.

Capital Gains Tax (CGT)

Capital gains tax (CGT) is a federal tax levied on the gains or loss upon the sale of an investment (most often real estate or shares). The tax is implemented simply on the difference between the cost of acquiring the investment, and the received value when sold. The difference is then added to the individual's or company's income tax for that financial year, and taxed accordingly with those rates. For local resident individuals, this equates to a range of 0% to 45%, while tax is applied at a rate of 32.5% to 45% for non-resident individuals. The CGT withholding rate for foreign tax residents is 12.5% with a threshold of \$750,000, unless a clearance certificate can be provided by the vendor. This will be effective from 1 July 2017.

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

Knight Frank 2017 Education Report

Education is an increasingly critical driver of demand in prime residential markets.

Good schools are a key driver of the housing market and their presence often helps to drive local property prices. With wealthy parents from a growing number of countries choosing to educate their children overseas, understanding local property market dynamics is becoming ever more important.

The Wealth Report* this year revealed that more than half of ultra-high net worth individuals in Africa were becoming more likely to look abroad for a good school. For Latin America, the figure was 45%, the Middle East 40% and Asia 38%.

As we note in this report, while the US, Switzerland, Australia and a number of other countries all attract pupils from overseas, the UK's private boarding schools are still seen as the gold standard by many. Overleaf we examine the local housing market around key schools in the UK.

Data published by the UK's Independent Schools Council, which accounts for around 80% of the total number of pupils in independent schools, shows global demand rising strongly over the past 10 years, in particular from China but also from Africa and Russia. Currency, quality of life and access to the best universities are the key trends boosting demand for a British education Ed Richardson, Director of Education at Keystone Tutors told Knight Frank in this year's Wealth Report, "Ambitious families in Singapore have traditionally sent their children to schools in the US, not necessarily because they think they are better, but because of the cost.

Now, they are telling me that the fall in the value of the pound is making the UK look much better value. That sentiment will be echoed in many other places."

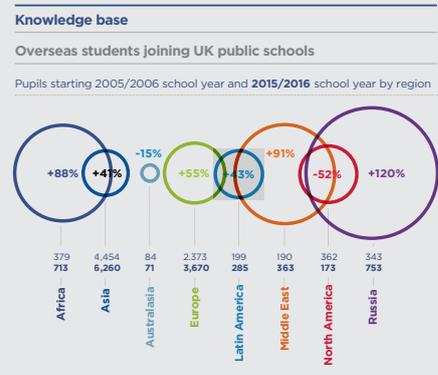
Although a number of franchised versions of well-known UK schools have opened in Asia and the Middle East, the genuine article is still the preferred choice for those who can afford it, according to Mr Richardson. "It's not just about the teaching, it's about quality of life and the extent of extra-curricular activities available.

"Certainly in China there is a feeling that if you're going to spend money on Western luxuries it is better to buy them in the West."

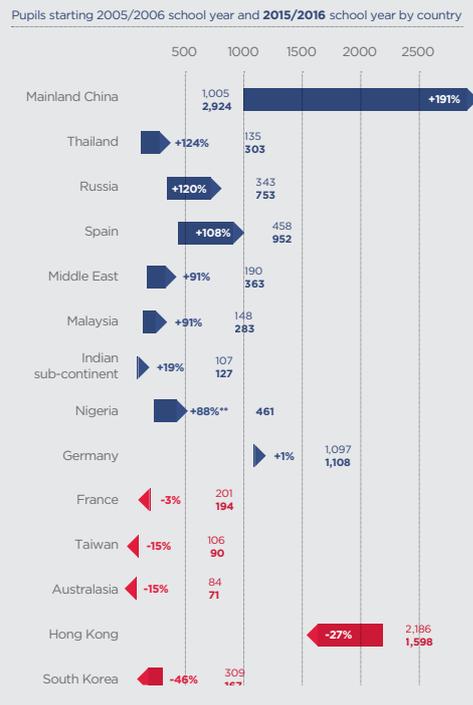
Middle Eastern families also value the fact that British schools provide access to the best universities in both the UK and the US, he adds. "There is a feeling that schools in the US are really only focused on getting people into US universities."

William Petty, of advisor Bonas MacFarlane, commented in this year's Wealth Report that he has observed a number of other regional trends in the UK market. "While growth in the Russian market has slowed right down over the past few years, I am seeing a sharp rise in the urgency of enquiries from Turkish families," he says. "In September last year people were expressing interest, but by December it was: 'Can we come right now?' Some people are looking for boarding schools, but others are looking at London day schools with the whole family coming over."

Although the number of students from the Indian sub-continent is lower than other parts of Asia, Mr Petty expects a rise in demand from India and Pakistan over the coming years. Parents are keen to ensure a diverse mix, as Mr Petty noted, "In a world where business is becoming increasingly global, having your children make friends with people from lots of different nationalities is considered very attractive."



Source: Knight Frank Research



**% change estimated as 2005 data not available

Source: Knight Frank Research

AGENT PERSPECTIVE

Against the background of a changing political and regulatory climate, world-class schools ensure that buyers will continue to look in the UK and Switzerland, as **Katya Zenkovich** and **Alex Koch de Gooreynd** explain.



Katya Zenkovich

Knight Frank Head of Russia Desk

How many of your property searches are related to buyers' education needs?

I would say that 80% of the buyers I deal with come to the UK to educate their children.

Was that always the case?

No. Buyers typically wanted to balance tax planning requirements and their children's educational needs but that is changing and education is now often the primary driver.

What happens after they get in touch?

Families are often familiar with certain areas but the risk is that they look for a property without thinking about the geographical implications of schooling. Also, if they focus too hard on a particular school this can trip them up.

The golden rule is that if you are planning to start school in September you need to start looking for a property in May.

What I do is much more than estate agency! I help buyers set up a life in their new country, assisting with a wide range of requests from property finance to staff and interior decorators. As a mum of a child in private education, I am very well-versed on the subject and able to put clients in touch with a range of educational consultants.

How open are buyers to looking outside central London?

Buyers like the beautiful landscapes and the value-for-money outside central London. Schools are also less oversubscribed than central London. Many Russians also like St John's Wood and Hampstead and increasingly areas like Richmond and Wimbledon are now on their radar due to the high-quality schools in south-west London.

What effect has Brexit had?

It is sometimes a negotiation hurdle when buyers want a bigger discount than vendors are prepared to give. Fundamentally, the quality of the UK's schools remains a huge draw. When it comes to educating your children, it makes Brexit irrelevant.



Alex Koch de Gooreynd

Knight Frank, International Residential

What happens when someone gets in touch with you about buying in Switzerland?

Buyers know that Switzerland has a favourable tax system but the first thing most people say is that education is a key driver. The other key issue is personal safety. Parents love the idea that their teenage son or daughter can travel safely by themselves on the bus to school.

What happens next?

Although Zurich hosts the best truly International Schools, many tend to write off the entire Germanspeaking cantons because the Zurich area is less favourable from a tax perspective. The TASIS American school within the Italianspeaking area is excellent but very over-subscribed so the chances of getting more than one child in is limited. For these reasons, as well as the location of the UN, UNICEF and the sheer number of globally recognised schools, the Frenchspeaking area is often the most popular. I help people find the location that best suits their needs. What I do is much more than just finding a house! If I can't help with a particular question, I will know someone who can.

What make Swiss schools so attractive?

One of the key attractions of Swiss schools is the international mix of the students. Some schools have a nationality limit because they want that truly international feel and parents appreciate that.

And what about the great skiing?

Absolutely. For many of these top ski resorts it is actually vital to have a world-class school because they can guarantee people live there all year round. That's why they are constantly expanding and improving current schools in some of the ski resorts.

What effect have changes to banking laws had on demand?

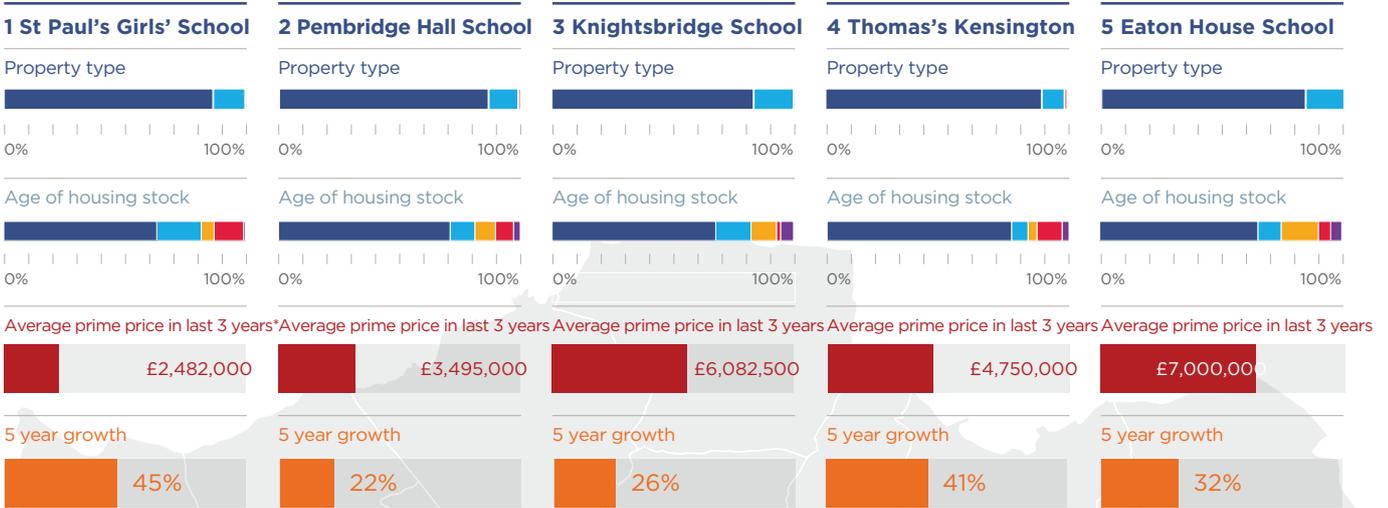
There are more financial regulations around as well as the strong Swiss franc, but Switzerland will remain so attractive to families despite all of that because of its schools. ■

DATA

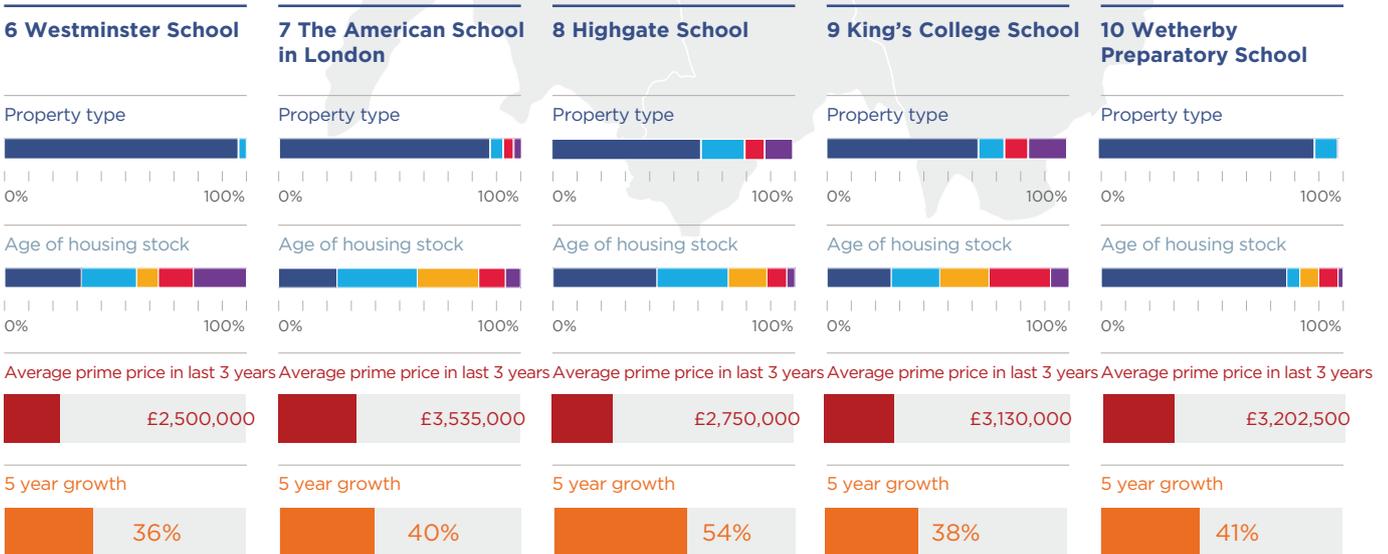
LONDON

Sales by property type ■ Flat ■ Terrace ■ Semi-detached ■ Detached
 Age of housing stock ■ Pre-1900 ■ 1900 to 1939 ■ 1945 to 1972 ■ 1973 to 1999 ■ 2000 to date

