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ECO
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SHOW VILLAGE OPENING

11 MARCH 2017 | 11AM

A JOINT DEVELOPMENT BY

ECOWORLD
CREATING TOMORROW & BEYOND





The Arch De Grandeur is one of the signature marquees at Eco Grandeur.

AFFORDABLE LUXURY ABODES AT ECO GRANDEUR

Escalating property prices in the Klang Valley have made it increasingly challenging for urban folks to own a home. This is especially true for the Gen Ys who are now in their early to late 20s and wish to purchase their first home.

These are the demographics who are faced with difficulties securing a loan to finance a small apartment, let alone a landed property within the Klang Valley.

However, all is not lost if they know where to look. If you're a property investor, you would have noticed that the buzz from central Kuala Lumpur has been shifting to the suburbs of Greater Kuala Lumpur, including the northwest of Kuala Lumpur.

THE RISE OF THE NORTHWEST

Located in the North-West Corridor of the Klang Valley is Puncak Alam, Selangor. Once a quiet district focused on agriculture, it is slowly gaining momentum as a property development hotspot as more developers make their foray into this suburban township.

Puncak Alam itself was an oil palm estate that was injected with a new lease of life in the late 1990s under an initial master plan by Bukit Chera Development Sdn Bhd and subsequently Puncak Alam Housing Sdn Bhd, which took over the development of the 14,000-acre township in 2001. Over the years, the designated land area was reduced when the land parcels were apportioned to third-party developers, resulting in the arrival of various sub-townships within Puncak Alam.

Situated about 45km from Kuala Lumpur city centre, roads leading to Puncak Alam are lined with trees and the occasional lake, affording scenic views of surrounding lush greenery.

Accessibility has improved drastically over the years to serve the area's growing population. It is connected to neighbouring townships like Setia Alam, Bukit Jelutong and Sungai Buloh via major trunk roads, such as Jalan Batu Arang (now known as Persiaran Mokhtar Dahari), while the Kuala Lumpur-Kuala Selangor Expressway (LATAR), Guthrie Corridor Expressway (GCE) and North-South Expressway (PLUS) all connect Puncak Alam to various areas within the Klang Valley.

The upcoming West Coast Expressway (WCE) will fur-

ther improve access to Puncak Alam upon its completion in 2019, whereas the proposed Damansara-Shah Alam Elevated Expressway (DASH), which links directly to Persiaran Mokhtar Dahari, will provide a faster connection to and from Petaling Jaya.

Additionally, the accessibility to various roads and expressways makes it easy for residents to reach a line-up of amenities. Among them are the Kundang Lakes Country Club, Tasik Puteri Golf and Country Club, Kelab Rahman Putra, Monerez Golf and Country Club and Saujana Golf and Country Club. The development of the new Hospital Universiti Teknologi Mara (UiTM) is also in the cards.

One of Puncak Alam's more popular landmarks is the nearby UiTM Puncak Alam campus, which was launched in 2009 and designed to accommodate 20,000 students. The campus is part of the development efforts by the Selangor state government in transforming Bandar Puncak Alam into the state's designated "Education Town".

A GROWING TOWNSHIP

Bandar Puncak Alam was among the first wave of new developments to set foot in Puncak Alam in 1997 as an integrated township with a population that has swelled to about 250,000 in the last 20 years. In the years that followed, a number of suburban township developments began to emerge, including Alam Perdana, Alam Jaya, Shah Alam 2 and Ambang Suria.

Interest in Puncak Alam has slowly gained traction in recent years. The improved connectivity, growing infrastructure and proximity to other vibrant townships have attracted an influx of new property developments with unique propositions to offer by major players in the industry.

Among them is Eco World Development Group Bhd (EcoWorld), which is set to transform the property landscape of Puncak Alam with the development of 2,198 acres of leasehold land in a joint venture with the Employees Provident Fund (EPF). The developments of Eco Grandeur, which is EcoWorld's largest township venture to date, and the adjacent Eco Business Park V, to be launched soon as the first gated-and-guarded multi-concept business park in the Klang Valley, have a total gross development value (GDV) of RM15 billion.



VICTORIAN SPLENDOUR

Launched in September 2016, Eco Grandeur is a 1,400-acre integrated township development with a GDV of RM9 billion. Featuring all the hallmarks of an EcoWorld project, Eco Grandeur boasts outstanding architecture, lavish landscaping, security and signature landmarks.

Eco Grandeur draws inspiration from the grandeur and eclectic character of the Victorian era, which is reflected in the architecture and landscape of this massive township. A major highlight of Eco Grandeur is the 62-acre Dragonfly Lake, which is named after the abundance of dragonflies spotted on the site and provides excellent vantage points of the surrounding 60-acre town park and gardens from a 180-metre bridge that cuts across the centre of the lake.

Colossal gazebos, a gigantic chess box and an oval-shaped roundabout — the biggest of its kind in all of EcoWorld's current townships — will all be part and parcel of the beautifully manicured landscape of Eco Grandeur.

The gated-and-guarded precincts within Eco Grandeur offer only a single point of entry or exit, providing an added layer of security to the residential development. However, the enhanced security measures are cleverly concealed and woven



The Bridge of Dreams serves as a grand welcome that leads residents to their homes in Eco Grandeur.



Artist's impression of Avenham Garden.



Artist's impression of Graham Garden.



The Dragonfly Lake is the centrepiece of Eco Grandeur's lush landscaping.



Wide backlane gardens offer an aesthetically pleasing extension to homes.

through the landscape to provide a seamless aesthetic from the grand entrance and guard house leading into the residences.

Eco Grandeur has a coverage of more than 20% of greenery across its estates, paving the way for multiple garden designs and interactive landscaping for different neighbourhood concepts.

Staying true to its tagline "Original Greens", Eco Grandeur has since transplanted more than 200 Astonia trees from the fringes of the site at the Dragonfly Park and will continue to restore the natural environment within the township with the intent of gradually reintroducing the original flora and fauna to the site.

Conservation efforts are a priority to transform Eco Grandeur into a green and sustainable township, and the developer is ultimately aiming to achieve the BCA Green Mark Certified Township status for this flagship project in Puncak Alam.

AFFORDABLE HOMES

Built with first-time homebuyers in mind, Eco Grandeur offers affordability without compromising on the quality of living, functionality, safety or aesthetics. The first collections of gated-and-guarded homes unveiled were Graham Garden and Avenham Garden, which are designed to offer spacious abodes for family-living, supported by a community hall, wide back-lane gardens as well as cycling and walking paths.

Comprising two-storey linked homes with built-ups ranging from 1,521 sq ft to 1,743 sq ft, Graham captures the grace of modernised Victorian terrace architecture and was launched with a starting price of RM529,000. Likewise, Avenham Garden features Victorian-inspired design elements in its façade and comes with a covered patio, bay windows and a balcony. These garden homes are priced from RM697,000 for built-ups ranging from 1,778 sq ft to 1,877 sq ft.

Both Graham Garden and Avenham Garden consist of a total of 1,800 residential units. In September 2016, up to 1,088 units were launched in the first phase for both Graham Garden and Avenham Garden, while the remaining units in the second phase will be launched in March 2017.

