

FRIDAY OCTOBER 9, 2015  
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DECISIONS

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# THE EDGE PROPERTY

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MAKE BETTER DECISIONS



## EP3 NEWS

Still demand for houses despite weak ringgit



## EP4 NEWS

In celebration of true grit



## EP10 NEWS

Ahead of the curve



## EP13 FENG SHUI

The four strong feng shui pillars of a house

# Prosperity grows in the south of KUALA LUMPUR

Non-landed residential properties in Seri Kembangan are in demand due to their fairly affordable pricing and healthy rental returns. Real estate experts are optimistic about Seri Kembangan's property investment prospects thanks to its rapid pace of development and improved accessibility, and the shift in population growth towards the southern part of Kuala Lumpur.

See story on pages EP14 & 15.





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**MIEA celebrates excellence in the industry**



**haven/The Edge My Dream Home Awards — Green Home category Gold winner**

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## NEWS ROUNDUP

### IGB sells freehold Gombak land to Ecofirst unit for RM62.8 mil

IGB Corp Bhd's indirectly owned unit, Harta Villa Sdn Bhd (HVSB), is selling a 10.1-acre parcel of freehold land in Ulu Kelang, Gombak, Selangor, to a wholly owned unit of Ecofirst Consolidated Bhd for RM62.8 million.

In its filing with Bursa Malaysia on Oct 6, IGB said HVSB — a wholly-owned unit of Tan & Tan Developments Bhd, which is in turn a wholly owned unit of IGB — entered into a sale and purchase agreement on Oct 6 with Ecofirst Development Sdn Bhd (EDSB).

HVSB originally entered into an option agreement with EDSB on April 20, which granted EDSB the right to purchase the land for RM62.8 million. No valuation was carried out on the land, according to IGB's announcement to Bursa Malaysia at the time. As at Dec 31, 2013, the net book value of the land was RM39.4 million.

The disposal of the land (assuming the option is exercised by EDSB) represents a gain amounting to RM17.7 million to IGB Group.

### WCT bags RM70 mil earthwork contract from 1MDB Real Estate

WCT has accepted a letter of award from 1MDB Real Estate Sdn Bhd for the proposed earthworks under Phase 1 of the Lifestyle Quarter of the Tun Razak Exchange mixed-use development in Kuala Lumpur. The scope of works consists of earthworks, rock probing and grouting works. The contract is to be completed in November

2016 and has an estimated value of RM70 million.

This is WCT's second local contract win after winning the RM127 million earthworks contract for the Kwasa Damansara township development in Sungai Buloh, Selangor, last month. For its financial year to date, WCT has secured about RM1.1 billion worth of new contracts.

### Affordable housing applicants must pay RM15,000 to show commitment

Applicants for Rumawip, an affordable housing programme in Kuala Lumpur, must pay RM15,000 upfront to show the housing developer they are committed to the purchase, said Deputy Federal Territories Minister Datuk Dr Loga Bala Mohan.

He said this would ensure the developer could be certain the potential buyer was committed to make payment should he or she be eligible to buy.

Loga was responding to Kepong Community Centre head Yee Poh Ping's request for the Federal Territories Ministry to explain why agents of the developers were asking applicants to pay RM15,000.

The entire amount goes towards the downpayment on a home upon approval.

"If you don't get the loan, the money will be refunded to you," said Loga, adding that the sum would also be returned should the buyer fail the screening process.

Applicants are assured of a unit once they pass the screening process. A ballot will be held to determine the unit the buyer receives. — *The Malaysian Insider*



### UDA launches RM400 mil Anggun Residences

UDA Holdings Bhd (UDA) launched its RM400 million Anggun Residences serviced apartment development last weekend. It comprises 384 units and is located at the heart of Kuala Lumpur city centre.

UDA group managing director Datuk Ahmad Abu Bakar said the launch marked a milestone for UDA in its plan to be the country's leading sustainable property developer. Anggun Residences is priced between RM1,300 and RM1,400 psf.

Located near Jalan Sultan Ismail and beside Sheraton Imperial Hotel, Anggun Residences will be built on a 0.9-acre plot that is part of a larger 4.49-acre parcel belonging to UDA, which is one of the largest landowners in the area.

The serviced apartments have a built-up area of between 657 and 1,535 sq ft. Common facilities are an infinity pool, gym, squash court, playground, sundry shop, and private dining room.

There will be a covered walkway linked to Medan Tuanku Monorail station to provide access to the existing elevated walkway between the monorail station and Sultan Ismail LRT station. The Dang Wangi Putra LRT station is also located nearby.



### Setia Alam gets first up-scale high-rise residences

S P Setia Bhd is gearing up to launch the first high-end, high-rise residential project in Setia Alam, Setia City Residences, in the fourth quarter of this year.

The RM500 million Setia City Residences sits on 5.77 acres next to Setia City Mall. The serviced apartment project will have three 35-storey towers — Adora, Bella and Carra. Each tower will have 260 units which will have a built-up area of between 858 and 1,207 sq ft. Selling prices start at RM650 psf. The units come in layouts of 2-bedrooms and 3+1 bedrooms, with two bathrooms.

Setia City Residences opened for registration in the second quarter of last year and more than 2,000 people have registered their interest to date. Construction commences in November and is expected to be completed in 2019.

S P Setia launched Setia Alam, which has a GDV of RM16 billion, in 2004. It has sold more than 16,000 units worth RM6 billion in the 2,525-acre township has and has completed more than 12,000 units to date. About 60% of the project has been developed.

## 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).

### Home Sweet Home Property Fair

**Date:** Today until Sunday (Oct 9 to 11)  
**Venue:** City Square, Johor Bahru  
**Time:** 10am–10pm

**Contact:** (03) 7721 8191  
The three-day fair aims to help homebuyers and investors make better decisions by using powerful free tools on [theedgeproperty.com](http://theedgeproperty.com). Joining top developers such as Gamuda Land, IJM Land Bhd, IOI Properties Group Bhd, Mah Sing Group Bhd, MKH Bhd, Sime Darby Property Bhd, Sunway Bhd, Tropicana Corporation Bhd and UEM Sunrise Bhd. The Malaysian Institute of Estate Agents will be on hand to explain the importance and benefits of dealing with registered property agents. There will also be plenty of fun family activities such as colouring contests, clown acts and games!

### Fruity fiesta at Setia Eco Glades, Cyberjaya

**Date:** Saturday and Sunday (Oct 10 and 11)  
**Venue:** Setia Eco Glades Sales Gallery, Cyberjaya  
**Time:** 10.30am–4pm

**Contact:** (012) 643 2534/ (012) 318 6201  
Visitors will be introduced to the Harmonia and Agalia Villa Suites, which have a built-up area of 1,414 sq ft and 1,521 sq ft respectively. Enjoy free fruits, fruit-inspired games and traditional games.



### Launch of Berkeley's Goodmans Fields — Perilla House, London

**Date:** Saturday and Sunday (Oct 10 and 11)  
**Venue:** JW Marriott Hotel, Bintang I and II, Level 3 Bukit Bintang, Kuala Lumpur  
**Time:** 11am–7pm  
**Contact:** (012) 340 4941

(Diana)/019 227 5317 (Anna) Goodmans Fields — Perilla House will offer one to 4-bedroom apartments and penthouses. It is located at the edge of the City of London business district, with the Square Mile nearby. Most units come with balconies, winter gardens or terraces. Facilities include a 28-seat private screening room, gym, spa, jacuzzi, sauna, heated swimming pool, business lounge, 24-hour concierge, security systems, 2.3 acres of public realm and a new 1-acre public park with landscaped gardens. Ther project is expected to be completed in 2019.

### Property Investment Talk at Agile Malaysia Property Sales Gallery

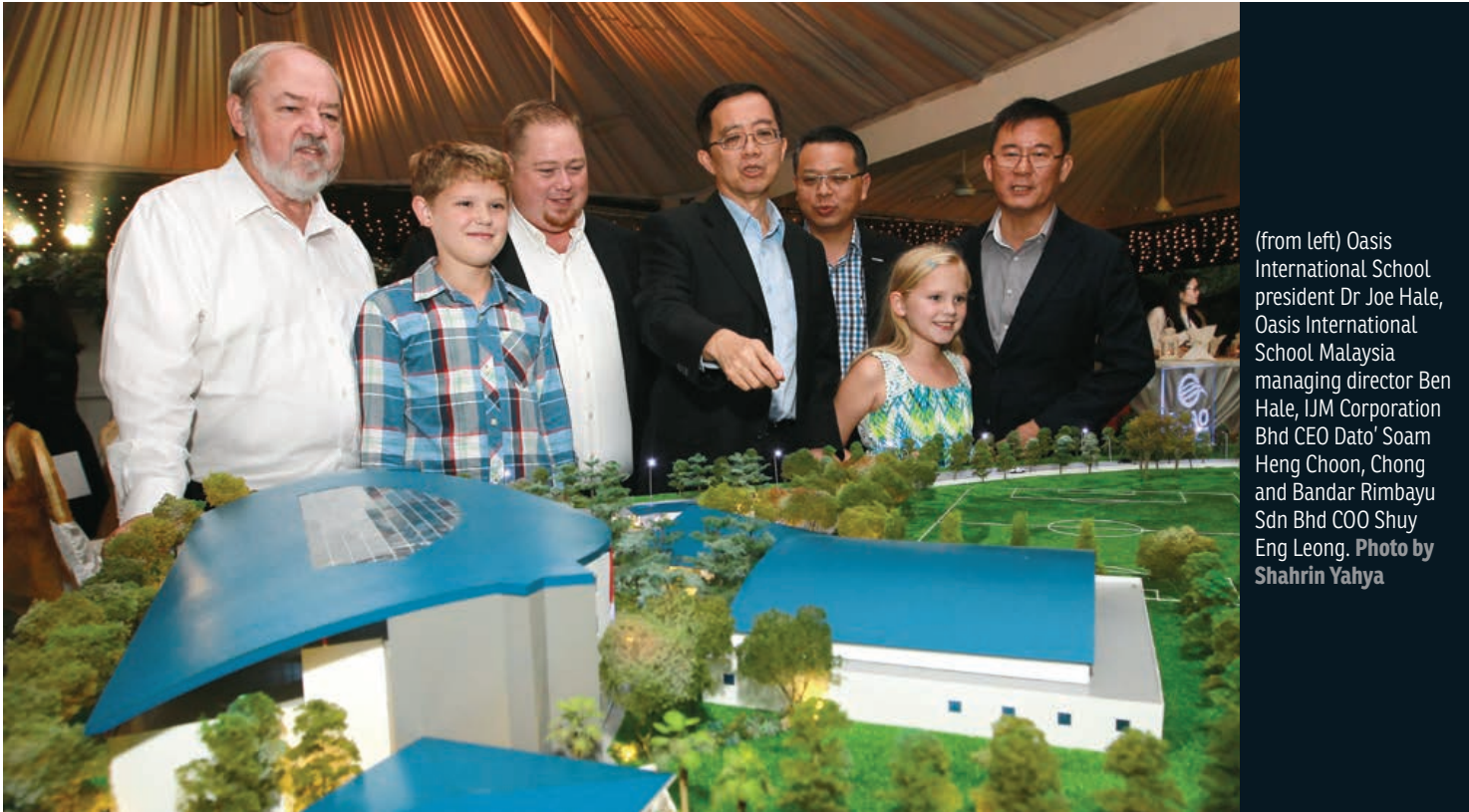
**Date:** Sunday (Oct 11)  
**Venue:** Agile Malaysia Property Sales Gallery, Mont'Kiara, Kuala Lumpur  
**Time:** 2pm–4pm  
**Contact:** (03) 2630 8880  
The talk will feature the author of The Strategic Property Investor, Ahyat Ishak, who will deliver a talk, 'Buying property in times of uncertainty'. Ahyat became a multimillionaire

through his property investments before he turned 30 and has helped many Malaysians increase their wealth by replicating his investment strategies.