Source: Land Registry Data is based on sales within a 500 metre radius



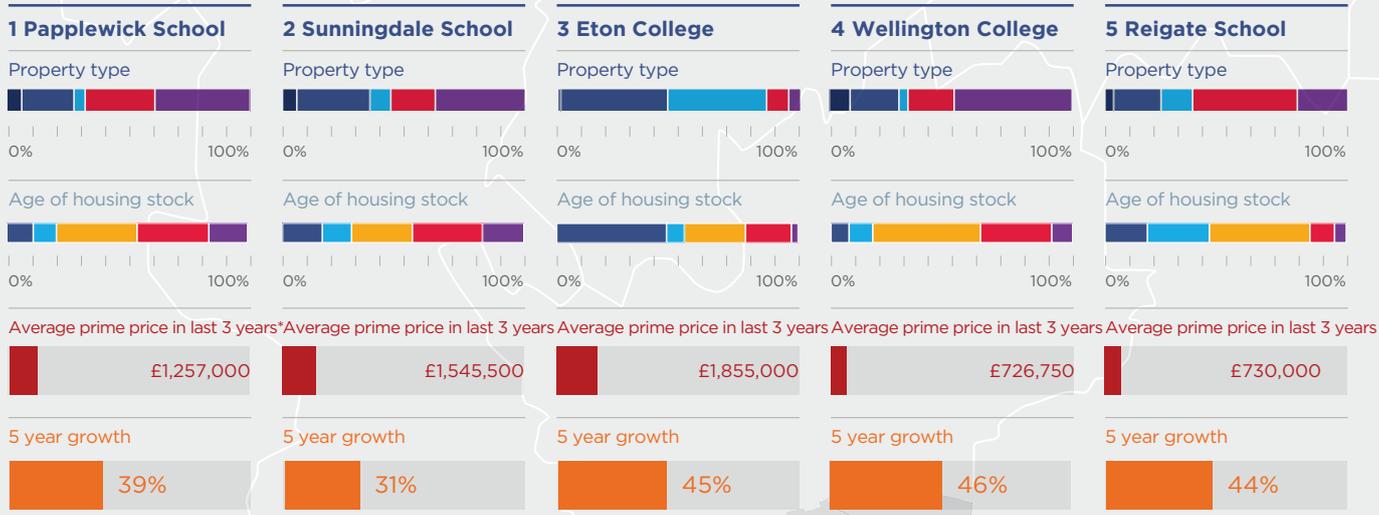
*Average prime prices reflect the upper decile of each market



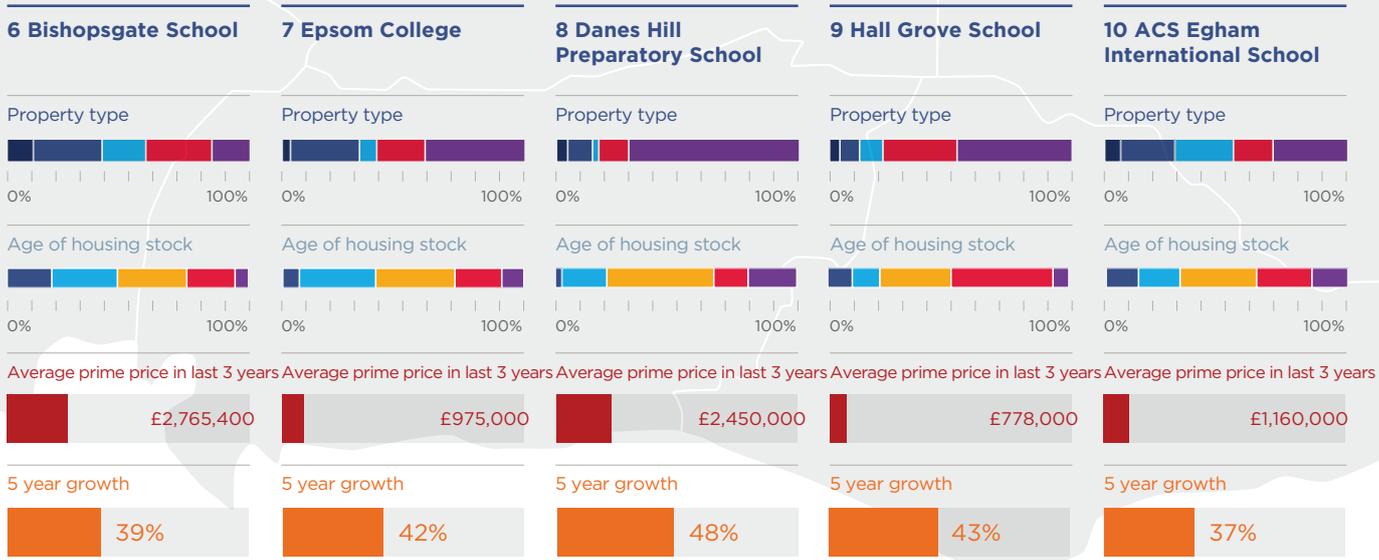
HOME COUNTIES

Sales by property type ■ Bungalow ■ Flat ■ Terrace ■ Semi-detached ■ Detached
 Age of housing stock ■ Pre-1900 ■ 1900 to 1939 ■ 1945 to 1972 ■ 1973 to 1999 ■ 2000 to date

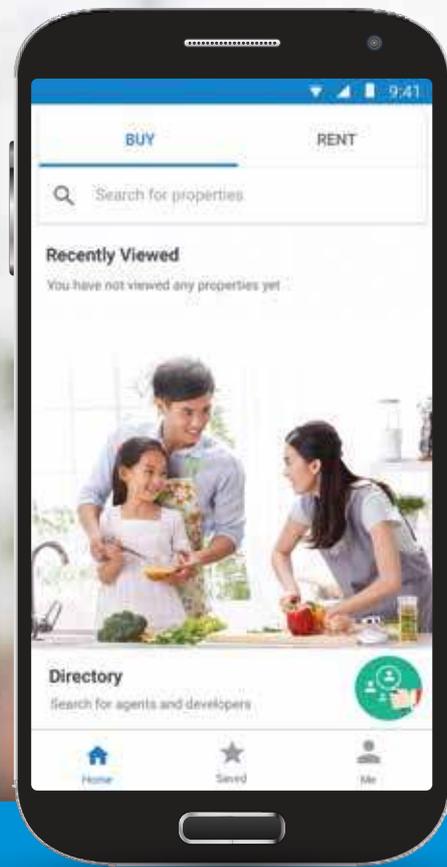
Source: Land Registry Data is based on sales within a 1km radius



*Average prime prices reflect the upper decile of each market



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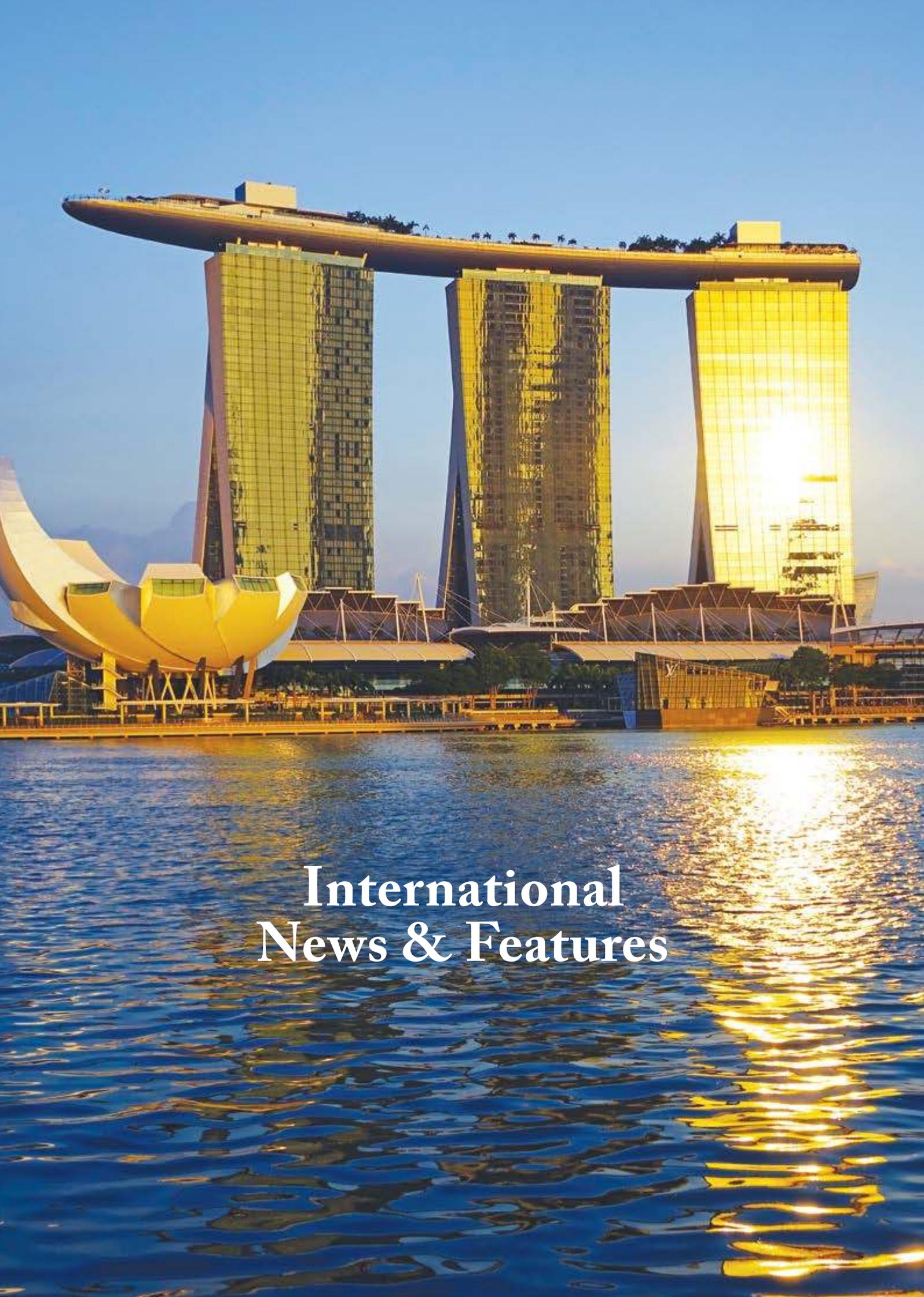
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International News & Features

4 land sites to yield variety of new properties

Developers have been picking off residential land sites this year. And that comes as no surprise since the government has reduced the number of sites for sale.

But the recent release of 4 new land sites will inject even more excitement into the market. And a mixed-use site near the Holland Village MRT station will feature as the main dish.

Developers will no doubt be drawn to the site's prime location and 59,716 sqm maximum gross floor area. While the Urban Redevelopment Authority (URA) has placed a cap of 570 residential units on the site, 13,500 sqm of it can be developed into retail spaces.

Released as part of the Holland Village Extension under the 2014 Masterplan, this site is the first to be launched here. The aim of the master plan is to set Holland Village aside with its distinctive identity. Thus the tenders will be evaluated not only by price but also by concept and design.

Another plot of land which developers may deem appetising is a private housing site in Handy Road. It was launched in October 2017 and is under the confirmed list of the Government Land Sales programme for H2. The site is in the city centre and can yield approximately 130 residential units.

The other 2 sites up for tender include a private residential site in Chong Kuo Road and an executive condominium site in Sumang Walk. Also on the URA's reserve list are 2 more private housing sites in Mattar Road and Canberra Drive.

