

EdgeProp.my

A PULLOUT EVERY FRIDAY WITH **THE EDGE FINANCIAL DAILY**

FRIDAY, OCTOBER 5, 2018 . ISSUE 2745/2018 . PP19055/06/2016(034530)

PRINT + DIGITAL

EP
03
NEWS



'Extend your land lease before it expires'

EP
03
NEWS

Jaya One to open The Square in December



EP
06
FEATURE



Discover the innovative world of paint

Uptown rising

This small commercial enclave of Damansara Uptown in Petaling Jaya has seen a recent rise in popularity. What is drawing the traffic?

See Pages 4 and 5.

**AVAILABLE
ONLINE + OFFLINE**

Missed our past issues?

Scan this code to visit our digital archive!



www.EdgeProp.my

NEWS HIGHLIGHTS from www.EdgeProp.my**EdgeProp.my****The Edge Property Sdn Bhd**
(1091814-P)

Level 3, Menara KLK,
No 1 Jalan PJU 7/6, Mutiara
Damansara, 47810 Petaling Jaya,
Selangor, Malaysia

EdgeProp.my

Managing Director/Editor-in-chief
Au Foong Yee

EDITORIAL

Executive Editor Sharon Kam
Editor Lam Jian Wyn
Deputy Chief Copy Editor
James Chong
Copy Editor Vanessa Gnanasurian
Senior Writers
Rachel Chew, Tan Ai Leng
Writers
Natalie Khoo, Shawn Ng
Art Director Sharon Khoh
Design Team
Jun Kit, Rajita Sivan

For New Launches/Events/
Press Releases/News Tips
email: editor@edgeprop.my
Tel: (03) 7721 8211 Fax: (03) 7721 8280

ADVERTISING & MARKETING
Associate Account Director,
Advertising & Marketing
Heidee Ahmad (019) 388 1880
Senior Account Manager
Ian Leong (012) 359 1668
Account Managers
Joane Tan (012) 377 2885
Evelyn Chan (012) 383 7484

Marketing Support & Ad Traffic
Madeline Tan (03) 7721 8218
email: marketing@edgeprop.my

BUSINESS DEVELOPMENT
Manager Nimalen Parimalam
Account Manager Stannly Tan

PRODUCT DEVELOPMENT
& CUSTOMER ADVISORY
Senior Manager Elizabeth Lay
Associate Omar Nawawi

For enquiries and listings
email: support@edgeprop.my
Tel: (03) 7721 8174 / 8173

EdgeProp.my pullout is published
by The Edge Property Sdn Bhd. It is
available with *The Edge Financial*
Daily every Friday. The pullout
is also distributed at more than
200 offices, shopping complexes,
condos, medical centres and F&B
outlets in the Klang Valley. You can
also download it for free at
www.EdgeProp.my

The Edge Malaysia

Publisher and Group CEO
Ho Kay Tat

EDITORIAL

Editor-in-chief Azam Aris
CORPORATE
Chief Operating Officer
Lim Shiew Yui
ADVERTISING & MARKETING
Chief Commercial Officer
Sharon Teh (012) 313 9056
General Manager
Kingston Low (012) 278 5540
Senior Sales Managers
Fong Lai Kuan (012) 386 2831
Gregory Thu (012) 376 0614
Creative Marketing
Chris Wong (016) 687 6577
Head of Marketing Support
& Ad Traffic
Lorraine Chan (03) 7721 8001

UEM Sunrise to launch Astrea at Mont'Kiara next week

UEM Sunrise will launch a low-density condominium of only 240 units in Mont'Kiara, Kuala Lumpur next week.

"We are launching Astrea next week. It has a gross development value [GDV] of RM350 million and is situated in a very strategic location in Mont'Kiara.

"We always believe the right project in the right location can sell no matter when," managing director and CEO Anwar Syahrin Abdul Ajib told reporters Tuesday, on the sidelines of an event announcing a partnership with Grab Malaysia.

He added that the group will have projects with GDVs of between RM350 million and RM500 million to launch for the rest of this year.

Matrix Concepts, Indonesian consortium to jointly develop Jakarta financial district

Seremban-based Matrix Concepts Holdings Bhd will proceed with plans to jointly develop an Islamic financial district in Pantai Indah Kapuk 2 (PIK 2), Jakarta, Indonesia with an Indonesian consortium comprising PT Bangun Kosambi Sukses (BKS) and PT Nikko Sekuritas Indonesia (NSI).

In a recent Bursa Malaysia fil-

Home prices can come down if certain issues addressed, say developers

Lower prices can be achieved if issues such as labour shortage and the lofty compliance and development costs are addressed.

"Developers would like to work with [the government] to bring down the house prices but there are certain issues [that need to be addressed]," said Country Heights Holdings Bhd executive chairman Tan Sri Lee Kim Yew during the Property Leaders Roundtable: The Changing Property Landscape – Where Do We Go From Here Post GE14? He was speaking at the Housing and Property Development Colloquium on Tuesday. The event was organised by Kingsley Advisory & Strategic Initiatives (Kasi) Institute.



Trinity Group Sdn Bhd founder and managing director Datuk Neoh Soo Keat at the same session noted that there are still a lot of professional services that are taxable under the Sales and Service Tax and coupled with the rising labour cost, the SST waivers on certain build-

ing materials and construction services equate to a mere 3% of cost savings in housing development instead of a direct 6% cost savings. The session was moderated by EdgeProp.my managing director and Editor-in-chief Au Foong Yee.

ing, Matrix said it has entered into the JV agreement with BKS and NSI for the joint development. BKS is jointly owned by Agung Sedayu Group and Salim Group, a diversified conglomerate, which is also involved in the development of PIK 2 Sedayu Indo City, Indonesia, while NSI is an investment banking firm in Indonesia.

