

FRIDAY NOVEMBER 13, 2015
ISSUE 2045/2015

A PULLOUT EVERY FRIDAY WITH

THE EDGE
FD FINANCIAL
DAILY MAKE
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DECISIONS

PP 9974/08/2013 (032820)

THE EDGE™ PROPERTY

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MAKE BETTER DECISIONS

NOVUM SOUTH BANGSAR



 **EUPE**
Building Lifestyles, Building Trust

Going Beyond Your Expectations

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

Novum is Latin for 'new innovation'.

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

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

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

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



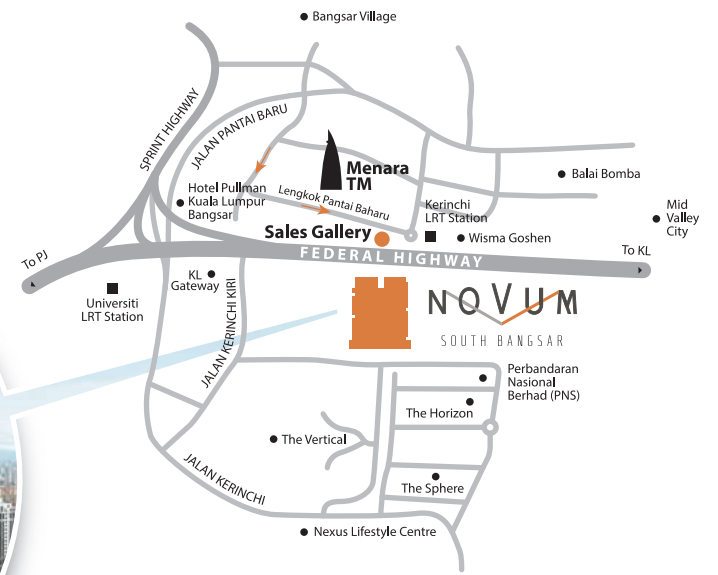
Novum is the New Bangsar

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

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

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

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



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



Novum is the New Lifestyle

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

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

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

Novum's Show Gallery
is now open for viewing

Open Daily from 10am - 6pm

Novum is the New Digital Life

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

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

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

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

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



Actual show unit

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

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

A New Trusted Face in Property Development



Building Lifestyles, Building Trust

WHO IS EUPE?

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

Eupe began operations in 1986.

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

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

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

The second is The Weave in Cheras.

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

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

EUPE FAST FACTS DID YOU KNOW??

- Eupe's Sky Residences was the first building in Malaysia to be awarded the globally prestigious LEED* accreditation.
- In March 2014, Eupe staged Planet Eupe Music Fest - one of the biggest concerts ever held in northern Malaysia, featuring Lee Hom and other leading Asian stars
- In 2013, Eupe was nominated as one of Malaysia's top property developers by iProperty.
- In 2014, Eupe was listed as a top Malaysian township developer by a leading national magazine.

* LEED: Leadership in Energy and Environmental Design developed by the U.S. Green Building Council (USGBC)

WHY IS EUPE DIFFERENT FROM OTHER PROPERTY DEVELOPERS?

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

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

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

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

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

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



In keeping with its innovative approach to property development, Eupe has developed its *Sustainability Plus* program.

Sustainability Plus aims to meet conventional benchmarks of sustainability and community building in the property sector - then go beyond them.

This means taking an innovative approach to thinking about and planning property development.

Sustainability Plus is based on two important principles.

The first principle is making sure all our projects are planned, designed and built according to 8 key environmental guidelines.

The second is building strong communities through a range of initiatives that fund important community projects and other worthy programs.

To download a copy of Eupe's *Sustainability Plus* brochure, please go to

↓ www.eupe.com.my

STAY CONNECTED WITH EUPE

PROPERTY TRUST

Keep up with all the latest Eupe property and community news by subscribing to our very own magazine Property Trust.

Go to the Eupe website at www.eupe.com.my to get the latest edition of Property Trust as well as subscribe to get future editions sent directly to your inbox.

FACEBOOK

Eupe's Facebook page features posts and photos that showcase the latest and most innovative property designs from here and around the world.

Our page has more than 60,000 followers so join us for the best in property design and innovation news at www.facebook.com/eupecorpbhd

EUPE APP

We also have our very own app. Download it at the app store and get all the latest information about Eupe projects.

EUPE Property



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EP4 NEWS

Internet the way to influence
buyers, says consultant



EP9 DEALMAKERS

Her golden parachute



EP10 FEATURE

Your island for under
US\$1 million



EP12 FENG SHUI

Is your property in
good shape?

More power to KLANG

Klang, home to the busiest port in the country, has numerous well-planned residential townships with abundant amenities. It's expected to garner even greater interest as a property hot spot when a new light rail transit line is completed in 2020. See story on pages EP6 & 7.



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Do you think properties in Iskandar are worth buying now?



Property developers and their take on the Johor property market

THEEDGE™

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NEWS ROUNDUP

'Fastest growing property portal in the region'

TheEdgeProperty.com, which in May launched property portals for Malaysia (www.theedgeproperty.com.my) and Singapore (www.theedgeproperty.com.sg), has seen traffic to the two sites grow by leaps and bounds, especially in September and October.

According to statistics tracked by www.similarweb.com, www.theedgeproperty.my recorded 229,239 visitors and 616,653 page views in October. Its Singapore site www.theedgeproperty.com.sg recorded 171,479 visitors and 493,860 page views in the same month.

Combined, the two sites had 402,238 visitors and 1,112,606 page views in October, compared with 71,422 visitors and 322,113 page views in May.

This is a 563% and 345% jump in monthly visitors and page views respectively.

TheEdgeProperty.com's websites have a full range of analytical tools including indicative valuations, past transactions, rental rates, trends, hot spots and new project launches.

"We are happy with the progress we've made. It is fair to say that we are the fastest growing property portal in the region," says Bernard Tong, director, strategic initiatives, at TheEdgeProperty.com.

"However, we are not here to chase traffic figures. We believe we have a pivotal role to play in enhancing the property search experience and improving the overall efficiency in the market. With the right team on board, we will get there very soon," he adds.

KL Eco City serviced apartments to be launched mid-2016



S P Setia Bhd will launch a serviced apartment project worth RM500 million at its KL Eco City development in the middle of next year. Its acting deputy president and chief operations officer Datuk Wong Tuck Wai says the project will be located next to a hotel within KL Eco City.

To date, the group has launched RM3 billion worth of properties in KL Eco City, including a 35-storey strata office tower with a gross development value (GDV) of about RM306 million.

A public-private partnership between S P Setia and Kuala Lumpur City Hall, the 25-acre KL Eco City is designed by Jerde International.

Ivory's WorldCity reclamation works may begin in 2Q2016

After a delay of almost four years, land reclamation works on the RM10 billion Penang WorldCity mixed-use development in Bayan Mutiara, Penang, may finally be moving forward.

The joint venture (JV) between Ivory Properties Group Bhd and Tropicana Corp Bhd plans to call for tenders for the reclamation works at Penang WorldCity by the end

of this year or the first quarter of 2016. Tropicana Ivory is a 51:49 JV between Ivory Properties and Tropicana.

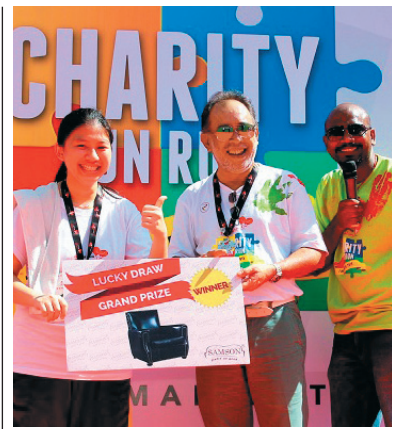
Ivory Properties chief operating officer Goh Chin Eng said Tropicana Ivory Sdn Bhd will kick-start the tender process in a matter of months, which was postponed twice after a delay in approvals by the local authorities within the stipulated time frame of the tender.