Across the 4 sites currently on the market, all of which have a 99-year leasehold tenure, 1,720 potential residential units can be built.

Rise in Singapore home loan rates likely to continue

Just as the property market picks up, so do home loan rates. Three of the local Singapore banks have raised their home loan rates as interest rates rise. Financial analysts expect more hikes to present themselves in due course.

The improving market environment and positive outlook have buoyed sentiments all around, from developers to sellers, investors, and buyers. Taking this into account, banks are beginning to increase their home loan rates. DBS Bank, OCBC Bank and United Overseas Bank (UOB) have all raised the interest on fixed-rate and floating-rate packages since November 2017. DBS and UOB have increased

their home loan rates by 10% per year. In October 2017, the rate for a fixed-rate package was 1.68% per year. Now, it stands at 1.85%. They are confident that the raise will not affect demand as it remains strong.

For now, HSBC and Bank of China have not moved their home loan rates. Yet. But with banks raising home loan rates slowly but surely, the time to secure a new home loan or to refinance is now. Last year's market buoyancy has raised home prices, sales volume and now home loan rates. While 2018 may be a good year for sellers and developers, buyers and investors will have more numbers to grapple with as the market picks up.





MAS cautions against sudden property market fervency

The Monetary Authority of Singapore (MAS) has cautioned developers, lenders, and buyers against over-exuberance in the real estate market. Especially with the recent increased momentum in land, collective and private property sales.

The main concern raised in the MAS Financial Stability Review was the mismatch between supply and demand for private housing stemming from the development of collective sale sites. Land plots sold in private en bloc sales and the Government Land Sales (GLS) programme will potentially yield 20,000 new residential units within the next couple of years.

Population growth has slowed and there are uncertainties regarding market absorption of over 30,000 vacant units. Insufficient demand would, in turn, affect home sales and rental prices in the medium term.

Property analysts are less concerned about rising land and home prices as

they are about the rate of increase. The real issues will come should the rate of increase destabilise the real estate and financial markets. The government have been keeping a keen eye on how the market is reacting in 2017 to previous years' muted conditions and is merely taking a preemptive step by moderating market expectations.

Interest rates are expected to rise and while that could happen soon, Singapore's banking system is still able to withstand a 50% drop in property prices. And as long as the asset quality of housing loans continues to be strong, the market will be safe for awhile.

Vista Park's sea-view location and \$350 million asking price

\$350 million for a 319,250 sq ft plot of land at the edge of Kent Ridge Park and facing the sea? Sounds like a sweet deal for such a sweet spot.

Vista Park condominium is up for en bloc offer joining 4 other collective offers already in the market.

Vista Park Condominium is situated near the Pasir Panjang MRT station and the National University of Singapore. With sea-views and nature at its doorstep, the unique hill location and the reasonable land rate will be quite the draw for developers looking for a prime piece of land.

The land rate is estimated at \$932 PSF ppr after a lease top-up premium of \$66 million. Another major development in the vicinity which has also been offered up for collective sale is Normanton Park. The land rate for the latter at \$96 PSF ppr is comparable. With a site ratio of 1.4 and an allowable height of up to 5



storeys, the plot could yield 530 new apartments at approximately 800 sq ft per unit.

The collective land sale market continues to flourish as more potential candidates are lined up for the months ahead. 2 developments which have achieved the 80% requisite approval from owners are Brookvale Park and Kismis View.

Spanish Village off Farrer road

has also begun the formation of its collective sale committee and is in the process of appointment a marketing agent. The asking price is expected to be above \$810 million, though lower than the \$839 million or \$825 million reserve prices in their 2007 and 2011 attempts. This 30, 793 sqft land site could yield 700 units. The rarity of this land plot comes from its size and its freehold status.

Number of private homes to double in 2 years

Whether the volume and values of land deals this year is a boon or a bane is up for debate. While some may be excited about the immediate prospects of new launches, others may be thinking further into the future.

The sheer amount of land sold this year means the volume of private homes will double in 1 to 2 years' time. Most of the units will come from the redevelopment of projects sold en bloc and the Government Land Sales (GLS) programme.

National Development Minister Lawrence Wong has urged buyers to be aware of what they are buying and buying into. With immigration rules still strict, housing supply will soon

be sufficient to meet demand. When that happens, there might be fewer rental opportunities. He also cautioned developers on over-aggressive land bids and warned against sub-quality workmanship with hints at possible action against those who compromise.

The current vacancy rate remains above 8%, the highest since 2005. Although the inventory of unsold stock has diminished in the past few quarters, there are still 30,000 vacant units in the market.

There are regulations for developers to complete the sale of a project within 5 years of the land being awarded. The tight timeline could tempt some developers into compromising on

quality. Wong has asked the Urban Redevelopment Authority (URA) and Building and Construction Authority (BCA) to step up on their checks on errant developers. Developers who consistently fail checks may be subjected to restrictions.

They may need to obtain a Quality Mark certification for their projects or be disallowed to launch units for sale. This is a timely reminder to buyers and investors to do their own due diligence on developers' track record before signing on the dotted line.

Mature estates still a major draw for HDB buyers

In the most recent HDB build-to-order (BTO) sales launch, 4-room flats in Geylang were oversubscribed by 3.4 times. The November 2017 sales exercise saw 7,344 applicants vying for 4,829 BTO flats at an oversubscription rate of at least 1.5.

The 4-room units at Eunos Court were most popular with HDB applicants due to its proximity to the Eunos MRT Station. In addition, the area has not had many new launches of late. Tampines is another mature estate favoured by applicants.

In a BTO launch in May 2017, Dakota Breeze which was also in Geylang, was oversubscribed by almost 5 times. Those hoping for a unit in this estate may have to wait until February 2018. The next BTO exercise will include 3,600 units in Choa Chu Kang, Geylang, Tampines and Woodlands.

Northshore Edge in Punggol was next on the popularity list with 823 applicants vying for 388 4-room and 5-room units. These new flats in Punggol will be built using the prefinished volumetric construction (PVVC) method which will potentially reduce construction time. While there have been some doubts over the quality of units finished using this new technology, it will mean applicants can get keys to their units sooner.

As seen from this latest exercise, location and price are still factors most crucial to buyers' decision-making process. In this same launch, 3,401 sales of balance flats (SBF) units were offered. Together with next February's launch, balance flats from previous SBF exercises will be re-offered for sale.

Property market outlook for 2018 positive

With the record number of land deals sealed this year 2018 will be an exciting one for the real estate market. Will there be many more new launches? How will the housing and population landscape of Singapore change?

Land sites were sold off in large numbers in 2017. The appetites of foreign developers are growing. Home prices began to rise after 15 consecutive quarters of decline. Office rents rose for the first time in 2 and a half years. These signs and more are pointing to an exciting time ahead.

And the deals may not stop here. Analysts were expecting more than \$3.3 billion of land deals to be closed by the end of 2017. That would mean an annual total of \$14 billion, the highest since 2011.

Amongst the land deals out there, those zoned for residential and grade A office spaces were and are the most popular.

Housing affordability is now at a level acceptable to most of the population and come 2018, a surge in demand is plausible. The overall brighter economic outlook has boosted developers, investors and buyers confidence. Home prices are expected to rise 10% next year while office rents are expected to rise 7% to 9% as unsold stock diminishes.

There has been talk about the possibility of Singapore's property market emulating Hong Kong's, where home values surge to record highs. But the difference may come from the government policies. They have resisted loosening the property curbs which were implemented since 2013. In March 2017, the authorities did relax some restrictions which have unleashed pent-up demand. Should they release the reins completely, will the market run out of control? Or is it about time the reins are loosened?

12 Australian home prices on the decline

In the Australian city with the highest and quickest rise in home prices, things are turning around. Falling home prices in Sydney has driven an overall decline in the Australian real estate market. Sydney accounts for a third of the national value for homes in Australia.

Property analysts are wary about the effect falling home price might have on consumer confidence. Not only in the property sector but also in other sectors of the economy. A series of restrictions previously implemented have already taken effect. In December 2014, banks were asked to cap home lending growth at 10% year per year.

In the past few years, low-interest rates and the influx of foreign buyers propelled Sydney's property sector into the global forefront, making it the world's second most expensive city. This time around, however, interest rate cuts will be unlikely.

Property prices in Sydney fell likely due to the regulators clamping down on interest-only mortgages. It has dulled investors speculation and rising state taxes have also made buying Australian property more difficult for foreign buyers and investors. Interest rates are expected to stay on hold and the market is expected to stay level until a possible rise late next year.

Hong Kong real estate market glowing white hot



Before anyone can ask whether Hong Kong's real estate market will ever slow down, things have heated up once more.

Hong Kong is already considered one of the world's most expensive residential market. But just recently, an apartment at the luxurious The Peak district has sold for HK\$560 million (S\$97.5 million). The square footage which works out to be HK\$132,000 (\$22,993) PSF has set a new record high.

The 4,242 sq ft apartment resides in the Mount Nicholson project, owned by Wheelock Properties and Wharf Holdings, subsidiaries of Wheelock and Co., and Nan Fung

Development. Mount Nicholson consists of 19 detached houses and 48 flats. The developers have previously sold another unit for HK\$131,000 thus prices around this range seem to be the norm for this project.

Before this record-breaking price tag, a HK\$522 million (or HK\$105,000 PSF) duplex penthouse at 39 Conduit Road at Mid-levels was at the top of the list.

With home prices rising almost 400% in 15 years, it is no wonder Hong Kong is considered the world's most expensive city for apartments. Home ownership is made even more difficult when the



median monthly household income has risen a mere 61%. Many middle-income households are stuck as they are unable to afford the private homes yet are not eligible for public assistance. Lower income families are forced to live in “coffin” homes and subdivided flats.

There has been recent talk about Singapore’s property market possibly mimicking Hong Kong’s. Though that is still quite a ways off, the high prices of recent land bids especially by foreign developers could be something to watch.

Rising number of condominiums in Vancouver sold pre-completion

Vancouver was and perhaps still is a good place for property investments. But there are issues arising. Issues which investors looking to put money into Canada should take note of.

High-rise residential developments are becoming the hot favourites of home buyers and investors. Even as prices of detached-homes fall on the back of higher taxes for foreign buyers.

Both local and non-Canadian property buyers are however snapping up private condominium units, which has in turn seen many flipping their properties. Many buyers are selling their units even before the project is finished. This move meant that buyers will not have to pay Vancouver’s 15% real estate transaction levy. Offshore buyers often go down this route to avoid the foreign buyer tax.

