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# When to buy in KLCC?

Transacted prices for non-landed residences in Kuala Lumpur City Centre (KLCC) eased slightly in 3Q2014 from a year ago, according to analysis by [theedgeproperty.com](http://theedgeproperty.com). Amid more competition among landlords for tenants and a poor external environment, there may be bargains to be found in KLCC. Story on EP8 and 9.



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## NEWS ROUNDUP

For more news, go to [theedgeproperty.com](http://theedgeproperty.com)

### Malton bags RM208m job to build Royale Pavilion Hotel

Domain Resources Sdn Bhd, a wholly-owned unit of property developer Malton Bhd, has been given a letter of award to build one block of Royale Pavilion Hotel located on Jalan Bukit Bukit Bintang and Jalan Raja Chulan, Kuala Lumpur. The job is worth RM208 million.

The letter was issued by Harmoni Perkasa Sdn Bhd, a wholly-owned unit of Urusharta Cemerlang Sdn Bhd, in which its chairman Tan Sri Desmond Lim Siew Choon is an indirect substantial shareholder.

In a filing with Bursa Malaysia dated May 18, Malton said a contract to finalise the scope and value of the construction works "will be entered into between Domain Resources and Harmoni Perkasa in due course".

### WCT may postpone RM2b REIT listing on cautious sentiment

WCT Holdings Bhd may postpone its plans to set up a RM2 billion real estate investment trust (REIT) from this year to next year.

WCT deputy managing director Goh Chin Liong said on May 19 that the retail-based REIT was "unlikely" to be formed this year due to cautious market sentiment.

"I don't think [listing of the REIT] will be this year. Everybody is cautious. We will continue to review [the plans]," said Goh.

However, Goh maintained that the REIT plan was still

intact. He added that WCT would wait for its retail malls to reach operational maturity.

Its retail assets in Selangor comprise the Bukit Tinggi Shopping Centre in Klang, Paradigm Mall in Petaling Jaya and gateway@klia2 in Sepang.

### Landmarks in JV for two hotels in Treasure Bay Bintan



Landmarks Bhd, through its wholly-owned subsidiary PT Bintan Hotel Utama (PTBHU) entered into a joint-venture (JV) agreement with ML Hotel Investments Pte Ltd (ML Hotel) on May 18 to develop, own and operate two global hotel chains, Mercure and ibis Budget, in Treasure Bay Bintan, Bintan Island, Indonesia.

Both hotels are expected to open in 2017 and will be managed by Accor Group.

Mercure is poised to become the island's tallest landmark at 10 storeys. The hotel will offer 182 new keys to Treasure Bay Bintan, of which 114 long-term leases will be made available for sale.

ibis Budget will have 162 tourist-class rooms. Both hotels will be situated beside Crystal Lagoon, Southeast Asia's first and largest recreational seawater body. The 6.3ha of crystal-clear water will offer interactive water sports and a wide range of recreational and adventure activities for guests.

### JW Marriott opens 11th hotel in China

JW Marriott Hotels & Resorts continues to expand its luxury portfolio in China with its 11th property, the JW Marriott Hotel Zhejiang Anji, which opened on May 18.

The 228-room hotel is located within the world-class Phoenix International Golf Course and close to Anji's legendary bamboo forests, where the Oscar-winning movie *Crouching Tiger, Hidden Dragon* was filmed.

The property was designed with neutral tones to celebrate its natural surroundings and encourage relaxation.

It offers generous 45 sq m deluxe garden rooms and a selection of luxurious suites.

There are two restaurants in



the hotel that pay homage to local, regional and global flavours.

The 573 sq m grand ballroom seats 380 guests banquet-style, and has removable partitioning walls to transform the space into smaller venues. There are five meeting rooms, each accommodating up to 80 guests, which offer flexible seating plans and comprehensive business facilities.

### 10,000 affordable houses to be built in Perak by 2018

Some 10,000 units of affordable houses under the Perak State Development Corporation (PKNPk) will be built in stages from now until 2018.

Mentri Besar Datuk Seri Dr Zambry Abdul Kadir, who is also PKNPk chairman, said the projects would not be concentrated on any one area based solely on its economic growth, but would also be implemented in the rural areas.

"PKNPk's goal is to raise the living standards of the people and not just about making profits,"

Zambry told reporters after launching two affordable housing schemes under the "Rumahku Aman Jaya Bandar Meru Raya" programme on May 19.

Under Phase One, 1,704 units of affordable houses will be built and priced at RM145,000 to RM166,000 per unit at the D'Aman Residensi scheme while units at the Casa Kayangan scheme will be priced from RM250,000 to RM299,000 per unit. — *Bernama*

## LAUNCHES & EVENTS

If you have any real estate-related events, email us at [propertyeditor@bizedge.com](mailto:propertyeditor@bizedge.com). Events listed here will also appear on [theedgeproperty.com](http://theedgeproperty.com).

### Fiabci 66th World Real Estate Congress

**Dates:** May 29 to May 31

**Venue:** One World Hotel, First Avenue, Bandar Utama City Centre, Selangor

**Time:** 9am to 5.30pm

**Contact:** (03) 6203 5090 /

[fiabcimalaysia@fiabci.com.my](mailto:fiabcimalaysia@fiabci.com.my)

There will be a keynote address and various papers presented by local and international speakers. The theme of the congress is "Urbanisation: Perils or Prosperity?" It will focus on urban planning in a world where more than half of the global population live in cities. This number is projected to reach 70% by 2050.

### Preview of Residensi Sefina by UEM Sunrise

**Dates:** May 23 and 24

**Venue:** UEM Sunrise Showcase, No 21, Jalan Kiara, Mont'Kiara, Kuala Lumpur

**Time:** 10am to 5pm

**Contact:** 1800 888 008

Sefina will have 245 units of 3-bedroom apartments with built-up areas of 1,333 sq ft, 1,548 sq ft and 1,771 sq ft. They are priced between RM1 million and RM1.5 million.



### Launch at Hillpark @ Shah Alam North

**Dates:** May 23 and 24

**Venue:** Hillpark Sales Gallery, No 1, Jalan Batu Arang, Bandar Puncak Alam, Selangor

**Time:** 10am to 5pm

**Contact:** (03) 3393 7577

or (019) 3353 177

MKH Bhd will launch its Meranti 2-storey terraced houses and its Avenue two and 3-storey shop offices at Hillpark @ Shah Alam North, which is located within the Bandar Puncak Alam township.

The two designs of terraced houses measure 20 x 65 ft and 20 x 70 ft and come with four bedrooms and three bathrooms, while the shop offices measure 22 x 70 ft, 22 x 75 ft and 22 x 80 ft. Prices of the terraced houses start at RM570,000 and RM1.2 million for the shop offices. The event theme is "Korean Vaganza" and visitors stand a chance to win a Korean holiday worth RM10,000. There will also be traditional Korean activities and Korean food.

### London's Principal Tower launches Upper House residences

**Dates:** May 23 and 24

**Venue:** Topaz Room, Level 2, Mandarin Oriental Hotel, Kuala Lumpur

**Time:** 10am to 7pm

**Contact:** (012) 326 3800 (Jasmine)

/ (016) 290 0353 (Shu Ling)

The event is organised by JLL Property Services (Malaysia) Sdn Bhd and will showcase one, two and 3-bedroom apartments and penthouses of the Upper House collection that are located on the top 30 floors of Principal Tower in London. Selling prices start at £986,000 (RM5.5 million). The 50-storey residential tower was designed by Foster + Partners and jointly developed by Brookfield Property Partners LP, Concord Pacific and W1 Developments.



### Fiabci premium property showcase

**Dates:** May 27 to May 31

**Venue:** Lower ground floor, 1 Utama Shopping Centre, Bandar Utama

**Time:** 10am to 10pm (10.30pm on Friday and Saturday)

**Contact:**

[premiumshowcase@gmail.com](mailto:premiumshowcase@gmail.com)  
Organised by Fiabci Asia Pacific, the exhibition showcases premium properties from Malaysian developers, including Mah Sing Group Bhd, OSK Property Holdings Bhd, S P Setia Bhd, IJM Land Bhd, MRCB, UEM Sunrise Bhd, Bandar Utama Development Sdn Bhd and many others.