Mah Sing charity fun run raises RM1.28 mil

Mah Sing Group Bhd's corporate social responsibility division Mah Sing Foundation raised RM1.28 million to boost awareness of autistic and underprivileged children with a 4.7km 'fun run'.

About 1,380 participants took part in the event held at the Lake Gardens (Perdana Botanical Gardens) on Nov 7.

"I am very proud and delighted to say that through the support of our sponsors and contributors, the response to this event is tremen-



dous," said Mah Sing Foundation chairman Datuk Syed Norulzaman Syed Kamarulzaman (*pix, above*).

Contributions were channelled to non-profit organisations such as Inisiatif Sokongan Autisme Nouri, CADS Enhancement Centre (in aid of underprivileged autistic children); Little Yellow Flower Education Foundation; Berkas Children's Home, Johor; Montfort Youth Training Centre, Sabah; and Handicapped Children's Centre, Penang.

RPGT rates

In the article 'What you need to know about Real Property Gains Tax' published in the Legal column last week, the table that states the real property gains tax rates had some errors in it.

We apologise for the errors. Please refer to this table instead.

FROM ACQUISITION TO DISPOSAL	MALAYSIAN AND PERMANENT RESIDENT (%)	NON-MALAYSIAN (%)	COMPANIES (%)
First to third year	30	30	30
Fourth year	20	30	20
Fifth year	15	30	15
Sixth year onwards	0	5	5

LAUNCHES & EVENTS

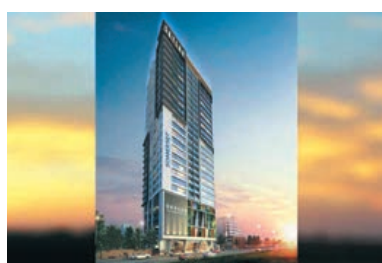
If you have any real estate-related events, email us at propertyeditor@bizedge.com. Events listed here will also appear on theedgeproperty.com.

IOI Properties Showcase

Date: Nov 13 to 15 (Fri to Sun)
Venue: IOI City Mall, Putrajaya
Contact: (03) 8912 3333 / (03) 8947 8899

An annual event by IOI Properties Group Bhd with a wide range of offerings located in Puchong, Putrajaya and Bangi for home buyers and investors. Attractive schemes such as low down payment and IOI Privilege Cards will be given to prospective buyers.

Skylar serviced apartment exhibition



Date: Nov 14 and 15 (Sat and Sun)
Venue: The Straits Room, Westin Hotel, 199, Jalan Bukit Bintang, Bukit Bintang, Kuala Lumpur
Contact: (03) 2260 0759 (Joanne)
Time: 10am to 7pm
Located at the heart of Phnom Penh's diplomatic quarter in Cambodia, Skylar comprises 280 units of freehold serviced

apartments available as studio, 1-bedroom or 2-bedroom units. Facilities include an infinity sky pool, cafe, fitness centre, sun deck and mini rooftop garden.

Open house in TTDI



Date: Nov 14 and 15 (Sat and Sun)
Venue: 66, Taman Zaaba, Taman Tun Dr Ismail, 60000 Kuala Lumpur
Time: 10am to 4pm
Contact: (017) 255 2918 (Jonathan)
This is an open house of a colonial-style bungalow in Taman Tun Dr Ismail upgraded seven years ago and on sale for RM5.5 million. It has 7,000 sq ft of land area and overlooks a park, playground, cycling track, basketball courts and a walking/jogging trail.

Launch of Eusarca & food truck carnival

Date: Nov 15 (Sun)
Venue: D'Mayang Sari sales gallery, PT 9889, Jalan BBN



1/3J, Putra Point, Putra Nilai, Nilai, Negeri Sembilan
Time: 10am to 4pm
Contact: (06) 799 2218 / (012) 634 5655 (Eddie)
D'Mayang Sari is the latest residential development by Seri Pajam Development in Nilai. The launch offers double-storey terraced houses. Prices start at RM497,800.

Mah Sing's Deepavali celebrations

Date: Nov 14 (Sat)
Venue: Kinara Residence Clubhouse, Jalan DU 5/7, Taman Damai Utama, Puchong, Selangor
Contact: (03) 8074 8199 / (010) 528 8028
Date: Nov 15 (Sun)
Venue: The Clubhouse, Garden Residence Property Gallery, Off Persiaran Utara, Cyberjaya, Selangor
Contact: (03) 8873 1603 / (017) 227 0791

Date: Nov 14 and 15 (Sat and Sun)
Venue: M Residence Sales Gallery & Show Village, Jalan Tasik Puteri, Rawang, Selangor
Contact: (03) 6092 8188 / (019) 313 3250

Mah Sing Group celebrates this auspicious festival with residents and visitors. There will be a showcase of its projects in Puchong, Cyberjaya and Rawang.

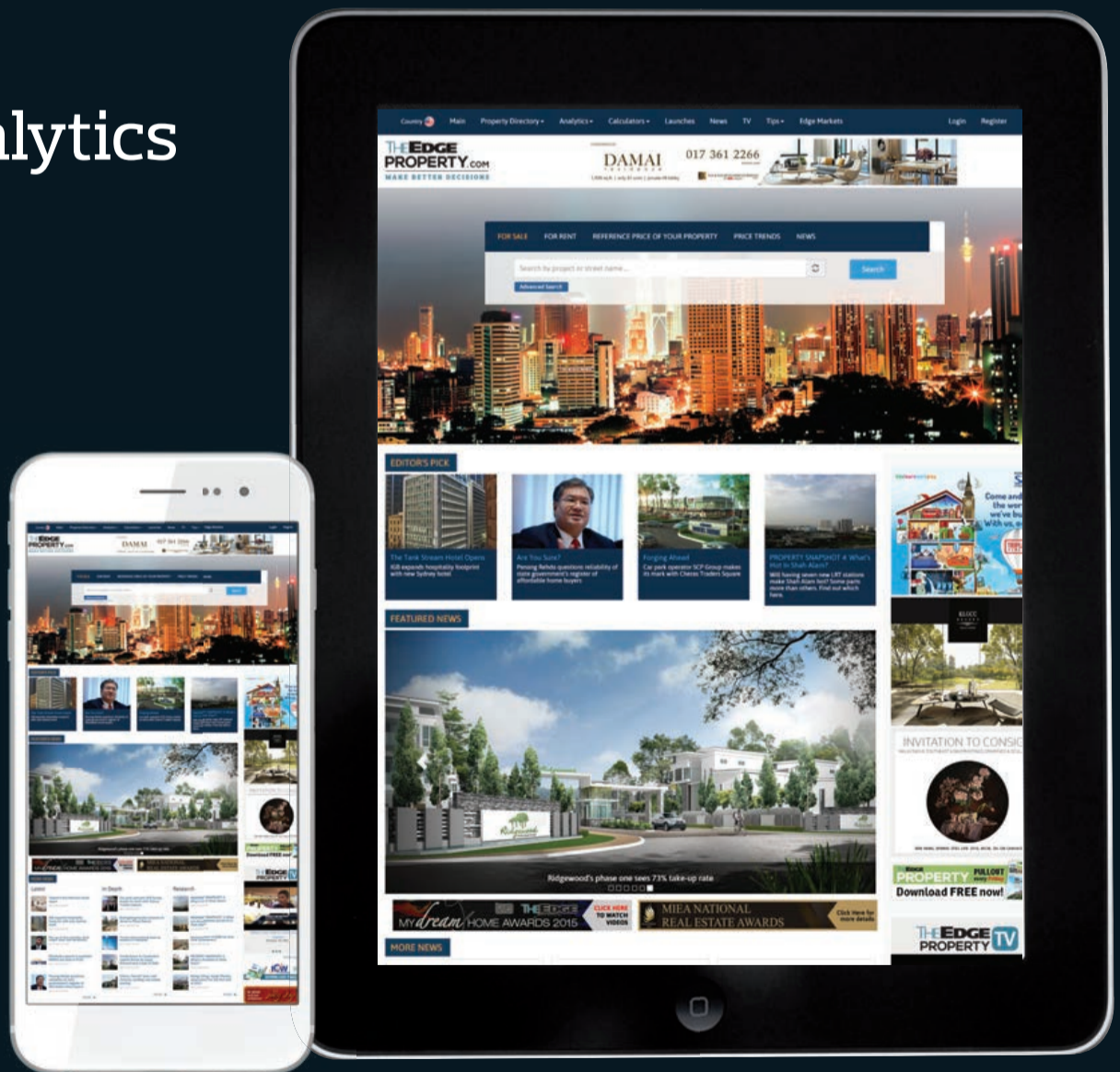
Launch of Vita Student Village York in Malaysia