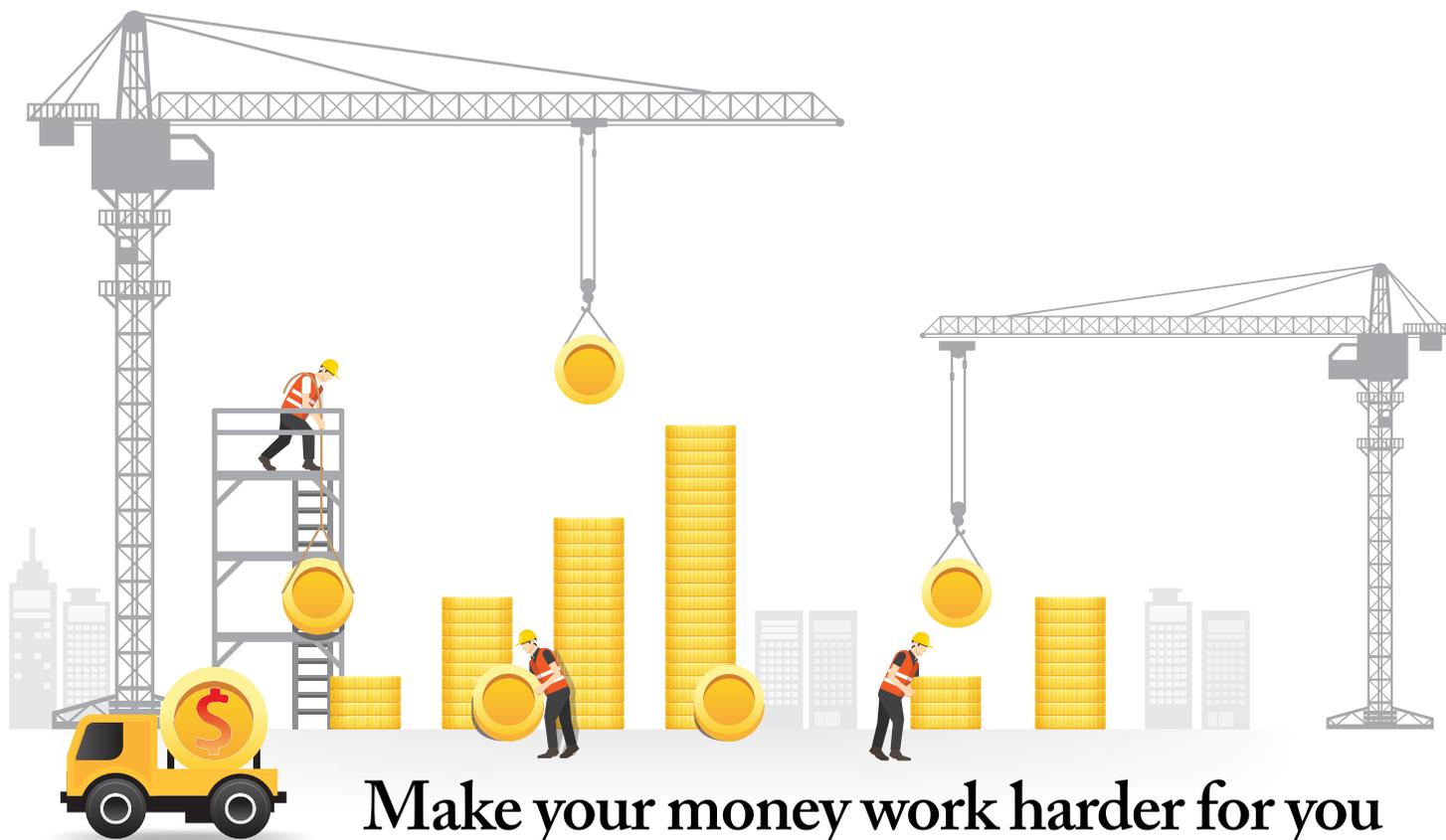
Resale condominium prices have

risen 33% since the end of 2015. And prices of units sold pre-construction has nearly doubled since then. Property analysts fear a possible real estate market crash should condition change suddenly.

Perhaps a little akin to Singapore’s real estate market a few years back, small apartment units of a more palatable quantum price are appealing to first-time buyers and investors. Many even camp outside sales offices for days to make their purchase.

The number of occupier-ready resale units is, however, diminishing - numbers have fallen to just 84. In 2013, the number stood at 2,217. The pace and extent of property flipping have even compelled some developers to levy a 25% charge on buyers selling their units before completion.





Make your money work harder for you – Mortgage interest offset accounts

A home loan is one of the biggest financial liabilities we have in our lifetime. With the current low-interest rate environment, a \$500k loan over the low interest would still amount to a \$120k payment over a 30-year tenure. Here, we will share more about how we can reduce the so-called \$120k interest payment. - **YVONNE KAN**

What is a Mortgage Interest Offset Account?

It is a repayment account tied to your mortgage – the account acts like a savings account in which your monthly instalments are deducted from, and deposits in the account earn higher interest that matches your mortgage interest rates.

They have been around in the market for quite some time, yet not many are aware of such a feature; you can actually offset up to 100% of your mortgage interest!

As of today, there are currently three banks that offer mortgages with interest offset feature, and they are Standard Chartered Bank, HSBC and Citibank. This is how they work:

Standard Chartered Bank (MortgageOne)
Two-third of your deposits, capped at outstanding loan amount earns the interest charged to your mortgage loan. The remaining one-third and any excess deposits earn 0.25%.
HSBC (SmartMortgage)
70% of loan or deposits, whichever is lower, will earn the same interest as what is charged on your mortgage loan. The remaining deposits do not earn any interest. Any excess deposits also do not earn any interest.
Citibank (Cash Management Account)
Deposits up to outstanding loan amount earn 50% of interest that is charged to your mortgage loan. Any excess deposits earn 0.125%.



To go a little more in-depth on how they work, rather than reducing your monthly instalment, you will still be paying the same amount every month but interest earned will be used to offset against interest payable, thus more of the monthly instalment will be used to reduce the principal. What this means is that you get to pay off your principal faster!

So, which is the best one among these three?

It depends on how much deposits you have. Here are some illustrations:

1. Assuming you have a \$1mil loan and \$500k deposits

Standard Chartered Bank (MortgageOne)
\$333,333.33 will earn the same interest as your mortgage. Remaining \$166,666.67 earns 0.25% interest.
HSBC (SmartMortgage)
\$350,000 will earn the same interest as your mortgage. Remaining \$150,000 does not earn any interest.
Citibank (Cash Management Account)
\$500,000 will earn 50% of your mortgage interest, we can also rephrase it as \$250,000 earning the same interest as your mortgage.

2. Assuming you have a \$1million loan and \$1million deposits:

Standard Chartered Bank (MortgageOne)
\$666,666.67 will earn the same interest as your mortgage. Remaining \$333,333.33 earns 0.25%.
HSBC (SmartMortgage)
\$700,000 will earn the same interest as your mortgage. Remaining \$300,000 does not earn any interest.
Citibank (Cash Management Account)
\$500,000 will earn 50% of your mortgage interest, we can also rephrase it as \$250,000 earning the same interest as your mortgage.

3. Assuming you have a \$1mil loan and \$1.5mil deposits:

Standard Chartered Bank (MortgageOne)
\$1,000,000 will earn the same interest as your mortgage. Remaining \$500,000 earns 0.25%.
HSBC (SmartMortgage)
\$700,000 will earn the same interest as your mortgage. Remaining \$800,000 does not earn any interest.
Citibank (Cash Management Account)
\$500,000 will earn 50% of your mortgage interest, we can also rephrase it as \$250,000 earning the same interest as your mortgage.

Below are other details for comparison:

	Standard Chartered Bank (MortgageOne)	HSBC (SmartMortgage)	Citibank (Cash Management Account)
Building Under Construction (BUC)	✓	✗	✓
Completed Properties	✓	✓	✓
SIBOR Package	✓	✓	✓
Fixed Deposit Rate Pegged Package	✓	✗	✗
Fixed Rate Package	✗	✗	✗
Offset on Equity Term Loan Portion	✓	✗	Only offset on Housing Loan or Term Loan, whichever is higher

Why and how are they good for borrowers?

With the possibility of offsetting up to 100% of the mortgage interest, the effective interest rate is lower. Also, you get to pay off the mortgage sooner as more of your instalment goes into reducing the principal. The funds in the account are completely

liquid - full flexibility in withdrawing and depositing funds. In a way, the non-invested emergency funds that are sitting in the banks' deposit accounts earning a mere 0.025% to 0.05% can be put to better use this way and generate more interest than the traditional savings account. ■



Yvonne Kan
Associate Director,
Redbrick Mortgage Advisory

Feng Shui guide to main doors

Dato Joey Yap shares some of his outlook and advice on how to evaluate the main door in terms of ensuring good Qi flow into the house.

When it comes to the interior Feng Shui of houses, there are three main factors to look at. The first is the bedroom, which is important because people spend a huge part of their life sleeping in it. The second is the kitchen, in which the presence of Qi helps ensure that the cooked meals are nourishing. Finally, the other main factor of the house is the main door, which allows the flow of Qi into the house.

The importance of the main door for Feng Shui cannot be overstated – here's how you analyse the main door in terms of Feng Shui.

Looking out from the main door

Once you have established which entrance is the main door, simply stand at the main door and look outside. Imagine a pair of parallel lines from the two sides of the door. This is the area in which you'll be looking for negative or positive features. Also, do keep mind of the distance for these objects, as a positive or negative element about 1 km away from the house is of negligible effect on the house's viability.

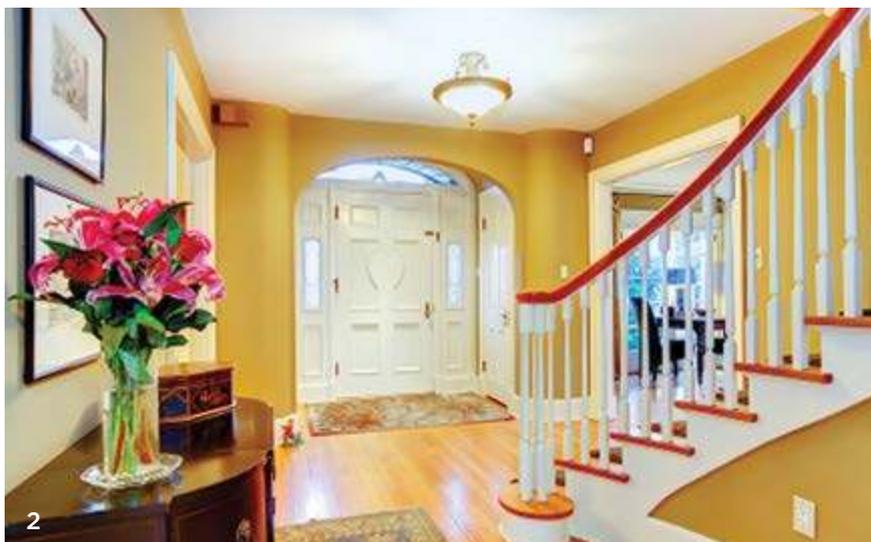
Firstly, avoid any lamp posts, pillars, trees, or other tall narrow objects in this area. If the main door faces a T-Junction road or an alley, this leads to negative Qi rushing into the house, instead of sentimental Qi. Also if there



is a drain that runs parallel in front of your main door, this means that a negative feature is blocking the Qi from entering the house.

In terms of what to look for, you want a spacious area in front of the main door (also known as the Bright Hall). This enables the Qi to collect and settle in front of the house before flowing gently in. You might want to ensure that the area is not shaded or covered to avoid Yin Sha, which is a harmful energy that can cause mental health problems due to insufficient sunlight.

- 1 If a tree is located to the side of the main door (as seen in this picture) it is fine.
- 2 This is an example of the main door facing the staircase – an undesirable feature in Feng Shui.



Looking in from the main door

When looking in from the main door, you would want to see an area that is spacious and roomy so that Qi has time to settle in your house as well. On the other hand, if there is a room facing the main door, the Qi flows straight into that room, leaving none for the rest of the house.

Avoid properties that have the main door facing the back door as that would mean that the Qi rushes through and out of the house. Alternatively, if the main door faces the staircase, the Qi flowing down the staircase gushes against the incoming Qi, repelling it. Having pillars or other tall objects in front of the main door is also a negative feature. Finally, the presence of beams or staircases directly above the main door squeezes out any Qi trying to enter the house. Avoid buying any property that has any of these negative features.

Feng Shui myths concerning the main door

You might have noticed that I have not talked about other common ways to boost Feng Shui with the main door. For example, how about the material, colour, shape, or other objects around the door such as plants or the shoe rack? In truth, all of these hardly affects the main door.

Thus, go ahead and design your main door however you like. A purple square wooden door functions almost exactly the same as an orange rectangular sliding door for Feng Shui purposes. Of course, if the door is bigger and wider it can accommodate more Qi flow, but that doesn't mean you need a giant castle-like door. It's more important to ensure that the door is in the right location and direction while being able to accommodate positive Qi.

Direction & location

In truth, the direction and location of the door also plays a big part in ensuring good Qi flow into the house. However, that's a separate topic altogether, and it requires greater understanding about Feng Shui and Chinese metaphysics. I might just elaborate and explain more about this in a future article.

If you're seeking to learn more about Feng Shui, I recommend a copy of *Feng Shui for Homebuyers*, whether it be for interior, exterior or If you're on the hunt for the next apartment. ■



Dato' Joey Yap is the leading Feng Shui, BaZi and Face Reading consultant in Asia.

How to create a sanity - saving office space

It may be our most functional interior space but that doesn't mean your office can't be beautiful.

As long as you're productive and inspired, you can experiment a little and add some much-needed love to your home office.