Each neighbourhood comes with a community hall and facilities to cater to the lifestyle and recreational needs of its residents, including a park, playground and sports hall equipped with gym equipment. These basic amenities are thoughtfully included to add value and enhance the lifestyles of residents.

These homes are an ideal choice for upgraders who seek landed-home living in a suburban environment without having to fork out a higher price for landed residential properties in neighbouring townships such as Shah Alam and Sungai Buloh.

UP-AND-COMING COMMERCIAL HUBS

Within the Eco Grandeur master plan is the 200-acre commercial hub and town centre, Grandeur City. To facilitate Grandeur City as a growth catalyst in the North-West Corridor of the Klang Valley, plans have been set in motion besides its commercial components to have a host of amenities and facilities. They include shopoffices, retail shops, mall, hypermarket, hotel, convention centre, corporate offices, medical centres, international schools, banks, petrol stations, community centre, and more.

On top of that, the 518-acre Eco Business Park V located adjacent to Eco Grandeur is poised to elevate the area as the future commercial centre in the corridor. Modelled after three of EcoWorld's pioneering business park concepts in Iskandar Malaysia in Johor, Eco Business Park V will be integrated with multiple intelligent green features to maximise business efficiency as well as EcoWorld's proprietary "EBP one-stop business solution" to assist overseas business owners to set up their operations in Malaysia.

A BRIGHT FUTURE

Although it still has a long way to go in becoming a self-sustaining metropolis, the future looks promising for Puncak Alam. The arrival of new developments by top property developers, such as EcoWorld, combined with improved infrastructure, an appealing living environment and complete amenities, will inevitably revamp the area into a thriving, modern township that is desirable for living and working.

When that happens in the near future, homebuyers and investors who have purchased properties in the area will see their values rise and enjoy good returns. For now, there are still ample opportunities to catch a good deal with affordable landed homes in Eco Grandeur.

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Minimum Price: RM652,000, Maximum Price: RM994,800 | Type B: Total Unit – 176, Built-up: 1,836sq ft – 1,858sq ft, Minimum Price: RM673,000, Maximum Price: RM987,600 | Type C: Total Unit – 42, Built-up: 1,836sq ft – 1,868sq ft, Minimum Price: RM687,000, Maximum Price: RM1,085,600 | Type D: Total Unit – 132, Built-up: 1,841sq ft – 1,868sq ft, Minimum Price: RM675,000, Maximum Price: RM992,400 | Type E: Total Unit – 154, Built-up: 1,868sq ft – 1,892sq ft, Minimum Price: RM685,000, Maximum Price: RM1,029,600 | Type F: Total Unit – 66, Built-up: 1,877sq ft – 1,907sq ft, Minimum Price: RM688,000, Maximum Price: RM1,039,200 | Type of Property: Double Storey Garden Home | Land Tenure: Leasehold (99 Years – Expiry 30/07/2100) | Land Encumbrances: Nil | Approving Authority: Majlis Daerah Kuala Selangor (MDKS) | Expected Completion Date: September 2019 | Restriction of Interest: The land can be transferred, leased or charged with prior approval by the State Authority | 7% Discount for Bumiputra



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Developer: PARAGON PINNACLE SDN. BHD. (1098122-T) | Graham: Developer License No: 14505-1/09-2018/0732LU | Validity Period: 24/09/2016 - 23/09/2018 | Advertising & Sales Permit No: 14505-1/09-2018/0732PI | Validity Period: 24/09/2016 - 23/09/2018 | Building Plan Reference No: MDKS 280/4/12/2016-03/04/05/06 | Total Units: 1,012 (Type A,B,C & D) | Type A: Total Units - 172, Built-up: 1,521sq ft - 1,422sq ft, Minimum Price: RM469,000, Maximum Price: RM654,800 | Type B: Total Units - 50, Built-up: 1,635sq ft - 1,769sq ft, Minimum Price: RM525,000, Maximum Price: RM914,800 | Type C: Total Units - 560, Built-up: 1,435sq ft - 1,781sq ft, Minimum Price: RM525,000, Maximum Price: RM921,600 | Type D: Total Units - 180, Built-up: 1,742sq ft - 1,816sq ft, Minimum Price: RM450,000, Maximum Price: RM490,800 | Type of Property: Double Storey Terrace House | Avenham: Developer License No: 14505-2/09-2018/0733LU | Validity Period: 24/09/2016 - 23/09/2018 | Advertising & Sales Permit No: 14505-2/09-2018/0733PI | Validity Period: 24/09/2016 - 23/09/2018 | Building Plan Reference No: MDKS 280/4/12/2016-07/08/09/10 | Total Units: 812 (Type A,B,C,D,E & F) | Type A: Total Units - 242, Built-up: 1,778sq ft - 1,805sq ft, Minimum Price: RM994,800 | Type B: Total Units - 176, Built-up: 1,836sq ft - 1,858sq ft, Minimum Price: RM987,600 | Type C: Total Units - 42, Built-up: 1,836sq ft - 1,888sq ft, Minimum Price: RM687,000, Maximum Price: RM1,065,600 | Type D: Total Units - 132, Built-up: 1,841sq ft - 1,888sq ft, Minimum Price: RM675,000, Maximum Price: RM992,400 | Type E: Total Units - 154, Built-up: 1,868sq ft - 1,892sq ft, Minimum Price: RM685,000, Maximum Price: RM1,029,400 | Type F: Total Units - 66, Built-up: 1,577sq ft - 1,907sq ft, Minimum Price: RM688,000, Maximum Price: RM1,039,200 | Type of Property: Double Storey Garden Home | Land Tenure: Leasehold (99 Years - Expiry 30/07/2100) | Land Encumbrances: Nil | Approving Authority: Majlis Daerah Kuala Selangor (MDKS) | Expected Completion Date: September 2019 | Restriction of Interest: The land can be transferred, leased or charged with prior approval by the State Authority | 7% Discount for Bumiputra. All art renderings and photographs contained in this advertisement are artist's impressions only. The developer reserves the right to modify any part or parts of the building prior to completion as directed or approved by the architects and/or the relevant authorities. All plans, layouts, information and specifications are subject to change and cannot form part of an offer or contract presentation. The developer reserves the right to alter, change or vary any information contained herein without prior notification. Whilst every care is taken in providing this information, the developer shall not be held responsible for any variations. For avoidance of doubt on all plans, layouts, information and specifications, please always refer to the Sales and Purchase Agreement.

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TEP4 NEWS
Sunway Iskandar gears up for mid-year launch of the GRID Collection



TEP10 FEATURE
Challenges abound in cross-border property transactions



TEP11 FEATURE
Malaysia's zero-energy tiny home in the making

The priciest homes on the market

You would probably have to be more than a millionaire to own these properties listed for sale on TheEdgeProperty.com.

See Pages 8 and 9.

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Initial launches at MB World's maiden township in Kota Tinggi well-received

MB World Group Bhd's (MBWG) maiden township development, Taman Sri Penawar in Bandar Penawar, Kota Tinggi in Johor, will be officially launched tomorrow.

With an estimated gross develop-



ment value (GDV) of RM1.9 billion, Taman Sri Penawar spans 470 acres with a proposed 3,300 residential units and 380 commercial units.