The proposed development encompasses 4,000ha of integrated development with residential houses, apartments, shopping centres, a light rail transit system, and a stadium.

Former MPSJ president appointed new DBKL mayor

Datuk Nor Hisham Ahmad Dahlan has been appointed the new Kuala Lumpur mayor. His two-year tenure starts Oct 2, taking over the helm of Dewan Bandaraya Kuala Lumpur (DBKL) from his predecessor Tan Sri Mohd Amin Nordin Abd Aziz.

Prior to this appointment, Nor Hisham was the president of Majlis Perbandaran Subang Jaya (MPSJ). He retired as MPSJ president last year.

Born and raised in KL, Nor Hisham



said he hopes to elevate the status of the city not only in terms of physical development but also on the city's softscape.

"There are 1.68 million people living in the city and we want to create a spirit of belonging among us. It's time for us to listen and then start doing, not just talk but do. It is time to walk the talk," said Nor Hisham.

trending now**LAUNCHES + EVENTS**

How do I get past issues of this weekly pullout?
Go to www.EdgeProp.my to download for free



If you have any real estate-related events, email us at editor@edgeprop.my.
Events listed here will also appear on www.EdgeProp.my.

**Hollywood's Crazy Rich Asians is crazy flower power!**

Date: Oct 6 (Sat)
Time: 3pm to 5pm
Venue: Paramount Property Gallery, PT 29, Jalan Universiti, Seksyen 13, Petaling Jaya
Contact: (03) 7721 8289

Did you know that the floral arrangements in the movie Crazy Rich Asians were made by a Malaysian florist?

She also handmade (oh yes, they were not real!) the gorgeous Tan Hua for this box office hit. Come meet Eunice Teo and experience her crazy debut in Hollywood! She will also be doing a live demo of the making of Tan Hua.

The event is presented by EdgeProp.my and supported by Paramount Property. Admission is FREE but seats are available on a first-come, first-served basis. Register now at EdgeProp.my.

Mapex 2018

Date: Oct 12 to 14 (next Fri to Sun)
Time: 10am to 9pm
Venue: Mid Valley Exhibition Centre, Lingkaran Syed Putra, Kuala Lumpur
Contact: (03) 7806 4853
The Real Estate and Housing Developers' Association (Rehda) is organising its annual property fair – the Malaysia Property Expo (Mapex), the largest property expo in the country. This time around, the theme will be "A Home for Better Tomorrow" and will feature a vast selection of properties. It hopes to provide a different experience to both new and seasoned visitors. Admission is free.

IP Green: Harvest Festival at Medini

Date: Oct 6 (Sat)
Time: 12pm to 10pm
Venue: Medini Green Parks – Edible Park, Medini City, Iskandar Puteri, Johor
Contact: (07) 509 8500
Be dazzled at Medini Edible Park and celebrate the year's harvest with sensuous showcases, fascinating performances, exciting food talks and Iskandar Puteri's signature green market! Harvest Festival is organised by Medini in collaboration with Medini

Green Parks, with the objective to educate the public on adopting sustainable living practices towards a greener future.

**Tales of the Jungle at Setia Eco Glades**

Date: Oct 6 and 7 (Sat and Sun)
Time: 11am to 5pm
Venue: Setia Eco Glades Lifestyle Gallery, Cyber 1, Persiaran Setia Eco Glades, Cyberjaya, Selangor
Contact: (03) 8008 2228
Have a fun weekend with family and friends at Setia Eco Glades for exciting jungle-themed games, challenges and a Jungle Book music show.

PRIMA open day in Gopeng

Date: Oct 6 (Sat)
Time: 10am to 7pm



Venue: Ground floor, Mydin wholesale hypermarket, RTC Gopeng, Perak
Contact: (03) 7628 9898
Interested buyers will be provided with information about the PRIMA@Sungai Raia project in Perak at the event. Keen buyers are encouraged to bring along their personal and bank documents for application and pre-verification.

**Arts & Lights at Southville City**

Date: Oct 6 and 7 (Sat and Sun)
Time: 3pm to 9pm
Venue: Southville City KL, KL South, Bangi, Selangor
Contact: (03) 9212 0199
Reinvent PLAYtime with a tinge of childhood nostalgia! Mah Sing Group Bhd has built an Instagrammable PLAYground of over 25,000 sq ft, featuring brand new interactive installations and insta-worthy experiences. Free admission.

'Extend your land lease before it expires'

BY TAN AI LENG

PETALING JAYA: Leasehold properties generally see slower price growth than freehold properties especially after 30 years into the lease. This means that it is best to renew the lease early.

Messrs Amir Toh Francis & Partners advocate and solicitor Ivan Chan said although there isn't any "best timing" to renew a lease, one should not wait until the lease has expired as it will then be more difficult to apply for an extension.

"The application for the renewal of the lease should be done before its expiry. If the lease has expired, [owner will need to submit] the application for a fresh alienation and this will incur a large amount of payment which could be similar to the amount for buying the land," he told the audience in his talk titled "What every houseowner should know about extending the tenure of your leasehold property" at the Klang Valley edition of the Malaysia Secondary and Primary Property Exhibition (MaspexKL) 2018 recently.

EdgeProp.my is a media partner and sponsor for MaspexKL 2018, which was organised by the Malaysian Institute of Estate Agents (MIEA).

If the owner does not renew the lease and lets it expire, the land shall revert to and be vested in the state authority upon the expiry of the tenure. The "expired" land is then available to any other people who want to apply for the ownership, Chan explained.

He noted that the owner of the property could send in the application to the state government to apply for extension but there is no guarantee that the renewal [of the lease] will be approved and the tenure duration might be different from the original.