Keep papers out of sight, out of mind

Utilise drawer space and employ a chic noticeboard to prevent reminders from littering your desk space. Invest in simple desk and drawer organisers for documents to be stored safely and securely. Use boxes and trays in a uniform hue to conceal other items and tie the look together.

- 1 Invest in simple organisers for safe and secure document storage. *Picture: Dulux with Three Birds Renovations / Photographer: Amelia Stanwix*
- 2 Be minimalistic: Store away unnecessary items and keep your desk clutter free. *Picture: Getty*
- 3 Black accents keep your look consistent. *Picture: Getty*
- 4 A splash of metallic gold and some greenery instantly lift this study space. *Picture: Three Birds Renovations*



1

Be minimalistic

Do you really need hundreds of pens, highlighters or pencils? Store away unnecessary items and use one at a time until they need to be replaced. Keep everyday items on top of the desk and pack away everything else. Don't let a rogue paperclip distract you from that important task.



2

Create a study nook

Do you have a tucked-away corner in your living room? Transform this into a study nook by adding a simple desk, and incorporate complementary decor such as a clock, plant, framed pictures or a sculptural piece.



3

Monochromatic cool

Stick to one or two accent colours to maintain consistency and create a Zen look in your workspace. When shopping for stationery and desk accessories, look for white, black and neutral tones.

Stay golden

Create a chic look by adding metallic hues such as rose gold, copper or brass in small details such as paperclips, pens and desk accessories.



4

Work driving you up the wall?

Install shelving to increase your desk space and keep personal items on display.



Keep it consistent

Decorate your home office within the theme of your existing decor. Don't recreate a new look for a small space. Boho, coastal or modern eclectic styles enable great opportunities to embrace colour and patterns in your workspace through accessories and upholstery. With a little discipline and a few touches of creativity, you can reinvent your office space and make it an interior design showpiece that exhibits your creativity and flair. ■

Soften the mood and create a down-to-earth feel by decorating with leafy green plants, succulents and simple florals. Additionally, these emit oxygen, fight negative energy and add a beautiful natural feel to your office.



- 5 Install shelving to increase desk space. *Picture: Getty*
- 6 Beautify your workspace with indoor plants. *Picture: Getty*
- 7 Align your workspace design with the rest of your home. *Picture: Getty*



Pros and cons of air conditioning

April heralds the onset of balmy weather – and the perfect time to discuss the pros and cons of air conditioning.

It's an even more perfect time if you so happen to be in the process of renovating or building to discuss some of the questions you should consider if you're planning air conditioning at your place.

What are the pros and cons of air conditioning?

There are a number of pros and cons of air conditioning to consider before making a purchase. The obvious pro is being able to control the temperature of your indoor environment. Air conditioning can help remove humidity in the height of summer, particularly in the hotter parts of the country. Another pro is that the majority of air

conditioners are now reverse cycle, which allows for heating in winter and offers a year-round solution. Some of the more premium brands also offer ioniser filtration, which removes allergens and contaminants from the air.

The cons are that air conditioning units can be a breeding ground for bacteria and fungus; you need to make sure you get your unit serviced as per the manufacturer's recommendations. Air con units can also be expensive to run and install. They require installation by a licensed tradesman, both to validate your warranty but also for safety.

1 There are pros and cons of air conditioning, one of which is the ability to receive, perhaps, a better night's sleep during the hot weather. *Picture: Getty*

What are the different types of air conditioners?

- The simplest system is a single split system; it features an indoor unit that mounts on the wall and requires a ‘white box’ or compressor/condenser to be placed outside.
- Ducted systems have one large fan coil which connects to ducting; the ducting usually runs either in the roof space or under the floor and delivers to multiple rooms through vents.



What's the difference between ducted air conditioning vs. a split system?

Single-split systems are the easiest to retrofit to an existing home and the most cost-effective to install. For supply and installation, expect to pay around \$1,800 for a small bedroom, and up to \$3,500 for a larger system to cool or heat a large open-plan living area.

You can also get a multi-split air conditioner; this is ideal for apartments or where outdoor space is tight as it allows up to five indoor units to be connected to one condenser. These start at around \$3,000 for two units, and go up to \$10,000 for a large system with five units.

Ducted systems are visually less intrusive and perfect if you want to condition an entire floor. A simple system for three rooms starts at around \$6,000, while a large system to condition an entire house (with zones to manage airflow) can cost up to \$15,000.



What about an evaporative cooler vs. air conditioner?

An evaporative cooler is a device that cools air through the evaporation of water. Evaporative systems only work in dry climates, such as South Australia; if the humidity is high there is already moisture in the air, so no heat exchange can take place.

The benefit of evaporative coolers is that they're quiet and, because they don't require a compressor-driven condenser, they're more affordable to run. They are similar to ducted air conditioning systems in cost, but they're much more cost-effective to run.



- 2 There are different types of air conditioners. The single split system in this bedroom simply mounts on the wall and is perfect for retrofitting. *Picture: realestate.com.au/buy*
- 3 The main difference between ducted air conditioning vs. a split system is that a ducted system is visually more discreet. In this kitchen, only the ceiling vent can be seen. *Picture: realestate.com.au/buy*
- 4 This unique church residence in South Australia uses an evaporative system to cool its lofty spaces. *Picture: realestate.com.au/buy*
- 5 Cross ventilation in good building design is essential; it uses fresh air to cool your house and can also prevent mould from growing inside. *Picture: Getty*
- 6 Usually only large-scale architectural building projects require the services of mechanical consultants for air conditioning systems. *Picture: Getty*

Is air con suitable for all homes?

Most homes can have air conditioning installed once the build or renovation is complete. However, there are many more options you can explore in terms of design and ways to hide piping/cabbling.

If your home has good insulation and cross ventilation – with no direct sunlight hitting the glass – there may be no need to install air conditioning. Ceiling fans might be all that's needed.

In homes where there is a lack of shading and lots of glass, it's almost essential to install air conditioning as the system will provide comfort in an otherwise almost inhabitable space. A good contractor should be able to offer different options depending on your budget/requirements and offer the best solution for your space.

Who should I engage to install the system for me?

A good contractor should be engaged when you decide you want to install an air conditioning unit – it's unlikely a consultant will need to be engaged.



6



5

What are some tips when receiving a quote?

- There are calculators online from brands such as Fujitsu and Panasonic that give you an idea of the size of unit you need.
- Ask if the electrical supply to the unit is included in the price as this can add hundreds of dollars to the cost.
- The placement of the outdoor unit is important as there are council rules regarding placement and noise restrictions if running the system overnight.
- A good contractor should discuss all of the above with you when they come to do a quote – so don't be afraid to ask questions. ■

**PROPERTY
BELOW RM500K**



Damansara Perdana, Flora Damansara Apartment, Apartment, SALE, RM 195,000, 3r2b, BU850sqf, Melvin kong, 012-632 9208, PEA:1658, E00000, UP5821279



Cheras, Indah Cempaka, Pandan Indah, Apartment, SALE, RM 290,000, 1r1b, BU675sqf, Hazlan, 6017-514 1600, REN:01619, E(1)0452/4, UP5508754



Shah Alam, Menara U. Service Apartment, SALE, RM 310,000, 1+1r1b, BU527sqf, Hazlan, 6017-514 1600, REN:01619, E(1)0452/4, UP2570209



Balakong, Silk Sky, Cheras South, Cheras Selatan, Condominium, SALE, RM 328,000, Studior1b, BU484sqf, KC Lim, 6012-503 0519, REN:09258, E(1)1112/1, UP5853490



Balakong, Silk Sky, Cheras South, Cheras Selatan, Condominium, SALE, RM 328,000, Studior1b, BU484sqf, KC Lim, 6012-503 0519, REN:09258, E(1)1112/1, UP5818944



Kepong, Taman Usaha Jaya Kepong, 2-sty Terrace/Link House, SALE, RM 330,000, 3r1b, BU1400sqf, LA15x50sqf, Amy Chin, 016-382 9111, E(3)1487, UP5851528



Cheras, Green Suria Apartment, Apartment, SALE, RM 343,000, 3+1r2b, BU1212sqf, Ms. Chang, 012-343 6443, E(1)1112/1, UP4382021



Puchong, D' Kiara Apartment, Taman Wawasan, Apartment, SALE, RM 350,000, 3r2b, BU905sqf, Miki, 012-299 9234, REN:07048, E(1)1670, UP5888831



USJ, Rhythm Avenue USJ 19, Subang Jaya, Apartment, SALE, RM 370,000, 3r2b, BU919sqf, Hazlan, 6017-514 1600, REN:01619, E(1)0452/4, UP5013562



Cheras, Taman Wangsa Cheras, Batu9, Taman Suntext, 1-sty Terrace/Link House, SALE, RM 390,000, 3r2b, BU1300sqf, LA20x65sqf, Terence Th, 017-668 2669, REN:01644, E(1)1537, UP5489595



Kuchai Lama, Kuchai East, Service Apartment, SALE, RM 380,000, 1r1b, BU568sqf, Kelvin Foo, 012-262 6993, E(1)1669/1, UP5905678



Shah Alam, 2-sty Terrace/Link House, SALE, RM 398,000, 4r3b, BU1350sqf, LA1010sqf, Zimir, 016-210 4919, PEA:1104, V (1) 001/2, UP5755254



Telok Panglima Garang, Kemuning South, Kota Kemuning, RM 410,000, 2-sty Terrace/xBU1670sqf, LA1200sqf, Kira Chow, 012-288 5564, E(1)1321, UP5757256



Rawang, Bandar County Homes, 2-sty Terrace/Link House, SALE, RM 430,000, 3+1r3b, BU1350sqf, LA1500sqf, Nazri Husain, 013-386 3359, E(1)1321/4, UP5847406



Cheras, Vina Versatile Homes, Condominium, SALE, RM 480,000, 3r2b, BU900sqf, Melvin kong, 012-632 9208, PEA:1658, E00000, UP5869382



Balakong, Silk Sky, Cheras South, Cheras Selatan, Condominium, SALE, RM 488,000, 3r2b, BU1044sqf, KC Lim, 6012-503 0519, REN:09258, E(1)1112/1, UP5869913



Balakong, Silk Sky, Cheras South, Cheras Selatan, Condominium, SALE, RM 495,000, 3r2b, BU1044sqf, KC Lim, 6012-503 0519, REN:09258, E(1)1112/1, UP5867138

**PROPERTY @ KLANG
VALLEY**



Jalan Kuching, Flexus Soho, Soho, RENT, RM 1,600, Studior1b, Liz Chuah, 018-370 2557, E00000, UP5837481



Ampang Hilir, M Suites, Ampang, Serviced Residence, RENT, RM 2,100, Studior1b, BU502sqf, KL Chin, 6012-298 6982 / 6012-291 6982, REN:00696, E(3)1315, UP4707371



Alex Chong

I-City, i-SOHO @ i-City, Serviced Residence, RENT, RM 1,600, Studiorb, BU465sqf, Alex Chong, 012-208 5868, PEA:1399, E(3)0998, UP5844729



Miki Wong

Ampong Hilir, M Suites, Ampang, Serviced Residence, RENT, RM 2,000, Studiorb, BU502sqf, Miki, 012-299 9234, REN:07048, E(1)1670, UP4951435



Julian Tong

Mont Kiara, Kiara Designer Suites Condominium, Condominium, RENT, RM 2,700, 3r2b, BU1188sqf, Julian Tong, 012-212 1665, REN:00234, E(1)1652, UP2378752



Mont Kiara, Arcoris Residences, Serviced Residence, RENT, RM 4,700, 2+2r2b, BU965sqf, Dion Diong, 012-275 1245, REN:01512, E(3)0509, UP5904003



Bukit Bintang, Pavilion Residences, Serviced Residence, RENT, RM 7,000, 2r2b, BU1509sqf, Raden Raun, 012-317 7879, REN:14539, E(1)1215, UP5821025



Jalan Kuching, Ground Floor Main Road, Jalan Segambut, Jalan Kuching, Jalan Ipoh, Kuala Lumpur, Shop, RENT, RM 38,000, BU8853sqf, Philip Law, 012-367 1557, REN:18385, E(1)1670/3, UP5758710