MBWG executive director Ng Liang Khiang said the first phase consisting of 265 single-storey terraced houses was fully sold within two weeks prior to the official launch.

The second phase of 320 single-storey terraced houses with a land area of 20ft by 70ft and built-up area of 1,091 sq ft has also received good response with over 50% of the units booked.

CIDB's building info modelling centre to open in May

The Construction Industry Development Board (CIDB) expects its RM2.5 million MyBIM Centre to commence operations in May this year.

CIDB chief executive Datuk Ahmad Asri Abdul Hamid said the centre plays a major role in transform-

UMLand inks MoU to build Lee Chong Wei International Sports City

United Malayan Land Bhd (UMLand), via its wholly-owned subsidiary Seri Alam Properties Sdn Bhd, has inked a memorandum of understanding (MoU) with Chong Wei Binajaya Sdn Bhd to develop part of the proposed Lee Chong Wei International Sports City.

According to a statement by UMLand, Seri Alam Properties will contribute a parcel of 16.38 acres of converted commercial land to Chong Wei Binajaya where the latter will develop the commercial portion of the proposed Lee Chong



Wei International Sports City in Bandar Seri Alam, Johor Bahru.

The Sports City is the brainchild of Malaysia's badminton star Datuk Wira Lee Chong Wei and will host world-class badminton tour-

naments, provide wellness therapy, and advanced fitness training. The purpose-built complex will also have accommodation, leisure, entertainment, recreation, retail shops and offices.

ing the industry, in order to push the adoption of BIM or building information modelling systems within the local construction industry.

BIM systems provide a platform to digitally create and model construction projects, giving the stakeholders a clearer representation of the particular project.

LBS Bina, YPJ Plantations to develop RM2.6b township in Johor

LBS Bina Group Bhd has teamed up with YPJ Plantations Sdn Bhd to jointly develop a mixed township in Kota Tinggi, Johor, with an estimated gross development value of RM2.6 billion.

According to LBS Bina, the joint venture will allow the group to participate in a viable development project without having to bear the substantial upfront cost of acquiring land, it added.

In a filing with Bursa Malaysia, LBS Bina said its indirect subsidi-

ary Biz Bina Development Sdn Bhd has entered into a joint development agreement with landowner YPJ Plantations for the proposed development.

The 541.4-acre site is about 46km from Johor Bahru and 29km from Senai International Airport. The land is also opposite the Orchard Golf & Country Resort and nearby Kolej Yayasan Pelajaran Johor.

Luxury condo project by EcoFirst and IGB aims for launch this year

EcoFirst Consolidated Bhd (EcoFirst), which is partnering IGB Corp Bhd (IGB) to develop a high-end condominium project in Jalan Batai, Damansara Heights, hopes to launch the four-acre project in the third quarter of this year (3Q2017).

"This [the condo development] is one of the projects that we have in the pipeline, but we can't disclose



the details yet as we are still finalising them," said EcoFirst general manager of property development and projects Liew Wee Fong.

He added that the company is now awaiting the development approval for this project. Tentatively, EcoFirst is hoping to launch the project in 3Q2017.

Meanwhile, Tower A of EcoFirst's Liberty Arc @ Ampang Ukay is about 60% to 70% sold. Liberty Arc @ Ampang Ukay has a gross development value of RM606.8 million. It consists of three towers (Tower A, B and C) of 1,632 Small-office Home-office units and 32 retail units.

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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**.



Eco Grandeur Show Village opens

Date: March 11 (Sat)

Time: 11am to 7pm

Venue: Eco Grandeur Show Village, Lot 6232, Persiaran Mokhtar Dahari, Eco Grandeur, Bandar Puncak Alam, Selangor

Contact: (03) 3270 2525

Eco World Development Group Bhd invites the public to join in the fun at the opening of Eco Grandeur Show Village. Fun-filled activities will be held including circus acts, horse carriage rides, Shetland Pony photo-op, horse petting and daytime fireworks.

IJM Land's 'Camp Out Lah!' event

Date: March 11 (Sat)

Time: 11am to 4pm

Venue: Shah Alam 2 (SA2)



Sales Gallery, Bandar Puncak Alam, Selangor
Contact: (03) 3393 3103
IJM Land Bhd's "Camp Out Lah!" event in Shah Alam 2 will feature various fun outdoor activities, such as a Papa, Mama and Junior camp, outdoor picnic, food trucks as well as interactive games.

Property and feng shui talk

Date: March 11 (Sat)

Time: 10am to 6pm

Venue: Astetica Residences Sales Gallery, G27, The Heritage, Jalan SB Dagang, Seri Kembangan, Selangor

Contact: (03) 8958 5766

Hua Yang Bhd will be unveiling its garden-inspired urban residences — Astetica Residences — which is located next to the Mines Shopping

Mall. Datuk Joey Yap will be there to give a feng shui talk to the public and there will also be a Bazi express reading as well as fun activities.

Melbourne Property Expo and Info Sessions

Date: March 10 to 12 (Fri to Sun)

Time: 10am to 7pm

Venue: St Regis Hotel, No 6, Jalan Stesen Sentral 2, Kuala Lumpur Sentral, KL

Contact: (012) 337 4767

Organised by Rhema Realty and Australian property developer Central Equity, the expo and info sessions are aimed at those looking to buy Melbourne properties.

Exclusive preview of Park Shore (US)

Date: March 16 (Thur)

Time: 3.30pm to 6pm

Venue: Level 2, Straits Boardroom, Westin Hotel Kuala Lumpur, 199, Jalan Bukit Bintang, KL

Contact: (012) 304 6887

JLL Property and Strategic



Capital will be introducing the Park Shore residential development in New Jersey, US to Malaysian investors. RSVP required.

Preview of Aspen's Central Region Concept Gallery

Date: March 18 (Sat)

Time: 11am to 4pm

Venue: Aspen Group Central Region Concept Gallery, No 10A, Jalan Pensyarah U1/28, Glenmarie 8 Business Park, Glenmarie, Shah Alam, Selangor

Contact: (03) 5561 8288

Aspen Group welcomes the public to its new gallery in the Klang Valley showcasing Aspen Vision City. There will be an exclusive preview of its new project — Vittoria Financial Centre — during the event.

TheEdgeProperty.com

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Andy Khoo, Chairman, DN Homeowners Bhd

Is the devil in the building design?
Tan Sri Eddy Chen, President, Building Management Association Malaysia (BMAM)

In the eyes of a foreign investor
Dr Lim Lan Yuan, President, Property & Facility Managers, Singapore

The good, the bad and the ugly
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Sunway Iskandar gears up for mid-year launch of the GRID Collection

BY SHAWN NG

PETALING JAYA: Sunway Property, the property division of Sunway Bhd, will be targeting young entrepreneurs and new start-ups for the GRID Collection at Sunway Iskandar, Johor.

Its managing director of the property development division for Malaysia and Singapore, Sarena Cheah, told TheEdgeProperty.com that the mixed development planned for launch in June consists of 41 retail units, 74 office units and 501 apartment units with a total gross development value of RM376 million.

Sitting on a 5.11-acre plot, the GRID Collection is the first project at The Marketplace Precinct at the 1,800-acre Sunway Iskandar development in Johor, she added.