He added that leasehold land belongs to the state government, thus every state has a different formula or rate of calculation of the premium to be paid. For instance, owners of leasehold land in Kuala Lumpur will need to pay a quarter of the land value

Example of premium calculation for lease extension

Selangor

There are two options:

1. To pay RM1,000 to renew the lease with the condition that the owner shall not sell the property to others. If the owner decides to sell the property, he/she shall need to pay the full premium rate according to the market rate before completing the transaction.
2. To pay the full premium with 30% discount on the premium.

The calculation of the premium:

$$\left(\frac{1}{4}\right) \times \frac{1}{100} \times \text{value of the land} \times (\text{term of new lease minus balance of existing lease}) \times \text{area size}$$

For example, a house in Selangor with a land area of 1,700 sq ft valued at RM235 psf with remaining lease of 25 years. The calculation will be:

$$0.25 \times 0.01 \times \text{RM}235 \times 74 \text{ years} (99 \text{ years less balance } 25 \text{ years}) \times 1,700 \text{ sq ft} = \text{RM}73,907.50 \text{ (premium)}$$

If the owner chooses to go for the second option, which is to pay the premium with 30% discount:

$$\text{RM}73,907.50 \times 70\% = \text{RM}51,735.25$$

multiplied with the number of years of the new lease, while Sarawak has a fixed amount on lease renewal.

If the application to extend the lease is approved, the owner will need to pay the premium and other charges within a specified time frame given by the state authorities. If the owners fail to do so, the approval will lapse.

Kuala Lumpur

$$\left(\frac{1}{4}\right) \times \text{land value} \times \frac{1}{99} \times (\text{term of new lease minus balance of existing lease})$$

For example, for a house which has a land value of RM399,500 and remaining lease of 25 years. The calculation will be:

$$0.25 \times \text{RM}399,500 \times \frac{1}{99} \times 74 \text{ years} (99 \text{ years minus remaining } 25 \text{ years}) = \text{RM}74,654.04 \text{ (premium)}$$



SOURCE: IVAN CHAN

Chan disclosed that in cases where the application to extend the lease has been rejected, the common reasons given are that the land has been allocated for public usage, such as for building a school, infrastructure and roads, or for the urgent need of national interest, for instance for the mass rapid transit project.

Difficulties in securing end-financing

According to Chan, the owner should renew the land lease if he or she wants to continue to own the land or extend the tenure to fetch a higher selling price.

"Owners should also consider extending the lease during a down market when land values are lower as the premium payable is pegged to the valuation of the land," he explained.



“One should not wait until the lease expires as it will be more difficult to apply for an extension.”
— Chan

Chan opined that generally after 30 years, the price growth for leasehold properties will slow down compared with freehold properties. Besides this, new buyers of such properties will face difficulties getting their desired loan margin due to the bank valuation on the property value.

As for refinancing, owners will also find it hard to secure a loan as banks require the properties to have at least a 60-year lease at the time of application.

These may be some of the cons of owning and buying leasehold properties but Chan said this should not deter people from buying leasehold properties. Leasehold properties are usually more affordable and developers normally put in more work on their design and offer other freebies to attract buyers.

Meanwhile, for strata-titled properties, Chan said the application for lease extension has to be done by the Management Corporation or Joint Management Body.

Jaya One to open The Square in December

BY RACHEL CHEW

PETALING JAYA: Jaya One will reopen The Square — formerly known as The Palm — by December this year with an integrated concept of office, retail and art performance venues.

As part of the Jaya One mixed development in Section 13, Petaling Jaya, The Palm was closed in March 2018 for the RM15 million renovation project.

"Jaya One was one of the pioneer developments around Section 13 which began in 2008. Since 2015, our neighbours have also moved on to capitalise on this amazing location, with new developments sprouting around us. We realised that we are no longer a standalone and that Jaya One has to also change in a complementing way to keep ourselves relevant," said Bina Tetap Tiara Sdn Bhd executive director Charles Wong at a media briefing on The Square at Jaya One yesterday.

Right: Jaya One Management Sdn Bhd head of leasing Tiara Teh, and Bina Tetap Tiara Sdn Bhd executive directors Charles Wong and William Wong

Far right: An artist's impression of The Square



Bina Tetap Tiara is a subsidiary of Jaya One developer Tetap Tiara Sdn Bhd. The 75,000 sq ft space of The Square was previously occupied by eateries and restaurants within eight commercial bungalows with a total gross floor area of 110,000 sq ft.

"The Square is expected to encompass 45% offices and 40% F&B outlets, while the remaining 15% will be filled by PJ Live Arts, a vibrant neighbourhood performance

venue by Jaya One," said Wong.

He explained that The Square will operate around the basis of four championing points — entrepreneurial lead, late-night dining options, pet-friendly and urban farming. It will also house co-working space, Common Ground. Functioning on two floors, Common Ground will be operating a 21,000 sq ft facility at The Square, and the ground floor will be earmarked as pet-friendly.

The Square will also initiate an



urban farming project with home growers. "We also look forward to working with NGOs and local governments in the near future, in order to develop this ambitious project in a sustainable manner," said Wong.

Once fully operational, The Square will be able to accommodate 13 office lots ranging between 500 sq ft and 3,600 sq ft on the first floor and 15 shoplots on the ground floor. It has already achieved 75% tenancy to date.

"Only one former tenant of The Palm remained. The rest are new tenants which I think is encouraging, especially during such a slow time for commercial property," Wong told EdgeProp.my on the sidelines.

All the office units are only available for rent. Monthly rental for the units on the first floor will be RM4 to RM5.50 psf and available from December 2018 onwards. The rental for retail shops in the ground floor is between RM8 and RM10 psf.