Desa ParkCity, PLAZA ARKADIA, Arcadia, Shop, RENT, RM 8,200, 1b, BU1938sqf, Angye Ng, 6012-512 9662 / 6017-300 6665, REN:07928, E(1)1501, UP5898570



Kelvin Foo

Bukit Jalil, Paraiso Residence @ The Earth, Serviced Residence, SALE, RM 505,000, 3r2b, BU960sqf, Kelvin Foo, 012-262 6993, E(1)1669/1, UP5905657



Taman Desa, Faber Ria, Condominium, SALE, RM 510,000, 2r2b, BU960sqf, WM Seet, 6012-981 3350, REN:04389, E(1)1652, UP4951370



Jalan Klang Lama (Old Klang Road), Tria Residences, Condominium, SALE, RM 589,999, 2r2b, BU764sqf, Keith Leow, 012-524 9610, E00000, UP5826317



Mont Kiara, Inspirasi, Serviced Residence, SALE, RM 590,000, 3r2b, BU1015sqf, Terry Tang, 018-466 1227, E00000, UP5824318



Azmi Arshad

Bangi, Bangi Avenue, Bandar Seri Putra, Kajang, 2-sty Terrace/Link House, SALE, RM 530,000, 4r4b, BU2130sqf, LA20x70sqf, Azmi Arshad, 012-274 3800, REN:19967, E(3)0050/12, UP4521998



Damansara Damai, Armanee Condominium, SALE, RM 590,000, 4r3b, BU1645sqf, Hazlan, 6017-514 1600, REN:01619, E(1)0452/4, UP5130656



Putra Heights, Ambang Saujana Putra Heights, 2-sty Terrace/Link House, SALE, RM 598,000, 3r3b, BU1840sqf, LA20x73sqf, Alex Chong, 012-208 5868, PEA:1399, E(3)0998, UP5853300



Bukit Jalil, Anjung Hijau (Greenfields), Apartment, SALE, RM 600,000, 2+1r2b, BU996sqf, C.B.Lee, 6019-368 7799, E(1)1492, UP5550942



Bangi, Bangi Avenue, Bandar Seri Putra, Kajang, 3-sty Terrace/Link House, SALE, RM 630,000, 7r7b, BU3214sqf, LA20X70sqf, Azmi Arshad, 012-274 3800, REN:19967, E(3)0050/12, UP4590398



Kajang, Bukit Angkat Kajang 2 Sty Link Factory, Office, SALE, RM 880,000, BU2500sqf, LA2000sqf, Jayson Tee, 016-377 1088, E00000, UP5849266



Jalan Klang Lama (Old Klang Road), Avantas Residences, Jalan Klang Lama, Condominium, SALE, RM 868,000, 2+1r2b, BU1146sqf, LA1146sqf, Bee Chai, 012-774 5555, REN:19263, E(3)0812, UP5214071



KLCC, Setia SKY Residences, Serviced Residence, SALE, RM 890,000, 2+1r3b, BU1055sqf, Angeline Liew, 6013-227 3218, E(3)0812, UP3345170



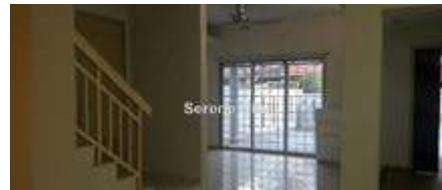
Taman Desa, The Address, Condominium, SALE, RM 650,000, 3+1r2b, BU1118sqf, Kelvin Foo, 012-262 6993, E(1)1669/1, UP5905164



Kajang, Taman Bukit Cantik, 2-sty Terrace/Link House, SALE, RM 700,000, 4r3b, BU3200sqf, LA1600sqf, Tracy Ann, 012-323 1435, E(1)0452, UP5764429



Bandar Menjalara, Menjalara 18, Condominium, SALE, RM 769,000, 3b, BU1316sqf, LA1316sqf, Catherine Wong, 012-492 9657, E(3)1046, UP4441717



Subang Jaya, USJ 11, 2-sty Terrace/Link House, SALE, RM 830,000, 3+1r3b, LA22 x 75sqf, Serene Chua, 012-969 9676, REN:07552, E(1)1197, UP5687025



Kajang, Nadayu 92, 3-sty Terrace/Link House, SALE, RM 897,777, 4+1r4b, BU1801sqf, LA3748sqf, Nazri Husain, 013-386 3359, E(1)1321/4, UP5816928



KLCC, Setia SKY Residences, Serviced Residence, SALE, RM 900,000, 2+1r3b, BU1055sqf, Angeline Liew, 6013-227 3218, E(3)0812, UP4248954



Dutamas, Sutramas Luxury Condominium, Condominium, SALE, RM 900,000, 4+1r4b, BU1970sqf, LA1970sqf, Celina Koh, 012-228 1248, REN:17715, E(1)1583/1, UP5685411



Setapak, Putra Villa, Taman Melati, Condominium, SALE, RM 900,000, 5+1r5b, BU3222sqf, Kenny Khoo, 016-333 4488, REN:23769, E(2)1064/4, UP5604381



Setiawangsa, Taman Setiawangsa, 2-sty Terrace/Link House, SALE, RM 930,000, 4+1r3b, BU2200sqf, LA22x75sqf, Kristine Lim, 019-328 9888, E(1)1537, UP5874963



Mont Kiara, Ceriaan Kiara, Condominium, SALE, RM 950,000, 4r4b, BU2208sqf, Henry Lim, 017-698 8618, E(3)0256, UP4749122



Kajang, Semi D, Sungai Long, Semi-detached House, SALE, RM 950,000, 6+1r4b, LA42x72sqf, Ray Lee, 016-333 8132, E(3)1381, UP5538263



KLCC, Setia SKY Residences, Serviced Residence, SALE, RM 1,000,000, 2+2r3b, BU1281sqf, Angeline Liew, 6013-227 3218, E(3)0812, UP4210244



KLCC, Setia SKY Residences, Serviced Residence, SALE, RM 1,000,000, 2+2r4b, BU1313sqf, Angeline Liew, 6013-227 3218, E(3)0812, UP4551038



Taman Melawati, Residential Land, SALE, RM 1,100,000, BU6800sqf, Elise Koik, 012-388 7593, E(3)0085, UP5825821



Kepong, Taman Bukit Maluri, 2-sty Terrace/Link House, SALE, RM 1,100,000, 4r3b, BU3000sqf, LA1760sqf, Catherine Wong, 012-492 9657, E(3)1046, UP5868821



Mont Kiara, Kiaramas Ayuria, Condominium, SALE, RM 1,250,000, 3+1r4b, BU1605sqf, Dion Diong, 012-275 1245, REN:01512, E(3)0509, UP5737473



Mont Kiara, Kiaramas Ayuria, Condominium, SALE, RM 1,250,000, 3+1r4b, BU1605sqf, Dion Diong, 012-275 1245, REN:01512, E(3)0509, UP4709751



Kepong, Bandar menjalara, 2-sty Terrace/Link House, SALE, RM 1,250,000, 4r3b, LA22 x 90sqf, Meixin Leow, 012-313 9631, REN:03679, E(3)0684, UP5739504



KLCC, Setia SKY Residences, Serviced Residence, SALE, RM 1,288,000, 3+1r4b, BU1701sqf, Angeline Liew, 6013-227 3218, E(3)0812, UP4536081



Mont Kiara, Kiaramas Ayuria, Condominium, SALE, RM 1,350,000, 3+1r3b, BU1605sqf, Dion Diong, 012-275 1245, REN:01512, E(3)0509, UP5737277



Bukit Jalil, The Treez, Condominium, SALE, RM 1,360,000, 3+1r2b, BU1700sqf, KTeoh, 012-969 8261, E(3)0050/13, UP5687413



Taman Tun Dr Ismail, The Plaza Condominium @ TTDI, Condominium, SALE, RM 1,399,000, 3+1r4b, BU1873sqf, 3L Enterprises, 03-7728 9228, REA:E154, AE(3)0006, UP5201909



City Centre, Megan avenue 1, klcc, Retail-Office, SALE, RM 1,550,000, 4r2b, BU2314sqf, Kelvin Foo, 012-262 6993, E(1)1669/1, UP5904204



Nilai, nilai, sepang, bandar enstek, Bungalow House, SALE, RM 1,600,000, 5r5b, BU5243sqf, LA60x100sqf, Vivi Tan, 018-388 4168, E(1)1307, UP5562215



Rawang, Emerald East, Bungalow House, SALE, RM 1,800,000, 7+1r5b, BU5500sqf, LA6737sqf, Angeline Beh, 012-971 8068, REN:04583, E(1)1714, UP4249052



Mont Kiara, Sunway Vivaldi, Condominium, SALE, RM 2,000,000, 4+1r5b, BU2573sqf, Julie Yong, 012-382 5998, REN:09121, E(1)1197, UP1274442



KLCC, Vipod Suites, Condominium, SALE, RM 2,250,000, 2+1r2b, BU1286sqf, CHRIS LEE, 010-899 8303/012-923 6323, REN:11554, E(3)1120/1, UP5044574



Ampang, Beverly Heights, Ukay Heights, Semi-detached House, SALE, RM 2,250,000, 6r6b, BU3800sqf, LA3200sqf, CHRIS LEE, 010-899 8303/012-923 6323, REN:11554, E(3)1120/1, UP5407731



Ampang, Tijani Ukay, Ukay Perdana, Bungalow House, SALE, RM 2,380,000, 5+1r6b, BU3778sqf, LA3821sqf, Kenny Khoo, 016-333 4488, REN:23769, E(2)1064/4, UP5648266



Mont Kiara, Kiaraville, Condominium, SALE, RM 2,390,000, 4+1r5b, BU3410sqf, LA3410sqf, Alicia Chan, 012-611 9096, REN:04198, E(1)1766, UP3978484



Mont Kiara, Sunway Vivaldi, Condominium, SALE, RM 2,500,000, 4+1r6b, BU3466sqf, Julie Yong, 012-382 5998, REN:09121, E(1)11978, UP955271



Bukit Jelutong, Bidai Residence, Bungalow House, SALE, RM 2,880,000, 4+1r6b, BU4000sqf, LA6202sqf, Patrick Xee, 6012-655 5705 / 6016-201 8684, REN:00830, E(1)1411, UP5401372



Kota Kemuning, Bukit Naga, Semi-D factory, SALE, RM 3,200,000, BU5200sqf, LA10500sqf, Alexis Yeong, 016-949 8999, E(1)1492, UP5862807



Jalan Klang Lama (Old Klang Road), Bungalow House, SALE, RM 3,380,000, 8r8b, BU10000sqf, LA14500sqf, Kelvin Foo, 012-262 6993, E(1)1669/1, UP5905309



Rawang, Kundang Rawang, Agricultural Land, SALE, RM 4,073,295, BU90517sqg, LA2.0785aa, Philip Law, 012-367 1557, REN:18385, E(1)1670/3, UP5567935



KLCC, The Ritz-Carlton Residences, Jalan Sultan Ismail, Condominium, SALE, RM 5,280,000, 3+1r5b, BU2142sqf, Amanda Goh, 016-263 2288, REA:E2202, E(1)1707/1, UP5452848



Seri Kembangan, Bukit Serdang, Section 7, Factory, SALE, RM 5,550,000, BU12000sqf, LA23000sqf, Robin Chum, 012-217 1189, REN:08576, EPM(3)0002, UP5890895



Kepong, 1.5Sty Corner Factory, TAGO, Kepong, Kepong KIP, Detached factory, SALE, RM 12,500,000, BU15000sqf, LA25500sqf, Philip Law, 012-367 1557, REN:18385, E(1)1670/3, UP4684092



Rawang, Chicken Farm Kundang Kuang, Agricultural Land, SALE, RM 26,500,000, BU848548sqg, LA19.48sqg, Philip Law, 012-367 1557, REN:18385, E(1)1670/3, UP5432166



KLCC, KLCC, Jalan Tun Razak, KL City Centre, Commercial Land, SALE, RM 37,635,000, BU19874sqf, LA19874sqf, Philip Law, 012-367 1557, REN:18385, E(1)1670/3, UP5822362