### Resimax Northern Growth Corridor showcase

**Date:** May 23 and 24

**Venue:** Tulip Room Level 1, InterContinental Hotel Kuala Lumpur

**Time:** 10am to 7pm

**Contact:** (017) 2233 965

Australian developer Resimax Group presents four phases of its upcoming Melbourne project. Products include 1-storey and 2-storey bungalows from A\$392,000 (RM1.1 million).

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# Cautious sentiment pervades KL market

## DTZ: More malls, high-end condo and office markets remain challenging

BY CHAI YEE HOONG

PETALING JAYA (May 22): Capital values in Kuala Lumpur's office market increased by about 6% despite weaker rental rates that put yields under pressure, according to the DTZ Research Property Times Kuala Lumpur 1Q 2015 report, "Cautious Sentiment Aggravates Uncertainties".

Moreover, the weak oil and gas sector, which has traditionally driven the office demand, is expected to have a significant impact on the market in the short to medium term, while diversifying to other higher-value service sectors remains challenging, it said.

Since last year, the impending office supply has been a concern to the market. Menara Centara is the only office completed in 1Q with 200,000 sq ft of net lettable area (NLA), while 2Q is expected to inject close to three million sq ft of office space with Naza Tower, Q Sentral and Summer Suites. In 2015, some six million sq ft of completions are expected. It was also noted that rental rates are likely to stay stagnant as the market awaits the incoming supply.

Meanwhile, the supply was offset by overall take-up of 208,000 sq ft with minimal change in vacancy rate. Total office supply currently stands at 72.5 million sq ft, while total occupied space is estimated at around 60.2 million sq ft.

Also recorded in 1Q are office building transactions that include Quill 10 in Section 13, Petaling Jaya, which was transacted at RM27.3 million, as well as Plaza Pekeliling in Jalan Tun Razak (at RM28.28 million), which is set to be converted into a SoHo development.

### More malls being developed

In KL's retail sector, more shopping malls will be developed as planned despite challenges such as the expected slower growth of retail

sales as consumers grapple with the introduction of GST. The sector remained resilient despite a marginal decline in occupancy by 1% to 90.3%, while being driven by domestic demand, it said.

The report noted that the retail stock in KL stands at 24.45 million sq ft, with some 1.27 million sq ft of retail space expected in 2015. Some of the upcoming malls in the Klang Valley within the next three years are Sunway Putra Place (620,000 sq ft NLA), Sunway Velocity (1 million sq ft), Atria Shopping Mall (450,000 sq ft), AEON Shah Alam (500,000 sq ft), and The Two @ Rawang (1.35 million sq ft). Also upcoming are a 1.2 million sq ft mall in the BBCC project, UDA Holdings' redevelopment of Bukit Bintang Plaza through a JV with Tradewinds International Sdn Bhd, a new mall in the Tun Razak Exchange project that has a potential GDV of more than RM8 billion, and the redevelopment of Cheras Velodrome by a textile merchant-turned-developer Jakel Development Sdn Bhd.

The four-storey Tropicana City Mall and 12-storey Tropicana City Office Tower were also acquired by CapitaMall Malaysia Trust for RM540 million, following the confidence in the retail market, the report said. Meanwhile, some malls are undergoing rebranding and repositioning to face impending challenges. The SSTwo Mall, which has not been trading well since its completion, is set to be rebranded and scaled down in size by its owner AsiaMalls Sdn Bhd under its entity Pramerica AsiaRetail.

The quarter saw the refurbishment of CapSquare after its acquisition from Bandar Raya Developments Bhd in 2012 and the entry of Jakel Mall with 330,000 sq ft.

### High-end condominium market sees drop in rental and capital values

The first quarter saw significant new supply

of condominiums and registered a drop in both rental and capital values for the high-end condo market, according to DTZ.

There were 1,377 condo units completed in 1Q, which was more than 10 times that for the same period last year, the report states. Among these projects are The Horizon Residences with 335 units in Jalan Tun Razak and Laman Ceylon with 230 units in Jalan Ceylon.

For the remaining quarters, an additional 6,562 condo units are expected to enter the market, with some 7,939 units expected to be completed by year-end.

"The higher new supply will definitely put some pressure on rental values, especially in the city centre," stated the report.

Some of the major developments that should be completed this year include the Banyan Tree Residences with 441 units at Jalan Conlay, and M City Residential Suites with 1,118 units at Jalan Ampang.

Meanwhile, average rents of high-end condos in KL eased 2% to RM3.42 psf per month, a drop from RM3.49 psf per month in the previous quarter, according to the report.

Due to cooling measures, the overall average price fell 3.2% quarter-on-quarter in 1Q to RM749 psf from RM774 psf in 4Q2014.

The quarter saw the launch of Tropicana The Residences on Jalan Ampang. The project, which is part of the proposed integrated W Hotel, offers 353 luxury apartments in a 55-storey tower atop a 24-storey W Hotel. The apartments range from one to three-bedroom units with built-ups of 710 sq ft to 1,604 sq ft, with an average price of RM2,500 psf, according to the report.

"Developers will need to rethink strategies to attract demand, and will be turning to more affordable housing, if their landbank are suitable," DTZ said.

## AUCTION

### Sold

**Property type:** Flat  
**Address:** Unit No B-09-04, ninth floor, Block B, Pangsapuri Permai Indah, Taman Permai Indah, Pandamaran Jaya, 42000 Pelabuhan Klang, Selangor Darul Ehsan  
**Tenure:** Leasehold  
**Reserve price:** RM45,000  
**Transacted price:** RM45,000  
**Built-up area:** 657.80 sq ft  
**Auctioneer:** Ehsan Auctioneers Sdn Bhd  
**Contact:** (03) 2161 6649

**Property type:** Terraced house  
**Address:** No 218, Jalan Hamzah Alang 45, Taman Kampar Ria 2, 42200, Kapar, Selangor Darul Ehsan  
**Tenure:** Freehold  
**Reserve price:** RM50,000  
**Transacted price:** RM65,000  
**Land area:** 899.97 sq ft  
**Auctioneer:** Ehsan Auctioneers Sdn Bhd  
**Contact:** (03) 2161 6649

**Property type:** Apartment  
**Address:** No 1B-79B, first floor, Jalan Dato Dagang 31, Taman BK Sentosa, 41200, Kajang, Selangor Darul Ehsan  
**Tenure:** Freehold  
**Reserve price:** RM45,000  
**Transacted price:** RM45,000  
**Built-up area:** 730 sq ft  
**Auctioneer:** Ehsan Auctioneers Sdn Bhd  
**Contact:** (03) 2161 6649

### Up for bid

**Auction date:** May 23, 2015  
**Property type:** Residential  
**Address:** Unit No A9-1, Ground Floor, Block A9, Ixora Permai Resort, 71020, Pasir Panjang, Port Dickson  
**Tenure:** Leasehold  
**Reserve price:** RM50,000  
**Land area:** 606.56 sq ft  
**Auctioneer:** Ng Chan Mau & Co Sdn Bhd  
**Contact:** (03) 2162 3333 / 2163 2222

**Auction date:** May 23, 2015  
**Property type:** Residential  
**Address:** Unit No P5-07-13A, Pangsapuri Indahria, No 4, Jalan Batu Tiga-Sungai Buluh, Taman Impiana, Seksyen 22, 40300, Shah Alam  
**Tenure:** Freehold  
**Reserve price:** RM300,000  
**Land area:** 1,008 sq ft  
**Auctioneer:** Ng Chan Mau & Co Sdn Bhd  
**Contact:** (03) 2162 3333 / 2163 2222

**Auction date:** May 27, 2015  
**Property type:** 2-bedroom flat  
**Address:** Unit No 3-13, third floor, Block I, Taman Dagang, 68000, Ampang  
**Tenure:** Leasehold  
**Reserve price:** RM63,000  
**Land area:** 480 sq ft  
**Auctioneer:** Ng Chan Mau & Co Sdn Bhd  
**Contact:** (03) 2162 3333 / 2163 2222

**Auction date:** May 26, 2015  
**Property type:** Residential  
**Address:** Unit No 11-1, 11th Floor, Flat Dahlia, Pesisiran Bukit Raja, Bandar Baru Klang, 41150, Klang  
**Tenure:** Leasehold  
**Reserve price:** RM23,900  
**Land area:** 650 sq ft  
**Auctioneer:** Ng Chan Mau & Co Sdn Bhd  
**Contact:** 03 2162 3333/2163 2222

## YTL Land's Penang Shorefront sold out

BY LIM KIAN WEI

GEORGE TOWN: YTL Land and Development Bhd (YTL Land) sold the final units of its Penang Shorefront low-rise condominium project at a preview last weekend.