"We received numerous positive responses during our preview on Feb 18. However, the GRID Collection is not open for booking yet. We are looking at launching the project in June this year with a target completion date of 2020," she said.

The retail units dubbed GRID Shoppe will have prices from RM890,000 while the office units called GRID Office will start at RM690,000 onwards.

The details and

Cheah: Properties at the GRID Collection are aimed at young entrepreneurs and business start-ups.



SAM FONG | TheEdgeProperty.com

prices for the apartment units dubbed GRID Residence have not been finalised but the indicative price is less than RM400,000.

Cheah said the properties at the GRID Collection are aimed at young entrepreneurs and business start-ups who require smaller spaces for their commercial activities. The project is also expected to enjoy some spillover from the neighbouring Emerald Boulevard and other upcoming commercial areas.

"Given the target market and the concept of The Marketplace Precinct, we see it as the next vibrant and robust commercial area in Sunway Iskandar, providing a place for innovative ideas to grow and shine," she added.

Notably, apartment units at the GRID Residence will allow owners to customise the layouts of their homes to suit their needs. Currently, the developer is working on the mechanics of this unique feature.

The GRID Collection is located next to the Coastal Highway Southern Link along with Sunway International School.

Besides the GRID Collection, more developments are coming up in Sunway Iskandar. Being the largest land owner in the economic zone, Sunway Property will be developing six precincts in Sunway Iskandar known as The Lakeview, The Capital, The Parkview, The Riverside, The Seafront and The Marketplace Precinct.

Envisioned to be a self-sustaining integrat-



SUNWAY PROPERTY
The GRID Collection is a RM376 million mixed development in Sunway Iskandar, Johor.

ed township like Sunway City in Selangor, where every amenity is connected, key components such as educational institutions, leisure hotspots, healthcare and recreation will be incorporated in the precincts to cater to the needs of its residents.

"For instance, our Sunway Iskandar International School, which covers pre-school right up to grade 12, commenced on Jan 16

this year with about 180 students. We have also completed our first integrated development — the Citrine Collection in The Lakeview precinct," said Cheah.

Citrine's office units have been fully sold while the serviced apartments are 60% sold. The retail component in the development will open next month with Jaya Grocer as the anchor tenant.

Setia Eco Templer's 'Peranakan Nostalgia' homes set for 2Q2017 launch

BY LUM KA KAY

SELAYANG: S P Setia Bhd is looking to launch phase 2A of its 194-acre Setia Eco Templer township near Selayang, Selangor in 2Q2017.

Setia Eco Templer general manager Dianne Chan said the design concept for the 23.9-acre phase 2A is based on the theme of "Peranakan Nostalgia" and will comprise 168 units of double-storey linked villas and semi-detached homes.

"Many of us enjoy the nostalgia of heritage buildings like the ones on Penang Island and in Melaka so we want to give a modern interpretation of the theme here," said Chan.

The developer will be using tiles and window features with Peranakan motifs. "We will also be doing a Peranakan style landscape for the outdoors. We have heard a lot about Balinese landscape and others, but no one has ever done a Peranakan landscape in a modern property project before," she told TheEdgeProperty.com.

The gross development value (GDV) of phase 2A is about RM206 million. The starting price will be from about RM950,000.

Chan is confident that the homes will do well despite the challenging property outlook for 2017.

"We feel that our pricing is very competitive, and with our concept and the gated-and-guarded environment, I am confident that homes here will be sought after [by homebuyers]. People are already registering for phase 2A," she said.

The homes in phase 1, which has a GDV of RM282 million, will be completed and handed over in May 2019. The RM25 million interchange that connects the township directly to Jalan Kuching will also be completed in May 2019, she said.

The 44-acre phase 1 known as Essex Garden was launched in May last year. It comprises 234 units of linked villas, bungalows and semi-detached homes. All units were sold within two weeks.

On March 4, the developer has launched

Chan is confident that Setia Eco Templer phase 2A will do well despite the challenging property outlook for 2017.

MOHD IZWAN MOHD NAZAM | TheEdgeProperty.com



its Rumah Selangorku units at Setia Eco Templer. The launch was officiated by Selangor Menteri Besar Datuk Seri Azmin Ali.

"There will be 900 units of Rumah Selangorku homes comprising 180 apartment units of type A (700 sq ft) and type C (807 sq ft), while for type D (1,001 sq ft), there will be 540 units. The selling prices will start from RM42,000 to RM220,000," she said.

On the commercial hub known as The Grove @ Templer, Chan said 22 of the 40 shopoffice units have been sold since they were launched on Feb 11. Of the 40 units, 32 are 3-storey units with built-ups ranging between 4,921 sq ft and 7,262 sq ft while the other eight units are 2-storey units with built-ups ranging from 2,996 sq ft to 4,350 sq ft.

"Prices start from RM1.3 million and RM1.8 million for the 2-storey shop units and 3-storey units respectively," she said, adding that she expects the commercial units to be fully taken up in the next three months.

Sitting on leasehold land in Templer Park, Setia Eco Templer has a GDV of RM2 billion and will be developed over the next seven to 10 years.

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The top-ten most expensive listings of non-landed homes on TheEdgeProperty.com

Project name: **THE BINJAI ON THE PARK**
 Built-up (sq ft): **19,180**
 Unit asking price: **RM50,000,000**
 Asking price psf: **RM2,606.88**
 Average transaction price of units at the same project in 2015: **1,800 psf**
 Location: **Persiaran KLCC, KL**

Project name: **THE TROIKA**
 Built-up (sq ft): **13,089**
 Unit asking price: **RM35,000,000**
 Asking price psf: **RM2,674.00**
 Average transaction price of units at the same project in 2015: **1,308 psf**
 Location: **Persiaran KLCC, KL**

Project name: **PAVILION RESIDENCES**
 Built-up (sq ft): **12,146**
 Unit asking price: **RM35,000,000**
 Asking price psf: **RM2,881.61**
 Average transaction price of units at the same project in 2015: **1,794 psf**
 Location: **Jalan Raja Chulan, Bukit Bintang, KL**

Project name: **RIMBUN@EMBASSY ROW**
 Built-up (sq ft): **17,000**
 Unit asking price: **RM20,000,000**
 Asking price psf: **RM1,176.47**
 Average transaction price of units at the same project in 2015: **NA**
 Location: **Jalan Ampang Hilir, KL**

Project name: **SURIA STONOR**
 Built-up (sq ft): **8,600**
 Unit asking price: **RM15,500,000**
 Asking price psf: **RM1,802.33**
 Average transaction price of units at the same project in 2015: **1,078 psf**
 Location: **Lorong Stonor, KL**

Project name: **ONE MENERUNG**
 Built-up (sq ft): **8,539**
 Unit asking price: **RM15,370,000**
 Asking price psf: **RM1,799.98**
 Average transaction price of units at the same project in 2015: **1,297 psf**
 Location: **Jalan Menerung, Bangsar, KL**

Project name: **THE PEARL KLCC**
 Built-up (sq ft): **7,228**
 Unit asking price: **RM14,340,352**
 Asking price psf: **RM1,984.00**
 Average transaction price of units at the same project in 2015: **1,105 psf**
 Location: **Jalan Stonor, KL**