Date: Nov 14 and 15 (Sat & Sun)
Venue 1: Salon III, G Hotel, Penang and Iris & Hibiscus Rooms, One World Hotel, Bandar Utama, Petaling Jaya
Time: 10am to 7pm
Contact: (016) 228 9150 and (016) 228 8691
Vita Student Village York is Vita's flagship development centrally located in the heart of York, UK. A 528-apartment village within a listed 19th century site spanning 25,000sqm, it is walking distance to the University of York. Each fully-furnished unit comes complete with movie rooms, gyms, study and communal facilities and high-speed broadband. Units are priced from £112,848. The Malaysian launch is organised by Cornerstone International Properties.

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Internet the way to influence buyers, says consultant

Malaysians top the region in using property portals as key source of information

BY RACHEAL LEE

SUBANG JAYA: Some 97% of “property seekers” search for property online, of which 78% use property portals as a key source of information, according to Dehinc Asia’s futurist Gerard Kho.

Dehinc Asia describes itself as “an advocate group for all things Future”.

“Internet is the primary source for property seekers and it is a huge number. Property portals are the place where we can influence the buyers,” said Kho at the 25th National Real Estate Convention (NREC) yesterday.

Malaysians top the region in using property portals as key source of information. Ninety-five per cent of Singaporean property seekers search online, and 72% of this number use property portals as key source of information.

The equivalent figures for Thailand are 97% and 62%; and 95% and 74% for Indonesia.

“Exploration, search process, are much dependent on online sources,” said Kho. “It is critical to help consumers know more about the industry and give [them] useful tips to make better decisions.”

In his presentation, Kho said Malaysians in general, take two to three months to search for and view properties – slightly shorter than in Singapore (four months) and Thailand (three months).

He noted that it is better to address the needs of property seekers during the information-search and consideration stages to help drive conversion rates.

About one-quarter of Malaysian mobile users search for property on their mobile devices.

“Regardless of what type of homebuyer



Kho: Exploration, search process, are much dependent on online sources. Photo by Kenny Yap

they are ... downgraders, upgraders, investors or even first-time homebuyers, they are all looking for information. So we need to look at what are the infrastructure and capacity that allow us to influence them even more.”

Giving the example of millennials in the US who spend up to 18 hours a day online, he added that the industry can influence buyers online. Millennials in the US ostensibly spend 3.5 hours daily browsing the Internet and slightly more than three hours for social networking. They spend an hour to talk about news, products and brands; and about half-an-hour reading print magazines and newspapers.

“In Malaysia, the Internet constitutes 42% of total media consumption time, but Internet ad spend is only 9% of total media

ad spend,” he said. “Compared with Australia, Internet time is 60% [of total media consumption time], and its Internet ad spend is 52% of total media ad spend,” he added. “It is not so much we have to spend more money online but it is a place where we can influence them.”

Organised by the Royal Institution of Surveyors Malaysia and the Association of Valuers, Property Managers, Estate Agents and Property Consultants, NREC 2015 was themed, “Homes for generations – Redefining development trends” to highlight major concerns for the future of the real estate industry in the country.

This event was attended by 250 participants from property development, banking and consultancy industries.

Helix-like Naza Tower is third building in KLCC’s Platinum Park

BY RACHEL CHEW

KUALA LUMPUR: Naza Group launched its 50-storey new Naza Tower headquarters on Monday, officiated by prime minister Datuk Sri Mohd Najib Tun Razak.

“This event is of personal significance to me and my family. Celebrating our 40th anniversary with the completion of Naza Tower brings to light the vision of our founder, the late Tan Sri Nasimuddin Amin,” said Naza Group joint group executive chairman SM Nasarudin Nasimuddin.

Situated next to the Petronas Twin Towers, Naza Tower is a Grade A office building with 505,930 sq ft of net lettable area.

The Green Building Index accredited tower is the third office building within the RM4 billion Platinum Park developed by Naza Group. The other two buildings are Menara Felda and Menara TH.

The 9.1-acre Platinum Park sits on the largest privately owned contiguous piece of freehold land in the central business district of Kuala Lumpur. Naza Tower’s striking feature is a unique helical shape that makes the building appear to twist upwards.

Each floor plan is similar to the other,



From left: Naza Group deputy executive chairman, SM Faliq Nasimuddin, Nasarudin, Najib and his wife Datin Sri Rosmah Mansor and Naza Group co-founder, Datin Sri Utama Zaleha Ismail at the official launch of Naza Tower. Photo by Patrick Goh

but rotates by a few degrees clockwise, allowing a slightly different view of KL’s skyline.

The building’s core is a cylindrical concrete form that acts as the central mass

and diffuses daylight into interior spaces, saving energy costs.

In the coming months, Naza Tower is expected to have international cafes and restaurants on its ground and 50th floors.

TH Properties builds on success of first overseas foray

SYDNEY: TH Properties Sdn Bhd, the property development arm of Malaysia’s pilgrimage fund Lembaga Tabung Haji, has embarked on further developments with a gross development value (GDV) exceeding A\$800 million to meet the rising demand for apartments in Sydney.

It has just completed its A\$220 million (RM686 million) Bay Pavilions property development project, its first overseas project. Located at Burns Bay Road Lane Cove, the key handover ceremony is held at Lane Cove here yesterday.

Separately, TH Properties has also secured the Imperial Hurstville project located at Treacy Street, Hurstville with the ground breaking ceremony also held yesterday.

The Bay Pavilions project, undertaken by THP Bay Pavilions Corporation, a wholly-owned subsidiary of TH Properties, comprises 270 residential apartments.

The Imperial Hurstville development, undertaken by THP Australia Corporation, also a wholly-owned unit of TH Properties, consists of 227 residential apartments and eight units of retail shops with a GDV of about A\$200 million.

Both THP Bay Pavilions Corporation and THP Australia Corporation have entered into a joint venture with Australian partner Piety Developments Pty Ltd for the two developments.

“In shaping TH Properties’ future, we are constantly on the lookout for strategic alliances that will achieve sustainable growth in our business,” TH Properties Chairman Datuk Azizan Abdul Rahman said at the handover ceremony officiated by Minister in the Prime Minister’s Department Meji-Jen (R) Datuk Seri Jamil Khir Baharom.

“Working with like-minded partners is critical in ensuring success wherever we operate, and we are pleased to have collaborated with the Piety Group in our first foray into international collaboration,” Azizan said. Azizan noted that Piety Group has a successful track record of delivering lifestyle property developments in Sydney.