"It's amazing to witness the way the market responded to our Shorefront project, a niche upmarket, low-rise and low-density development right in the heart of George Town and neighbouring the historic Eastern and Oriental (E&O) Hotel," said YTL Land executive director Datuk Yeoh Seok Kian in a statement.

"We strongly believe in innovation and invested heavily in our concept and design to complement Shorefront's unrivalled location — a landmark seafront address within this unique heritage zone in Penang's capital city."

YTL Land said the project is now fully sold before launch, with the remaining 45 units being snapped up at the preview last weekend. The first two blocks of the project offering 67 units were previewed over a weekend in February and were fully sold then.

The three-acre freehold project comprises 115 units in three five-storey blocks. Prices were between RM1,300 psf and RM2,100 psf. The maintenance fee is 65 sen psf, which



Penang Shorefront has a gross development value of RM310 million. Photo by YTL Land

includes the sinking fund.

The units have a built-up area of between 1,400 sq ft and 3,400 sq ft. The project has a gross development value of RM310 million.

YTL Land said the project is 35% complete and will be fully completed in 2017.

Buyers comprise of repeat customers and registrants who missed out on the first release in February. Some buyers flew from Bangkok,

Hong Kong and Singapore to select their units at the show gallery as well, says YTL Land.

"At RM2,100 psf, this is a new record price for the upmarket luxury lifestyle segment in Penang. This new benchmark reflects a strong demand for quality homes in a premium location, and is a very positive sign for the market, which had been slowing down under a subdued economic climate," Yeoh said.



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# Malaysia to host Fiabci 66th World Real Estate Congress

BY CHAI YEE HOONG

PETALING JAYA: For the second time in a decade, Malaysia will host the Fiabci or International Real Estate Federation 66th World Real Estate Congress.

The three-day event that runs from May 29 to 31 will feature eminent speakers and host about 1,000 delegates from 48 countries meeting to discuss this year's theme: "Urbanisation: Perils or Prosperity".

Fiabci World president Robyn Waters said there is much to learn from Malaysia, which is undergoing rapid real estate growth, with Kuala Lumpur as the most populous and fastest-growing metropolitan city in the country.

"Malaysia offers Fiabci World Congress attendees a unique opportunity to learn first-hand about urbanisation and dynamic real estate markets, and how they handle this growth," says Waters, in a press statement.

"Fiabci is recognised as a non-governmental organisa-

tion for expert view on real estate by the United Nations," says Fiabci Malaysia president Tengku Abdul Aziz Tengku Mahmud.

The annual world congress is a gathering of experts concerned about the future of real estate development.

According to the United Nations World Urbanisation report, more than half of the global population currently live in townships and this is projected to reach 70% by 2050.

"Hence, urbanisation is an important and crucial issue to be discussed," says Tengku Abdul Aziz.

Among the speakers at the congress will be chairman of Springfield Corporation in Australia, Maha Sinnathamby, who will share insights into building sustainable cities Down Under; senior research fellow from the Lee Kuan Yew Centre for Innovative Cities at the Singapore University of Technology and Design, Belinda Yuen, who will speak on smart urban development; and former mayor of Taichung City in Taiwan, Jason Hu, who speak on Taichung's transformation into a model sustainable city.

Apart from the public forums and conferences during the congress, there is also the Fiabci World Prix d'Excellence Awards Gala Night that will be held on May 30. The awards will be presented by the Yang di-Pertuan Besar of Negeri Sembilan Tuanku Muhriz Tuanku Munawir.

## Principal Place Residential launches £160 mil Upper House in Kuala Lumpur

BY LIM KIAN WEI

KUALA LUMPUR: Principal Place Residential Ltd will be launching 90 units of luxury apartments named Upper House at Mandarin Oriental Hotel in Kuala Lumpur this weekend. The project is located along Shoreditch High Street in London EC2.

Principal Place Residential is a joint-venture between Brookfield Property Partners LP, Concord Pacific and W1 Developments Ltd.

"The location [of Upper House] is right in the heart of the city and only a five-minute walk to the Liverpool Street Station," Brookfield (UK) vice-president Richard Amlot told theedgeproperty.com yesterday. "We are also next to Shoreditch, which is becoming a brand for a trendy area. So we have one place to work, and the other place to play."

The £160 million (RM901.4 million) Upper House will take up the top 30 floors of Principal Place's 50-storey Principal Tower, where the lower floors feature office and retail spaces. The residential units will come in 1, 2 plus study and 3-bedroom layouts, with built-ups of between 533 and 2,702 sq ft. Selling prices start at £986,000. The estimated service charge is £6.96 psf per annum.

The project sits on 3.5 acres, which includes a half-acre public piazza on the ground level. Its facilities include gym, spa, screening room, lap pool and 24-hour concierge.

Upper House is expected to be ready by the fourth quarter of 2018.

The architect for Principal Tower is London-based Foster + Partners Ltd.

"With our clients, we wanted to create a mixed-use development for people, not just for those who work, shop and live there. We want the place to be very lively and full of people socialising," says David Kong, partner at Foster + Partners.

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Date: Sat 23 & 24 May 2015  
Time: 10am to 7pm  
Speaker Times: 11am and 3pm both days  
Location: Tulip Room, Level 1  
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# Challenging times for KLCC condo market

Prices are stagnant, transactions are down, and rents face downward pressure but well-managed residences are expected to fare well

BY RACHEL CHEW

For most new homebuyers, properties in Kuala Lumpur City Centre (KLCC) are probably “obnoxiously overpriced” or simply “not for ordinary people”.

However, the upmarket KLCC address is not only for buyers with deep pockets. According to theedgeproperty.com data, property prices in KLCC have generally stagnated over the past two years, even if the average transacted price has remained above RM1,000 psf since the first quarter of 2013 (1Q2013).

Analysis of non-landed residences in KLCC shows that the average price softened slightly to RM1,052 psf in 3Q2014, down 2.2% from RM1,076 psf year-on-year. (See Chart 1). Compared with its peak of RM1,167 psf in 4Q2013, the average price dropped 9.9%.

“The number of overall transactions in KLCC fell or was rather flat in 2014. Prior to the implementation of the Goods and Services Tax, many buyers adopted a wait-and-see attitude, leading to the drop in transactions. Owners with weak holding power may resort to dropping their

asking prices,” says Zerine Properties head of private wealth Terence Yap.

However, Yap is optimistic that demand for good, built developments remains strong, even though most of the smaller apartments have seen prices fall below the RM1 million price range during the review period.

“The prices of some [KLCC] condos are very attractive right now. This is the best time to pick up a property [there]. The market will slowly recover in the second half of 2015,” says Yap.

There are indeed bargains to be found in the KLCC area. Data by theedgeproperty.com for the period between 3Q2013 and

3Q2014 shows that a 3-bedroom unit at The Orion changed hands for only RM354,000, or RM497 psf. Interestingly, two of The Orion’s units were transacted below market price, at RM261 psf and RM272 psf, during the 12 months to 3Q2014.

However, theedgeproperty.com also found that The Orion has the highest rental yields in the area, at 6.7%. It is also the cheapest project to rent in the area, with an average monthly rate of only RM2.76 psf.