Project name: **SERAI BANGSAR**
 Built-up (sq ft): **6,913**
 Unit asking price: **RM13,826,000**
 Asking price psf: **RM2,000.00**
 Average transaction price of units at the same project in 2015: **814 psf**
 Location: **Jalan Medang Serai, Bangsar, KL**

Project name: **ONE TANJONG**
 Built-up (sq ft): **18,600**
 Unit asking price: **RM11,000,000**
 Asking price psf: **RM591.40**
 Average transaction price of units at the same project in 2015: **796 psf**
 Location: **Tanjung Bungah, Georgetown, Penang**

Project name: **MADGE MANSIONS**
 Built-up (sq ft): **7,901**
 Unit asking price: **RM10,300,000**
 Asking price psf: **RM1,303.63**
 Average transaction price of units at the same project in 2015: **923.00 psf**
 Location: **Jalan Madge, Taman U-Thant, KL**



BY TAN AI LENG

Multi-million RINGGIT HOMES

Have you ever wondered, for someone who can afford to dine on lobster caviar frittata as much as the average person chows down fried chicken wings, what kind of abodes would they indulge their earnings on?

Most people may imagine vast mansions by the sea, but surprisingly, the most expensive property is located closer to the sky than the sea — perhaps a reflection of modern times.

In an effort to find out the most expensive properties available on the secondary market, TheEdgeProperty.com filtered and analysed 230,000 property listings in the past 12 months before shortlisting the top 10 most expensive landed and non-landed residential properties available on the local market.

Topping the list is a condominium unit located at the heart of Kuala Lumpur. In fact, the top three most expensive condominiums are all situated within the aptly named Golden Triangle.

High floor with unobstructed panoramic views

Located in sought-after addresses

What do these multi-million ringgit listings have in common?

High-rise properties

Most are duplex penthouses

Built by well-known developers

Most come with special features, such as private swimming pool or party hall

Most expensive — The Binjai on The Park

At a staggering RM50 million, the listing for a 19,180 sq ft penthouse condominium at The Binjai on The Park has surpassed even the more capacious landed properties. The project is developed by Layar Intan Sdn Bhd, a subsidiary of KLCC Holdings Bhd.

The agent dubs this RM2,606 psf unit a super penthouse unit with full interior design and complete with furniture as well as kitchen equipment and cutlery. The unit spreads over four floors and boasts its own infinity pool and two private lifts — one with direct access right to the entrance of the unit on the 42nd floor and another internal one serving the unit.

Besides its advantageous location next to the Kuala Lumpur Convention Centre and being merely slightly more than 1km from Suria KLCC, the vertically-advantaged unit offers unobstructed city views.

Penthouses at Pavilion Residences and The Troika asking for RM35 mil

The second most expensive high-rise residential property in the list is a penthouse at Pavilion Residences located in Bukit Bintang, which is asking for RM35 million, or an average of RM2,881 psf.

This 12,146 sq ft fully air-conditioned penthouse comes with a 5,573 sq ft terrace, a kitchen with cooking equipment and six bedrooms as well as nine car parks.

Pavilion Residences is a low-density leasehold development located on top of the Pavilion shopping mall. It offers 368 luxury residences housed in two towers, ranging between 43 and 50 storeys.

For The Troika, there are quite a number of multi-million ringgit listings. Among them, one unit comes with a price tag of RM35 million, which averages RM2,674 psf.

According to the listing, this duplex fully furnished penthouse unit has a built-up size of 13,089 sq ft, consists of 4+1 bedrooms and seven bathrooms and comes with its own rooftop swimming pool.

Situated along Persiaran KLCC, The Troika is about 1km away from Suria KLCC. It comprises three towers of 55, 44 and 38 storeys, housing 229 condominium units with only two units per floor. One of the standard features of The Troika is all units come with fully fitted bathrooms, kitchen hot water facility and centralised vacuum system as well as an inverter control air-conditioning system.

Developed by BRDB Developments Sdn Bhd, Troika is designed by renowned architects Foster + Partners, the same architectural firm which partnered Frank Gehry to design phase 3 of the Battersea residential projects in London.

Except for one, the rest of the top 10 most expensive listings are located in Kuala Lumpur, namely the KL city centre, Taman U-Thant, Ampang and Bangsar, including Rimbun@Embassy Row, Suria Stonor, One Menerung, The Pearl KLCC, Serai Bangsar and Madge Mansions. All of these units are penthouses with panoramic views.



PATRICK GOH | TheEdgeProperty.com



A penthouse unit in The Binjai on The Park is asking for RM50 million.



The Troika was designed by renowned architects Foster + Partners.

Penang beachfront condominium on the list
Sneaking into the ninth place of the listing, the only non-Klang Valley property is a super condominium from Penang, One Tanjong at Tanjung Bungah, carrying a price tag of RM11 million.

This freehold, brand new unfurnished duplex penthouse has a built-up of 18,600 sq ft. It comes with a private pool and party floor and offers six bedrooms and seven bathrooms. According to the listing, the unfurnished unit also offers a magnificent sea and hill view.

One Tanjong is a beachfront luxury condominium comprising two 41-storey blocks offering a total of 147 units with only two units per floor.

Some of the common features among the 10 most expensive high-rise developments include proximity to the city centre, large built-ups with panoramic views, and excellent security as well as facilities.

Top two most expensive landed properties are in Penang

For landed properties, the top 10 most expensive listings on TheEdgeProperty.com range between RM25 million and RM45.7 million.

The most expensive house on the list is a 2-storey heritage bungalow with a built-up size of 30,000 sq ft at Jalan Lim Mah Chye in Georgetown, Penang. This over 100-year-old bungalow is located 450m away from The Heritage Club and about 4.5km away from Komtar Tower. The bungalow has an astonishing land area of 1.5 acres, and it is freehold too.

The bungalow comes with five bedrooms and five bathrooms. Located on such a vast piece of land, the buyer could easily expand the built-up.

The second most expensive listing is a freehold 2-storey furnished bungalow with a built up of 8,230 sq ft at Jalan Biggs in Pulau Tikus, Penang, which is asking for RM43.3 million. It is located about 500m from Colonial Penang Museum and about 2km from Gurney Drive.

This vacant bungalow has a land area of 43,357 sq ft and the house comes with five bedrooms and five bathrooms. The agent, who declined to disclose his name, said it is an old bungalow purchased by the current owner three years ago on the secondary market.

Twin bungalows with potential commercial value

The third most expensive landed property is a listing offering two single-storey bungalows sharing one land title at Lorong Yap Kwan Seng, KL, which is asking for RM42 million.

The freehold twin bungalows are sited on a land area of 15,000 sq ft and come with a combined number of 10 bedrooms and eight bathrooms. According to the agent, this is a rather old property of at least 10 years old. The owner has already converted the title for commercial usage.

According to the listing, the property has the

potential to be converted into a showroom, restaurant or embassy. Some of the houses on the same street have already been converted into car showrooms and restaurants.

The other seven most expensive listings are from Bukit Tunku (or Kenny Hills), KL city centre, Ampang, Taman Bukit Pantai, Tropicana in Petaling Jaya and Penang.