### MAPEX Property Showcase 2015

**Date:** Wednesday to Sunday (Oct 14-18)  
**Venue:** 1Utama Shopping Centre, Bandar Utama City Centre, Lebuhraya Utama, Bandar Utama, Selangor  
**Time:** 10am–10pm  
**Contact:** (03) 7803 2978/ (013) 266 0302 (Linda)  
The property showcase, organised for the third time by Rehda Youth, the youth arm of the Real Estate & Housing Developers' Association Malaysia, will feature more than 30 developers, including Mah Sing Group, Bandar Utama, Paramount Property, UEM Sunrise, Titijaya, Nusmetro, Bina Puri, KIP Group, Ken Holdings, Land & General, PJD, MKH, and Low Yat Group. There will be showcases of landed and non-landed residential properties, from affordable to high-end, and daily fun and games for the family, including art and magic performances by children, face painting for children, colouring contests and ONECARD UPoint prize vouchers.





(from left) Oasis International School president Dr Joe Hale, Oasis International School Malaysia managing director Ben Hale, IJM Corporation Bhd CEO Dato' Soam Heng Choon, Chong and Bandar Rimbayu Sdn Bhd COO Shuy Eng Leong. Photo by Shahrin Yahya

# Still demand for houses despite weak ringgit

Behind poor market sentiment are postponed buying plans, says IJM Land

BY TAN AI LENG

KUALA LUMPUR: IJM Land Bhd plans to launch a new development phase of its Bandar Rimbayu township in Shah Alam by year-end.

It believes there is still demand for houses despite the weakened ringgit and poor consumer sentiment.

The seventh phase of Bandar Rimbayu, called Penduline, is a residential project with a gross development value (GDV) of over RM400 million.

Speaking at a press conference on Wednesday, IJM managing director Edward Chong said the property market is a sentiment-driven business.

"When the ringgit depreciates, consumers might feel poor and hold back their buying plans, but demand is still there," he said.

He said the company has changed its development plans in view of market conditions.

"We may have to alter a product to suit the market. However, putting a product in place takes about six to nine months, so there might be some time lag" he added.

Penduline comprises 625 units of double-storey linked houses with a built-up area of between 1,750 sq ft to 2,200 sq ft. The targeted selling price starts from RM650,000.

Since its development began two years ago, 1,818 residential units have been built in Bandar Rimbayu. Homes built as part of its first and second phases were handed over to buyers in the first and third quarters of this year.

A 1,879-acre township, Bandar Rimbayu is located in Teluk Panglima Garang, adjacent to Kota Kemuning. It has a GDV of

RM11 billion and will have 12,000 homes when completed.

Wisteria, the first gated neighbourhood in Bandar Rimbayu, was launched in May. It comprises 231 units of double-storey linked houses with a built-up area of between 2,388 sq ft and 2,449 sq ft with a starting price of RM901,800.

Blossom Drive, the sixth phase of Bandar Rimbayu, was launched last month. It is the first commercial project in Bandar Rimbayu and all its 48 units have been fully taken up.

Chong also announced that IJM Land has entered into partnership with Northstar Associates Sdn Bhd to develop Oasis International School in Bandar Rimbayu.

The 11.9-acre US international is expected to open in the fourth quarter of 2017 with an initial intake of 600 students, after the completion of its first phase of development.

# Bargain Penang penthouse on the market

BY TAN AI LENG

KUALA LUMPUR: A Tanjung Bungah, Penang, penthouse with a RM7.9 million price tag, is being sold below its valuation figure of RM8.5 million.

According to K Soma Sundram, principal of Heritage Shield Real Estate Sdn Bhd, the unit is one of a limited number of penthouses in Infinity condominium. It is currently vacant as the owner is in the UK and wants to cash out.

Infinity 'super condominium', developed by Hunza Properties, is a waterside and beachfront high-rise residential project. It consists of 119 units in two blocks, mostly owned by expatriates. There are only four penthouses.

The unit has a built-up area of 9,326 sq ft, five bedrooms and five bathrooms on the lower floor. The upper floor has a dining room, kitchen,

living room and maid's room. The unit is fully furnished with imported furniture from Indonesia and branded Italian kitchen cabinets. It also comes with five carpark bays and there are two private lifts.

The roof-top level has a pool pavilion with a private swimming pool. The unit offers a resort-like lifestyle and a panoramic view of both land and sea.

Tanjung Bungah in northern Penang was originally a fishing village but has become one of the most desired locations for travel and living on the island. It is well-known for its proximity to the island's beaches.

"There aren't many transactions for seafront penthouses. I would say that the price is reasonable, based on the valuation and limited property of its kind," says Soma of the unit.

WTW Director Peh Seng Yee tells *theedge-*

*property.com* that penthouses are a very rare on the market, which makes it difficult to gauge their value. Although pricing is a main issue for buyers, there is still demand for penthouses from buyers who have excess cash and desire a different kind of lifestyle.

On Tanjung Bungah high-rise property, Peh says its location and beautiful sea views are in demand and the price growth of high-rise residential developments in the area remains strong.

According to a listing in *theedgeproperty.com* dated Oct 7 this year, a unit in Infinity condominium with a built-up area of 3,760 sq ft was going for RM2,850,000, or RM758 psf. Analysis by *theedgeproperty.com* shows that there were three subsale deals done in 2015, ranging between RM2.67 million and RM4.05 million, or RM800 and RM896 psf.

## AUCTION

### Sold

**Auction date:** Oct 6, 2015  
**Property type:** 3-bedroom apartment  
**Address:** A-10-1, 10th Floor, Block A, Pangsapuri Koi Kinrara, Jalan Pipit, Bukit Tandang, 47190 Puchong, Selangor Darul Ehsan  
**Tenure:** Freehold  
**Reserve price:** RM396,000  
**Transacted price:** RM422,000  
**Built-up area:** 1,221 sq ft  
**Auctioneer:** Property Auction House Sdn Bhd  
**Contact:** (03) 2070 2226

**Auction date:** Oct 6, 2015  
**Property type:** 2-storey corner semi-detached house  
**Address:** No. 1, Jalan Kesuma 5/12, Bandar Tasik Kesuma, 43700 Beranang, Selangor Darul Ehsan  
**Tenure:** Freehold  
**Reserve price:** RM450,000  
**Transacted price:** RM480,000  
**Built-up area:** 4,123 sq ft  
**Auctioneer:** Property Auction House Sdn Bhd  
**Contact:** (03) 2070 2226

**Auction date:** Sept 15, 2015  
**Property type:** Commercial retail lot  
**Address:** LG 56, Lower Ground Floor, Holiday Plaza, Jalan Dato Sulaiman, Century Garden, 80250 Johor Bahru, Johor  
**Tenure:** Freehold  
**Reserve price:** RM329,000  
**Transacted price:** RM329,000  
**Built-up area:** 266 sq ft  
**Auctioneer:** Property Auction House Sdn Bhd  
**Contact:** (03) 2070 2226

### Up for bid

**Auction date:** Oct 13, 2015  
**Property type:** Intermediate 3+1 bedroom condominium unit located on the fourth floor  
**Address:** 3-3, Block Suria 3, Jalan Cyber Suria, Cyber Heights Villa, 63000 Cyberjaya, Selangor Darul Ehsan.  
**Tenure:** Freehold  
**Reserve price:** RM 520,000.00  
**Built-up area:** 1,638 sq ft  
**Auctioneer:** Ehsan Auctioneers  
**Contact:** (03) 2161 6649

**Auction date:** Oct 15, 2015  
**Property type:** Office lot  
**Address:** A-02-12, Dataran Cascades, No. 13A, Jalan PJU 5, Kota Damansara, PJU 5, 47810 Petaling Jaya, Selangor Darul Ehsan  
**Tenure:** Leasehold  
**Reserve price:** RM810,000  
**Built-up area:** 1,607 sq ft  
**Auctioneer:** Property Auction House Sdn Bhd  
**Contact:** (03) 2070 2226

**Auction date:** Oct 15, 2015  
**Property type:** Stratified shop lot  
**Address:** C-LG1-01, Apartment Lestari, No. 1, Jalan PJU 10/1B, Damansara Damai, 47830 Petaling Jaya, Selangor Darul Ehsan  
**Tenure:** Leasehold  
**Reserve price:** RM472,500  
**Built-up area:** 2,880 sq ft  
**Auctioneer:** Property Auction House Sdn Bhd  
**Contact:** (03) 2070 2226



PHOTOS BY SAM FONG &amp; MOHD IZWAN MOHD NAZAM/THE EDGE PROPERTY



The winners and organisers.

# In celebration of true grit

The National Real Estate Awards celebrates the achievements of realtors

BY HANNAH RAFEE & LAM JIAN WYN

**T**he winners at the National Real Estate Awards 2015 on Oct 3 have one thing in common – true grit. Some of the agents and negotiators have gone through tough times — a poor background for some and huge debts for others — to get to the top of their profession.

In his speech, Top Real Estate Negotiator of the Year Wong Yau Long thanked his wife for taking such good care of their firstborn while he struggled to make ends meet in the early days of his career 10 years ago.