This could be because The Orion is a high-density condominium located on Jalan Tun Razak, away from KLCC’s Petronas Twin Towers area. It has 36-storeys of 202 units

## Prime land

KLCC or Kuala Lumpur City Centre comprises prime plots of land and premium properties right in the middle of the capital. The area is located around Jalan Ampang, Jalan P Ramlee, Jalan Binjai, Jalan Kia Peng and Jalan Pinang.

KLCC is one of the most instantly recognisable properties for its backdrop of the Petronas Twin Towers. In the years since they were built, the concepts of sustainability, sensitivity to place, climate and walkability have become major influences on large-scale developments world wide.

KLCC was mooted as the premier urban development in the country. The plan was to maximise its value by creating an integrated master plan development that drew on the existing assets at the site.

The Petronas Twin Towers have been the landmarks of KLCC since their completion in 1998. They were the tallest buildings in the world and remain the tallest twin towers and are one of the most-photographed and visited sites in the country.

The 1,480ft-tall buildings are owned by KLCC Property Holdings Bhd and built on the site that was once home to the Kuala Lumpur race course.

The US\$1.6 billion (RM5.79 billion) structure was designed by a team of architects led by Cesar Pelli, comprising DeeJay Cerico, JC Guinto and Dominic Saibo. The structure’s floor plate is based on simple Islamic geometric forms of two interlocking squares, creating a shape of eight-pointed stars. They describe the important Islamic principles of “unity within unity, harmony, stability and rationality”.



From left: Sarkunan, Chua and Yap.  
The Edge file photos



PHOTOS BY SHAHRIN YAHYA/THE EDGE PROPERTY

Source: theedgeproperty.com



Dua Residency



2 Hampshire



The Orion



Crown Regency

of standard condominiums, duplexes and penthouses. Completed in September, 2006, The Orion was launched at RM316 psf in 2004. It offers units with a built-up area of between 1,161 sq ft and 1,629 sq ft.

The Orion is not the only affordable product in the area. According to transaction data for the 12 months to 3Q2014, among the least expensive non-landed residences in KLCC were Menara Avenue at RM550 psf, Crown Regency at RM727 psf, 2 Hampshire at RM789 psf and Dua Residency at RM863 psf. (See Chart 2)

Yap says their location and age are the main reasons these five projects are the least expensive high-rises in KLCC for the recorded period.

"Besides the age of the developments, it is also a bit of a long walk to KLCC. For Menara Avenue and Crown Regency, their facilities need sprucing up," says Yap.

"The Orion is located on the fringes of Jalan Tun Razak; Menara Avenue is situated next to relatively dated office buildings such as Menara TM Asia Life and Megan Avenue 1; and Crown Regency is located on Jalan P Ramlee."

KGV International Property Consultants executive director Anthony Chua agrees with Yap that it is an opportune time to search for property in the KLCC area.

"Generally, property prices have dropped because of reduced demand, but I don't see a substantial change in prices at the moment, even in the next 12 months.

"If The Orion, Menara Avenue, Crown Regency, 2 Hampshire and Dua Residency fit what you are looking for, I would think now is a good time [to buy, because] overall property prices will continue on the uptrend in the long run. Prices are likely to grow in the future."

**Highest transacted price**

The KLCC area remains the country's most expensive address. The Binjai on The Park recorded the highest transacted price during the review period with an average unit price of RM5 million. The average price psf in 3Q2014 was RM2,005 psf. Knight Frank Malaysia managing director Sarkunan Subramaniam says the average price psf hit RM2,200 in March this year.

The Binjai is a luxury condominium developed by Layar Intan Sdn Bhd, a subsidiary of KLCC Property Holdings Bhd. The 44-storey development located on Jalan Binjai has 171 units and was completed at end-2008.

"The Binjai on The Park is the only residential component within the renowned KLCC development overlooking the KLCC Park," says Sarkunan. "Together with Fraser Place and Marc Residence, The Binjai is located near the 100-acre KLCC development with iconic landmarks such as the Petronas Twin Towers and the regional shopping mall of Suria KLCC."

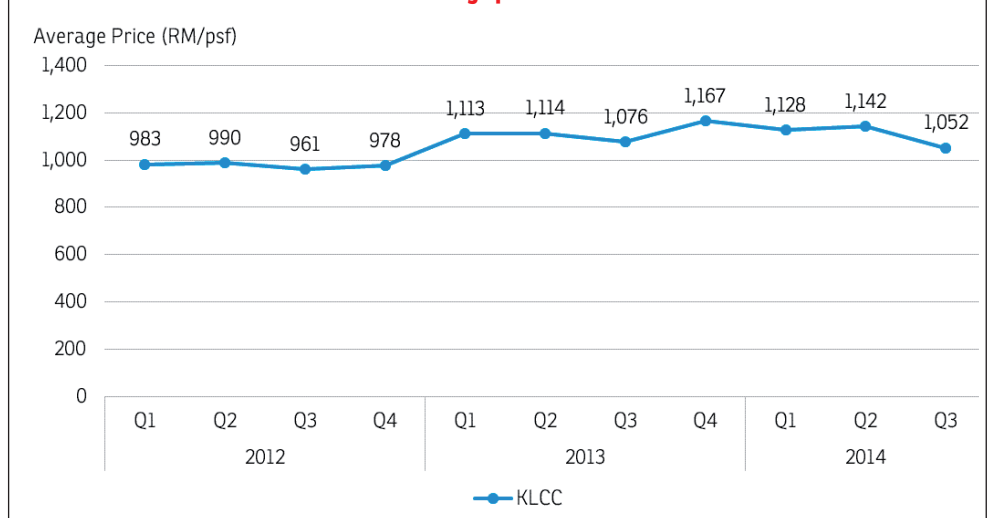
The Binjai, Fraser Place, Marc Residence, Vipod Residence and The Pearl KLCC are the top five most expensive non-landed residences based on average price psf in KLCC.

According to data by theedgeproperty.com, Hampshire Place recorded the highest growth for average price psf, rising 10.5% in 3Q2014 to RM1,139 psf from a year ago.

Hampshire Place is another luxury residential property in the KLCC vicinity, located on Persiaran Hampshire. Developed by Tan & Tan Developments Bhd, the freehold development consists of two blocks of 186 units. It was launched in 2007 at a selling price of RM600 psf.

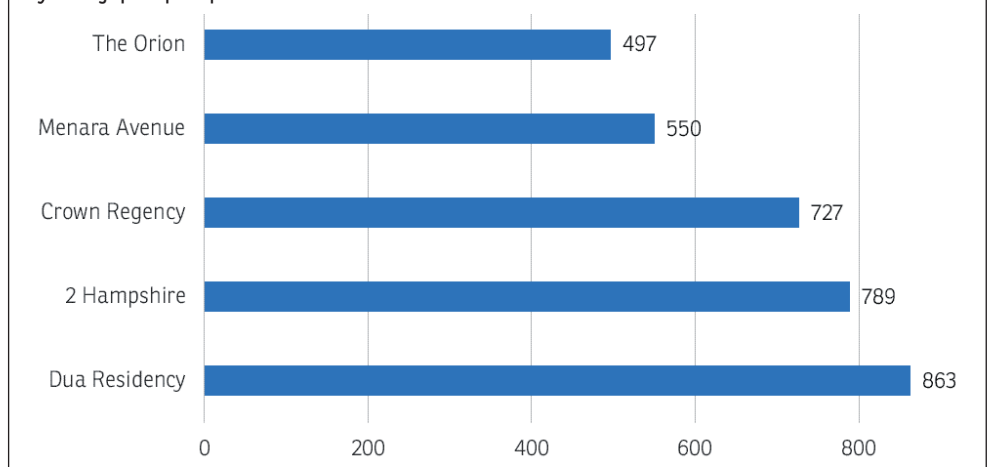
Marc Residence and Fraser Place also saw

**Chart 1: KLCC non-landed residential average price**



Source: theedgeproperty.com

**Chart 2: KLCC Top 5 least expensive condominiums/apartments by average price per square foot**



significant price growth at 8.9% and 6.5% respectively, to RM1,446 psf and RM1,482 psf. These projects have been quite successful with buyers, with their compact units being the most popular.