Among these listings is another two-unit bungalow situated on one plot of land at Lorong Gurney, KL, which is considered a rare deal as it is located close to KL city centre — about 4.5km away.

This freehold property has a land area of 26,997 sq ft and a built-up of 19,090 sq ft. It boasts 10 bedrooms and 10 bathrooms as well as a guardhouse and two swimming pools.

Bungalow with the biggest land area

Another interesting listing is a two-and-a-half-storey bungalow which is situated at Taman Tun Abdul Razak, Ampang Jaya, Selangor. It has the biggest land area among the top 10 list of most expensive homes for sale, at about 1.6 acres.

According to the listing, this leasehold property, tagged at RM30 million, features 11 bedrooms (including servant rooms) and 15 bathrooms as well as 17 car parks.

It also comes with a swimming pool, barbecue area, main lounge, gymnasium room, two dining areas and dry and wet kitchens, as well as six store rooms.

What do these multi-million ringgit listings have in common?

- Located in prime locations
- The buildings come with a large land area of at least 12,000 sq ft
- Most come with special facilities, such as private swimming pool, covered car parks and guardhouse

Landed properties



The top-ten most expensive listings of landed homes on TheEdgeProperty.com

Property type: **TWO-STOREY BUNGALOW**
Land area: **1.5 acres**
Asking price: **RM45,738,000**
Location: **Jalan Lim Mah Chye, Georgetown, Penang**

Property type: **TWO-STOREY BUNGALOW**
Land area: **43,357 sq ft**
Asking price: **RM43,313,643**
Location: **Jalan Biggs, Pulau Tikus, Georgetown, Penang**

Property type: **TWO ADJOINING SINGLE-STOREY BUNGALOWS**
Land area: **15,000 sq ft**
Asking price: **RM42,000,000**
Location: **Lorong Yap Kwan Seng, Kampung Baru, KL**

Property type: **TWO-STOREY BUNGALOW**
Land area: **35,000 sq ft**
Asking price: **RM40,000,000**
Location: **Bukit Tunku, KL**

Property type: **TWO ADJOINING TWO-STOREY BUNGALOWS**
Land area: **26,997 sq ft**
Asking price: **RM30,000,000**
Location: **Lorong Gurney, KL**

Property type: **THREE-STOREY BUNGALOW**
Land area: **16,500 sq ft**
Asking price: **RM30,000,000**
Location: **Ampang Hilir, KL**

Property type: **TWO-AND-A-HALF STOREY BUNGALOW**
Land area: **1.6 acres**
Asking price: **RM30,000,000**
Location: **Taman Tun Abdul Razak, Ampang Jaya, Selangor**

Property type: **TWO-STOREY BUNGALOW**
Land area: **1 acre**
Asking price: **RM25,000,000**
Location: **Tropicana Golf & Country Resort, Jalan Kelab Tropicana, PJ**

Property type: **TWO-STOREY BUNGALOW**
Land area: **38,026 sq ft**
Asking price: **RM25,000,000**
Location: **Jalan Utama, Georgetown, Penang**

Property type: **THREE-STOREY BUNGALOW**
Land area: **22,198 sq ft**
Asking price: **RM25,000,000**
Location: **Jalan Maarof, Bangsar, KL**





Challenges abound in cross-border property transactions

SHAHRI N YAHYA | TheEdgeProperty.com

BY LUM KA KAY

SETIA ALAM: Every country has its own set of challenges but among the main hurdles faced by investors, including Malaysians, when it comes to investing in properties overseas are financing and legal issues. This was raised during a forum at the recent two-day Malaysian Annual Real Estate Convention 2017 (MAREC '17), organised by the Malaysian Institute of Estate Agents (MIEA) on March 3 and 4.

Singapore's Institute of Estate Agents president Harry Yeo said while the vision of a single and integrated market under the Asean Economic Community (AEC) is a good idea, in the real estate sector, there are still "legal, knowledge and connection" hurdles to cross.

The AEC promotes economic integration in the region as a single market and production base characterised by free flow of goods, services and investments, as well as freer flow of capital and skills. It aims to tap into the potential of the region as an integrated and single investment destination.

"For example in Myanmar, which is part of Asean, for now we still can't invest there because [the laws in Myanmar] do not allow it. An integrated market requires countries to open up," said Yeo.

He added that knowledge and understanding of the local market are very important for investors. "Same goes for the connection. But connection-wise, we now have Arena (Asean Regional Real Estate Networking Alliances)," he said dur-



(From left) Yeo, Ding, Tee, Yin, Lim and Kho at the 'Cross-border Transactions Forum' at MAREC'17.

ing the "Cross-border Transactions Forum" on March 4 at Setia Alam Convention Centre in Shah Alam, Selangor. TheEdgeProperty.com was the media partner for the event.

The forum was moderated by MIEA president Erick Kho and included Harvest-Time Properties Sdn Bhd principal Sue Ding (who focused on the Australian market), Swhengtee International Sdn Bhd group president Datuk Seri Gavin Tee (China market), National Association of Realtors' president's liaison to Malaysia Yin Bih (US market) and Hartamas Real Estate Sdn Bhd group managing director Eric Lim (UK market).

On the Australian market, Ding said the recent influx of foreign investors has prompted the govern-

ment to put in new restrictions to curb such investments, making it more difficult for foreign investors to come into the property market.

"[To purchase Australian properties] you can get a loan but the percentage is very low or minimal which is about 60% to 70% of the valuation price at the end, during settlement. And if you go to second-tier banks, the interest rates will be very high," she said.

It is also rather challenging for a foreigner to purchase properties in China. Swhengtee International's Tee noted that foreigners are not allowed to buy residential properties in China unless they have working visas.

"[Thus] there are not many Malaysians who have invested in Chi-

na. On the Malaysian side, they [the Chinese] don't invest much in the Kuala Lumpur city centre, they are more inclined to invest in Iskandar Malaysia in Johor — attracted by Chinese developers who have projects there."

In terms of foreign investment policies, Tee thinks that Malaysia is an attractive market for foreign investors. "But moving forward, Malaysia may face challenges when more countries in the region open up their markets," he said.

US-based National Association of Realtors' president liaison to Malaysia Yin Bih said the US market "is still a very good place to invest", despite the high property values. She noted, however, that more efforts are being taken to

prevent money laundering.

"First of all, you have foreign investors coming in [to the US property market] and paying cash, so now we have escrow companies to manage these transactions and crack down on the money trail.

"And second, you have the money-lending challenge. Foreign investors can borrow money in the US but there are more restrictions and you need to provide more documentation for it now.

"Third is taxes. Investors need to be more knowledgeable in the ramifications of purchasing or selling properties in the US because tax is involved," she said.

Over in the UK, however, financing for London properties are "quite readily available" where the eligible loan amount is about 50% to 80%, depending on the property's location, according to Hartamas Real Estate's Lim.

"If your property is far away from the London city centre, the margin may be lower, say about 50%. For properties located beyond Zone 4 of London, banks are very careful [with approving loans] unless it is a project by a renowned developer," he said.

Lim added that UK is one of the most popular overseas property markets for Malaysian investors as the property market there is "easy to enter and exit".

"The rental yield [in the UK] is also very strong, it is about 4.5% to 5% and some of the new property projects have already received renting requests even before they are completed," he noted.