TETAP TIARA



BY NATALIE KHOO

Damansara Uptown in SS21 may just make up a small portion of the mature Damansara Utama suburb in Petaling Jaya, Selangor, but it is a thriving commercial hub serving the population of 142,000 in the township, as well as surrounding denizens.

To the west of the popular commercial hub lies Damansara Utama's main housing enclave. Uptown is flanked on the east by SS20 (known as Damansara Kim) which primarily comprises residential homes. In the middle is the Damansara-Puchong Expressway or LDP, a high-traffic six-lane expressway.

Damansara Uptown was developed in the early 1980s by See Hoy Chan Sdn Bhd Group. Among the initial developments were Uptown 1, Uptown 2, Uptown 3 and Uptown 5 office buildings. Some notable tenants of the premises include multinationals, fast-moving consumer goods and pharmaceutical companies like Walt Disney, Mars Food, Sony, Aspen Medical Products and Lafarge Malaysia.

Meanwhile, over 300 shopplots are located along Jalan SS21/35, Jalan SS21/37, SS21/58, SS21/39, SS21/60 and SS21/1a. They house offices, banks and food outlets including some popular eateries such as Village Park Restaurant (famous for its nasi lemak), Fat Spoon, Burger-Mbira and Annie 1. The area attracts throngs of foodies, day and night.

According to JLL Malaysia country head Y Y Lau, the most prominent shop offices are along SS21/35 and SS21/37, which front the LDP and the Starling mall, respectively. The high traffic on the only road that leads to the entrance of the Starling provides good visibility to these units.

The second most prominent rows are the shopplots located along Jalan SS21/62 and SS21/56b, which enjoy good frontage from the Sprint Highway, except for some parts blocked by the overhead bridge.

"Jalan SS21/39 and SS21/58 are also busy with a significant mix of mainly eateries, banks, convenience stores, boutiques and a few clinics. These are important as they support the residential neighbourhood of Damansara Utama," Lau tells EdgeProp.my, likening Damansara Uptown to Taipan USJ, the central business district of Subang Jaya.

Retaining its appeal

For Ridgewell Properties Sdn Bhd founder and real estate agent Kenneth Huee, whose office is located along Jalan SS21/62, the shops facing the Starling mall are quite prime as many like to park in the mall and walk to the shops.

The Starling mall is one of the latest additions to Damansara Uptown with a net lettable area of about 450,000 sq ft — along with a serviced residence managed by The Ascott Ltd known as the Somerset Damansara Uptown and the upcoming Uptown 8, which is a 38-storey MSC-status, green, grade A office building.

The Starling mall, developed by See Hoy Chan Sdn Bhd, opened three years ago and boasts a 50,000 sq ft landscaped rooftop park and a 27,500 sq ft ground level park. It has introduced 3,333 parking bays which has alleviated the traffic headaches of patrons to Damansara Uptown, says Lau.

Traffic dispersal is faster too, after the abolition of all parking lots previously situated in the middle of the road, to allow for three-lane and two-lane traffic coming from OCBC Bank, Jalan 21/1, Jalan 21/2 and turning onto Sprint Highway.

Lau notes that after the development of Starling Mall, the road system has also been improved. Previously, the area did not have sufficient parking, leading to rampant double-parking in the commercial area.

"Stagnant traffic in Damansara Uptown is now a thing of the past. This traffic improvement is likely to have a positive impact on

SAM FONG | THE EDGE



Lau: The most prominent rows of shopoffices are located along Jalan SS21/35 and SS21/37.

RIDGECWELL PROPERTIES



Huee: Traffic has improved significantly with the addition of new carparks in Starling Mall.

the property prices in this area," Lau suggests.

The tenants in the shopplots, she adds, have benefited not just from the available parking, but the spillover of visitors to the mall, particularly shops that sell products and services not available in the mall like banking, clinics and specialised restaurants.

"They gain from the improved parking facilities and the shopper traffic of the Starling." However, other shops such as eateries and boutiques could have seen less shoppers with competition from the mall.

Huee concurs that traffic has improved significantly with the addition of new car parks. He also observes a decrease in footfall to the F&B operators at the shopplots since Starling Mall opened.

"The shopplots' businesses have actually dropped significantly because people prefer to eat inside the mall during lunch as it is hot to walk outside," says Huee.

Besides improving the traffic dispersal system in Uptown, in recent years, the developer of Uptown has upgraded the streetscape and overall environment of the commercial hub with lush landscaping, walkways and pocket gardens.

Decades on, the place looks as good as new, thanks to the developer's efforts in maintaining and raising its appeal. In fact, Damansara Uptown was a Gold award recipient of the EdgeProp-ILAM Malaysia's Sustainable Landscape Award 2018 at the EdgeProp Malaysia's Best Awarded Property Awards 2018.

Lau says Damansara Uptown has been in-

jected with modern and new developments which has attracted more affluent residents to move into the neighbourhood. The increasing population has improved the spending power of the surrounding catchment.

Furthermore, nearly every amenity, product and service within walking range has helped to increase the variety of retail offerings to customers. Lau draws parallels between Damansara Uptown and other commercial areas, such as SS22 in Damansara Jaya.

The Starling has provided car parks to Damansara Utama, just as Atria Shopping Gallery has in SS22, says Lau.

"But an added advantage Damansara Uptown has over SS22 is that the shopplots are definitely more visible from the major highways, whereas SS22 lies deeper in a residential area. Overall, Damansara Uptown shopplots have significant advantages over the other neighbouring precincts in terms of access and visibility," she notes.

Damansara Uptown is easily accessible via major highways such as the LDP and Sprint. There are even free shuttle buses to and from the Starling Mall South Entrance to Kelana Jaya LRT station and TTDI MRT station.