"The Binjai, Marc Residence and Fraser Place are popular with expatriates and long-stay guests in KLCC due to their strategic location and level of services, amenities and facilities," says Sarkunan.

**Pressure on rents**

While condominiums in the KLCC area are generally targeted at the high-end and expatriate markets, rental rates can vary quite widely across properties. During the 12 months to 3Q2014, rental rates ranged from RM3.50 psf to RM5 psf, and reached as high as RM6 psf at Vipod Residences and The Binjai.

According to data collated by theedgeproperty.com, The Orion had the highest asking rental yield of 6.7% and an average asking monthly rent of RM2.76 psf. It was followed by The Meritz (6%), Hampshire Residences (5.3%), Parkview Service Apartment (5.3%) and Crown Regency (5.3%).

KGV International's Chua notes that current rental yields range between 3% and 5%, a slight drop from previously due mainly to the subdued overall market.

Meanwhile Zerin's Yap has also observed a slight overall drop in rentals recently. "We are seeing a slight drop in rents as many units become available after oil and gas companies reduced their staff strength.

"Smaller apartments enjoy higher rents psf but this is offset by a higher purchase price psf. Generally, most large condominiums in KLCC are rented out for between RM3 psf and RM3.50 psf while smaller ones go for between RM4.50 psf and RM6 psf," says Yap.

However, he thinks the current weak yields are only a short-term trend and expects a more

buoyant market towards the end of the year.

**Moving forward**

Sarkunan believes the high existing supply of units in the high-rise, high-end residential segment in KLCC will continue to challenge yields.

"In total, some 1,732 units [were completed] in 2014. The market will be challenging, particularly in locations where there is weak occupational demand from expatriates and locals. There will be heightened competition between unit owners in both the sales and rental markets. Besides, the slew of cooling measures and the weak state of the economy have further dampened the high-end, high-rise residential market in KLCC," says Sarkunan.

However, he expects the price trend in KLCC to remain relatively stable, with marginal declines in selected developments as well as in locations where there are significant new completions.

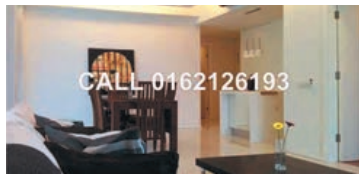
Yap says good quality developments will continue to enjoy stable prices or even price appreciation.

"Most properties that enjoy good price growth are smaller apartments because they are more affordable in absolute terms. Strong demand for such properties has pushed the prices of these units up," he says.

Many of the new launches in KLCC are branded properties such as The Residences, Ritz-Carlton Residences, Four Seasons Place and Pavilion Suites, which sell for above RM2,500 psf. "This may create a domino effect of raising prices of older and smaller apartments in the vicinity," says Yap.

In the long run, Sarkunan says, the ongoing infrastructure works, proposed transit-oriented developments and the completion of branded residences will have a positive effect on the KLCC property market and raise its profile as a bustling, cosmopolitan enclave.

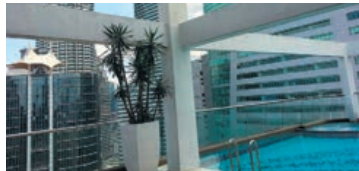
Check out a video of this hotspot at [theedgeproperty.com](http://theedgeproperty.com) and see property listings for this area on [Market Watch EP10](#)

**FOR SALE** [Selected listings of KLCC properties below RM2mil]

CALL 0162126193

**Hampshire Place**

**Type:** Condominium/ serviced residence  
**Tenure:** Freehold  
**Asking price:** RM1,460,000  
**Built-up:** 1,356 sq ft  
**Bedrooms:** 2  
**Bathrooms:** 2  
**Description:** Pool view; nicely renovated; low floor; fully-furnished; previously tenanted at RM6,000. Walking distance to KLCC LRT station and amenities; asking RM1.46 million or RM1,080 psf.  
**Agent/negotiator:** Clarisse T of Jann Properties  
**Tel:** (016) 212 6193  
**Email:** clarisseproperty@gmail.com (www.clarisseproperty.com)

**Parkview Serviced Apartment**

**Type:** Condominium/ serviced residence  
**Tenure:** Freehold  
**Asking price:** RM740,000  
**Maintenance fee:** RM0.35 psf (RM180)  
**Built-up:** 515 sq ft  
**Bedroom:** 1  
**Bathroom:** 1  
**Description:** The project is located in Changkat Perak. The unit is on a high floor and fully furnished with walk-in-wardrobe, air-conditioning, cooker hob and hood, intercom and water heater. Currently tenanted, it is available for rent at RM2,800 from July 1. It comes with one parking bay and has a view of KLCC.  
**Agent/negotiator:** Jo Lim of Reapfield (Mont'Kiara) Malaysia Sdn Bhd  
**Tel:** (018) 367 8638  
**Email:** limproperties3678@gmail.com



MsWong 0123668006

**The Meritz Residence**

**Type:** Condominium/ serviced residence  
**Tenure:** Freehold  
**Asking price:** RM1,590,000  
**Built-up:** 1,388 sq ft  
**Bedrooms:** 2  
**Bathrooms:** 3  
**Description:** The unit is on a high floor with bright natural light and a good view. This furnished apartment is in brand new and tiptop condition. Furnishings and extras include air-conditioning, lightings, built-in wardrobes, curtains, dry kitchen with electrical appliances and washing machine and dryer.  
**Agent/negotiator:** Ms Wong of Reapfield Properties  
**Tel:** (012) 366 8006  
**Email:** carolwong@reapfield.com



Wendy 012-3982288

**Idaman Residences**

**Type:** Condominium/ serviced residence  
**Tenure:** Freehold  
**Asking price:** RM1,430,798  
**Maintenance fee:** RM0.35 psf  
**Built-up:** 1,551 sq ft  
**Bedrooms:** 3  
**Bathrooms:** 2  
**Description:** This unit comes with one parking bay. Idaman Residence is a high-end condominium situated opposite the Petronas Twin Towers in KLCC. There are nine units on each floor, with sizes ranging from 877 sq ft to 2,174 sq ft where the ceiling is 10ft high and the living room, dining room and master bath are laid with imported marble. The units also offer views overlooking KLCC and KL. Located in an enclave off Jalan P Ramlee, it is near nightclubs, shopping malls and eateries.  
**Agent/negotiator:** Wendy Soh of Hartamas Real Estate (Malaysia) Sdn Bhd  
**Tel:** (012) 398 2288  
**Email:** wendysoh@hartamas.com; wendysoh888@gmail.com

**Binjai 8**

**Type:** Condominium/ serviced residence  
**Tenure:** Freehold  
**Asking price:** RM950,000  
**Built-up:** 762 sq ft  
**Bedroom:** 1  
**Bathrooms:** 2  
**Description:** SOHO for sale or to let. This unit is renovated and comes fully furnished with two TVs, washing machine and dryer, fridge, bed, sofa and dining set as well as kitchen cabinets and wardrobe.  
**Agent/negotiator:** C K Lum of Henry Butcher Real Estate Sdn Bhd  
**Tel:** (016) 302 8936  
**Email:** lumchoonkong@henrybutcher.com.my



Christine 012-3142804

**Marc Residence**

**Type:** Condominium/ serviced residence  
**Tenure:** Freehold  
**Asking price:** RM1,554,000  
**Built-up:** 1,050 sq ft  
**Bedrooms:** 2  
**Bathrooms:** 2  
**Description:** Marc Residence is just a few minutes away from Suria KLCC and the LRT. This is a corner unit with a spacious, nice layout and interior design. It comes with one parking bay. Selling at RM1,480 psf (negotiable) and with a tenancy of RM7,500 per month.  
**Agent/negotiator:** Christine Chua of Henry Butcher Real Estate Sdn Bhd