Wong, who is head of sales at Cornerstone Realty, also took home the Million Dollar Rooftop Award for achieving gross commissions of over RM1 million.

“You must be hardworking, have a positive attitude and never give up even when times are bad,” he says (see EP11).

Meanwhile, CBD Properties Sdn Bhd managing director Datuk Adrian Wang, who took home the Top Realtor of the Year award, chalked up his success with a combination of hard work, integrity and good networking.

“I really want to thank the Malaysian Institute of Estate Agents (MIEA) for giving us the platform to work very hard and tonight, we can see how all our hard work has really paid off,” he said, before heading off to celebrate with his team (See EP6).

For Top Commercial Real Estate Negotiator of the Year Lim Yoong Siang, patience is vital, especially in building long-term ties with clients. “Over the years, we learn about clients’ expectations, and there are certain elements that we have to apply to our profession,” says Lim, who is director of corporate real estate services at Hartamas Real Estate Sdn Bhd.

Hectares and Stratas Sdn Bhd managing partner Stephen Tew, who took home the Lifetime Achievement Award, adds that discipline is also key.

“I start my day really early, at 5.30am, and I believe in sleeping well and exercising. Once we get into a routine, we tend not to pamper ourselves. That way you’ll achieve more,” he says. “During school, I was always the most hardworking although not the smartest. My hardworking ways has certainly helped me in the real estate industry. I would always go the



The MIEA awards judges (second from left): Chief judge Kumar Tharmalingam, Au, PropertyGuru country manager Sheldon Fernandez and JPPH assistant director-general (technical) Huan Cheng Kee. Flanking the judges are (left) Eric Lim and (right) Kho.

extra mile. I am a hands-on person, I don’t believe in just delegating and letting things be. I am ‘kiasu’ and meticulous.” (See EP9)

Some of the other winners of the night were Hartamas Real Estate (Top Real Estate Firm of the Year), Zerin Properties (Most Innovative Firm of the Year and Real Estate Website of the Year) and Leaders Real Estate negotiator Irene Chua Hui Siang (MIEA-theedgeproperty.com Top Online Real Estate Negotiator).

In the seventh edition of the National Real Estate Awards, seven new categories have been added, to make a total of 19 categories. The seven include Top Rookie Realtor of the Year, Top Project Marketing Firm of the Year, Most Innovative Firm of the Year, Real Estate Website of the Year and MIEA-theedgeproperty.com Top Online Real Estate Negotiator. MIEA president Erick Kho is thrilled for the winners this year because they are not just celebrating winning agencies but also — for the first time — the achievements of negotiators.

“We are recognising the importance of real estate negotiators, and we are also trying to get more negotiators to go for education and training. For next year, the [MIEA] board has given its approval for the diploma exam to take place twice a year (in May and October), so negotiators can attain their diplomas within a year.”

Awards coordinator and MIEA past-president Soma Sundram said the awards was an excellent avenue for real estate agents and negotiators to showcase their achievements

Watch a video of the Awards Night at [www.theedgeproperty.com](http://www.theedgeproperty.com)

and be viewed positively by the public.

“People only hear bad stories about agents and negotiators, but [last night was] their night to tell their good, inspiring stories.

“I hope it will become the Oscars of the real estate industry,” he adds.

The black-tie affair, which had Property and Valuations Services Department director general of valuation and property services and Board of Valuers, Appraisers and Estate Agents (BOVAEA) president Faizan Abdul Rahman as guest of honour, brought together real estate agents, negotiators, property developers, financial institutions and representatives of related industries.

Organising chairman and MIEA deputy president Eric Lim said this year, the awards received a record 38 submissions for 19 categories.

The Most Innovative Firm of the Year and MIEA-theedgeproperty.com Top Online Real Estate Negotiator awards were sponsored by theedgeproperty.com, a one-stop property portal that is part of The Edge Media Group.

“[The Most Innovative Firm award] is an award theedgeproperty.com can resonate with. We believe in and embrace wholly

## The list of winners

### Real Estate Agents:

#### Top Realtor of the Year

Datuk Adrian Wang Fook Ping  
CBD PROPERTIES SDN BHD

#### Top Real Estate Firm of the Year

HARTAMAS REAL ESTATE (M) SDN BHD

#### Top Real Estate Firm (Perak) of the Year

NEW IPOH PROPERTIES

#### Top Real Estate Firm (Penang) of the Year

PROPERTY TALK

#### Top Real Estate Firm (Sarawak) of the Year

KOZIN REAL ESTATE SDN BHD

#### Top Rookie Realtor of the Year

Raphael Wong Wai Kit  
REAL ESTATE FINDERS (MY) SDN BHD

#### Residential Real Estate Firm (Small) of the Year

FULL HOMES REALTY (KOTA KEMUNING)

#### Residential Real Estate Firm (Medium) of the Year

PROPERTY HUB SDN BHD

#### Commercial Real Estate Firm of the Year

HARTAMAS REAL ESTATE (M) SDN BHD

#### Industrial Real Estate Firm of the Year

ROYALE RICH REAL ESTATE AGENT

#### Top Project Marketing Firm of the Year

HARTAMAS REAL ESTATE (M) SDN BHD

#### Most Innovative Firm of the Year

ZERIN PROPERTIES

#### Specialised Projects of the Year

KNIGHT FRANK MALAYSIA SDN BHD

#### Real Estate Website of the Year

ZERIN PROPERTIES

#### Million Dollar Roof Top:

Harry Goh Kim Yang  
ROYALE RICH REAL ESTATE AGENT

Teo Zi Lin  
ZILIN PROPERTIES

#### Lifetime Achievement Award

Mr Stephen Tew  
HECTARES & STRATAS

### Real Estate Negotiators:

#### Million Dollar Roof Top:

Shermine Lim Kwee See  
CBD PROPERTIES SDN BHD

Gerard Chan  
THREE ACRES REAL ESTATE SDN BHD

Wong Yau Long  
CORNERSTONE REALTY

#### Top Real Estate Negotiator of the Year

Wong Yau Long  
CORNERSTONE REALTY

#### Top State (Sarawak) Real Estate Negotiator of the Year

Colin Wong Yek Fong  
H. SIMON REAL ESTATE

#### Rookie Real Estate Negotiator of the Year

Chris Tee Hwa Khuan  
PROPERTY HUB SDN BHD

#### Top Residential Real Estate Negotiator of the Year

Nick Lu Weng Kong  
CBD PROPERTIES SDN BHD

#### Top Commercial Real Estate Negotiator of the Year

Lim Yoong Siang  
HARTAMAS REAL ESTATE (M) SDN BHD

### Top Online REN 2015:

#### MIEA theedgeproperty.com Top Online REN of the Year

Irene Chua Hui Siang  
LEADERS REAL ESTATE

#### MIEA PropertyGuru Top Online REN of the Year

Norafiza binti Arifen  
CHESTER PROPERTIES SDN BHD (TAMAN DESA)





The gala dinner had about 750 guests, comprising real estate agents, negotiators, developers, bankers and representatives of relevant industries.



MIEA immediate past president Siva Shanker symbolically handing over the reins to current president Erick Kho.

innovation and see this as the way ahead," says The Edge Communications Sdn Bhd and The Edge Property Sdn Bhd managing director Au Foong Yee.

"We see theedgeproperty.com as the way forward — we use technology to enable all stakeholders to win in an inclusive environment," she adds.

On the MIEA-theedgeproperty.com Top Online Real Estate Negotiator, Au says: "We are not looking in the winner a real estate negotiator who has merely posted the most number of listings on theedgeproperty.com. Quality of listings is a key criteria for

our selection of the winner.

"It is noteworthy that the winner has demonstrated her embrace of innovation and technology — in her use of the free analytical tools, including transaction price trends and comparisons on theedgeproperty.com.

"All the tools are designed to help users of the portal make better investment decisions."

**Government support**

The real estate industry is facing tough times. MIEA's Lim hopes the government will allow banks to provide more incentives for young homeowners by relaxing financing

requirements. "Sentiment has been quite soft as buyers are finding it tougher to secure financing, so we really hope the government will do something."

MIEA's Kho and Zerine Properties group CEO Prevedran Singhe concur. Kho elaborates: "I would like to see more leniency for first-time homebuyers, to allow them to borrow based on gross income and have higher margin of financing."

Prevedran adds: "What Bank Negara has done [implementing responsible lending guidelines] is great but we must help first-time homebuyers and promote

affordable housing in Malaysia."

Kho also hopes that the finance minister will keep an eye on the foreign exchange rate, which has been sliding "dramatically" in the past year, as it has affected Malaysians as a whole.

Cornerstone's Wong says it was time the government helped the real estate sector by removing policies such as the real property gains tax.

Should these wishes not come true, however, the award winners still have the grit to see them through. And that can make all the difference.



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# The no free lunch school of philosophy

Just work hard, says MIEA Top Realtor Award winner Datuk Adrian Wang

BY WONG KING WAI

**D**atuk Adrian Wang Fook Ping has come a long way since starting out in the real estate industry in 2000 aged 27. Seven years later, he founded real estate agency CBD Properties Sdn Bhd, which has 13 offices in Malaysia, one in Guangzhou and 489 negotiators and staff.

Wang, 41, is the winner of the 2015 Malaysian Institute of Estate Agents' (MIEA) National Real Estate Awards' Top Realtor Award.

"I am feeling very good [about winning this award] and thankful to MIEA and I'm thankful to my management, partners and all my agents. And last but not least, thanks to my family and my wife for their support," he says when asked about his win.

Wang worked for three-and-a-half years as a civil engineer before he moved into the real estate industry for very practical reasons.

"What made me become a real estate agent was the recession in the construction industry during the Asian financial crisis," he says.

However, the close relationship between civil engineering and the property industry meant that Wang could use his engineering expertise as his unique selling point.

"[My civil engineering experience] is my advantage and my strength when it comes to selling property. [I know how to] help my investors with extra services, such as checking defects, and even give developers advice on their construction plans and building plans," he explains.

CBD Properties does a lot of project marketing with developers. One of his significant deals was an en bloc sale of 100 units at Northshore Residence Condominium in Desa Parkcity, Kuala Lumpur to a South Korean investment group for RM102 million in 2009.

"This was the first deal with an international buyer. It gave me the confidence to explore my marketing [capabilities] at an international level, such as in Singapore,



Wang believes hard work is the only way to succeed in selling property. Photo by Sam Fong/The Edge Property

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The four strong feng shui foundations of a house  
EP13

China and Australia," Wang says.