However, she points out that should the popularity of the place increases, the commercial area may still be a little narrow, and the congestion fed by the residential areas located around it may build up. "Traffic feeds in from high-volume highways along Sprint to Bandar Utama and LDP and goes into a relatively place," says Lau.

What's the draw at UPTOWN?

PICTURES BY LOW YEN YEING | EdgeProp.my





Selected sale transactions of 4-storey shoplots in Damansara Uptown from 2011-2017

TRANSACTION DATE	STREET	LAND AREA (SQ FT)	BUILT-UP (SQ FT)	PRICE (RM)	PRICE (RM/PSF)
3/5/17	Jalan SS 21/58	1,647	5,210	5,420,000	1,040
1/7/16	Jalan SS 21/39	1,647	5,210	4,300,000	825
26/1/15	Jalan SS 21/39	1,647	5,210	5,100,000	979
22/1/15	Jalan SS 21/39	1,647	5,210	5,100,000	979
7/5/14	Jalan SS 21/39	1,647	5,511	4,700,000	853
14/4/14	Jalan SS 21/39	1,722	5,511	4,000,000	726
19/12/13	Jalan SS 21/37	1,647	5,737	5,350,000	933
29/10/13	Jalan SS 21/37	1,647	5,554	5,000,000	900
11/10/13	Jalan SS 21/37	1,647	5,554	4,250,000	765
13/9/13	Jalan SS 21/39	1,647	5,210	4,330,000	831
8/7/13	Jalan SS 21/39	1,647	5,554	4,400,000	792
21/6/13	Jalan SS 21/39	1,647	5,511	4,000,000	726
5/11/12	Jalan SS 21/39	1,722	5,210	3,800,000	729
12/10/12	Jalan SS 21/39	1,647	5,210	3,930,000	754
29/8/12	Jalan SS 21/37	1,647	5,554	3,670,000	661
23/12/11	Jalan SS 21/58	1,647	5,210	3,750,000	720
23/12/11	Jalan SS 21/58	1,647	5,210	3,750,000	720
20/12/11	Jalan SS 21/39	1,647	5,554	3,750,000	675
8/12/11	Jalan SS 21/37	1,647	5,554	3,900,000	702

DATA FROM EDGEPROP.MY

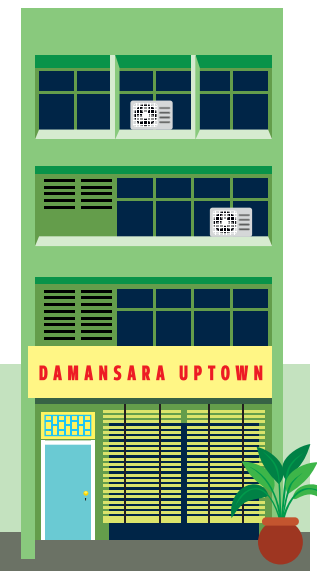


The Starling mall was developed by See Hoy Chan Sdn Bhd Group and opened three years ago.

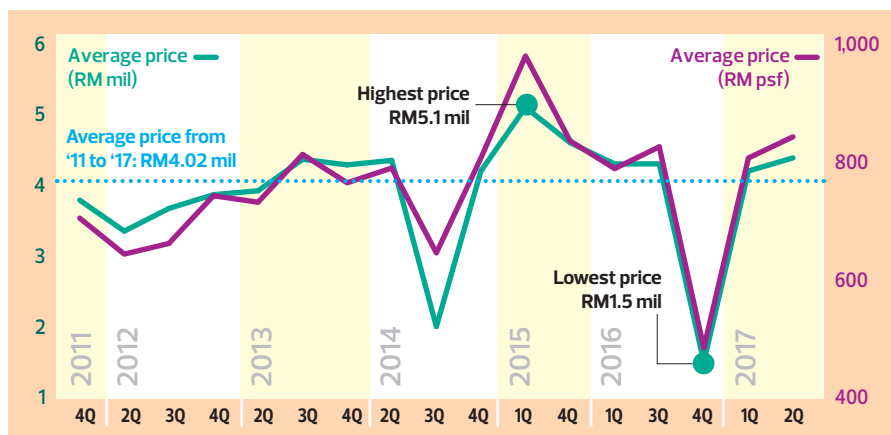
Current asking rental of shoplots in Damansara Uptown

ADDRESS	SUB-TYPE	LEVEL	SIZE (SQ FT)	RENT PER MONTH (RM)	RM PSF
SS 21/35	Intermediate	Ground floor	1,650	10,000	6.06
SS 21/35	Intermediate	Ground floor	1,650	9,000	5.45
SS 21/60	Intermediate	Ground floor	1,234	9,000	7.29
SS 21/35	Intermediate	4 storeys	4,850	16,000	3.30
SS 21	Endlot	Ground floor	1,500	10,000	6.67
SS 21/62	Corner	Ground floor	1,955	18,000	9.21
SS 21/60	Intermediate	Second floor	1,240	2,350	1.89
SS 21/60	Intermediate	Third floor	1,301	2,200	1.70
SS 21/62	Intermediate	Ground floor	1,234	7,800	6.48
SS 21/39	Intermediate	Ground floor	1,650	8,800	5.33

DATA FROM EDGEPROP.MY AND JLL



Price trends of transacted shoplots in Damansara Uptown from 2011-2017



DATA FROM EDGEPROP.MY



Values stable

According to data from EdgeProp.my, the latest sale transaction in Damansara Uptown was in May last year — a four-storey shoplot with a built-up of 5,210 sq ft, transacted at RM1,040 psf (RM 5.42 million), which is the highest price psf in the period from 2011-2017.