**Tel:** (012) 314 2864  
**Email:** christinechua@henrybutcher.com.my

**Hampshire Residences**

**Type:** Condominium/ serviced residence  
**Tenure:** Freehold  
**Asking price:** RM878,000  
**Built-up:** 753 sq ft  
**Bedroom:** 1  
**Bathroom:** 1  
**Description:** This unit is tenanted to an expatriate at RM3,500 till July 2015. The mid-level unit is in Block A, facing North East. The project is conveniently located 300m from Avenue-K Shopping Mall, 400m from Ampang Park Mall and LRT Station, and 500m from KLCC & KLCC LRT Station.  
**Agent/negotiator:** Roy Teo of Property Hub Sdn Bhd  
**Tel:** (012) 216 9026  
**Email:** roy.teo@propertyhub.com.my

**The Orion**

**Type:** Condominium/ serviced residence  
**Tenure:** Freehold  
**Asking price:** RM860,000  
**Built-up:** 1,323 sq ft  
**Bedrooms:** 3  
**Bathrooms:** 3  
**Description:** Bright and airy, modern and tastefully renovated with quality furnishing and interior design, this high-floor unit offers KLCC views. It is close to KLCC.  
**Agent/negotiator:** David Hah of Metro Homes Sdn Bhd  
**Tel:** (016) 323 5153  
**Email:** dandhah973@gmail.com

**The Troika**

**Type:** Condominium/ serviced residence  
**Tenure:** Freehold  
**Asking price:** RM1,990,000  
**Built-up:** 1,349.00 sq ft  
**Bedroom:** 1  
**Bathroom:** 2  
**Description:** Below market price. Rare SoHo unit for sale. High floor and easy to rent. Troika is designed by Foster & Partners. The unit has a huge master room with ensuite bathroom and one powder room. It also has a pool view and comes with kitchen appliances.  
**Agent/negotiator:** Daniel Lim of Zerim Properties  
**Tel:** (016) 656 9333  
**Email:** Daniel@zerimproperties.com

**FOR RENT** [in KLCC]**D'Mayang Condominium**

**Type:** Condominium/ serviced residence  
**Tenure:** Freehold  
**Asking rent:** RM5,900  
**Built-up:** 1,660 sq ft  
**Bedrooms:** 3  
**Bathrooms:** 3  
**Description:** A unique unit with a garden courtyard. Beautiful and serene environment.  
**Agent/negotiator:** Shoba of Vision Homes Realty  
**Tel:** (012) 224 9200  
**Email:** sproperty4@gmail.com

**Binjai Residency**

**Type:** Condominium/ serviced residence  
**Tenure:** Freehold  
**Asking rent:** RM8,000  
**Built-up:** 2,178 sq ft  
**Bedrooms:** 4  
**Bathrooms:** 5  
**Description:** Fully furnished  
**Agent/negotiator:** Ken Lai of NK Properties  
**Tel:** (017) 606 9056  
**Email:** kenlai@nkproperties.com.my

**Binjai 8**

**Type:** Condominium/ serviced residence  
**Tenure:** Freehold  
**Asking rent:** RM3,500  
**Built-up:** 761 sq ft  
**Bedroom:** 1  
**Bathrooms:** 2  
**Description:** Mid-floor unit, fully furnished and in move-in condition. Faces The Troika. Comes with a fridge, dining table and chairs, kitchen cabinet, cooking hob and hood, beds, wardrobes, sofa, TV and washing machine.  
**Agent/negotiator:** Kelly Tan of CBD Properties Sdn Bhd  
**Tel:** (012) 266 0695  
**Email:** kellytyc@gmail.com

**Quadro Residences**

**Type:** Condominium/ serviced residence  
**Asking rent:** RM8,000  
**Built-up:** 1,927 sq ft  
**Bedrooms:** 3+1  
**Bathrooms:** 3  
**Description:** Located next to Traders Hotel and the KLCC Park, within walking distance of Suria KLCC and Mandarin Oriental hotel. Public transport such as cabs and LRT stations are easily accessible. The unit has high ceilings, a spacious layout and timber flooring in all the rooms. It is partly furnished, with air conditioners, lighting, fans, built-in wardrobes, kitchen cabinets, blinds, curtains (including blackout curtains) and fridge. Other items can be requested. Includes a yard and utility area. Facilities include a sky gym, 25m infinity pool with a splendid view, playground, sky deck and concierge.  
**Agent/negotiator:** Lim Hern Gene of Reapfield Properties Sdn Bhd  
**Tel:** (012) 698 0833  
**Email:** gene@reapfield.com

**The Troika**

**Type:** Condominium/ serviced residence  
**Tenure:** Freehold  
**Asking rent:** RM7,000  
**Built-up:** 1,004 sq ft  
**Bedroom:** 1  
**Bathrooms:** 2  
**Description:** Nice, high-floor unit

with kitchen cabinets and built-ins  
**Agent/negotiator:** Elaine Kow of Reapfield Properties (Puchong) Sdn Bhd  
**Tel:** (017) 225 0683 / (012) 266 9231  
**Email:** elainekow@reapfield.com

**Hampshire Park Condominium**

**Type:** Condominium/ serviced residence  
**Tenure:** Freehold  
**Asking rent:** RM6,500  
**Built-up:** 2,600 sq ft  
**Bedrooms:** 3+1  
**Bathrooms:** 4  
**Description:** Fully-furnished, well-kept unit within walking distance of Suria KLCC and five minutes from Petronas Twin Towers  
**Agent/negotiator:** Amarat Gill of Metro Homes KL  
**Tel:** (019) 263 6200  
**Email:** amarat@gillsproperties.com

**Hampshire Residences**

**Type:** Condominium/ serviced residence  
**Tenure:** Freehold  
**Asking rent:** RM9,000  
**Built-up:** 3,337 sq ft  
**Bedrooms:** 3+1  
**Bathrooms:** 3  
**Description:** Located on Persiaran Hampshire, Jalan Ampang, this fully-furnished unit is vacant and in move-in condition. It faces Suria KLCC and comes with two parking bays.  
**Agent/negotiator:** Calvin Yew of Vision Homes Realty  
**Tel:** (012) 969 7882  
**Email:** calvinyew.visionhomes@gmail.com

**Marc Residence**

**Type:** Condominium/ serviced residence  
**Tenure:** Freehold  
**Asking rent:** RM6,500  
**Built-up:** 1,330 sq ft  
**Bedrooms:** 3  
**Bathrooms:** 2  
**Description:** Marc Residence on Jalan Pinang is a five-minute walk from Suria KLCC and the KLCC LRT station, and is also within walking distance of Pavilion Kuala Lumpur. There are a number of restaurants nearby. Facilities include a barbecue area, gym, infinity pool, multipurpose hall, playground, tennis court and 24-hour security.  
**Agent/negotiator:** See Chak Yan of Reapfield Properties (KL) Sdn Bhd  
**Tel:** (017) 203 2689  
**Email:** seechakyan@gmail.com

**Idaman Residence**

**Type:** Condominium/ serviced residence  
**Tenure:** Freehold  
**Asking rent:** RM5,500  
**Built-up:** 1,047 sq ft  
**Bedrooms:** 2  
**Bathrooms:** 2  
**Description:** Exclusively for expatriates, this high-floor unit is fully furnished. It has a view of Suria KLCC and is within walking distance of the mall and LRT stations. Facilities include a barbecue area, covered car park, gym, playground, sauna, swimming pool and 24-hour security.  
**Agent/negotiator:** Lucas Lim of Property Hub Sdn Bhd  
**Tel:** (016) 442 3039  
**Email:** bteeproperty@gmail.com

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02



03

01. The first class was conducted on May 18 at Hartamas Real Estate's office in Petaling Jaya.
02. Chan: The aim of EDRE is to help increase the number of real estate agents and lift the standard of real estate agency practice.
03. Chuan: EDRE is more than just a qualification; it gives negotiators the tools and knowledge to achieve the work professionally.

# Raising standards

## Hartamas Academy collaborates with UCSI University to offer Executive Diploma in Real Estate

BY E JACQUI CHAN

HARTAMAS ACADEMY

### Path to becoming a registered estate agent

Executive Diploma in Real Estate by UCSI University

Register as a probationary estate agent and also for the Test of Professional Competence

2 years of post-qualifying practical training (submission of work diary)

Submission of record of experience, practical task and attend a professional interview

Register as an estate agent with the board

Poor service and knowledge of real estate regulations have long been the bane of qualified real estate professionals.