A second significant deal was a rental negotiation project between developer Crest Builder Bhd and Universiti Tun Abdul Razak, for Menara Unitar in Kelana Jaya. He advised on the design aspects of the campus, handled all the legal requirements such as licensing, relocation arrangements, tenancy agreement, monthly rental terms and handing over and inspection.

"The deal took two years, from construction to handing over the building to Unitar," Wang recalls. The rental was RM500,000 a month for 180,000 sq ft of space and the deal was completed in 2013.

After being in the industry for more than 15 years, the youthful-looking Wang believes hard work is the only way to succeed in selling property.

He has one piece of advice for "young people and newcomers: there's no free lunch in this industry. It is not a 9 to 5 job. People go on holiday, I'm still working. Even during Chinese New Year, I have to work," he says.

While his business is selling property, he's mindful of the bigger picture: overdevelopment and artificially inflated demand have resulted in high housing prices. He believes prices can

be managed better if developers use new construction methods to bring down construction cost, making houses more affordable.

This must be aided by an efficient approval system for developers, by which waiting periods and the cost of construction are reduced.

Wang also thinks that a quicker and smoother system for foreign ownership transfer and consent from state or federal authorities that takes weeks rather than months will be of great help. He says the process can currently take as long as six months in Malaysia compared with countries such as Hong Kong and South Korea, where it can be done in less than two months. This long process causes frustration for foreign investors in Malaysia.

What's his market outlook? "It will be very challenging for the next two to three years, but properties in good locations will still be in demand. Prices will not go up so fast as in previous years. The overall market will be soft for the next two to three years."



Watch a video of the Awards Night at

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From left: YS, Eric and Kevin. Photo by Kenny Yap/The Edge Property

# Fantastic four

## Hartamas Real Estate's quadruple win at the National Real Estate Awards

BY E JACQUI CHAN

**H**artamas Real Estate (Malaysia) Sdn Bhd founder and group managing director Eric Lim is all smiles when *The Edge Property* meets up with him.

With good reason: Hartamas Real Estate took home four awards at the National Real Estate Awards on Oct 3 organised by the Malaysian Institute of Estate Agents.

They are, Top Real Estate Firm of the Year, Commercial Real Estate Firm of the Year, Top Project Marketing Firm of the Year, and Top Commercial Real Estate Negotiator of the Year, the last of which was won by corporate real estate services director, YS Lim.

"This was the fifth year we participated in the awards and the year we won the most," says founder Eric Lim.

Hartamas Real Estate has more than 200 staff in four offices across the Klang Valley.

Lim founded Hartamas Real Estate in 1996, his interest stirred after being put in charge of buying properties for his firm in his previous job.

"I had to engage with a lot of agencies and the interest just grew from there. I ended up taking the exam to be a registered real estate agent.

"When we (Hartamas Real Estate) first started, we had four staff in a small office at President House on Jalan Sultan Ismail, Kuala Lumpur," recalls Lim.

Then the Asian financial crisis hit less than a year after its opening.

"It was a bumpy road but we are a resilient bunch and managed to pull through. I always tell my team: when times are tough we have to double our efforts," says Lim.

The company is structured to weather rough times. Aside from a division for the residential subsale market, Hartamas Real Estate's other divisions include project marketing, corporate real estate, international projects, asset management, property valuation and training.

"I'd say subsale makes up about 40% of our portfolio, followed by project marketing at 30%, corporate real estate at 20% and international projects at 10%. This way, when the market is soft, like now, and people are not buying, we focus on the tenancy market, as people will still need a place to stay or work. And we can still market projects overseas or bring an overseas project to Malaysia," explains Lim.

The agency is distinguished by the loyalty of both its staff and clients.

"We have a great team of dynamic and independent individuals, and we have loyal staff who have been with us for years, some from the day we started. Our clients too have been instrumental in our success and are loyal. They support and engage us," says Lim.

In a sales-based industry, staff motivation and retention are crucial and difficult. In this regard, Lim believes a hands-on management approach has contributed to the loyalty of its staff.

"We don't do satellite monitoring. We work very closely with the team and we brainstorm. We work hard. I myself spend long hours in the office. I start from 9am and stay till 8 to 9pm. It's a passion," says Lim.

### Across the seas

Hartamas Real Estate is now looking into opening more branches but "don't want to open branches for the sake of opening branches," says Lim. "We may look into opening a branch

### TOP MAN

IT was some 13 years ago that YS Lim started work in the administrative department of Hartamas Real Estate (Malaysia) Sdn Bhd. It was his first job.

"I was doing admin support for corporate real estate clients and was tasked to find out their requirements. Later, I started training as [a negotiator] and things just went on from there," says Lim, now director of the agency's corporate real estate services.

Lim was named Top Commercial Real Estate Negotiator of the Year at Malaysian Institute of Estate Agents (MIEA) National Real Estate Awards on Oct 3. This is his first award.

He recalls the elation of closing his first deal all those years ago.

"It was a lease for a very small office space that took me two months to

close. Now, my focus is on large units of up to several hundred thousand sq ft and these take more than a year, sometimes up to three years, to close," shares Lim, who specialises in corporate high-rise offices.

"Working hard is a must. You must also be patient, especially if the deals take a long time to close. It is also crucial to be focused and understand both the tenant's and landlord's expectations," he offers.

Creativity also plays a role. Lim and his team try to see the deal from all angles and brainstorm to make sure it will be attractive to all parties involved. And if you still can't close it, hang in there.

"It's about going the extra mile and have the perseverance to push through," he says.

in Johor Bahru and Penang and later, overseas, like in Singapore. Even if we don't open branches overseas, our project marketing has already reached out to a few countries in the region," he reveals.

According to director of marketing and sales, Kevin Lim, Hartamas Real Estate holds 15 to 20 roadshows a month promoting Malaysian properties in countries such as Singapore, China, Taiwan, Hong Kong and Indonesia, as well as the Middle East, albeit on a smaller scale.

"The scope of our project marketing extends to design as well, it's not just about sales. Being people on the ground, we bring with us the knowledge of what buyers are looking for and trends," he says.

Project marketing has sold about

RM4.5 billion in property value since it was started some six years ago.

How does agency founder Lim foresee the market and what are his plans for it?

"[It] will be even more challenging. We are aggressively marketing projects overseas right now and also bringing in foreign projects to sell in Malaysia. We have sold about 40 to 50 projects from London in the last four years. As the Australian dollar has depreciated along with the ringgit, we will be focusing more on Australia."



Watch a video of the Awards Night at [www.theedgeproperty.com](http://www.theedgeproperty.com)





Tew: You need to be a nice person. If you are a nice person, people will naturally want to deal with you. **Photo by Sam Fong/The Edge Property**

# The man with endless energy

There's no stopping Stephen Tew, winner of MIEA's Lifetime Achievement Award

BY E JACQUI CHAN

**“**I'm not the smartest person. I'm the type who has to read a book twice to fully understand it. But the blessing is that I never had problems having extra energy to read the book twice,” says Hectares & Stratas Sdn Bhd managing partner, Stephen Tew.

That extra energy has served Tew well in his long and successful career in real estate. Tew, who is also a director of Axis Reit Managers Bhd and founding shareholder, was honoured with a Lifetime Achievement Award at the National Real Estate Awards 2015. The awards are organised by the Malaysian Institute of Estate Agents and was held on Oct 3.

Tew's journey in real estate began with a failure in the 80s, as a 24-year-old small shareholder in an electrical goods company. When the recession came, the business was hit hard and closed down.

Unsure of his next move, Tew bought a book about the 40 richest men in the world and how they got to where they were. He found out that most of the success stories were in the insurance and real estate industries.

“Around the same time, Chivas Regal was running the Top 10 Malaysian Businessmen of the Year Awards. I noticed that while the top 10 businessmen were from various industries, every one of their companies had a property subsidiary.

“It was like these people were showing me the path -- this is the way to go. There's no point reinventing the wheel when it has been proven to be successful. I don't need to be as successful as those top businessmen. If I can just get a tiny percentage of what they have,

that's enough for me,” says Tew.

Tew soon landed a negotiator position with property consultant Rahim & Co, becoming its top negotiator until he resigned four years later.

“I partnered with two friends and we opened a real estate agency called The Golden Triangle. Four years later, I decided I wanted to be on my own, so I formed Hectares & Stratas. That was 23 years ago,” says Tew.

Watch a video of the Awards Night at [www.theedgeproperty.com](http://www.theedgeproperty.com)

In 1999, Tew persuaded a former colleague from Rahim & Co, Hong Soon Loong, to join Hectares & Stratas as a partner. Tew describes Hectares & Stratas as a boutique agency that focuses on industrial properties, selected commercial and a bit of retail.

“We have a staff of 12. We are very focused on a few segments of the markets that we are interested in,” he says.

## The highs

Tew began investing in properties in the late-80s with two partners who were also his clients.

“My partners were manufacturers. As an estate negotiator, I would pitch deals to them. At some point, they asked me to invest with them. I was a young negotiator then; what money did I have? So they told me to take 2% to 3% of the commission they were paying me and roll the money back into the investment. They would secure the bank loan for the projects.

“So, we did that. We invested, then we cashed out and distributed the funds and moved on to new projects. We did

this so many times that eventually I was able to be an equal partner with them,” recalls Tew.

“Around 2003, Tun Dr Mahathir Mohamed, in his last year as prime minister, started encouraging the listing of REITs (real estate investment trusts). We jumped in and made an application to the Securities Commission (SC). We had to prove we were qualified enough. We were approved and have not failed SC since. The listing in 2005 was the highlight of my career,” Tew says.

According to him, Axis REIT listed with five properties with a value of RM300 million. They included Crystal Plaza, Axis Business Park, Axis Plaza and Menara Axis.

“In the last 10 years, we acquired about RM1.7 billion worth of real estate and, today, we are managing about RM2 billion of real estate,” he says.

## First in, last out: formula for success

“Throughout my working career, I'm always the first person in the office and the last one out. I'm the person who takes work home, even today. My day starts at 5.30am. It's difficult to create a momentum, that's why once I have [it], I don't ever want to lose it. I'm also a very hands-on and detailed person,” Tew explains.

There's one very important trait he believes makes a successful negotiator or estate agent.

“You need to be a nice person. If you are a nice person, people will naturally want to deal with you. Even if you don't have the property they want, they will give you a chance to look for it. And if they find a property they want on their own, they ask you to approach the owner.

“In a nutshell, be hardworking, nice

and stay humble. Then you will have success.”