“Our collaboration with Piety Group began with a residential project in Waitara, Sydney which was partly funded by Lembaga Tabung Haji via its subscription in the Shariah-compliant Waitara Property Fund,” he said.

Azizan noted that the 50-50 joint venture with Piety Group represents an important step in establishing a platform for further projects overseas.

“Given the strategic importance of Australia and its buoyant property market, we are pleased that this will be the initial focus of our partnership, and we are confident that our first joint development project in Lane Cove will set the pace for future collaborations in Australia,” he said.

It was made to understand that the Bay Pavilions project has pioneered Islamic project finance in Australia, being one of the country’s first Shariah-compliant property developments.

The Bay Pavilions was funded via a A\$96 million Islamic term financing provided by Maybank Islamic Bhd, the first Shariah-compliant financing facility ever structured for a property development project in Australia. Maybank Group will also provide the A\$100 million financing for the Imperial Hurstville development. — *Bernama*

by
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Condominiums near Centro Mall.
Photo by Mohd Izwan Mohd Nazam/
The Edge Property



Chan: It will take some time before non-landed homes in Klang are as developed or in demand as those in Petaling Jaya or Damansara.

Klang looking up

Klang's property market has long been dominated by the landed homes market. But there are signs that its non-landed homes are coming out of the shadows and seeing more 'action'

Mention Klang to a Malaysian and food comes to mind. Bak kut teh (bone marrow soup) in an old kopi tiam, seafood at a fishing village, ikan bakar (grilled fish) by the sea, etc. But surely there's more to Klang than that? Well, as one long-time Klang resident passionately declares: "Klang has everything!"

"We have great food of various ethnic groups, lots of shopping places, hospitals, schools ... we also have nature - we can go to the beach or go bird-watching," says Adelyn Wong, a real estate negotiator with Reapfield Properties Klang, who has made Klang her home the past 14 years.

Speaking of schools: "Do you know," Wong asks, "that there are about 24 Chinese primary schools in Klang alone?" In fact, among the most popular Chinese private schools in the country are in Klang, namely Hin Hua High School, Kwang Hua Private School, Chung Hwa Private School and Pin Hua High School. These schools have to turn away thousands of students each year because of overwhelming demand.

"Some families actually move to Klang from Subang or Petaling Jaya so they can send their children to these schools," adds Wong.

For shoppers, Klang offers authentic fare. Don't go looking for a Suria KLCC-type of mall here; just enjoy the charming old shops in Klang town selling myriad goods you may not find elsewhere, or bask in the colours of Little India, touted as the largest in the country. There are inevitably shopping centres such as Aeon Bukit Tinggi, Aeon Bukit Raja, Centro Mall, Giant Hypermar-



Wong: Serviced residences are new to Klang.

ket (at Bandar Bukit Tinggi and Klang Sentral) and GM Klang Wholesale City (Bandar Botanic). As one of the oldest towns in the country, amenities in Klang are plenty and well-established.

Klang lies about 30 km west of Kuala Lumpur. It has excellent access to KL city and other areas in the Klang Valley via numerous highways such as the KESAS Highway, Federal Highway, North Klang Valley Expressway and the South Klang Valley Expressway. Currently under construction is the West Coast Expressway that will link neighbouring Banting to Taiping, in Perak.

Klang is bisected by its eponymous river into Klang North and Klang South. A third bridge linking the two sides is being built. By 2020, Klang will also see the completion



Lim: There will be greater interest in Klang as a property hotspot.

of the light rail transit LRT3 Line (Bandar Utama to Klang). The proposed stations in Klang are in Bukit Raja, Kawasan 17, Jalan Meru, Taman Selatan, Sri Andalas, Tesco Bukit Tinggi, Aeon Bukit Tinggi, Bandar Botanic and Johan Setia.

"Klang is one of the earliest developed areas in the Klang Valley. Although town planning was initially lacking, it is in a strategic location with good accessibility and acceptable amenities," says research and consultancy director of JS Valuers Property Consultants Sdn Bhd, Chan Wai Sen.

The town centre, known as a royal town, looks worn and cluttered, its narrow streets and old shophouses in need of a spruce up. But it was founded centuries ago, after all. Klang is believed to be even older than Melaka.

Nevertheless, beyond the town centre, over the past decade or so, a few of the property industry's big players, such as Mah Sing Group Bhd, Gamuda Bhd, WCT Holdings Bhd, Sime Darby Bhd, I&P Group Sdn Bhd and IOI Properties Group Bhd have created new, well-planned townships, with several offering modern homes in landscaped surroundings and security features. Growth has been rapid in recent times especially in the south.

"Klang South is more vibrant than before, triggered by new townships such as Bandar Botanic, Bandar Bukit Tinggi, Taman Bayu Perdana, Glenmarie Cove and Kota Bayemas," says Wong, adding that major government offices and healthcare facilities have also moved here.

Wong and her family live in Klang North, where some of the older residential areas such as Berkeley Garden, Taman Eng Ann, Taman Klang Utama and Bandar Baru Klang are located. Newer townships here include Bandar Bukit Raja, Aman Perdana and Klang Sentral.

According to real estate negotiator Alvin Lim of Access Property, these townships offering mainly landed homes have attracted homebuyers not only from Klang but from beyond it. One reason for this is that property prices in Klang are relatively more affordable than other prime areas in the Klang Valley such as Shah Alam, Subang Jaya and Petaling Jaya, "Many people can still afford to buy properties here," he adds.

Wong concurs: "As property prices in prime areas in the Klang Valley have skyrocketed beyond the budget of most homebuyers and investors, they have started looking for properties further afield, including in Klang."

The rise of non-landed homes

Klang's thriving property market is dominated by landed homes. Property buyers hardly bat an eyelid at its non-landed residential properties comprising mainly of low to medium-cost apartments and mid-priced condos. But are things beginning to change?

It is interesting to note that this property type has shown healthy price appreciation lately. Analysis by theedgeproperty.com shows that the average price psf of non-landed homes in Klang was RM155 psf in 3Q2014, up 13.3% from the same period a year ago, and following a healthy 12.6% growth in the preceding year (see Chart 1). Transaction volume also remained strong in the 12 months to 3Q2014.

"It was only in the last few years when the new townships were developed, bringing more vibrancy to Klang, that values of non-landed residences began to move up," says Wong. She cites for example, a mid-cost apartment acquired from its developer at RM98,000 in 2000, that was sold in 2012 for a mere RM107,000.

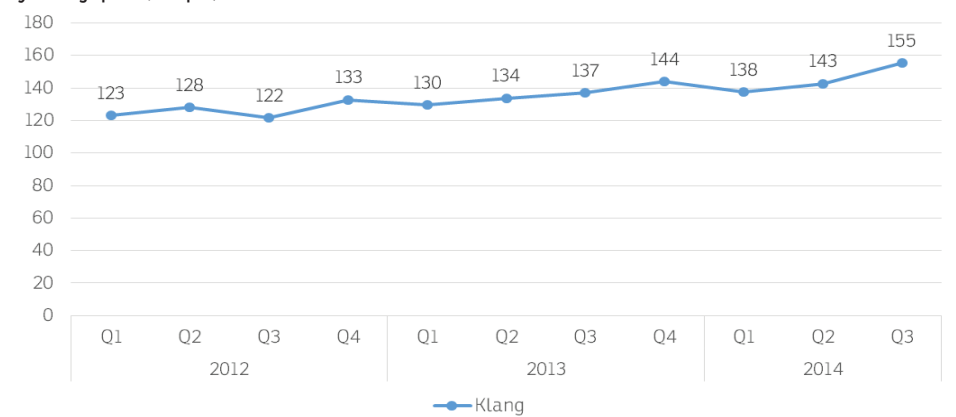
"Today, the same apartment could probably be sold at RM250k or rented out for between RM900 and RM1,400, bringing gross