The shoplot is located along Jalan SS21/58. Prior to this, two shoplots on this street were sold at RM720 psf (RM3.75 million) each in 2011.

Meanwhile, Jalan SS21/39 saw 14 transactions over the past seven years with one of the shoplots being sold for as high as RM979 psf (RM5.1 million) in January 2015. Shop units along Jalan SS21/37 saw five transactions with the last transaction in December 2013 achieving RM933 psf (RM5.35 million).

Most of the shoplots in Damansara Uptown

are four storeys high and have land areas ranging from 1,539 sq ft to 1,722 sq ft. The built-ups range from 3,100 sq ft to 5,694 sq ft. The highest number of transactions was recorded in 2013, with nine transactions ranging from RM501 psf to RM933 psf.

JLL's Lau notes that the current property market slowdown is also reflected in the fact that there were no transactions in Damansara Uptown since May 2017. Nevertheless, the shops appear to be fully occupied and the eateries seem to be doing well, she says.

Strong rental market

Huee notes that sales have generally declined, due to the lower margin of bank loan approvals given. But he believes that the rental market in Uptown is still going strong with an estimated occupancy rate of over 80%.

"The developer's family owns a number of units in Damansara Uptown. They are actually asking a bit of a premium for the rental of their units due to the good upkeep of their units. Generally, shoplots here have always commanded premium rental compared to other commercial areas in Selangor. Even our office located on a corner walk-up unit on the third floor is charged almost RM3,000 per month," Huee reveals.

EdgeProp.my observes that the average asking rental hovers around RM4.18 psf. Meanwhile, Lau also points out that ground floor shoplots along Jalan SS21/60 and Jalan SS21/62 appear to command higher gross asking rental compared to those along Jalan SS21/35.

"The landlords may feel there are fewer units facing the Sprint Highway compared to the LDP Highway, and sellers expect the same absolute rentals of RM9,000 per month as SS21/35 despite the smaller intermediate size," Lau explains.

Outlook

Lau says it appears there is little appreciation in the prices of shoplots since 2013, in line with the down market cycle as evident from the smaller number of transactions and relatively stagnant prices. Nevertheless, some signs of early bottoming can be seen in the positive 5.9% y-o-y rise in value in 1H17.

"We think that this is a good opportunity to invest in the shoplots before the next cyclical upturn. If the Starling, the office and residential components continue to be well managed and show price appreciation, the shoplots are likely to appreciate in value over time as the commercial area and the shoplots have good visibility, branding experience and a desirable location," Lau opines.

However, the prices of the shoplots in Damansara Uptown are not likely to increase much, because retail is served by four malls within a 2km radius from Damansara Utama - 3 Damansara Shopping Mall, Atria Shopping Gallery, the Starling and GLO Damansara.

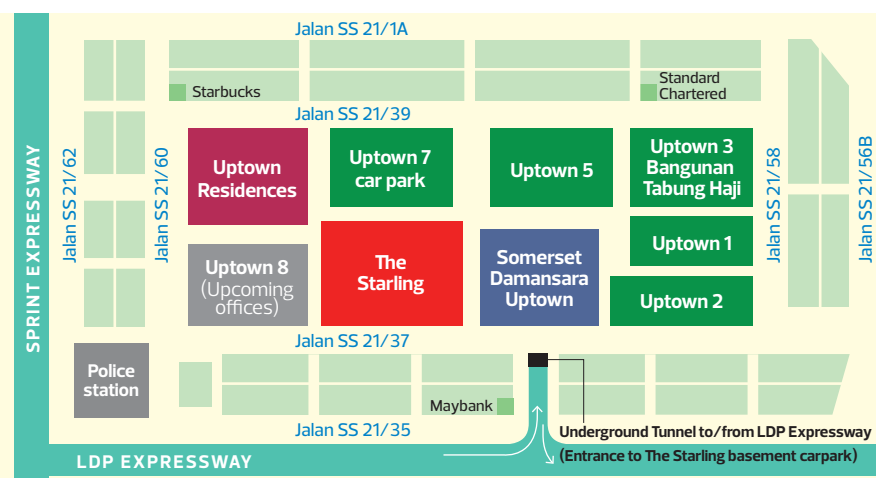
"This cluster of retail spaces in the same neighbourhood may lead to dispersion in footfalls, given that customers are spoilt for choice," says Lau.

There are also other competing commercial areas like SS2, SS20 and SS22 that provide a wide range of eateries, shopping and lifestyle experiences. With the strong competition, the prospect of rental reversion growth in these suburban submarkets remain minimal as average occupancy rates have yet to show improvement on a y-o-y basis.

In the longer term, as the city centre expands the geographical boundaries of the business district, Damansara Uptown is definitely a good location for commercial and residential property given its location just outside the fringes of Kuala Lumpur.

"The residential property will enjoy the availability of jobs and the convenience of supporting amenities and eateries, while the commercial area will continue to enjoy high visibility from the heavy traffic that traverses the main roads, as well as the LDP and Sprint highway," says Lau.

A variety of service offerings are available at the shopoffices in Damansara Uptown.





Discover the innovative world of paints

BY SHAWN NG

Many homeowners overlook the importance of having a good paint job done on their homes. Many are happy as long as the house looks presentable, often ignorant of the kind of paint they should use for different parts of the home or the benefits that paints or coatings can offer today.

Therein lies the challenge for the paint industry in Malaysia. Hence, despite being the premier coatings expert in the country, Nippon Paint Malaysia is trying hard to educate homeowners to give paints greater priority.

“The challenge that the [paint] industry is facing is that we are not a lifestyle product, neither are we an essential product to a lot of homeowners. Therefore, coatings solutions are generally low-priority compared with other consumer products,” Nippon Paint Malaysia group general manager Gladys Goh tells EdgeProp.my.