## New adventures

Tew admits he's a happy man but he's never been one to stay idle. He's already planning new adventures.

“I travel every 45 days or so and I've been to nearly all the cities I want to go to. I've started preparing to write a book about my travels. I will start drafting in a month or two. I'm giving myself a year-plus to finish the book as I've a few more cities I've yet to visit,” he says.

Tew also wants to start a school similar to the Outward Bound School to cater to teenagers aged between 16 to 18 during the holiday months of November and December.

“The objective is talent development. What I want to do is impart knowledge. It will be a good mix of indoor and outdoor activities. I'm already sharing drafts of my plans with a few people to get their opinion and my daughter has agreed to help me. I plan to launch it in November next year,” he reveals.

Last but certainly not least, Tew will be opening his first hotel next month on Jalan Ipoh, Kuala Lumpur: a 100-room, two-star hotel.

“This is something I've been wanting to do in the last 10 years and it has come to fruition. I call it the SCC Hotel: 'safe, clean and comfortable' because that's what people want when they stay in a hotel. If it works, I'll want to open a few more in KL.”

Further ahead, he hopes to work with his three children to develop high-rise residential projects.

“After that, I'm not sure what else I want to do but I'm sure it will come to me,” he says with a hearty laugh.





Previn (second from right) receiving certificate and trophy from the representatives of MIEA. Photo by Sam Fong/The Edge Property

# Ahead of the curve

## Zerin Properties wins a brace of accolades at the National Real Estate Awards 2015 for innovation

BY RACHEL CHEW

**Z**erin Properties took the titles of Most Innovative Firm of the Year and Real Estate Website of the Year at the National Real Estate Awards last weekend. The awards were organised by the Malaysian Institute of Real Estate Agents.

Zerin, one of the most familiar names in the property agency and consultancy business in the country, is something of a serial award-winner but the latest two “mean a lot”, says Zerin Properties founder and CEO Previn Singhe.

“I am proud of the team for taking the agency business to the next level,” said Previn in an email to *The Edge Property*, adding that they carry added prestige for being given by an organisation of peers.

The Most Innovative Firm of The Year is a new award sponsored by theedgeproperty.com, a property portal that is part of The Edge Media Group.

It is given to a firm that has introduced innovative ideas into the market. For example, Zerin Properties has an Exclusive Ladies team made up of nine women.

“All of them have sound knowledge of the industry and understand the needs and wants of women clients,” says Previn. “The team can offer women clients the right advice and assistance to achieve their property investment targets.”

The Exclusive Ladies team was created because women are increasingly taking the lead in property purchases and investment decisions.

Previn says innovation is necessary because investors and homebuyers are becoming more discerning. “They are constantly evolving in terms of their needs and how they approach their needs,” he says.

“You either change or be a dinosaur! Innovative ideas have helped us reach new markets and also garner community support in what we do,” adds Previn.

Zerin won the award for Real Estate Website of the Year for its spe-

**‘You either change or be a dinosaur! Innovative ideas have helped us reach new markets and also garner community support in what we do’**

cialised website, officespace.com.my, which allows corporate clients to easily find the office space they need, Previn says. Its coverage encompasses the Klang Valley, mainly its prime locations of Kuala Lumpur City Centre, Damansara Heights, Bangsar, Petaling Jaya and Subang Jaya.

The judging criteria for the award included usability, appearance and content, accessibility and reach, functionality and interactivity and other contributory factors such as number of visits to the website. As of August 2015, officespace.com.my had record-

ed more than 1 million unique hits.

Previn explains that what is special about the website is its content of more than 300 buildings available for rent, complemented by powerful search tools. Popular features are the office space calculator, GPS locations for each building and multimedia introduction for each office building available for rent.

“I think our approach towards marketing and how we target our clients made the company stand out from other candidates in the categories that we won,” he says. “I would like to thank my team who have been extremely supportive and have supported me in my decisions.”

The National Real Estate Awards ceremony was held at Sime Darby Convention Centre. Awards in 19 categories were given out.



Watch a video of the Awards Night at [www.theedgeproperty.com](http://www.theedgeproperty.com)



# With love and determination

Top Real Estate Negotiator of the Year Wong Yau Long is also a 'Million Dollar Real Estate Roof Top' Achiever

BY NATALIE KHOO

**W**ong Yau Long of Cornerstone Realty has bagged the Top Real Estate Negotiator of the Year Award at the National Real Estate Awards 2015 organised by the Malaysian Institute of Estate Agents (MIEA).

The award is presented to real estate negotiators who show leadership qualities, adhere to industry standards and have achieved high listings, sales, marketing and after-sales service.

He was also named a "Million Dollar Real Estate Roof Top Achiever" having earned a minimum of RM1 million in professional fees for the year.

Wong is living proof that perseverance and hard work pay off even in the most challenging times.

"After I graduated in 1999, I worked as a salesperson and credit manager in the US for a few years in a food distribution company that supplied hotels, restaurants and clubs," says Wong who holds a finance degree from St Cloud University in Minnesota.

When he returned to Malaysia, he ventured into the food and beverage industry and opened a café in Taman Tun Dr Ismail, Kuala Lumpur.

"However, things did not go well with the café venture and I had to close it down. I [then] went into full-time employment for about half-a-year before I came to a crossroads [where I had] to decide between real estate and investing in the stock market," Wong recalls.

He chose real estate upon his father's advice.

"I grew up in a small village in Malacca. As we were a traditional family, my father always advised me to invest in something that can grow in value as time passes," Wong shares.

"He told me everything eventually ages with time. However, the thing with property is that when it ages, it usually provides you with more value.

"Rental yield increases. Capital appreciation comes in. The longer you hold it, the harder it works for you. That is essentially why I chose real estate over the stock market," Wong adds.

He shares that when he first started, he only made RM13,000 in gross commission, which was not even enough to cover his cost.

"On top of that, I also made about RM200,000 to RM300,000 losses in my café venture and my wife and I were expecting our first child that very year," he shares.

## The keys to the kingdom

Although the odds were stacked against him, Wong says that discipline, a positive attitude, specialisation and a strong mindset pushed him forward.

"You need to love what you are doing. Do not let the circumstances



Wong's success is attributed to discipline, positive attitude, specialisation and a strong mindset. Photo by Sam Fong/The Edge Property

**My vision is to build a real estate company that enriches lives, families and the community. I believe in adding value to our people. Not only do I want my team to excel in their career, I want them to develop on the whole, in every aspect of their lives.**

around you determine your mindset," he says.

"People say the market is bad, the market is slowing down. However, I see this as an opportunity. While agents start quitting and agencies start to cut down on marketing and advertisement cost, I on the other hand still promote and advertise myself to gain my market share," Wong says.

In August this year, Wong and his team of 50 agents and negotiators over-achieved their sales target by 180%.

"Sales may not come in immediately, but when the market recovers, people will remember you because of your advertisements. That is when the business comes in," adds Wong.

## Good timing and geography

He also notes the importance of specialisation and "not run around doing things without a direction like a headless chicken."

"I specialise in the Desa Parkcity area in Kuala Lumpur. I see sales growing because I am pooling all my resources and knowledge on one specific area to produce better results," Wong notes.

It is a time-tested truism. By his second year as an agent, his gross commission amounted to over RM100,000 and has only increased as the years pass.

Today, Wong and his wife, who is also in the industry, close more than 100 deals in the sales and rental markets every year.

Wong never expected Desa Parkcity to be the vibrant market it is today.

"I ventured into Desa Parkcity because my previous office was located nearby in Damansara Perdana. There was a new market in Desa Parkcity and it was easier for new agents and negotiators to penetrate the market compared with having to compete with seasoned agents in a mature development," says Wong.

## Another key to the kingdom: basic product knowledge

Wong is now looking to expand his team from its current staff strength of

50 or so to 1,000 by year 2020.

"I will need to hire a full time recruiter. First and foremost, training [for] the correct mindset and on how the industry works must be given. We need to be sound in the basic product knowledge of what we are selling," he says.

Currently, Wong has two teams: one focusing on project sales for developers in the primary market, and another on sub-sales for individuals in the secondary market. Subsales are focused mostly in Desa Parkcity, and his project sales include Suria Residence in Shah Alam and Gen KL in Kuchai Lama. His team is also marketing for Singaporean developer Macly Group and Roxy-Pacific Holdings Ltd, for the latter's The Colony by Infinitum in Kuala Lumpur.

What is Wong's end-game?

"My vision is to build a real estate company that enriches lives, families and the community. I believe in adding value to our people. Not only do I want my team to excel in their career, I want them to develop on the whole, in every aspect of their lives."



Watch a video of the Awards Night at [www.theedgeproperty.com](http://www.theedgeproperty.com)





Board of Valuers, Appraisers and Estate Agents president Faizan AbdulRahman (left) presenting Chua the award while MIEA president Erick Kho (right) looks on. Photo by Sam Fong/The Edge Property

# Hope and independence

Real Estate Negotiator of the Year Irene Chua was young, poor and had no connections

BY LAM JIAN WYN

**I**t was the purchase of her first home in Cheras, Kuala Lumpur six years ago that led Irene Chua into the real estate industry. The 31-year-old real estate negotiator had bought the house in a deal brokered by Ling Wang Ming, the resident manager at Leaders Real Estate, where she currently works.

Four years later, she left her job as a general clerk at an insurance firm to dive headlong into the property sector, with no experience and no connections. Now, two years into the job, Chua bagged her first-ever award — the MIEA-theedgeproperty.com Top Online REN (Real Estate Negotiator) of the Year at the National Real Estate Awards organised by the Malaysian Institute of Real Estate Agents (MIEA). The winner of this category was chosen based on the quantity and also the quality of a real estate negotiator's listings on theedgeproperty.com as well as her use of the powerful and free analytics on the property portal.

"I thought it was a joke at first. In fact I hung up on the organisers a few times until they got [MIEA past pres-

ident] Soma [Sundram] to speak to me," she recalls.

Her favourite tools on theedgeproperty.com are the Transaction Finder and Location Scan.

"It makes research so much easier. I previously 'partnered' with a banker to get valuations and [information on] past transactions, but now I just need to search on theedgeproperty.com to get a reference price," she says.

She also finds the mortgage, tax, and rental yield calculators on the portal very useful in helping her clients figure out their budget.

But why did Chua start from scratch in such a competitive industry?

"I love property. It gives me hope, the ability to earn a high income and financial independence. Sales is also something I can do even if I don't have a higher education," she tells *The Edge Property*.

Chua hails from Muar, Johor. Her father was a lorry driver while her late mother ran a hair salon.