SOURCE: THEEDGEPROPERTY.COM



Pelangi Heights was the highest priced condo in Klang in 3Q2014. Photo by Mohd Izwan Mohd Nazam/The Edge Property

Chart 1: Klang non-landed residential average price by average price (RM/psf)



SOURCE: THEEDGEPROPERTY.COM

Chart 2: Top 5 condominiums/apartments in Klang with highest indicative asking rental yield

Project Name	Average Transacted Price (RM/psf)	Average Asking Monthly Rent (RM)	Average Asking Monthly Rent (RM/psf)	No. of Listings	Indicative Asking Rental Yield
BBK Condominium	181	1,340	1.47	5	9.8%
Bayu Villa	168	1,150	1.23	8	8.8%
Regency Condominium	173	1,481	1.24	8	8.6%
Vista Bayu	171	1,331	1.15	13	8.1%
Pelangi Court	166	910	1.02	10	7.4%

Serviced apartments roll in

New non-landed residential projects introduced recently (besides the affordable homes under the Rumah Selangorku schemes) are relatively high-end ones. These include The Lead Residences by WCT in Bandar Bukit Tinggi 2 and KSL Holding's Maple Residences.

The Lead Residences offers direct access to Aeon Bukit Tinggi, which will have an LRT3 station. Units are between 855 sq ft and 1,316 sq ft, priced at around RM600 psf. According to the realtors, the smaller units have been taken up.

KSL's Maple Residences is located in Canary Garden in Bandar Bestari, one of Klang's latest township developments. With unit sizes of 863 sq ft to 1,264 sq ft, they sell for between RM550 psf and RM600 psf. The project is part of an integrated development which, its developer says, will feature the largest mall in Klang boasting 2.2mil sq ft of gross floor area. Maple Residences is reportedly receiving strong interest from prospective buyers.

Another upcoming serviced residence is at the Gravit8 mixed-use development by Mitraland Group. Located on Jalan Klang Banting, opposite the proposed Johan Setia LRT station, it comprises serviced apartments, retail outlets, a mall, corporate offices, small offices/versatile offices (sovos) and a boutique hotel. Gravit8 will offer smaller units of 600 sq ft to 1,000 sq ft with indicative prices from RM500 to RM550 psf.

However, Reapfield's Wong points out that all these new non-landed residences are serviced residences. "Serviced residences are rather new to Klang. The market for this product is really untested. We just have to wait and see," she says. She advises those looking to invest in high-rise homes in Klang to consider the factors of location, maturity of area, connectivity and amenities, developer, price, and the demography of the resident population.

Meanwhile, Chan of JS Valuers says it is imperative that any new non-landed residential development in Klang are integrated with successful commercial projects,

Considering the current economic and political uncertainty in the country, he foresees considerable challenges for non-landed homes in Klang. "Landed properties are still the preferred residential property types in Klang," he asserts.

Nevertheless, Chan has seen strong take-up rates for affordable apartments in Setia Alam located on the fringes of Klang North, in Shah Alam. "Thus far SP Setia (Setia Alam's developer) has done a relatively good job in

maintaining these apartments. Maintenance is seriously lacking in many such properties in Klang and many have performed poorly due to poor management.

"I think it will take some time for the non-landed residential property market in Klang to be as developed and in-demand as those of prime property hot spots like Petaling Jaya or Damansara," he says. However, he conceded that the inevitable escalating cost of land and landed homes will result in greater development of and demand for non-landed residences.

Outlook

Overall, there are many reasons to be optimistic about Klang's property market. Housing demand is expected to continue in line with population growth and Wong notes that Klang has one of the largest urban populations in Malaysia. According to the Department of Statistics, Klang's population in 2010 was at 832,600.

Klang is also home to Port Klang, the busiest port in the country. Because of the port, Klang is a booming industrial property hotspot. Many modern industrial areas are opening up here. It is hoped that as the port and the industrial areas grow, they will provide more jobs and businesses will thrive, says Wong. She also expects the presence of the many large property players here to contribute to uplifting Klang. Despite her earlier declaration that "Klang has everything," there are indeed many things lacking from Klang. "It needs to enhance security [and reduce crime], have better facility maintenance and cleanliness, reduced traffic congestion, and the Klang River needs beautification (her husband used to be able to swim in the river as a kid)," states Wong. To spur growth, Klang should also have a strong university, she adds.

Access Property's Lim is also upbeat about the future of Klang's property sector. In the near term, he says homebuyers in Klang will continue to choose landed homes for their relative affordability while apartments and condominiums will attract investors for their rental yields. But as Klang continues to develop, as more amenities are added and public transport is enhanced with the LRT3 line, Lim believes Klang will attract greater interest as a property hot spot.

See property listings for this area on [Market Watch EP8](#)



Little India. Photo by Suhaimi Yusuf/The Edge Property



Bandar Botanic is one of the new and well-planned townships in Klang. Photo by Suhaimi Yusuf/The Edge Property

yields of around 4% to 6%. Apartments in mature and vibrant areas can provide good returns," Wong offers.

She says currently mid-range condos are generally going for an average of RM294 psf, and low and medium-cost apartments for an average of RM190 psf.

According to Lim of Access Property, the more popular condominiums in Klang are located in the town centre, such as Pelangi Heights, Regency Condo and Dynasty Condo. Unit prices here average between RM300,000 and RM400,000, while rentals are around RM1,000 to RM1,700, at yields of between 4.3% and 4.5%, he says. These apartments are located near Klang Centro Mall, just off the Federal Highway.

Based on theedgeproperty.com's analysis of transactions of the 12 months to September 2014, units in these three condos had the highest average transacted price per unit for this property type. Pelangi Heights led the field with an average RM277,000 per unit followed by Dynasty (RM270,000) and

Regency (RM220,000). Pelangi Heights also recorded the highest average price on a per sq ft basis at RM240 psf.

Over in Klang North are medium-cost apartments in Taman Bayu Perdana, such as Prima Bayu, Bayu Villa, Vista Bayu and Vista Indah. Lim says units here average between RM200,000 and RM280,000. Rents are between RM800 and RM1,300. In Bandar Botanic, prices of the walk-up apartments Kasuarina Apartment and Akasia Apartment are between RM190,000 and RM280,000, and rents, between RM700 and RM1,100. "These medium-cost apartments offer yields of around 4.3% to 4.6%," Lim adds.

Based on theedgeproperty.com's analysis of asking rentals, indicative rental yields for non-landed homes in Klang could be as high as 9.8% per annum, as seen in BBK Condominium, Bandar Baru Klang. The project is located next to Aeon Bukit Raja. However, it must be noted that the high yields are largely due to the low capital prices of the properties. (See Chart 2)

FOR SALE [in Klang, Selangor]

Kondo Idaman, Taman Mewah Jaya, Klang



Type: Condominium/ serviced residence
Asking price: RM398,000
Built-up area: 1,430 sq ft
Bedroom(s): 3
Bathroom(s): 2
Description: Low-density development of just 70 units located in Taman Mewah Jaya, Sentosa. This unit is newly painted, has new laminated flooring, walk-in-wardrobe, air-conditioning, water heater, kitchen cabinet. Facilities: swimming pool, sauna, gym, function hall; 24-hour security.
Agent/negotiator: Bessie Loh of Starcity Property Sdn Bhd (REN 13216)
Email: bessieloh@gmail.com
Tel: (017) 333 3994