“But it should be a priority. Because the single largest investment that you will ever make in your life is probably buying your home. So if it is such a big investment, don’t you want to make sure it is protected, well-maintained, and constantly looks its best?” she asks.

In order to educate the market, Nippon Paint Malaysia opened the Nippon Paint Forward Coatings Expo at its headquarters in Shah Alam sometime in mid-2018.

A wide range of products and solutions such as waterproofing



Goh: We constantly need to explore innovative ways of using coatings solutions and showcase their benefits to all stakeholders, including consumers.

solutions, painting tools and floor coating solutions are on exhibit at the 12,000 sq ft expo aimed at highlighting the huge possibilities that paints and coatings can offer in home decoration and protection.

The expo aims to help the market understand that while coatings are generally for decorative purposes, it can also be an alternative painting solution for tiles, glass surfaces and metal, offering both functional and aesthetic purposes. Paints are usually more cost-effective and create better value for consumers as well.

“That’s the kind of activity we need to build as a market leader, together with the industry, to stimulate the market and expand the pie. And we constantly need to explore innovative ways of using



The Nippon Paint Forward Coatings Expo showcases the huge possibilities that paints and coatings offer.



The company aims to grow its automotive segment by reaching out to various car manufacturers.

coatings solutions and showcase their benefits to all stakeholders, including consumers,” says Goh.

Besides the consumer segment, the company is also focusing on growing its architectural segment. Currently, Nippon Paint Malay-

sia has a 50% market share in the architectural paints and coatings segment, which contributes more than 80% of the group’s total sales.

The company is also eyeing the expansion of its paint solutions in other segments, namely industrial,

automotive, heavy duty and marine. The industrial and automotive segments currently contribute 10% of the group’s total sales.

“For our automotive segment, we want to reach out to various car manufacturers by working closely with our research and development team to come up with more appealing car colours,” offers Goh.

She adds that the car brands that Nippon Paint Malaysia works with are Mazda, Proton, Honda, Toyota, Kia and Hyundai. The company’s automotive segment market share stands at approximately 16% currently and it targets 20% by end-2018.

Hence, at the Forward Coatings Expo, which is the largest coatings showcase in Asia, consumers can learn more about the different coatings segments, namely: decorative, industrial, automotive, heavy duty, and marine, all under one roof.

NEWS



Indian cities dump ‘progressive’ law to speed up land acquisitions

BY RINA CHANDRAN

BANGKOK: India’s fast-growing cities are hurting the poor in their drive to speed up land acquisition for new metro train networks, roads and government offices by ditching vital legal safeguards, analysts and campaigners say.

Several states have introduced amendments that dilute the federal Land Acquisition Act of 2013, which was designed to protect land owners by ensuring their consent, paying generous compensation and rehabilitating those displaced.

Their alternate acquisition methods often “lack transparency and are regressive,” said E.A.S. Sarma, an activist who filed a petition against plans to build a greenfield city the size of Seattle along a river in the southern state of Andhra Pradesh.

“The amendments to a mostly progressive

law have opened the floodgates to forcible acquisition of land,” the former bureaucrat told the Thomson Reuters Foundation.

The rapid expansion of Indian cities has triggered disputes over land, with rights groups reporting violent evictions of poorer communities.

India’s urban population is forecast to double by 2050, with the area used by towns and cities rising five times by then, according to the World Resources Institute (WRI), a Washington-based think tank.

That would require an average of 15 sq km of land, fitted with infrastructure and amenities, to be readied every day up to 2050 — most of which would come from converting rural land to urban use, said WRI’s Rejeet Mathews.

Tens of millions of farmers till smallholdings in India and protests against land acquisitions are common, with a US\$17 billion (RM70.4 billion) high-speed rail link

facing delays due to fruit growers opposed to selling their orchards.

The 2013 law can make land acquisition lengthy and expensive, said Mathews, WRI’s head of urban development in India, as it offers compensation of up to four times the market value in rural areas and two times in urban areas.

“States’ finances are limited, while land values keep rising,” said Mathews.

“The limited availability of land means haphazard growth and inadequate infrastructure and amenities.”

For Andhra Pradesh’s new city, authorities used land pooling to quickly consolidate smallholdings where owners get back a share of developed land, while the state keeps the remainder.

While participation is voluntary, campaigners say officials ignored protests of farmers unwilling to give up land.

Elsewhere, authorities are embarking on partnerships with private developers, and cluster redevelopment of slums and tenement blocks, including in Mumbai, home to some of the priciest real estate in the world.

Builders are more amenable to these models because the financial risk is less and they usually get additional development rights, said Mathews.

“The advantage also is that they enable easier acquisition of land, so city agencies can more easily provide basic infrastructure and social amenities,” she said.

Officials can ensure greater transparency and clarity, by including economic and social impact assessments, as well as grievance mechanisms in these approaches, Mathews said.

“By improving accountability and including all stakeholders, including the landless project-affected, there can be equitable and efficient land acquisition,” she said. — Reuters



TALK

ARE YOU DESTROYING YOUR INVESTMENT IN REAL ESTATE?

Date: Saturday, 20 October 2018

Time: 10.00am-12.30pm

Venue: Clubhouse, Senja Private Lakeside Estate @ Seri Kembangan

FREE!
FIRST-COME,
FIRST-SERVED

Prizes up for grabs!