Office market — not all doom and gloom

BY NATALIE KHOO

Despite the current soft commercial office market, Khong & Jaafar Sdn Bhd managing director Elvin Fernandez believes that there are office units that still offer good rental yields.

"The office market in the Klang Valley, in general, has an overall supply of 122.37 million sq ft of office space, of which vacant office space accounts for 29.5 million sq ft.

"Thus, the occupancy rate is 75.89% as reported by the National Property Information Centre, as at 3Q2016. However, just because the office market is in an overall oversupplied state, it does not mean that all is bad. There will always be office buildings that are attractive investments because they may be in a specific location or have an MSC or green status [for the building]," Fernandez told TheEdgeProperty.com.

Fernandez was one of the panellists for the Multi-Million Dollar Deal Forum held at the Malaysian Annual Real Estate Convention (MAREC '17) together with Savills Malaysia executive chairman Datuk Christopher Boyd and JLL Malaysia Property Services (Malaysia) Sdn Bhd country head and managing director YY Lau. The session was moderated by Zerine Properties group CEO and founder Prevedran Singhe. The forum was held on the first day of the two-day convention last week.

"Some buildings have long-term tenants [and some are blue chip tenants] and with fixed step-up rents. Such buildings are more attractive from an investment point of view and usually command higher net yields [forward yields] and, therefore, higher values psf," Fernandez shared during the forum.

"A good grade A office building may, for instance, command about RM1,000 psf based on the total net



PATRICK GOH | TheEdgeProperty.com

lettable area, and for buildings [with long-term tenants and fixed step-up rents], the rents could be anything between RM1,000 psf and RM1,500 psf," he said, adding that these are the offices that investors should focus on.

JLL's Lau agreed that offices which can command decent rental yields are still available. In addition, she said that investors could buy old offices and add value to

them by refurbishing them.

Another sector investors could pay more attention to in the next two years could be industrial properties and buildings in transit-oriented developments as they could bring good returns, Lau said.

During the forum, Lau also lamented the lack of real estate data in Malaysia. She said there is a need for more statistics in the real estate industry so that the correct

(From left) Prevedran, Lau, Fernandez, Boyd and MIEA immediate past president Siva Shanker.

information could be conveyed to both sellers and buyers.

"Sometimes, clients ask me, what is the price differential for a building in Jalan Sultan Ismail and Jalan Ampang? We don't seem to be able to give them such information because we lack such statistics unlike Singapore," she shared.

Meanwhile, Boyd said he sees a trend for more joint ventures for residential developments especially large developments that need more capital to develop.

"Landbanking is going to be a thing of the past. Developers with good reputation will be matched with landowners. It all comes down to financial engineering," he noted.

The two-day annual convention was organised by The Malaysian Institute of Estate Agents.



Malaysia's zero-energy tiny home in the making

BY NATALIE KHOO

In hot and humid Malaysia, when one hears the word off-grid, zero-waste, carbon neutral and water-efficient homes, what comes to mind are uncomfortable basic dwellings.

However, Matthias Gelber, who is known as the Green Man, is set on a path of changing this perception. The German who currently resides in Malaysia often speaks on environmental issues to raise awareness among Malaysians and Southeast Asians. In his latest project, he plans to educate locals on how they can make their homes more eco-friendly, by building Malaysia's first eco-responsive tiny home.

Dubbed Greenman's Tiny Home, the experimental home can be seen at the Kuala Lumpur Craft Complex until March 15, after which it will be moved to the Construction Research Institute of Malaysia (CREAM) at Jalan Chan Sow Lin, Kuala Lumpur. It measures only 2.5m by 4.5m and is 120 sq ft, the size of a standard parking lot. Due to its compact size, it is portable and can be moved to various locations, making it a suitable means of housing victims of floods and other natural disasters.

It uses biodegradable products and is built from reclaimed construction waste. A sustainable water conservation system and a waste management system have also been incorporated into the design for recycling and composting waste. The home is also fully functional on its own and doesn't need any external power supply, water or sewerage treatment.

"People think that in Malaysia, it is impossible to live without air-conditioning. Low-cost homes are often like saunas. They are so hot within and people scrimp and save to buy air-cons for their homes. Not only is this an environmental problem, but it is also a social problem. We want to address this issue by showing that it is possible to live in a house with low operational cost without sacrificing the comforts of life," says Gelber.

"I got the inspiration to kick-start this project when I read on major

environmental trends. Tiny homes are mushrooming in North America in a big way where they have very low carbon footprint. I thought to myself, wouldn't it be great if we can do this in Malaysia?" Gelber recounts.

He then set up a team comprising environmentalists Dr Paul D'Arcy and Dennis McMahan; the founder of Asean Cleantech Network, Shamini B Nair; and an ecopreneur and carpenter, Harith Ridzuan of Harith Green Carpenter. The team worked hand-in-hand with CREAM. Several sponsors came on board to fund this project including Parexgroup Sdn Bhd, Duralite (M) Sdn Bhd, Saint-Gobain Malaysia Sdn Bhd, One Tech (M) Sdn Bhd, Suncrox Sdn Bhd, Sequoia Sdn Bhd, Tarkett Malaysia, Kokopeili Rainwater Harvesting Solutions, GRM Composite Wood (M) Sdn Bhd, Gyproc Malaysia, ECOLOO GreenTech Malaysia Sdn Bhd, LG Global Building Materials (M) Sdn Bhd, Buteline Malaysia Sdn Bhd, E-Plus Global Sdn Bhd, Strategic Public Relations Sdn Bhd and Polar Stomp Enterprise.

An ongoing experiment

According to Gelber, after some research on building materials, they decided to build the walls of the home using a lightweight material also known as wood wool cement panels.

"The panels have a high insulation level and are made from a composite material of timber and cement, so they ensure the house stays cool without the need for air-cons. The timber being used are sustainably planted timber," explains Gelber, adding that the materials used in the experiment are all readily available and easily sourced locally.

"These materials absorb carbon dioxide, unlike concrete slabs which radiate heat," Gelber adds.

The house will also be elevated above the ground using pillars similar to a typical kampung house. "This will facilitate ventilation from the ground to reduce interior heat," he explains.

The house will also feature a rain-water harvesting system while waste



The tiny home is off-grid, zero waste, carbon neutral and water efficient.



Gelber: When people come and see the work we have done and learn from it, we have done our job.



from the toilet will be used to fertilise crops or plants. It will also be solar powered.

The house is powered by a basic module consisting 65 watts of flexible thin film solar panel, 100 ampere-hour deep cycle lead acid battery and a solar charge controller. The house also uses a direct current system to power the house, avoiding any inefficiency of energy conversion as opposed to using an alternating current.

D'Arcy, the environmentalist working on this project, highlights that the house will be transportable due to its small size. "More often than not, we have the tendency to build things bigger than what we need. Tiny means it is not overly-excessive but still useable," says D'Arcy, noting that the whole concept is about the intelligent use of space and responding to the changing climate conditions.

The total cost to build the house is around RM60,000-RM65,000. Construction of the house prototype began in September last year and was completed last month.

Pick and choose

When asked if the team plans to commercialise the project, Gelber says the main thing is to educate the public, and perhaps even developers, to carry it out on a bigger scale.