Palm Garden

Type: Condominium/ serviced residence
Asking price: RM157,178
Built-up area: 853 sq ft
Bedroom(s): 3
Bathroom(s): 2
Description: Located at Bandar Baru Klang, near Klang Town and Setia City Mall, Alam Perdana. Easy access to NKVE, Bukit Raja, Batu Belah and Kapar. Walking distance (300m) to BBK Commercial Center. Amenities: Centro Mall, schools, banks, restaurants, post office, petrol stations, pharmacies, car workshop, mosque etc. This is a renovated unit.
Agent/negotiator: Webber Chin of Total Realty Sdn Bhd (REN 08680)
Tel: (016) 663 2749
Email: webberchin@gmail.com

Pelangi Heights



Type: Condominium / serviced apartment
Tenure: Freehold
Asking Price: RM380,000
Built-up area: 1,300 sq ft
Bedroom(s): 3
Bathroom(s): 2
Description: Pelangi Heights is located behind Centro Klang and Hokkien Association. Easy access to Federal Highway and NKVE. Amenities: eateries, banks, entertainment venues, shops. Facilities: barbecue area, business centre, cafeteria, gym, jogging track, playground, sauna, swimming pool, tennis court;

24-hour security. Ground floor unit.
Agent/negotiator: Alvin Lim of Access Property (REN 06471)
Tel: (016) 605 2626
Email: alvinlim2626@gmail.com

Vista Bayu apartment



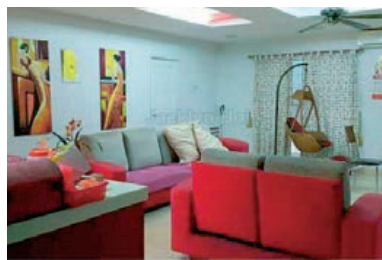
Type: Condominium/ serviced residence
Tenure: Freehold
Asking price: RM288,000
Built-up area: 1,150 sq ft
Bedroom(s): 3
Bathroom(s): 2
Description: Fourth floor unit, partly renovated and partly furnished (kitchen cabinet, air-conditioners, sofa, TV cabinet, washing machine, etc. One park bay.
Agent/negotiator: Jacklyn Hoi of Access Property (REN 06419)
Tel: (012) 368 8889
Email: jacklyn_hpl@hotmail.com

Prima Bayu



Type: Condominium/ serviced residence
Tenure: Freehold
Asking price: RM270,000
Built-up area: 1,150 sq ft
Bedroom(s): 3
Bathroom(s): 2
Description: Located in Bayu Perdana. This is a basic unit.
Agent/negotiator: Patrick Lee of Dutama Properties (REN 12523)
Tel: (016) 219 6889
Email: patricklee.vision@gmail.com

Bayu Villa



Type: Condominium/ serviced residence
Tenure: Freehold
Asking price: RM380,000
Built-up area: 1,650 sq ft
Bedroom(s): 3
Bathroom(s): 2
Description: Block A unit. Renovated, with wet and dry kitchens, cabinets, plaster ceiling, etc.
Agent/negotiator: Jacklyn Hoi of Access Property (REN 06419)
Tel: (012) 368 8889
Email: jacklyn_hpl@hotmail.com

Bayu Villa

Type: Condominium/ serviced residence
Tenure: Freehold
Asking price: RM255,000
Built-up area: 810 sq ft
Bedroom(s): 3
Bathroom(s): 2
Description: Furnished, well-maintained unit, in move-in condition. Fully furnished with air-conditioning, water heaters, entertainment system, etc. Easy access to commercial centre, shopping mall, supermarkets, banks, school, hospitals, NKVE and Federal Highway.
Agent/negotiator: Peter Seow of Chester Properties Sdn Bhd (REN 11179)
Tel: (019) 355 8812
Email: peterseow8812@gmail.com

Perdana Villa Klang



Type: Condominium/ serviced apartment
Tenure: Freehold
Asking price: RM180,000
Built-up area: 1,102 sq ft
Bedroom(s): 3
Bathroom(s): 2
Description: Newly refurbished, mid-floor unit with a view.
Agent/negotiator: James How Aceon Properties Sdn Bhd (REN 07390)
Tel: 012~222 4195
Email: kwan85property@gmail.com

Perdana Villa



Type: Condominium/ serviced apartment
Tenure: Freehold
Asking price: RM165,000
Built-up area: 1,100 sq ft
Bedroom(s): 3
Bathroom(s): 2
Description: Basic unit with one car park bay. Currently tenanted. Access to SKVE/NKVE/Federal Highway, Kesas Highway. Short drive to restaurants, shops, supermarkets and Klang town.
Agent/negotiator: Rohida A Rahman of Vivahomes Realty (REN 11120)
Tel: (016) 960 2197
Email: rohidaabdraman@gmail.com

FOR RENT [in Klang]

Prima Bayu

Type: Condominium/ serviced residence
Tenure: Freehold
Asking rent: RM900
Built-up area: 800 sq ft
Bedroom(s): 3
Bathroom(s): 2
Description: 24-hour security, card access system, gym, swimming pool, playground and community hall.
Agent/negotiator: Webber Chin of Total Realty Sdn Bhd (REN 08680)
Tel: (016) 663 2749
Email: webberchin@gmail.com

Pelangi Heights

Type: Condominium/ serviced residence
Tenure: Freehold
Asking rent: RM1,800
Built-up area: 1,300 sq ft
Bedroom(s): 3
Bathroom(s): 2
Description: Fully furnished unit in move-in condition. Condo is

located behind Centro Klang and Hokkien Association. Easy access to Federal Highway, NKVE. Amenities: shops, eateries, banks, etc. Facilities: barbecue area, business centre, cafeteria, gym, jogging track, mini market, playground, sauna, pool, tennis court; 24-hour security.
Agent/negotiator: Alvin Lim of Access Property (REN 06471)
Tel: (016) 605 2626
Email: alvinlim2626@gmail.com

Vista Bayu

Type: Condominium/ serviced residence
Tenure: Freehold
Asking price: RM1,300
Built-up area: 1,150 sq ft
Bedroom(s): 3
Bathroom(s): 2
Description: Fully furnished unit.
Agent/negotiator: Ray Chong of Vivahomes Realty (REN 09704)
Email: chongkf1986@hotmail.my
Tel: (012) 373 8309

SOLD [in Klang]

Contract date: June 1, 2015
Project: Bayu Villa
Address: XX Jalan Batu Undur 10
Built-up area: 926 sq ft
Price: RM188,000
Price psf: RM203

Contract date: April 8, 2015
Project: Bayu Villa
Address: XX Jalan Batu Undur 9
Built-up area: 807 sq ft
Price: RM170,000
Price psf: RM211

Contract date: March 23, 2015
Project: Bayu Villa
Address: XX Jalan Batu Undur10
Built-up area: 797 sq ft
Price: RM230,000
Price psf: RM289

Contract date: May 18, 2015
Project: Vista Indah
Address: X-X-X, Jalan Batu Undur 8
Built-up area: 958 sq ft
Price: RM192,000
Price psf: RM200

Contract date: April 7, 2015
Project: Vista Indah
Address: X-X-X, Jalan Batu Undur 8
Built-up area: 850 sq ft
Price: RM160,000
Price psf: RM188

Contract date: Feb 6, 2015
Project: Vista Indah
Address: X-X-X, Jalan Batu Undur 8
Built-up area: 947 sq ft
Price: RM200,000
Price psf: RM211

Contract date: June 1, 2015
Project: Sri Angkasa Apartment
Address: XX Jalan Batu Undur 10
Built-up area: 646 sq ft
Price: RM47,000
Price psf: RM73

Contract date: June 4, 2015
Project: Prima Bayu
Address: XX Jalan Batu Undur 9
Built-up area: 958 sq ft
Price: RM235,000
Price psf: RM245