- iPad Pro with keyboard
- Mini fire extinguishers



SCAN for directions

WHAT ARE YOU GETTING INTO?
Make informed investment decisions
EdgeProp.my

SAFE BUILDING – INVESTMENT SAFE
Ignore and, well, just pay for it!
Anthony Lee Tee
Accredited building inspector and trainer, Architect Centre

OLD CAN BE GOLD
It's in the genes. Really?
Khaw Chay Tee
Chairman, Sri Penaga Management Corporation
(Sri Penaga Condominium is the Gold winner of EdgeProp Malaysia's Best Managed Property Awards 2018 – Above 10 years Multi-Owned Strata Residential category)

WHEN TENANTS ARE KING!
Navigating the landmines
Chris Tan
Founder and Managing partner, Chur Associates

PANEL DISCUSSION
"Do landlords still grow rich in their sleep?"
Panellists:

- Kajendra Pathmanathan, Chief Executive Officer, BRDB Developments Sdn Bhd
- Anthony Lee Tee
- Chris Tan
- Khaw Chay Tee

Moderator: Au Foong Yee, Managing Director & Editor-in-Chief, EdgeProp.my

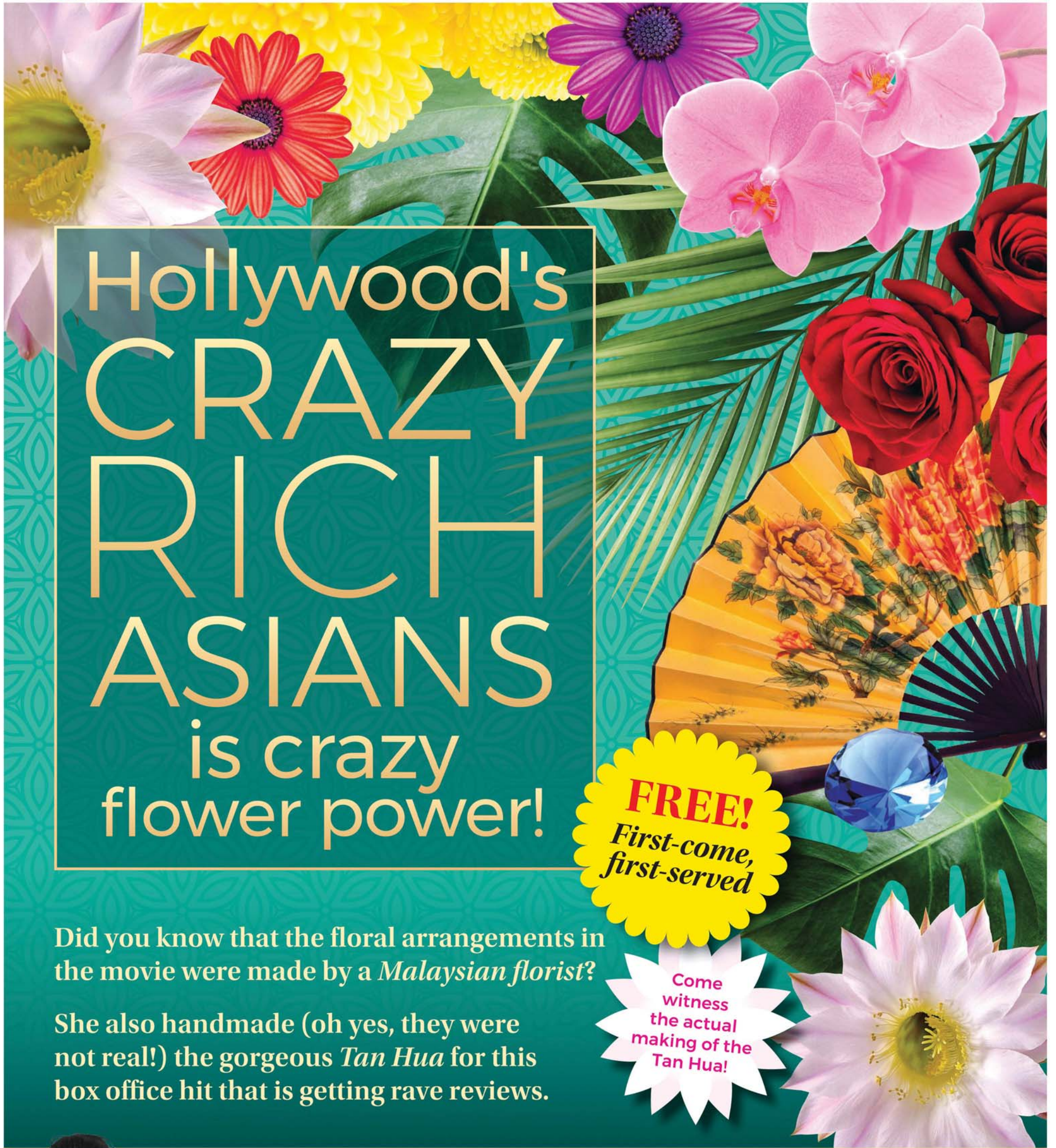
FULLY BOOKED
THANK YOU FOR YOUR OVERWHELMING RESPONSE!

ORGANISER



PARTNER





Hollywood's CRAZY RICH ASIANS is crazy flower power!

FREE!
First-come,
first-served

Come
witness
the actual
making of the
Tan Hua!

Did you know that the floral arrangements in the movie were made by a *Malaysian florist*? She also handmade (oh yes, they were not real!) the gorgeous *Tan Hua* for this box office hit that is getting rave reviews.



Meet Eunice Teo and experience her crazy debut in Hollywood!

For the icing on the cake, Eunice will be doing a live floral arrangement.

DATE: 6 October 2018
TIME: 3.00pm – 5.00pm
VENUE: Paramount Property Gallery 
PT 29, Jalan Universiti, Seksyen 13
46200 Petaling Jaya, Selangor

Limited seats available.
Register now at www.EdgeProp.my

PRESENTED BY



SUPPORTED BY