"I think one of the challenges facing the industry right now is the negative public perception of real estate agents and negotiators. There has been a lot of feedback from property buyers and sellers about the substandard service they receive from negotiators," says Hartamas Academy Resources Sdn Bhd director Christopher Chan.

Hartamas Academy, which was set up in 2011, is the education arm of Hartamas Real Estate (Malaysia) Sdn Bhd. Hartamas Real Estate was established in 1996 and has a workforce of 250 people based in four offices in the Klang Valley.

In a bid to raise professionalism in the industry, Hartamas Academy is collaborating with UCSI University to offer an Executive Diploma in Real Estate (EDRE). EDRE is approved by the Malaysian Qualifications Agency (MQA) and accredited by the Board of Valuers, Appraisers and Estate Agents (Bovaea).

Hartamas Academy is one of the Bovaea-approved training providers for the mandatory two-day negotiator certification course. The compulsory registration of real estate negotiators and use of an identification tag were mandated in 2013 to curb the activities of illegal agents.

According to Chan, EDRE is in line with Hartamas Academy's vision to provide much-needed education in the industry.

The good long-term working relationship between Hartamas Real Estate and UCSI University led to the idea for the programme several years ago. Its aim is to help increase the number of real estate agents and lift the standard of real estate agency practice, explains Chan.

"EDRE is more than just a qualification; it gives negotiators the tools and knowledge to achieve the work professionally. We want to develop a holistic premier programme that addresses the current needs of the industry, which includes the law, processes and even communication. It's a one-stop solution,"

### So, you think you can be a real estate agent?

You will need to have:

- A great passion for real estate
- Good people skills
- Strong sense of discipline and self-motivation
- A desire to learn
- Being focused
- Belong to a reputable organisation and have a good leader to guide you

says UCSI Extension Sdn Bhd manager of business and operations, Sunny Chuan.

UCSI Extension is a wholly owned subsidiary of UCSI Group and a training provider registered with the Malaysian Human Resources Development Fund. It helped develop, manage and market EDRE.

Hartamas Academy signed a memorandum of understanding with UCSI in 2013.

Chan believes there is a huge need for a programme like EDRE, noting that there are only 2,455 registered real estate agents in Malaysia.

"Of this number, I'd say only about 1,800 are active. We actually have the lowest number [of active members] among professional bodies. By comparison, there are 10,990 engineers, 40,000 doctors, 16,049 lawyers and 80,000 insurance agents.

"About 25,000 negotiators have undergone the mandatory negotiator certification course. Not all will be active but 70% to 80% will most likely be, and they will want to take the next step towards becoming a real estate agent," says Chan. "We also want to help negotiators become consultants rather than just salesmen."

### Setting itself apart

There are already several real estate diploma courses in the market such as the Diploma in Estate Agency by the Malaysian Institute of Estate Agents and Open University Malaysia, and the Diploma in Estate Management by Imperia Institute of Technology.

"We respect all existing training providers

[but] I think our inclusion of entrepreneurial studies as one of the subjects of our programme sets it apart. We feel that more than half of registered real estate agents lack the entrepreneurial skills to become successful [business people].

"Another thing that sets our programme apart is that it is geared towards working professionals. One of its entry requirements is a minimum of three years' working experience related to the real estate industry. This enriches the interaction and networking among students as most will be working negotiators," says Chan.

The first intake has 70 students and the first class was conducted at Hartamas Real Estate's headquarters on May 18.

"We want to be professional with the number of people we accept into each intake to keep the quality and standard of the programme. They first have to abide by the entry requirements. We don't want to do a class of 70; that's a tuition centre. We are looking at 35 students per class, which will enhance engagement and make it comfortable for the lecturer to [provide students a measure of individual attention]," explains Chuan.

Classes will be conducted at both UCSI University in Cheras and the Hartamas Academy office in Petaling Jaya. There will be two evening classes of three hours each per week on weekdays.

"It's a very customer-centric programme. For negotiators, a lot of business tends to come in during the weekends, so weekdays will be better for them," says Chuan.

While the response has been good, Chuan stresses that it is still a challenge to get negotiators to see education as more than just exams.

"We have to change this mindset. We've found that the first question they ask is not the cost or content of the programme, but its duration. It's always about doing things as fast as possible. We have to replace the word 'studying' with 'learning,'" says Chuan.

Ultimately, both Chuan and Chan concur on the vision of the programme: to form a community and fellowship among students and to represent the industry professionally.

PICTURES FROM SAVILLS



# Lady Violet's home, anyone?

Manor in *Downton Abbey* TV series put on the market

**BY WONG KING WAI**

KUALA LUMPUR: Fancy living in a historic manor featured in one of the most popular TV series to come out of the UK? Savills has listed Byfleet Manor in Surrey — Lady Violet's home in hit TV series *Downton Abbey* — for £3.95 million (RM22.18 million).

The Grade II-listed manor has 8-bedrooms and four reception rooms. It sits on 19 acres of land. In addition to the main house, there are four other lots available for purchase: three additional residential dwellings and a development plot.

"For all its fame, Byfleet Manor is actually located in an idyllic location at the end

of a winding country lane on the fringe of a nearby village, discreetly positioned for privacy and security," says head of Savills Weybridge Simon Ashwell, in a press statement.

"Initially, we'll be looking for a buyer for the main house, to give him or her the option to include the four additional lots, allowing a buyer to purchase everything currently for sale in its entirety."

The history of Byfleet Manor stretches back to the seventh century and was first recorded in 1086 in the Domesday Book. It was owned by the Crown for over 300 years during which it was destroyed and rebuilt.

King Edward I and II stayed frequently at Byfleet. Edward III gifted it to his moth-

er Isabella and his son Edward of Woodstock, known as the Black Prince, who bred horses. Henry VIII is said to have stayed there during his childhood; he granted it to Katherine of Aragon after he divorced her. Queen Elizabeth I was known to have visited in 1576. Byfleet Manor's last royal owner was Queen Consort Anne of Denmark, wife of King James I.

The present Byfleet Manor was built around 1686. It is located just over 20 miles from the centre of London and 15 miles from Heathrow Airport. Savill's expects interest in the sale of the Byfleet Manor estate "to come from all quarters, including international interest too".





03



02



01

01, 02 and 03: Song's one-year-old Monkey cup, and other wet terrariums.

04 & 05: A variety of dry terrariums.

06: Nabil demonstrating how to place the cactus in the bowl.



04



05



06

# Garden in a jar

Terrarium enthusiasts offer some tips to get you started

TEXT AND PHOTOS BY CARMEL DOMINIC

**T**he world's oldest terrarium is 55 years old this year. Owner David Latimer first planted some spiderworts inside a 10-gallon globular bottle in 1960 and they have since grown to fill the container by surviving wholly on its own ecosystem of recycled air, nutrients and water. Latimer has only opened it once, in 1972, to add water.

A terrarium is a small glass enclosure that contains layers of soil, stones or gravel, moss, water and small plants. It is normally created to be a small and self-contained ecosystem. These pretty miniature gardens are especially

popular among those staying in apartments. *The Edge Property* caught up with Dominic Song, owner and founder of Wicked Plants and an avid terrarium enthusiast, and Nabil Zainol, marketing manager of November Culture, a terrarium hobby and accessories shop. They talk about wet and dry terrariums and give tips on making and maintaining a terrarium in tropical weather.

### Let's get started

You need to decide on either a wet or dry terrarium, as they require different raw materials. Pick the plant and then the container to match it. An old aquarium, half-cut bottles, cognac glasses, bell jars, apothecary jars or even basic mason jars make interesting-looking terrariums. You are limited only by your creativity.

### Dry terrarium

#### THE BASE

Nabil recommends gravel for its good drainage properties. This is because the plants he uses in dry terrariums are mini cacti and gravel is able to hold any extra water that would otherwise be absorbed by the top soil, which would then rot the roots. Make a hollow in the centre of the gravel base for the plant.