Contract date: April 29, 2015
Project: Prima Bayu
Address: X-X-X, Jalan Batu Undur 9
Built-up area: 1,152 sq ft
Price: RM268,000
Price psf: RM233

Contract date: May 28, 2015
Project: Apartment Tropika
Address: X-X-X, Jalan Batu Nilam 13
Built-up area: 764 sq ft
Price: RM213,000
Price psf: RM279

Contract date: March 31, 2015
Project: Apartment Tropika
Address: X-X-X, Jalan Batu Nilam 13
Built-up area: 850 sq ft
Price: RM210,000
Price psf: RM247

Contract date: March 4, 2015
Project: Apartment Tropika
Address: XX Jalan Batu Nilam 13
Built-up area: 840 sq ft
Price: RM145,000
Price psf: RM173

Contract date: May 15, 2015
Project: Kasuarina Apartment
Address: X-X-X, Persiaran Kasuarina /KS7
Built-up area: 904 sq ft
Price: RM220,000
Price psf: RM243

Contract date: March 3, 2015
Project: Kasuarina Apartment
Address: X-X-X, Persiaran Kasuarina/KS7
Built-up area: 904 sq ft
Price: RM120,000
Price psf: RM133

Contract date: Nov 24, 2014
Project: Vista Bayu
Address: X-X-X, Jalan Batu Undur 9
Built-up area: 969 sq ft
Price: RM210,000
Price psf: RM217



Chin: Airlines and real estate are people-oriented businesses that require fulfilling the promise of service.

Her golden parachute

CBD Properties' Carolyn Chin dived into real estate from a high flying career as a flight attendant

BY TAN AI LENG

Carolyn Chin landed on both feet after her career as an air stewardess. Describing her days in airline travel as a good experience, the director and principal of CBD Properties (USJ) Sdn Bhd says it was good — not because of the opportunity to travel the world, but for all the lessons learnt about dealing with people, especially difficult ones, and handling unexpected situations with aplomb.

She recalls a long haul flight when one of the plane engines went idle. “The flight attendants had to stay calm and keep the passengers calm as well. We had to make sure they remained in their seats and not make them feel unduly worried.

“Flight attendants are trained to be calm and to always be prepared for everything. For instance, a passenger may choke while eating or have a heart attack — incidents that need immediate assistance.

“Strong customer service skills and time management are also very important as there are so many things that need to be done during the flight. We also need to deal with people of various nationalities and cultures. All these helped me a lot in building my career in the property industry,” says the 46-year-old from Teluk Intan, Perak.

Working as a Malaysia Airlines flight attendant for nearly six years in the 1990s when budget airlines have yet to take off, Chin had a life that was the envy of many girls and her peers.

However, after a life of jet-setting to cities around the globe, she found that she was missing home as she was regularly absent during family events and celebrations. That prompted her to think about changing careers.

“When you keep on flying, it’s very tough to maintain a relationship or family ties, so

I decided to have a change,” she explains.

Her initial plan was to start a business related to children’s education but gave up on the thought when she found the cost. Then she met a real estate agent who was helping her brother rent out his property. Looking for a career change? he asked, and invited her to be a real estate agent. She decided to give it a shot.

“The adjustment was tough. In my previous job, my salary would be credited to my account on the same day every month, but now I had to work very hard to get my pay cheque. If I do nothing for the whole month, I get nothing,” she says.

There were times that made her wonder whether she should return to her old job. But she didn’t give up.

“I consider myself a perfectionist, whenever I do something, I make sure I am giving my best,” she says.

She gradually learnt the rules of the game and painstakingly built up her customer base. She also moved from the sub-sale residential market to marketing property projects, which gave her more opportunities in commercial and foreign property sales.

Chin says the airline and real estate businesses share some things in common. “Both are people-oriented, and both require integrity in fulfilling the promise of service,” she offers.

“To serve her customer well, a professional real estate agent needs to understand the transaction process, the product, as well as market conditions. Being an agent is not just about making appointments, opening the door for the customer to view the property and negotiating the price. There’s more work to be done behind the scenes,” she explains.

In order to turn her job into a profession, she studied to become a registered real estate agent, paving the way to her own agency, CBD Properties (USJ) Sdn Bhd, which she

opened in early 2013 after obtaining her real estate agency licence. Now, instead of selling property, she helps others build their careers in the industry.

Managing an agency needs more commitment than usual. Besides recruiting agents and training them, she must provide them back-up and look into administrative matters.

“Many newcomers may perceive the real estate industry as a place to earn a lucrative income — which is true, but it depends on how hard the agent ploughs in. There’s no easy money,” she says.

Newcomers to the industry are often attracted to it because of the opportunity to organise their own time. Here’s what Chin has to say: “Agents may have flexible working hours but this means they do not have to show up for work during routine office hours. What it means is that agents work beyond normal working hours, even during weekends, to bring customers to view properties or to take part in property fairs to get business.”

CBD Properties currently has about 30 agents and negotiators. Chin continually comes up with new ideas to keep the team spirit positive because their success as agents decides the fate of the agency.

It’s been 17 years since she took that leap of faith from the airline world, and she has no regrets. She describes the real estate industry as a game of survival offering high-risk with good returns. “You will not get bored in this line and, if you find your current life boring, maybe you should consider joining the real estate industry,” she quips.



Chin set up her own agency in 2013. Photos by Mohd Izwan Mohd Nazam/The Edge Property

Your island for under US\$1 million

Seven affordable getaways for your consideration. Just don't expect balmy climes

BY TAN AI LENG

Believe it or not: you don't need to own a hedge fund to buy your own island. There are many of these land masses around the world selling for below US\$1 million. In fact, some of these islands are cheaper than some apartments in Malaysia.

Some of these islands already have some form of development and come with ready built accommodation while others are untouched by man and allow their new owners to create their own dream island.

Private Islands Online is an international real estate online portal which focuses on island properties. It currently lists seven beautiful islands, all tagged below US\$1 million (RM4.37 million).

TWIN SISTERS ISLE

ASKING PRICE: CA\$998,800

This one-acre freehold island in Huntsville, Canada, boasts 880 feet of shoreline. Built on it is a double-slip boathouse with a custom upper deck perfect for entertaining friends and family. There is also a bunker on the water's edge that provides ample room for guests.



PHOTOS: PRIVATE ISLANDS ONLINE

ISLA ESMERALDA

ASKING PRICE: US\$145,000

This beautiful leasehold and undeveloped island is in Mexico. It measures 3.7 acres and is surrounded by picturesque views, ideal for a resort development or a personal vacation home. It's considered a good place for fishing buffs, too. There are no major developments on the island; it has just one small house and a boat dock on it.



LITTLE ISLAND

ASKING PRICE: CA\$103,000

Also known as Jenny island by local residents. This 0.5-acre freehold floating land mass in Ontario, Canada, was a historically significant commercial fishing outpost where fishermen and their families would live and work during the entire fishing season. Visitors can access Little Island via nearby Manitoulin island by ferry. There is also a small airport located on Manitoulin.



SECRET ISLAND

ASKING PRICE: CA\$399,000

Located in Quebec, Canada, this 1.1-acre freehold island on Lake Echo, which nestles at the heart of the forest,. It has a Bavarian inspired wooden country cottage that provides its residents a country living experience. The cottage has a rustic interior but is equipped with electricity, a stone fireplace, kitchenette, washer and dryer.



STAFF ISLAND

ASKING PRICE: £125,000

Staff Island is a freehold island in Upper Lough Erne, Northern Ireland. At 10.25 acres, it is undeveloped and is a potentially ideal place for adventurous, outdoorsy types.