Her decision to venture into this industry was met with derision by some people, who cited her background and inexperience in real estate as a handicap.

"Some people said I should give up because I was young, poor, had

no experience and no connections. But their words only made me want to prove them wrong!" she declares.

It did not take long for her critics to eat their words. Chua made her first sale two weeks into the job, a 2-storey terraced house in Cheras with a land area of 20ft by 60ft for RM450,000.

"It really boosted my confidence," she says.

She then made it her goal to close at least one deal a month, whether sale or lease. So far, she's achieved one to three deals a month.



Watch a video of the Awards Night at [www.theedgeproperty.com](http://www.theedgeproperty.com)

"People say the market is slow. But there is still a lot of demand. I still manage to sell all kinds of properties," says Chua.

Her strategy for now is to take on all property types in different locations — she believes it doesn't pay to be fussy.

Her biggest transaction to date was of a factory in Taman Perindustrian Puchong 6 for RM8.38 million in late August last year. The factory has a built-

up area of 20,000 sq ft, which puts its value at around RM440 psf.

According to Chua, the factory was in bad condition, yet the owner's asking price was RM12 million, which was slightly above the average price for properties in the industrial park.

"I remember the factory was on the market even when I first joined Leaders Real Estate. I managed to persuade the owner to reduce his asking price to RM8.8 million, given the condition of the factory, and closed the deal at a slightly lower price," she says.

While Chua acknowledges the internet as an important promotional tool, she believes it is more important to build meaningful connections with clients.

"I get a lot of referrals from face-to-face meetings, including those from the factory deal in Puchong," she reveals.

For Chua, this award is not just validation of her endeavours, but also a stepping stone to better things.

"I want to break my own personal record (for her biggest transaction) and become a team leader at Leaders Real Estate in the next few years," she says.

And she plans to study for her agent's licence, but hasn't set herself a time frame to do so yet. Inevitably, she will, and travel far and wide.





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Purchasing a house represents the beginning of a new chapter in one's life and the forming of relationship bonds among those who will live in it.

We each would have our own criteria for an ideal house. Some choose the convenience of proximity to shopping areas or downtown, others, unique architecture and security. Eventually, your house becomes part of your identity and the symbol that represents you and who you live with.

A good house is one that attracts good feng shui energy (qi), and nourishes and channels it throughout the entire house. The feng shui considerations that you should look out for are Natural Water, Annual Flying Stars, Bright Hall and Main Door.

## Natural Water

If a home is near or faces any natural body of water, this can foster an auspicious convergence of positive qi for its residents. It is beneficial to own property with a lake or other natural water formations located in the Southwest or North positions (until 2023, when the current Period 8 transitions to Period 9). This property type has the potential to increase its value in just two years but it is advisable to consult a feng shui practitioner before investing in the property.

Human-made lakes are as beneficial as natural water formations but drains are inauspicious formations. Though necessary, drains are unfavourable formations for any property. Constantly flowing drains are con-

BY DATUK  
JOEY YAP



sidered to exude 'Killing Sha Qi' carried by unfavourable 'Cutting Feet Water' that can 'cut' into the health and prosperity of residents living in houses that face such as drain. This is because the drain effectively blocks all positive qi from entering the property.

## Annual Flying Stars

The second consideration is Annual Flying Stars. This consideration varies from time to time, because different Stars appear in different positions every year. Residents who are able to decipher the location and function of these Stars are able to guide themselves by identifying and anticipating the potential fortune and setbacks that occur within the sectors of the compass (North, East, South, West, Northeast, etc) that the stars occupy in that year. These sectors represent the major aspects of the residents' lives.

Depending on the compass sector a specific Flying Star occupies, its location can be used to determine the residents' wealth, mental and physiological states, career success, relationships with external parties and their health.

## Bright Hall

The third feature is Bright Hall, a feng shui term that essentially refers to the space directly in front of the property. Think of this as the literal front door of the property. It is an essential space that allows qi just outside the front door of the property to gather before circulating throughout the house. Hence, the area outside your front door should be clutter-free and wide open because an effective Bright Hall



It is extremely important that the Main Door is not blocked.

not only gathers good qi but is thought to help skyrocket the value of the property as well. If that property faces a field or a playground, it will experience the same prosperous effect.

## Main Door

The final feature is the Main Door, which is focused on the totality of qi for any home. Its importance cannot be emphasised enough because it is the primary entrance for all the qi that flows into the property from the environment.

It is extremely important that there the Main Door is not blocked in any way.

The Main Door of a property must be of a size that is proportionate to the size of the building to allow for the proper flow of qi. It should be well-presented to visitors and be a welcome sight for the residents whose home is their nurturing sanctuary.

Remember this: the Main Door should

not be hidden and must be easily seen from the front of the house. Moreover, all other obstructions such as walls, pillars and such, should be kept at least 10ft away.

Everything around us is in a state of constant flow and change. So, even after you have created a strong feng shui foundation for your house, the elements and energy around us will continue to flow in a natural cycle of transmutation.

Do remember that you have to keep the energy fresh and flowing and be mindful of any negative or stagnant areas in your house that block qi from flowing as it should. Go with the flow!

Start small: you don't have to be overwhelmed by all the feng shui 'information' out there. Trust your senses and go at your own pace. After all, it is your house, and you know best when you feel empowered and strong when you make any changes to it. This is the key to achieving positive directions for your dream house.

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

*If you have any fengshui-related questions for Yap, please go to the Tips section of [theedgeproperty.com](http://theedgeproperty.com)*



PHOTOS BY SHAHRIN YAHYA/THE EDGE PROPERTY

The mushrooming growth of high-rises in Seri Kembangan today.



# Seri Kembangan: A rental market hotspot

Rental market supported by students from higher learning institutions in the area while low and medium-end properties offer low-entry point investment opportunities

BY RACHEL CHEW

**L**ocated at the border of Kuala Lumpur and Selangor, Seri Kembangan has rapidly evolved into an emerging residential property investment hot spot south of Kuala Lumpur due to its strategic location, fairly affordable properties and a healthy rental market.

Located south of Kuala Lumpur, many developers have rebranded the area as KL South. Seri Kembangan is about 20km away from the Kuala Lumpur city centre and is accessible via a number of highways, such as the KL-Seremban Highway and Besraya Highway. It is also close to the Damansara-Puchong Expressway (LDP) and KL-Putrajaya Highway, among others.

According to data collated by theedge-property.com, as at June 2015, asking rental yields of non-landed residences in Seri Kembangan appear to be fairly good, with indicative yields ranging between 3.7% and 6.9% per annum, mainly buoyed by the substantial student population in the area. Universities in and around Seri Kembangan include Universiti Putra Malaysia, Asia Pacific University of Technology and Innovation, Perdana University and SEGi College.

Managing director of PA International Property Consultants (KL) Sdn Bhd, Jerome Hong, tells The Edge Property that the rental market in Seri Kembangan is likely to remain healthy amid the current



Hong: Seri Kembangan has good development potential supported by relatively cheaper and attractive land cost. **The Edge file photo**



Wong: Seri Kembangan is serving the mass market, where majority of the high-rise residential properties are affordable. **The Edge file photo**



Kwong: Older developments have lower investment entry point yet provide stable rental income due to strong demand.

overall slowdown in sales.

“The rental market is likely to remain healthy, particularly for developments located near educational establishments and those within easy reach of public transport,” says Hong.

According to PA International’s research, non-landed residential developments that are popular among the student community include Vista Pinggiran, South City, East Lake Residence, Fortune Park and The Academia (see chart 1). Some older flats and

low-cost apartments such as Vista Impiana are also attractive to students.

Raymond Kwong, senior negotiator of Hartamas Real Estate (KD) Sdn Bhd, concurs the rental market in Seri Kembangan is stable due to the substantial student population in the area.

“The student population supports the Seri Kembangan rental market. International students usually opt for mid-range high-rises with facilities while some students on a limited budget may go for older

apartments or flats. Seri Kembangan offers many choices for both groups,” Kwong shares. “International students usually have higher accommodation budgets but we also have students who do not mind staying in a basic unit because it is cheaper,” he adds.

However, he believes the value of the older, lower-end flats and apartments offer more room for growth compared with the newer ones.

He recommends that investors on limited budgets look into older high-rise prop-

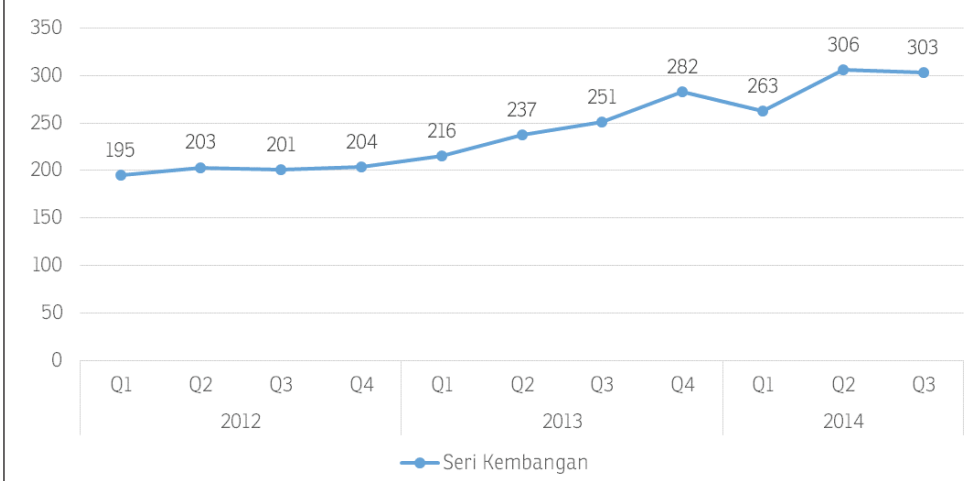


**Chart 1: Rental yields of of non-landed residential properties in Seri Kembangan**

DEVELOPMENT	LAUNCH DATE	BUILT-UP AREA (SQ FT)	RENTAL (RM)	YIELD (%)
Vista Pinggiran	2001	815	RM900	4.2
South City	1995	760-950	RM850-RM1,100	5.6
The Heritage	2003	480-1,000	RM1,500-RM2,200	5.5
East Lake Residence	2003/2007	1,093-1,313	RM1,800-RM2,100	4.6
Fortune Park	2005	958-1,292	RM1,400-RM2,000	5.2
The Academia	2010/2011	556-844	RM1,100-RM1,600	5.1
Parc @ One South	2011	1,065-1,215	RM1,400-RM1,500	3.3
Gardenz @ One South	2011	1,020-1,229	RM1,400-RM2,000	3.9
Univ 360 Place	2012	492-975	RM1,200-RM1,600	4.2
Zeva	2012	454-1,308	RM1,300-RM2,200	4.1