Kajang, Country Heights Kajang, Commercial Land, SALE, RM 69,849,750, LA6.4sqg, Philip Law, 012-367 1557, REN:18385, E(1)1670/3, UP5479736



Ampang, Dataran Ukay, 3-sty Terrace/Link House, SALE, 6r5b, BU62000sqf, LA38000sqf, 3L Enterprises, 03-7728 9228, REA:E154, AE(3)0006, UP5201990



Mont Kiara, Gateway Kiaramas, Condominium, SALE, 3r3b, BU1658sqf, Golden Vista Realty, 012-235 5256, E(3)0436, UP5848146

PROPERTY OUTSIDE KLANG VALLEY



Masai, Seri Mutiara Apartment, Bandar Baru Seri Alam, Apartment, SALE, RM 308,000, 3r2b, BU1330sqf, LA1330sqf, Tomato Loh, 019-750 5088, REN:00425, E(3)0928, UP5873871



Johor Bahru, SuriaMas Suites, Larkin, Apartment, RENT, RM 1,000, 1r2b, Susan Chai, 013-772 9933, REN:07917, E(2)1621, UP3486685



Iskandar Puteri (Nusajaya), Indah Court Apartment, Bukit Indah 2, Apartment, SALE, RM 260,000, 3r2b, BU850sqf, Peter Chin, 012-770 0348, REN:15268, E(1)1321/7, UP5910731



Johor Bahru, Bayu Puteri 1, Taman Bayu Puteri, Apartment, RENT, RM 1,500, 3r2b, BU1100sqf, Jay Tan, 012-762 0127, REN:20830, VE(1)0220/5, UP5827244



Masai, The WaterEdge, Apartment, SALE, 3+1r3b, BU1894sqf, Mike Lee, 011-1093 1028, REN:21996, E(2)1621, UP5823153



Johor Bahru, Aloha Tower Condominium, Condominium, SALE, RM 400,000, 4r3b, LA1700sqf, Tomato Loh, 019-750 5088, REN:00425, E(3)0928, UP5896746



Tebrau, Palazio, Taman Mount Austin, Serviced Residence, SALE, RM 388,000, 3r2b, BU1097sqf, Kit Cheong, 016-741 2788, E(1)1605/1, UP5899415



Ulu Tiram, Tmn Pelangi Indah, Semi-detached House, SALE, RM 988,000, 4+1r4b, LA40x80sqf, Weinnie Chon, 012-717 1600, REN:25090, E(1)1605/1, UP5820146



Skudai, Mutiara Mas, Mutiara Rini, Cluster Homes, SALE, RM 799,000, 4+1r4b, BU2330sqf, LA32x65sqf, Weinnie Chon, 012-717 1600, REN:25090, E(1)1605/1, UP5819084



Ulu Tiram, Tmn Gaya, Pelangi Indah, Cluster Homes, SALE, RM 950,000, 4r5b, LA34x80sqf, Weinnie Chon, 012-717 1600, REN:25090, E(1)1605/1, UP5819171



Johor Bahru, Taman Melawati, Semi-detached House, SALE, RM 618,000, 4r3b, BU3200sqf, LA3200sqf, Tomato Loh, 019-750 5088, REN:00425, E(3)0928, UP5817688



Tampoi, Taman Perling, Semi-detached House, SALE, RM 808,000, 4r3b, BU4613sqf, LA4613sqf, Tomato Loh, 019-750 5088, REN:00425, E(3)0928, UP5509362



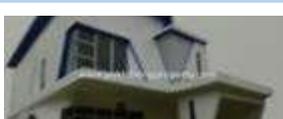
Skudai, Taman Teratai, Shop-Office, SALE, RM 868,000, LA1650sqf, Tomato Loh, 019-750 5088, REN:00425, E(3)0928, UP4625130



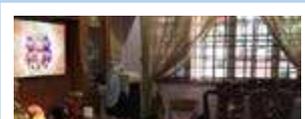
Johor Bahru, Johor Bahru corporate office tower Austin 18, Taman Mount Austin, Office, RENT, RM 2,100, 1b, BU673sqf, Charleen Koh, 010-668 8932, REN:23029, E(1)1395/10, UP5455446



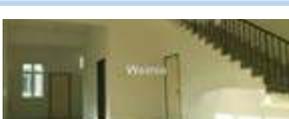
Johor Bahru, Ehsan Jaya, Johor Jaya, Setia Indah, 2-sty Terrace/Link House, SALE, RM 538,000, 4r3b, LA20x65+8sqf, Weinnie Chon, 012-717 1600, REN:25090, E(1)1605/1, UP5828091



Setia Tropika, 2-sty Terrace/Link House, SALE, RM 520,000, 3r3b, LA22x75sqf, Yuki Cheng, 016-778 8224, REN:16518, E(3)1247/1, UP5828609



Skudai, Taman Melawati, Mutiara Rini, 2-sty Terrace/Link House, SALE, RM 599,000, 5r3b, LA44x75sqf, Weinnie Chon, 012-717 1600, REN:25090, E(1)1605/1, UP5817508



Skudai, Pulau Jaya, Pulau Hijauan, 2-sty Terrace/Link House, SALE, RM 600,000, 4r3b, LA38x65sqf, Weinnie Chon, 012-717 1600, REN:25090, E(1)1605/1, UP5817692



Masai, Tmn Megah Ria Masai, 2-sty Terrace/Link House, SALE, RM 488,000, 4r3b, LA22x70sqf, Weinnie Chon, 012-717 1600, REN:25090, E(1)1605/1, UP5821269



Kulai, Bandar Putra Kulai, 2-sty Terrace/Link House, SALE, RM 338,000, 3r2b, LA24x75sqf, Tomato Loh, 019-750 5088, REN:00425, E(3)0928, UP5337720



Johor Bahru, Taman suria, 2.5-sty Terrace/Link House, SALE, RM 628,000, 5+1r3b, LA1760sqf, Charleen Koh, 010-668 8932, REN:23029, E(1)1395/10, UP5681685



Iskandar Puteri (Nusajaya), Taman Bukit Indah, 2-sty Terrace/Link House, SALE, RM 688,000, 4r3b, LA20x70sqf, Yuki Cheng, 016-778 8224, REN:16518, E(3)1247/1, UP5812304



Johor Bahru, MOUNT AUSTIN, 2-sty Terrace/Link House, SALE, RM 480,000, 3+1r3b, BU1500sqf, Susan Chai, 013-772 9933, REN:07917, E(2)1621, UP5329264



Setia Indah, 1-sty Terrace/Link House, SALE, RM 580,000, 3+1r2b, BU2800sqf, LA40x70sqf, Kit Cheong, 016-741 2788, E(1)1605/1, UP5896972



Setia Indah, Jalan Setia x/15, Taman Setia Indah, 1-sty Terrace/Link House, SALE, RM 550,000, 4r2b, BU1950sqf, LA3000sqf, Raymond Pow, 012-727 8108, REN:18968, E(3)1571, UP5888385



Johor Bahru, Seri Austin Residence, Apartment, SALE, RM 470,000, 3+1r3b, BU1208sqf, Yuki Cheng, 016-778 8224, REN:16518, E(3)1247/1, UP5822235



Permas Jaya, factory, Warehouse, SALE, RM 15,000,000, BU88000sqf, LA1742400sqf, Elaine Lee, 6012-549 1341, REN:04629, E(1)1215, UP5898269



Permas Jaya, P'residen, Bandar Baru Permas Jaya, Apartment, SALE, RM 420,000, 3r2b, BU1050sqf, LA1050sqf, YK Lai, 019-777 1213, E(2)1621, UP5662118



Johor Bahru, Villa Bestari Apartment, Apartment, SALE, RM 330,000, 3r2b, BU1130sqf, Liang, 012-711 7033, REN:05298, E(3)0131, UP5723556



Pontian, Benut, Commercial Land, SALE, RM 1,165,000, BU46609sqf, LA46609sqf, Tomato Loh, 019-750 5088, REN:00425, E(3)0928, UP5072359



Johor Bahru, Pinnacle Tower, Serviced Residence, RENT, RM 1,900, 2r2b, BU1155sqf, YK Khoo, 019-628 0989, REN:02573, E(3)0050/19, UP5870573



Tampoi, TAMPOI, Factory, RENT, RM 5,800, BU8200sqf, LA14000sqf, YK Lai, 019-777 1213, E(2)1621, UP5877747



Johor Bahru, Tampoi Industrial Area, Factory, SALE, RM 2,500,000, 2b, BU8200sqf, LA14000sqf, YK Lai, 019-777 1213, E(2)1621, UP5323000



Johor Bahru, Taman Mount Austin, Cluster Homes, SALE, RM 828,000, 4+1r4b, BU2240sqf, LA2240sqf, YK Lai, 019-777 1213, E(2)1621, UP587762



Johor Bahru, taman mutiaramas, Cluster Homes, SALE, RM 750,000, 5r4b, BU2860sqf, LA32x65sqf, YK Lai, 019-777 1213, E(2)1621, UP5877662



Johor Bahru, taman mutiaramas, Cluster Homes, SALE, RM 838,000, 5+1r5b, BU2710sqf, LA32x65sqf, YK Lai, 019-777 1213, E(2)1621, UP5877699



Setia Indah, Mount Austin, 2-sty Terrace/Link House, SALE, RM 200,000, 2r1b, LA880sqf, Ben Then, 012-784 2255, E(2)1621, UP5870948



Skudai, Nusavilla, Townhouse, RENT, RM 1700, 4r3b, BU1600sqf, Kevan Yow, 016-518 8242, E(1)1307/4, UP5790053



Ayer Keroh, Bukit Katil, Bungalow House, SALE, RM 2,400,000, 6r6b, BU6000sqf, LA20000sqf, Vito Lee, 010-221 5315, REN:13022, E(1)1321/4, UP4242667



Melaka Tengah, 1K Krubong, Bungalow House, SALE, RM 588,000, 4r2b, BU1500sqf, LA50x80sqf, Vito Lee, 010-221 5315, REN:13022, E(1)1321/4, UP5832514



Other, Cheng, Lebu AMJ, Malim, 2-sty Terrace/Link House, SALE, RM 525,000, 4r3b, BU1540sqf, LA22x70sqf, Daniel Pow, 016-557 3125, E(1)1605, UP5771505



Senawang, S/S semi-D Non Bumi Taman Tuanku Jaafar, Semi-detached House, SALE, RM 400,000, 3r2b, BU1450sqf, LA2805sqf, RENA Rahman, 018-327 8005, VE(1)0241/1, UP5613579



Seremban, s/s Rasah Kemayan Seremban, Bungalow House, SALE, RM 1,320,000, 4r3b, BU2800sqf, LA7800sqf, RENA Rahman, 018-327 8005, VE(1)0241/1, UP5881165



Port Dickson, Telok Kemang KM 11, Agricultural Land, SALE, RM 16,000,000, LA4.575sq, Tin S P, 012-910 2512, REN:15304, E(1)0452, UP5558093



Bandar Sri Sendayan, Nusari Bayu 3 Seremban, 2-sty Terrace/Link House, SALE, RM 418,000, 4r3b, BU1900sqf, LA22 x 75sqf, RENA Rahman, 018-327 8005, VE(1)0241/1, UP5904357



Butterworth, Bliss Place, Apartment, SALE, RM 330,000, 3r2b, BU916sqf, SH Koay, 011-1095 8731, E(3)0256, UP5400159



Nilai, Vision City Youth City, Bandar Baru Nilai, Serviced Residence, SALE, RM 199,000, Studio1b, BU460sqf, Jacy Chan, 017-678 0178, VE(3)0287, UP5606694



Senawang, Bungalow House, SALE, RM 709,200, 6r4b, BU3157sqf, LA4250sqf, Jason Chew, 012-626 2869, E(1)1670, UP5864712



Cameron Highlands, Mont' Vue Apartment, Apartment, SALE, RM 388,000, 3r2b, BU843sqf, LUKE LEE, 012-2577 440, E(1)1215, UP4580677



Tanah Rata, Cameron highland, Semi-detached House, SALE, RM 2,280,000, 4r5b, BU3000sqf, LA3800sqf, Elaine Lee, 6012-549 1341, REN:04629, E(1)1215, UP5018930