#### THE LAYERS

For the second layer, Nabil uses small pieces of broken charcoal that function as an air purifier in the terrarium. The amount of charcoal needed depends on the size of the terrarium. Spread about an inch of garden soil over them while maintaining the hollow in the centre of the gravel base. If you use organic soil, there is no need to use charcoal as it comes mixed with charcoal.

Remove the cactus from its pot. Clean its roots completely of soil using a paintbrush. Very gently place the cactus in the hollow of the gravel base and embed its roots in it. Add more soil if necessary.

Then comes the moss. This can be used as a decorative item or to absorb any extra water. How the moss is placed depends on the plant used in the terrarium.

Now, for the fun part. Add colour to the terrarium with coloured pebbles or small stones,

construction sand or miniature toy animals such as a ladybug or an armadillo. These give the terrarium a personality and create a scene. Beach sand is not suitable as it contains salt that may not be conducive for plants.

### CARE

Place your terrarium near sunlight if you are using cacti. Water it once a week, and not too much. Avoid places with continuous direct sunlight because the heat from the glass will warm the soil instead of keeping it cool and moist.

### Wet terrarium

#### THE BASE

For a wet terrarium, Song chooses medium gravel, lava rock and/or clay balls for the base. Rocks might scratch the glass because they are relatively heavy, hence clay balls might be more suitable.

#### THE LAYERS

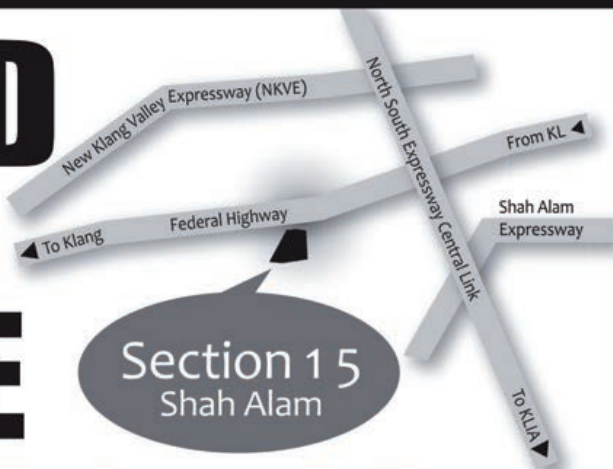
The types of moss for a wet terrarium differ from those used for a dry one. Do some research on which suits your terrarium best. You can consider using coco peat mixed with perlite. Coco peat consists primarily of the coir fibre pith or coir dust obtained from coconut husks after removing the long fibres. Perlite is a type of mineral that ensures the soil is not too dense for the plants.

If you're using carnivorous plants for your terrarium, coco peat is most suitable because these plants do not thrive in fertilised garden soil. The last step is to place the plant in the terrarium and fill it with just enough water to cover the base soil. For decoration, you can artfully use a piece of wood to give it a natural look.

### CARE

Song insists that all terrariums should have at least six hours of sunlight daily, especially wet terrariums. If your terrarium is in a closed jar, sunlight will promote condensation and photosynthesis that will allow the plant to create an ecosystem and thus thrive on its own. Do some occasional housekeeping; if the plant grows too big for the jar, transfer it into a bigger container.

# LAND FOR SALE



**Location** : Next to Dataran Otomobil and IDCC (Facing Federal Highway and Persiaran Selangor)  
**Land area** : Approximately 20 acres.  
**Tenure** : Leasehold 99 years (expire 2083)  
**Land category** : Building  
**Express condition** : Commercial Building  
**Potential GDV** : RM2 billion  
**Price** : RM217,800,000.00 (RM250 per sq.ft.)

Exclusive Agent  
**Asahi Agency** E(3)0012

Foo Fang Lim  
**03-7955 0020**

# OUR

Name May Have Changed,  
But Our Commitment to  
**EXCELLENCE**  
Remains

We are proud to announce the change of our company name from Furniweb Industrial Products Berhad to PRG Holdings Berhad.

PRG stands for Premier Group.

The change of name to Premier is to reflect the diversification of the principal activity to include property development.



**PRG**  
**HOLDINGS BERHAD** (541706-V)

The word Premier reflects our commitments to strive to deliver the best in everything that we do, be it, our products, our concept, our service, our quality and value add to our stakeholders. We will continue to innovate and place the interests of our customers as our top priority.



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It wasn't easy getting here. They say accomplishments in life aren't the end of a race, but just milestones on your way forward.

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You aimed high and we'd like to thank you for letting us shape places that accompany your life's accomplishments. In fact, your aspiration is the very reason behind everything we strive for - each brick we lay, every effort we make - towards creating greater communities; better living experiences. A sweep of six international recognitions at the recent Asia Pacific Property Awards 2015 (APPA) only further validated your discerning taste! **Thank you.**

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**Mirage by the lake:** Jelang Vista Sdn Bhd (889503-W) (A subsidiary of OSK Property Holdings Berhad) Address: Level 9, Plaza OSK, Jalan Ampang, 50450 Kuala Lumpur. Tel: 603-21613322 Fax: 603-21753216. PHASE 2: Developer License No.: 11519-2/04-2017/521. Validity Period: 24/06/2013 - 23/04/2017. Advertising & Sales Permit No.: 11519-2/06-2015/01804(P). Validity Period: 14/06/2014 - 13/06/2015. Approving Authority: Majlis Perbandaran Sepang. Building Plan Reference No.: MP.SPG.9/CYB/133/10. Land Tenure: Freehold. Land Encumbrances: Public Bank Berhad. Expected Date of Completion: June 2015. Type of Property & Total Units: Condominium - 208 units, Selling Price: (Min) RM900,640. (Max) RM1,289,340. Lake Villa - 12 units, Selling Price: (Min) RM1,882,140. (Max) RM3,322,540. Link Villa - 26 units, Selling Price: (Min) RM1,701,440. (Max) RM2,671,240. Discount 7% for Bumiputra. This land cannot be transferred, charged without prior consent from State Authority. **Mirage Residence:** Perspektif Vista Sdn Bhd (787017-T) (A subsidiary of OSK Property Holdings Berhad) Developer Principal Office Address: 9th Floor, Plaza OSK, Jalan Ampang, 50450 Kuala Lumpur, Tel: 603-21613322. Fax: 603-21753216 Developer License No.: 11604-1/10-2015/02387(L). Validity Period: 23/10/2014 - 22/10/2015. Advertising & Sales Permit No.: 11604-1/10-2015/02387(P). Validity Period: 23/10/2014 - 22/10/2015. Approving Authority: Dewan Bandaraya Kuala Lumpur. Building Plan Reference No.: BP T3 OSC 20104461. Land Tenure: Freehold. Expected Date of Completion: May 2015. Types of Properties: Condominium. Total Units: 102 units. Selling Price: (min) RM1,054,160 - (max) RM5,433,213. Bumiputera Discount: 5%. Restriction in Interest: Nil. **Eclipse Residence:** Wawasan Rajawali Sdn Bhd (917808-A) (A subsidiary of OSK Property Holdings Berhad) Developer Principal Office Address: 9th Floor, Plaza OSK, Jalan Ampang, 50450 Kuala Lumpur, Tel: 603-21613322 Fax: 603-21753216. Developer License No.: 12229-2/12-2015/01002(L). Validity Period: 10/12/2013 - 09/12/2015. Advertising & Sales permit No.: 12229-2/12-2015/01002(P). Validity Period: 10/12/2013 - 09/12/2015. Approving Authority: Majlis Perbandaran Sepang. Building Plan Reference No.: MF.SPG.600-43/2/118. Land Tenure: Freehold. Expected date of Completion: December 2017. Land Encumbrances: UOB Bank Malaysia Berhad. Type of Property: Service Apartment. Total Unit: 666 units (Type A: 156 / Type B: 240 / Type C: 54 / Type D: 216). Selling Price: (Min) RM349,800 - (Max) RM960,440. Bumiputera Discount: 10%. Restriction in Interest: This land cannot be transferred, charged without prior consent from the State Authority.