Source: PA International Property Consultants (KL) Sdn Bhd

Source: theedgeproperty.com

**Chart 2: Seri Kembangan non-landed residential average price by average price (RM/psf)****Chart 3: Incoming supply of non-landed homes in the Seri Kembangan vicinity**

PROJECT	LAUNCH DATE	NO. OF UNITS	BUILT-UP AREA (SQ FT)	LAUNCH PRICE (RM)	LAUNCH PRICE (RM PSF)	SALES RATE (%)
City of Green	2013	400	650-1,200	407,000-688,000	573-626	90
Paragon 3	2013	456	1,445-1,530	639,800-675,500	442	100
Dream City	2013	812	550-1,430	313,869-753,225	527-571	90
Galleria Equine	2013	504	450-706	211,735-388,192	471-550	99
Greenz @ One South	2013	196	1,031-1,082	520,700-547,200	505	100
Springville	2013	227	1,044-1,185	637,875-730,000	561-693	98
Nouvo	2013	342	659-1,018	348,864-514,650	505-529	95
SK One Residence 1	2014	209	966-1,267	400,000-500,000	395-414	70
SK One Residence 2	2014	220	966-1,267	507,600-642,000	507-525	70
Zeta Residence	2014	104	905-1,442	751,575-795,576	578-586	70
02 Residence	2014	508	905-1,442	504,800-937,000	458-713	70
The Linq	2015	336	650-1,260	371,300-711,120	564-571	80
Sfera	2015	519	928-996	543,800-600,000	586-602	65
Greenpark	2015	432	852-1,064	393,300-469,005	441-463	100

Source: PA International Property Consultants (KL) Sdn Bhd

erties located close to universities and colleges as they offer good returns and value appreciation.

“Older apartments or flats have lower entry points. They could provide you stable rental income and healthy rental yield growth because the demand is always there,” says Kwong.

According to data from theedgeproperty.com, the top five high-rises in Seri Kembangan for highest year-on-year value appreciation in 3Q2014 were all older developments, namely Megaria Orkid (+42.7% to RM148 psf), Red Ruby Apartment (+42.6% to RM207 per square foot), Perdana Selatan (+41.7% to RM257 psf), Belimbing Heights (+36.1% to RM301 psf) and Pangsapuri Vista Serdang (+34.9% to RM239 psf).

#### Notable capital appreciation

For those looking for units for their own stay, Kwong suggests newer projects for their better living environment, facilities and security.

“I have witnessed the changes in the property scene in Seri Kembangan. This area used to be very quiet because it is fur-

ther away from Kuala Lumpur compared with Puchong and Sunway. However, when property prices in areas closer to Kuala Lumpur began to get out of reach of more people, they started looking at affordable Seri Kembangan,” Kwong notes.

Kwong estimates the current average transacted price psf for non-landed residences in Seri Kembangan at RM430 psf. “Compared with four to five years ago, there is an appreciation of 30% to 40%,” Kwong offers.

#### Price surge

According to theedgeproperty.com’s analysis of transactions in the 12 months to 3Q2014, the average transacted price psf for non-landed residential property in Seri Kembangan was RM303 psf, compared with RM251 psf in 3Q2013, representing a strong 20.6% year-on-year appreciation (see chart 2).

VPC Alliance (Malaysia) Sdn Bhd managing director James Wong believes the main reason for the price surge in Seri Kembangan is the improving infrastructure and accessibility in the area.

“Improvements and upgrades of the existing access to Seri Kembangan, such as the



Older high-rises offer low entry points.



SEGI College is one of the higher learning institutions in Seri Kembangan.

construction of the Kuala Lumpur-Putrajaya Highway (MEX), proposed Serdang-Kinrara-Putrajaya Expressway (SKIP) and proposed Mass Rapid Transit (MRT) stations, are drawing more homebuyers,” says Wong. He also attributes the strong capital appreciation to the presence of new large developments in neighbouring areas such as the proposed Bandar Malaysia development and Bukit Jalil City in Bukit Jalil.

The 486-acre Bandar Malaysia development is expected to rejuvenate and regenerate the old Sungai Besi airport area into a new, vibrant landmark in Greater Kuala Lumpur. It is expected to have an MRT Line 2 station and a High Speed Railway (HSR) transit hub connecting Singapore to Kuala Lumpur.

Meanwhile, Bukit Jalil City is a massive integrated development with residential, commercial, office and retail components on a 50-acre site in Bukit Jalil. It is well-positioned in terms of location and accessibility as it is linked to the Bukit Jalil Highway, Kesy Highway, Maju Expressway, LRT and a vast network of roads.

“Seri Kembangan offers what most buyers are looking for now (affordable housing). It is serving the mass market. Majority of the high-rise residential properties in Seri Kembangan are in the price range of RM120,000 to RM650,000,” says Wong, adding that more developers are setting foot in Seri Kembangan, considering the demand.

#### More incoming supply

According to PA International’s Hong, there are as many as 13 ongoing non-landed residential projects under construction in Seri Kembangan and its surrounding vicinity, launched since 2013 (see chart 3).

“These properties comprise some 5,265 units at various stages of construction. Launches of these high-rise projects reached their peak in 2013 with seven projects contributing a total of 2,937 units, followed by four projects with 1,041 units

in 2014 and three projects in 2015 with 1,287 units,” Hong notes.

He says the average price of these new condominiums and serviced apartments are hovering around RM530 psf, about 27% higher than the average price psf of completed developments.

“A significant number of purchasers of these high-rise residential developments in Seri Kembangan were from the Puchong locality. Seri Kembangan has benefited as an alternative locality for buyers who can no longer afford high Puchong prices ... The shift in population is heading towards the southern parts of Kuala Lumpur and Seri Kembangan is a choice that cannot be missed,” Hong shares.

#### Improved connectivity

However, traffic congestion in the area is the main concern for potential homebuyers.

Hong takes this as a positive sign as it indicates a population explosion in the area — which calls for more attention from the government to upgrade traffic accessibility and transport network there.

Besides highways, Hong believes the proposed Sungai Buloh-Serdang-Putrajaya MRT line will enhance the area’s access to other parts of Klang Valley which in turn will boost demand and property prices.

There are five proposed stations in Seri Kembangan located at Taman Universiti Indah, Universiti Putra Malaysia, Taman Serdang Jaya, and Serdang Raya North and South.

“With further infrastructure improvements enhancing future accessibility and connectivity, Seri Kembangan has good development potential supported by the relatively cheaper and attractive land cost (compared with Puchong),” Hong concludes.

See property listings for this area on [Market Watch EP16](#)



Go to [theedgeproperty.com](http://theedgeproperty.com) for more listings**FOR SALE** [in Seri Kembangan, Selangor]**The Heritage Residence**

**Type:** Condominium/serviced residence  
**Asking price:** RM310,000  
**Built-up area:** 480 sq ft  
**Bedroom(s):** 1  
**Bathroom(s):** 1  
**Description:** Fully furnished studio unit. The Heritage Residence luxury serviced apartments are located next to the Mines Resort City and Bluwater Estate, near Mines Shopping Centre, Australian International School Malaysia (AISM), Alice Smith International School, etc. Easy access via North-South Highway, Keras, Silk, KTM Komuter, Sungai Besi LRT and Tasik Selatan ERL-KLIA Transit stations.  
**Agent/negotiator:** Susie Ong of CBD Properties Sdn Bhd (PEA 1243)  
**Tel:** (016) 225 0163  
**Email:** susieong@cbd.com.my

**The Sanderson**

**Type:** Condominium/serviced residence  
**Tenure:** Freehold  
**Asking price:** RM600,000  
**Built-up area:** 1,480 sq ft  
**Bedroom(s):** 3+1  
**Bathroom(s):** 3  
**Description:** The Sanderson Homes is located in Taman Bukit Serdang. This spacious unit offers amazing pool, garden and city views and three car park bays. Only two units each level, with a private lift. Many green features, including a 2-acre park and water recycling for landscaping. Modern rooftop garden, nearby schools and shopping centres.  
**Agent/negotiator:** Ron Liew of Pro Tech Realty (REN 02710)  
**Tel:** (016) 311 6787  
**Email:** ronliew7@gmail.com

**Parc @ One South (Phase 2)**

**Type:** Condominium/serviced residence  
**Tenure:** Leasehold  
**Asking price:** RM510,000  
**Built-up area:** 1,065 sq ft  
**Bedroom(s):** 3  
**Bathroom(s):** 2  
**Description:** Basic, high-floor corner unit with park view and two covered car park bays side-by-side. Facilities: sauna, BBQ pits, infinity pool, gym, mini market, playground, 24-hour security, mini theatre, prayer room, grand foyer, laundrette, viewing deck, etc. Direct access to KL-Seremban Highway; also via Besraya, Keras, NPE, SKVE, Lekas, etc and future MRT. Close to Palace of the Golden Horses, UPM, Australian International School, International Medical University, Giant, etc.  
**Agent/negotiator:** Kien Fatt Cheah of Reapfield Properties (Seri Kembangan) Sdn Bhd (REN 16178)  
**Tel:** (012) 233 8933  
**Email:** kfcheah@gmail.com

**East Lake Residence**

**Type:** Condominium/serviced residence  
**Tenure:** Leasehold  
**Asking price:** RM530,000  
**Built-up area:** 1,093 sq ft  
**Bedroom(s):** 3  
**Bathroom(s):** 2  
**Description:** Block B unit with pool and lake view. Renovated with plaster ceiling, glass kitchen door, new main entrance timber door. Selling with quality furniture as owner is repatriating. Amenities: Mines Shopping Centre, restaurants, banks, clinics, schools, colleges, etc. Accessible via MRR2, Keras and Sungai Besi Highway, etc. LRT station is 5-minute drive away.  
**Agent/negotiator:** Matsun Wong of Tech Real Estate Sdn Bhd (REN 08664)  
**Tel:** (012) 680 2851  
**Email:** rickyck@hotmail.com

**Putra Indah Condominium**

**Type:** Condominium/serviced residence  
**Tenure:** Leasehold  
**Asking price:** RM535,000  
**Built-up area:** 1,600 sq ft  
**Bedroom(s):** 4  
**Bathroom(s):** 3  
**Description:** Located in Serdang Raya. Fully renovated, high-floor unit with pool view. Comes with kitchen cabinets, wardrobe, air-con and plaster ceiling.  
**Agent/negotiator:** Sam Liou of Tech Real Estate Sdn Bhd (REN 13281)  
**Tel:** (012) 327 1369  
**Email:** samliou8762@gmail.com