Gelugor, Raffles Tower, Taman Bukit Gambier, Condominium, RENT, RM 3,200, 3+1r3b, BU1600sqf, Ang Chin Chye, 016-414 1228, REN:20144, E(3)0849, UP5804984



Gelugor, Raffles Tower, Taman Bukit Gambier, Condominium, SALE, RM 1,298,000, 3+1r3b, BU1600sqf, Ang Chin Chye, 016-414 1228, REN:20144, E(3)0849, UP4690707



Bayan Lepas, Setia Pearl Island, 3-sty Terrace/Link House, SALE, RM 1,350,000, 5r4b, BU3465sqf, LA1400sqf, SH Koay, 011-1095 8731, E(3)0256, UP5404927



Batu Maung, Sunway Cassia, 3-sty Terrace/Link House, SALE, RM 925,000, 5r5b, BU3100sqf, Ang Chin Chye, 016-414 1228, REN:20144, E(3)0849, UP5234733



Bayan Lepas, BayStar Condominium, Queensbay, Condominium, SALE, RM 1,250,000, 4+1r3b, BU2248sqf, Flame Lee, 010-226 6764, REN:03274, E(3)1646, UP5556080



Sitiawan, Taman Singa Baru 2, 2-sty Terrace/Link House, SALE, RM 388,000, 5r3b, LA22x70sqf, Jeslyn Goh, 012-288 8372, REN:09364, E(3)1546, UP5518717



Ipoh, Panaroma Lapangan Kinara Semi D, Semi-detached House, SALE, RM 768,000, 5r5b, LA35 x 100sqf, Gladys Goh, 014-349 8259, REN:10242, E(1)1307/7, UP5908801



Tanjung Malim, Taman sri indah 2 tanjung malim, 2-sty Terrace/Link House, SALE, RM 550,000, 7+r4b, LA3272sqf, Wong Kah Weng, 018-977 9648/012-323 3456, REN:10454, E(3)1373, UP3161914



Kota Kinabalu, Taman Austral, Bungalow House, SALE, RM 1,380,000, 4r3b, BU2500sqf, LA6457sqf, Wilson Chew, 016-801 1180, E(1)1307, UP5887696



Kampar, 2-sty Terrace/Link House, RENT, RM 650, 3r2b, LA960, Eiven Ho, 016-624 2824, E00000, UP5899719

SHAH ALAM



Shah Alam, Seksyen 9, Shah Alam, Bungalow Land, SALE, RM 1,200,000, LA9360sqf, Hazlan, 6017-514 1600, REN:01619, E(1)0452/4, UP5148959



Bukit Jelutong, Semi-detached House, SALE, RM 3,000,000, 6r6b, BU5000sqf, LA7500sqf, Hazlan, 6017-514 1600, REN:01619, E(1)0452/4, UP5723352

PUCHONG



Puchong, The Earth @ Bukit Jalil, Shop, RENT, RM 2,000, BU1680sqf, James Chow, 019-333 3688, REN:19575, E(1)1286, UP3945163



Puchong, X2 Residency, Condominium, SALE, RM 650,000, 4+1r5b, BU2610sqf, Terence Yap, 012-232 9042, REN:10998, E00000, UP5895392



Puchong, Bandar Bukit Puchong, Puchong, 2-sty Terrace/Link House, SALE, RM 700,000, 4r3b, BU1900sqf, LA1650sqf, Kira Chow, 012-288 5564, E(1)1321, UP5827357



Puchong, Puchong BK3, 2-sty Terrace/Link House, SALE, RM 760,000, 4r3b, BU1400sqf, LA20X70sqf, C.B.Lee, 6019-368 7799, E(1)1492, UP3773387

CHERAS



Balakong, Silk Sky, Cheras South, Cheras Selatan, Condominium, RENT, RM 1,100, 3r2b, BU484sqf, KC Lim, 6012-503 0519, REN:09258, E(1)1112/1, UP5867165



Balakong, Silk Sky, Cheras South, Cheras Selatan, Condominium, RENT, RM 1,100, 3r2b, BU1044sqf, KC Lim, 6012-503 0519, REN:09258, E(1)1112/1, UP5788479



Balakong, Silk Sky, Cheras South, Cheras Selatan, Condominium, SALE, RM 538,000, 3r2b, BU1044sqf, Jackson EE, 013-776 8850, REN:00328, E(3)1679, UP5786722



Cheras, Damai Hillpark, Bandar Damai Perdana, Condominium, SALE, RM 508,000, 3r2b, FT Lim, 012-283 1018, E(3)0868, UP5886612



Balakong, Silk Sky, Cheras South, Cheras Selatan, Condominium, RENT, RM 1,200, 3r2b, BU1044sqf, Daniel Lee, 012-371 9572, REN:09194, E(1)1708, UP5753743



Cheras, Vina Versatile Homes, Condominium, SALE, RM 590,000, 3r2b, BU1250sqf, KC Lim, 6012-503 0519, REN:09258, E(1)1112/1, UP5867126



Cheras, Bandar Tun Hussein Onn, 2-sty Terrace/Link House, SALE, RM 650,000, 6r5b, BU1650sqf, LA2375sqf, Nazri Husain, 013-386 3359, E(1)1321/4, UP5813130



Cheras, Desa Tun Razak, Factory, SALE, RM 2,250,000, 2b, BU4800sqf, LA3000sqf, Robin Chum, 012-217 1189, REN:08576, EPM(3)0002, UP4361709



Simon Chong

Cheras, TAMAN PUTRI JAYA, 3-sty Terrace/Link House, SALE, RM 690,000, 7r5b, LA20X65sqf, Simon Chong, 6014-666 6659, REN:13279, E(3)0465/1, UP5406464



Cheras, Batu 9 cheras, 3-sty Terrace/Link House, SALE, RM 650,000, 6+1r5b, LA20x65sqf, KC Lim, 6012-503 0519, REN:09258, E(1)1112/1, UP5903689

PETALING JAYA



QUEST REALTY

Damansara Utama, Petaling Jaya, Semi-detached House, SALE, RM 2,630,000, 5r5b, BU3300sqf, LA3600sqf, Kristin Choo, 012-379 5852, REA:1542, E(3)0346, UP5204488



C.B.Lee

Petaling Jaya, SSI Kg Tunku, Bungalow House, SALE, RM 1,950,000, 4+1r2b, BU3000sqf, LA6200sqf, C.B.Lee, 6019-368 7799, E(1)1492, UP4790611



C.B.Lee

Petaling Jaya, Amcorp Serviced Suites, Serviced Residence, RENT, RM 2,200, 1rb, BU750sqf, C.B.Lee, 6019-368 7799, E(1)1492, UP4956944



Isaac Lim

Petaling Jaya, Pinnacle, Condominium, RENT, RM 4,000, 1r2b, BU850sqf, Isaac Lim, 011-2099 6060, E(1)1605, UP5835915



QUEST REALTY

Damansara Utama, Petaling Jaya, Semi-detached House, SALE, RM 2,630,000, 5r5b, BU3300sqf, LA3600sqf, Kristin Choo, 012-379 5852, REA:1542, E(3)0346, UP5204488



3L Enterprises

SS2, Petaling Jaya, 2-sty Terrace/Link House, SALE, 5r3b, BU1500sqf, LA3520sqf, 3L Enterprises, 03-7728 9228, REA:E154, AE(3)0006, UP5752549

BANGSAR



Ruy Ng

Bangsar South, South View, Serviced Residence, SALE, RM 560,000, 2r2b, BU648sqf, Ruy Ng, 016-296 7493, E(1)1639, UP5838093



3L Enterprises

Bangsar, Casa Vista, Condominium, SALE, RM 988,000, 3+1r3b, BU1270sqf, 3L Enterprises, 03-7728 9228, REA:E154, AE(3)0006, UP4826767



Jessica Beh

Mid Valley City, Northpoint Residences, Condominium, SALE, RM 1,750,000, 3+1r4b, BU1905sqf, Jessica Beh, 6012-312 9665, PEA:1128, E(1)0452/2, UP5604988

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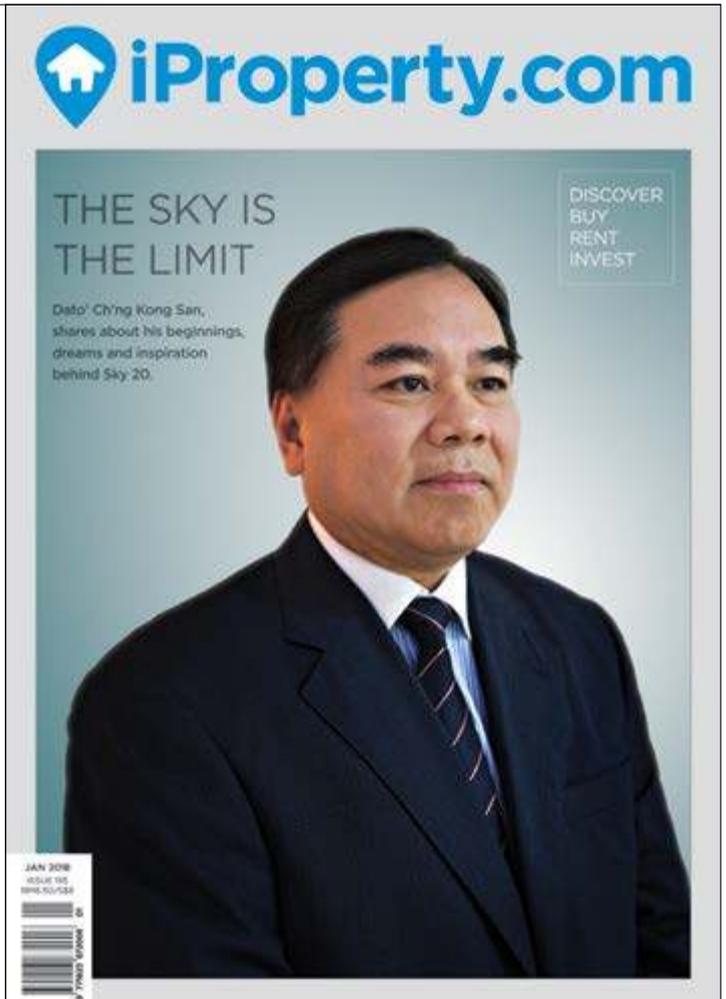
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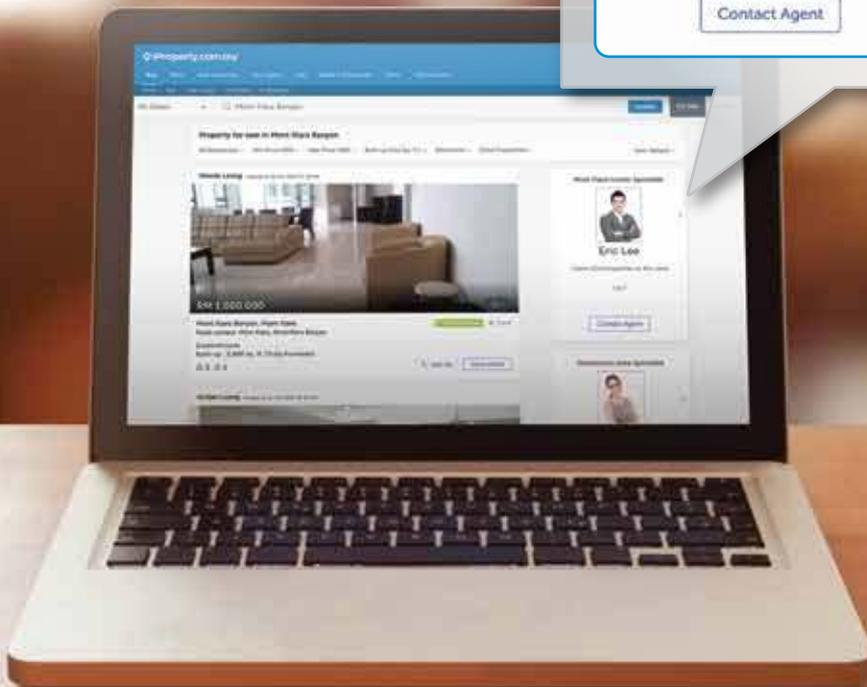


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