"You can pick and choose the components according to your needs. We are not saying that the house must be completely zero-grid energy or you must use rainwater harvesting. Pick what features you like and incorporate them in your own house based on what is most suitable. The size is also not necessarily fixed. If you have a bigger family, you can upscale the house accordingly," Gelber elaborates.

"What we want to do is to provide a platform for people to come and learn. I have done hundreds of talks, but I have learned that what is most important is for people to see and touch an actual sample. I want people to know that you don't need the Green Man to build the house for you. You can do it on your own. When people come and see the work we have done and learn from it, we have done our job," concludes Gelber.

PICTURES BY SAM FONG | TheEdgeProperty.com



Wood wool cement panels used to build the walls of the home.



Work in progress of the tiny home back in October last year.



Plastic bottles used as funnels allow hot air to escape from the tiny home.

GREENMAN TINY HOME



Market outlook on the Klang Valley, Johor and Penang

PATRICK GOH | TheEdgeProperty.com



Previndran: Apart from affordable properties, luxury ones will always attract the well-heeled buyers.

Despite its subdued performance last year, the Klang Valley property market seems to be picking up momentum this year with encouraging take-up rates observed in the first two months, especially after the Chinese New Year, says Zerine Properties CEO Previndran Singhe.

"February was a good month for some developers. For example, S P Setia Bhd is looking at higher sales targets for this year and Sunway Property has announced strong take-ups for its Mont' Kiara development," he says.

According to Previndran, things should be slightly better this year, not only for the bigger developers but also the medium-sized ones, as there is more action in the market. He says the market should see steady, but not massive, price movements this year.

"Of course, there is no one-size-fits-all development. It depends on the product, quality, location and the reputation of the developer," he adds.

Previndran will give a talk on "Market Outlook: Is recovery in motion? What to look out for in 2017," at The Edge Malaysia Investment Forum on Real Estate 2017. He will offer more insights into the Klang Valley property market.

To be held at Sunway Putra Hotel in Kuala Lumpur on March 25, the forum's theme is "Have we hit rock bottom? What's next?" There will be seven speakers.

Previndran believes the property market is still attractive and holds opportunities. "Apart from affordable properties, which have strong demand, luxury ones will always attract the well-heeled buyers," he says.

In the saturated commercial market, he says stratified office space

is the one to look out for due to the growing number of small and medium-sized enterprises, which prefer smaller office spaces of about 2,500 sq ft. He notes that office leasing in places such as Bangsar South by UOA Group is encouraging.

For the hotel sector, he notes that tourist arrivals are picking up and highlights the sale of Renaissance Hotel and Aloft Kuala Lumpur Sentral Hotel last year. "I see an opportunity for retail investors to buy rooms [or serviced suites] in this subsector," Previndran says.

KGV International Property Consultants executive director Samuel Tan will also share his insights into the Johor property market at the forum. He will speak on "Johor market: Too much too soon? Is it too late to invest?"

Tan notes that the overbuilding of high-rises in the state has resulted in a mismatch due to a spike in launches several years ago for their higher profits.

"However, realising this situation, the state government had frozen all new applications for high-rise developments. Developers have been concentrating on more affordable housing in the last two years and we will eventually see the transformation," he says.

He adds that the Johor property market has seen falling volumes last year except for two categories.

SUHAIMI YUSUF | TheEdgeProperty.com



Tan: There is demand for housing [in Johor], but there is no supply to match it.

"The first is niche areas and products that offer unique features such as waterfront properties. Buyers in this category are not affected by the economic (slowdown) and are buying more than a house — they are buying features and concepts. An example is Senibong Cove."

Developed by Australia-based Walker Corp, Senibong Cove is an award-winning integrated waterfront residential estate in Johor Bahru. Covering 208 acres, it features a 50-berth marina and various housing types.

The second category, according to Tan, is affordable houses priced between RM250,000 and RM500,000. He says there is still demand for such houses, adding that recent new launches within this price range have received good response.

However, he is cautious about this year's prospects. He expects the mismatch to be slightly balanced as developers have been changing their plans to provide more homes priced at RM500,000, or clearing their existing stocks.

He says there is still room for adjustments for the Johor property market this year, depending on the global economy.

"There is demand for housing, but there is no supply to match it. Another problem is getting end-financing," he says. "However, when it comes to investment, the question

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Geh: I will go in depth on the two hottest spots on [Penang] island and another two on the mainland.

of whether it is too late to invest does not arise. Eventually, it depends on the kinds of products and where you are investing in."

Senior partner at Raine & Horne International Zaki + Partners Michael Geh, another speaker at the forum, will be talking about "Penang market: Mainland or island? Where are the hotspots now?"

The Penang property market has been very "hot" for many years and as a result, prices have increased. The new Sultan Abdul Halim Mu'adzam Shah Bridge, connecting the southern part of Penang Island to Seberang Perai on the mainland, has opened up more opportunities for those looking for a place to stay.

Geh will highlight what Penang has to offer and what has been happening on the ground. He will point out some of the hotspots for investors and buyers to consider.

"I will go in depth on the two hottest spots on the island and another two on the mainland," he says. He was referring to Tanjung Tokong, the areas near the Penang International Airport and Juru/Batu Kawan area and the central part of Butterworth on the mainland.

Currently, Geh says, the Penang market is abuzz with activity, thanks to developers receiving their much-awaited advertising permits and developers' licences (APDL).

"The release of the APDL in No-

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member has spurred a lot of activity, such as the signing of sales and purchase agreements and getting bank approvals," he says, adding that he will address both the primary and secondary markets at the forum.

This article first appeared in the March 6 issue of The Edge City & Country pullout.

JUST IN!



Sony PS4 passes 50 million mark

Sony Interactive Entertainment recently passed the 50 million mark for the PlayStation 4 (PS4) consoles sold since the gaming console was officially made available in November 2013. With the entry of the new slimmer and

lighter PS4 into the market last September and the slightly more powerful PS4 Pro in November, more people have been captivated by it.

Aiming to be an ideal entertainment system for the whole family, Sony has released a number of trendy-looking PS4 consoles

from the new glacier white PS4 to various other colours, designs and specifications. "With PS4, now the whole family can come together to enjoy their favourite relaxing activities, such as music, movies, gaming and non-gaming content, which is increasingly more available on PS4," said Sony Interactive Entertainment Singapore head of product management in Southeast Asia region Arata Naito.

Besides YouTube, there is also Netflix available for streaming videos on PS4 with supported resolutions of up to 4K on the PS4 Pro console. Spotify is available on PS4 for the music aficionados, and it

Naito is looking at bringing more superb entertainment content to Malaysian households.

can be controlled both from the PS4 or any Spotify-enabled connected devices like your smartphone, PC, laptop or tablet.

Meanwhile, the game changer, the virtual reality headset for PS4 — PlayStation VR (PSVR) — also redefines the gaming industry, putting the player fully in control of the camera. With PSVR in cinematic mode, players are able to play existing games and media in a simulated environment on a virtual screen of up to 226 inches.

Sony hits 50 million sales of PS4 consoles over the past three years.



SONY INTERACTIVE ENTERTAINMENT