**Juta Mines**

**Type:** Condominium/serviced residence  
**Tenure:** Leasehold  
**Asking price:** RM750,000  
**Built-up area:** 4,014 sq ft  
**Bedroom(s):** 3  
**Bathroom(s):** 3  
**Description:** Duplex penthouse with three car park bays. Facilities: playground, tennis court, gym, swimming pool and 24-hour security. Amenities: educational institutions, Mines Shopping Center, etc. Well served by a network of highways KTM Serdang is located 1.5km away.  
**Agent/negotiator:** Jeffrey Wong of JANN Properties  
**Tel:** (016) 445 3993  
**Email:** jeffwong3993@gmail.com

**Pangsapuri Belimbing Heights**

**Type:** Condominium/serviced residence  
**Tenure:** Freehold  
**Asking price:** RM300,000  
**Built-up area:** 900 sq ft  
**Bedroom(s):** 3  
**Bathroom(s):** 2  
**Description:** Medium-cost condominium with 248 units. Facilities: pool, gym, surau, 24-hour security, etc. Amenities: schools such as SK Taman Sungai Besi Indah, Australian International School. Easy travel to city centre. Development by Tan & Tan; very well maintained.  
**Agent/negotiator:** Prabhbir Rohit of JANN Properties  
**Tel:** (016) 338 0502  
**Email:** sprabhbir@yahoo.com

**Vista Pinggiran**

**Type:** Condominium/serviced residence  
**Tenure:** Leasehold  
**Asking price:** RM230,000  
**Built-up area:** 815 sq ft  
**Bedroom(s):** 3  
**Bathroom(s):** 2  
**Description:** High-floor, basic unit. Bumiputera lot. One carpark. Near AEON, Giant, Pasar Borong, Mines, IOI City Mall, etc. Easy access to SKVE, LDP, SILK Highway and Bukit Jalil Highway.  
**Agent/negotiator:** Simon Tan of Vivahomes Realty (REN 07036)  
**Tel:** (018) 383 7222  
**Email:** simontan7222@hotmail.com

**Villa Park**

**Type:** Condominium/serviced residence  
**Tenure:** Freehold  
**Asking price:** RM435,000  
**Built-up area:** 956 sq ft  
**Bedroom(s):** 3  
**Bathroom(s):** 2  
**Description:** Clean and neat fully furnished unit. Facilities: 24-hour security, club house, cafeteria, mini market, salon, multi-purpose hall, badminton, tennis and basketball courts, Futsal, nursery and kindergarten, gym, playground, swimming pool, wading pool, jacuzzi, sauna, barbecue area and jogging track. Close to parks, schools, commercial areas.  
**Agent/negotiator:** Elaine Liew of Chester Properties Sdn Bhd (REN 11165)  
**Tel:** (019) 335 9335  
**Email:** elaineklcc@yahoo.com

**South City Condominium**

**Type:** Condominium/serviced residence  
**Tenure:** Leasehold  
**Asking price:** RM355,000  
**Built-up area:** 1,042 sq ft  
**Bedroom(s):** 3  
**Bathroom(s):** 2  
**Description:** Mid-floor semi-furnished unit. Currently tenanted  
**Agent/negotiator:** Eric How of TPE Realty (REN 06284)  
**Tel:** (016) 668 2441  
**Email:** howeric@yahoo.com

**Zeva**

**Type:** Condominium/serviced residence  
**Tenure:** Leasehold  
**Asking price:** RM480,000  
**Built-up area:** 881 sq ft  
**Bedroom(s):** 2  
**Bathroom(s):** 2  
**Description:** Partly furnished serviced unit with car parking bays. Facilities: 50m infinity pool, gym, sauna, 3-tier sky terrace and 4-tier security. Accessibility Besraya Highway, Elite, SKVE, LDP, Silk and Mex, Serdang KTM and future MRT stations. Near UPM, Uniten, Alice Smith School, Mines Shopping Mall etc.  
**Agent/negotiator:** Kenji Tan of Starcity Property Sdn Bhd (REN 05961)  
**Tel:** (012) 640 0999  
**Email:** ksrealty@yahoo.com

**FOR RENT** [in Seri Kembangan]**The Sanderson**

**Type:** Condominium/serviced residence  
**Tenure:** Freehold  
**Asking rent:** RM1,650  
**Built-up area:** 1,480 sq ft  
**Bedroom(s):** 3 + 1  
**Bathroom(s):** 3  
**Description:** Located in Taman Bukit Serdang. Fully furnished. Amenities include schools and shopping malls.  
**Agent/negotiator:** Ron Liew of Pro Tech Realty (REN 02710)  
**Tel:** (016) 311 6787  
**Email:** ronliew7@gmail.com

**Univ 360 Place**

**Type:** Condominium/serviced residence  
**Tenure:** Leasehold  
**Asking rent:** RM2,000  
**Built-up area:** 975 sq ft  
**Bedroom(s):** 3  
**Bathroom(s):** 2  
**Description:** High floor unit with 4 air-conditioners, 2 water heaters, fridge, kitchen hood and hob, full curtains and sofa set.  
**Agent/negotiator:** Eddie Cheong of Reapfield Properties (Bukit Jalil) (REN 04413)  
**Tel:** (016) 665 3211  
**Email:** eddiecheong@reapfield.com

**East Lake Residence**

**Type:** Condominium/serviced residence  
**Tenure:** Freehold  
**Asking rent:** RM2,300  
**Built-up area:** 1,314 sq ft  
**Bedroom(s):** 3  
**Bathroom(s):** 2  
**Description:** Fully furnished unit. Urgent rental.  
**Agent/negotiator:** Seeron Tan of GS Realty Sdn Bhd (REN 13691)  
**Tel:** (016) 293 9090  
**Email:** seerontan@yahoo.com

**Villa Park**

**Type:** Condominium/serviced residence  
**Tenure:** Freehold  
**Asking rent:** RM1,100  
**Built-up area:** 956 sq ft  
**Bedroom(s):** 3  
**Bathroom(s):** 2  
**Description:** One covered car park bay. Near Technology Park, Bukit Jalil National Sports Centre (7 km), the Mines Resort City (4 km), South City Plaza (2.5 km) and Selangor Turf Club (3 km). Well-connected to major highways and inter-city roads to KL, Putrajaya and Seremban.  
**Agent/negotiator:** Ron Liew of Pro Tech Realty (REN 02710)  
**Tel:** (016) 311 6787  
**Email:** ronliew7@gmail.com

**Vista Impiana**

**Type:** Condominium/serviced residence  
**Tenure:** Leasehold  
**Asking rent:** RM1,100  
**Built-up area:** 830 sq ft  
**Bedroom(s):** 3  
**Bathroom(s):** 2  
**Description:** Fully furnished unit with one car park bay in Taman Bukit Serdang. Direct access via Sungei Besi Puchong Bypass. Good access to KL, PJ, Putrajaya, Cyberjaya and KLIA via KL-Seremban Highway, Keras. Near Mines Shopping Centre, UPM, schools, and KTM and LRT stations.  
**Agent/negotiator:** Ron Liew of Pro Tech Realty (REN 02710)  
**Tel:** (016) 311 6787  
**Email:** ronliew7@gmail.com

**Juta Mines**

**Type:** Condominium/serviced residence

**Tenure:** Leasehold  
**Asking rent:** RM1,300  
**Built-up area:** 901 sq ft  
**Bedroom(s):** 3  
**Bathroom(s):** 2  
**Description:** Partly furnished. One car park bay. Facilities: playground, tennis court, gymnasium, swimming pool, 24-hour security. Near educational institutions and malls. Well served by a network of highways: Kajang-Silk Highway, Grand Saga Highway, Besraya Highway, KTM Serdang, etc.  
**Agent/negotiator:** Kah Seng Chen of JANN Properties (REN 03086)  
**Tel:** (016) 341 3076  
**Email:** cks6313@hotmail.com

**Pangsapuri Vista Serdang**

**Type:** Condominium/serviced residence  
**Asking rent:** RM1,000  
**Built-up area:** 806 sq ft  
**Bedroom(s):** 3  
**Bathroom(s):** 2  
**Description:** Fully furnished and fully renovated unit.  
**Agent/negotiator:** Steve Wong of Goldman Properties (REN 05974)  
**Tel:** (012) 220 0422  
**Email:** steve@goldman.com.my

**Villa Pavilion**

**Type:** Condominium/serviced residence  
**Tenure:** Freehold  
**Asking rent:** RM1,200  
**Built-up area:** 1,043 sq ft  
**Bedroom(s):** 3  
**Bathroom(s):** 2  
**Description:** Newly painted, high-floor, partly furnished unit. Near Technology Park Malaysia, Sungai Besi Highway, Bukit Jalil Highway, Bukit Jalil LRT Station, APIIT College, Asia Pacific University.  
**Agent/negotiator:** Angel of Vivahomes Realty (REN 06658)  
**Tel:** (016) 443 8400  
**Email:** angel\_homes@hotmail.com

**East Lake Residence**

**Type:** Condominium/serviced residence  
**Tenure:** Leasehold  
**Asking rent:** RM2,300  
**Built-up area:** 1,093 sq ft  
**Bedroom(s):** 3  
**Bathroom(s):** 2  
**Description:** Ground floor unit with private garden. Fully furnished including air-conditioners and water heater. Available Dec 1, 2015.  
**Agent/negotiator:** Jackson Ee of Ecoland Realty (REN 00328)  
**Tel:** (013) 776 8850  
**Email:** jcksn\_ee@yahoo.com

**Fortune Park**

**Type:** Condominium/serviced residence  
**Tenure:** Leasehold  
**Asking rent:** RM1,700  
**Built-up area:** 1,100 sq ft  
**Bedroom(s):** 3  
**Bathroom(s):** 2  
**Description:** Fully furnished, mid-floor unit. Minimum one-year tenancy required. Amenities: Mines Shopping Centre, schools, colleges, etc. Accessible via MRR2, Keras, Sungai Besi Highway, Silk, Seremban Highway. LRT 5-min drive away.  
**Agent/negotiator:** Matsun Wong of Tech Real Estate Sdn Bhd (REN 08664)  
**Tel:** (012) 680 2851  
**Email:** rickyck@hotmail.com