SWEET ISLAND

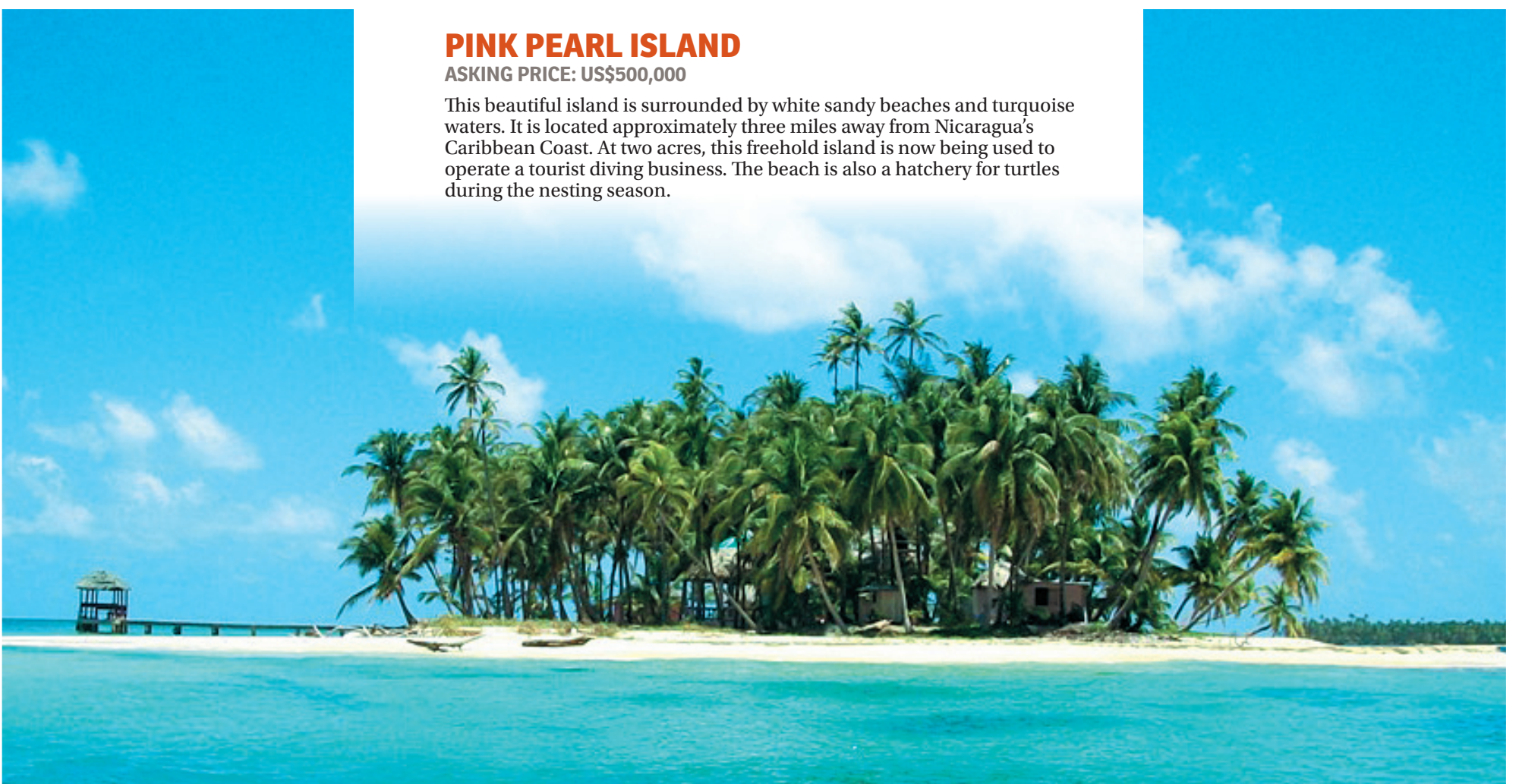
ASKING PRICE: US\$82,900

Located in British Columbia, Canada, Sweet Island is a 3.3-acre freehold island covered in pine and aspen trees. It can be an ideal place for personal or family retreat for boating, swimming and water-skiing during summer, and mushing during winter.

PINK PEARL ISLAND

ASKING PRICE: US\$500,000

This beautiful island is surrounded by white sandy beaches and turquoise waters. It is located approximately three miles away from Nicaragua's Caribbean Coast. At two acres, this freehold island is now being used to operate a tourist diving business. The beach is also a hatchery for turtles during the nesting season.





Is your property in good shape?

How to choose the right land and building for yourself

BY DATUK
JOEY YAP



In feng shui, land parcels and buildings of different shapes are classified by what are called Earth, Metal, Water, Wood and Fire. Each element, so to speak, possesses different attributes and has specific effects on the residents or the owner of a particular piece of property. Depending on what the home or business owner desires — wealth, health or a loving partner, or all three — correct and scrupulous feng shui application may actually open a path for you to realise your dreams.

Building shapes are classified as follows:

A square building, or a broad building with a flat roof, signifies the Earth element. The values it holds include trustworthiness, stability and wealth.

The Metal element is represented by any building which is spherical or has a rounded shape. Metal represents authority, justice and loyalty.

A building of a wavy or indefinite shape represents the element of Water. This denotes wisdom, intelligence and creative thinking.

Tall and rectangular-shaped buildings symbolise the Wood element, which promotes life, growth, benevolence and kindness.

Finally, the Fire element is represented by triangular, sharp or pointed buildings. Like fire, these buildings symbolise passion, beauty and a certain quality of elegance.

The positive qualities listed above assume all the five elements in a building's surrounding environment — its feng shui — support it. In other words, the elements in its environment are in balance, and flow in a harmonious cycle. Naturally, the more imbalanced the feng shui, the greater the likelihood of the negative qualities of the elements manifesting.

However, even if the feng shui of a site is in harmony, buildings of different shapes or elements will favour some people, and may not be conducive for others. To determine



A Water building.



A Fire building.



A metal building.

if your home or workplace is conducive for you, you will need to look to your personal BaZi chart. In any feng shui assessment of a property, consultants always refer to the personal BaZi chart of the client every step of the way.

But take heart: there are also general ways of ensuring positive Qi flow for your property without having to refer to your BaZi chart. This may be applied by everyone, and relates to the shape of the land that your property sits on. The least problematic shape of land parcel to build on has traditionally been a square, because it generally encourages an even distribution of Qi within the property. The second-best choice is a rectangular land parcel. Feng shui practitioners have always emphasised the importance of symmetry and proportion.

However, despite the balanced shape of a circle, be wary of a round land parcel

because Qi is focused in its centre and may be too intense for residential use. However, if you don't have a choice, you may be able to position the property slightly off-centre.

Triangular-shaped land is best avoided as the occupants would be prone to accidents, depending on the direction the property faces, and the sectors most used.

If your residence sits on a land parcel that is ideally shaped for you based on your BaZi chart, as does the building that sits on it, and the building faces your favourable direction, you will definitely see positive change in your everyday endeavours, well being and life in general.

A professional feng shui assessment of your land and property will help ensure a balanced distribution of Qi in and around it, and minimise or even pre-empt any possible effects of Sha Qi (turbulent energy flow, or cycles). Your relationships, and the physi-

cal and emotional well being of your family, will benefit from a buffer of calmness against mishaps.

Datuk Joey Yap is the world's leading Chinese Metaphysics consultant and bestselling author of more than 160 books which have sold over four million copies worldwide. He is chief consultant of the Joey Yap Consulting Group and founder of Mastery Academy Of Chinese Metaphysics. His nearly two decades of professional consultancy includes working with Microsoft, Sime Darby, UEM, Prudential and Citibank. He has students in more than 30 countries.

If you have any feng shui-related questions for Yap, please go to the Tips section of theedgeproperty.com