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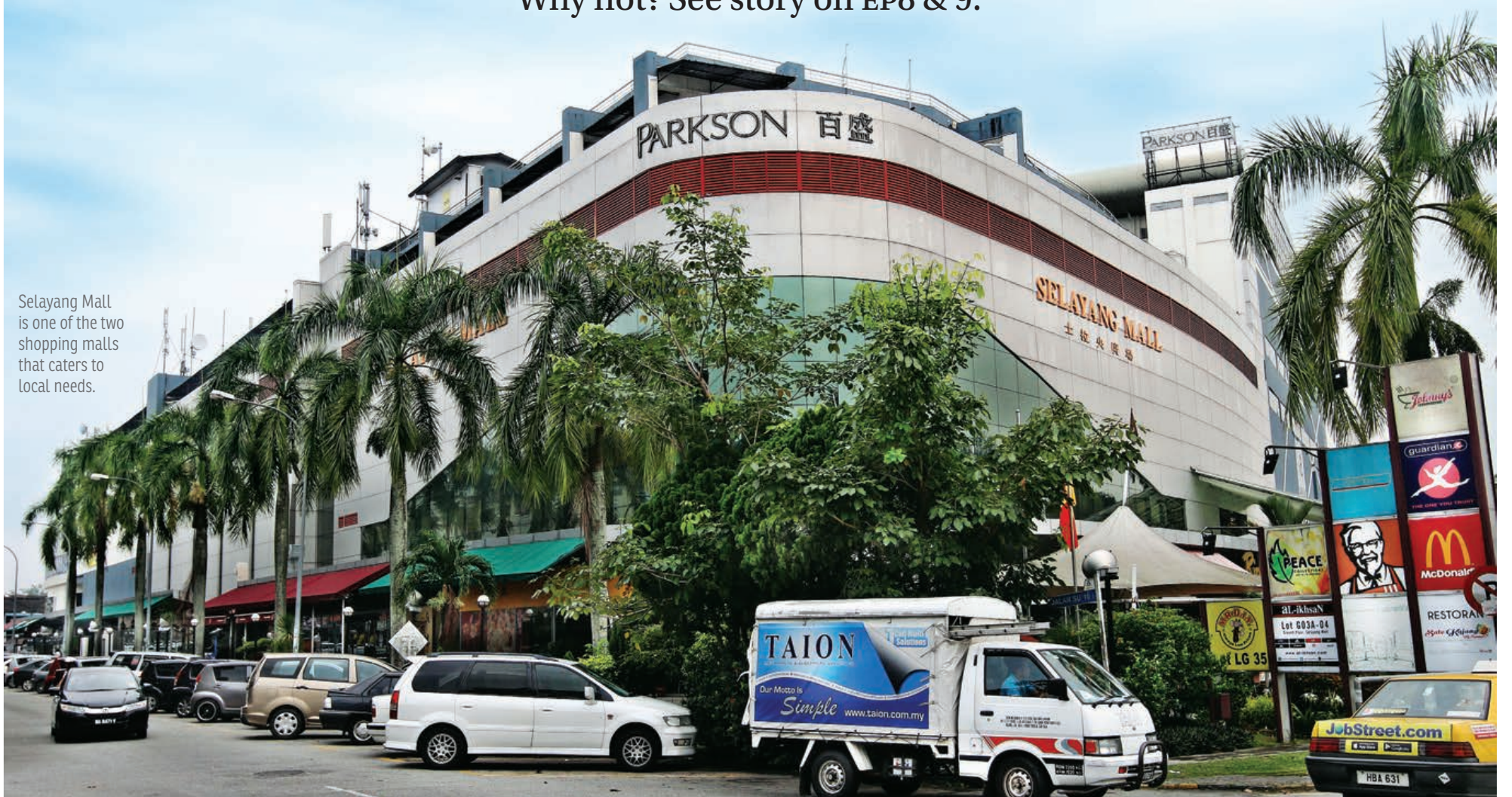
the recent Home Sweet Home Fair in Johor Baru.

SELAYANG needs new catalyst

Selayang in Selangor is just 20 minutes from Kuala Lumpur city centre and has many amenities. However, the area does not share the limelight with neighbouring localities such as Kepong, Jalan Ipoh and Rawang that investors find attractive.

Why not? See story on EP8 & 9.

Selayang Mall is one of the two shopping malls that caters to local needs.



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84% of PRIMA houses built on private land



Kajang gains momentum

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NEWS ROUNDUP

Yong Tai plans RM5.57 bil GDV projects for KL, Melaka

Yong Tai Bhd plans to develop projects with a provisional gross development value (GDV) of RM5.57 billion on three parcels of land in Kuala Lumpur and Melaka it is acquiring, the company announced on Oct 26.

The garment manufacturer-turned-property developer has entered into three separate conditional sale and purchase agreements (SPAs) with the vendors of PTS Impression Sdn Bhd, Yuten Development Sdn Bhd and Admiral City Sdn Bhd.

The agreements include the proposed acquisition of PTS Impression and Yuten, which plans to jointly develop 1.2 acres of land in Jalan U-Thant, Kuala Lumpur, into high-end serviced apartments.

In addition, Yong Tai will also acquire 17 acres of seafront land in Kota Laksamana, Melaka, that may be developed into a theatre to stage 'Impression Melaka' — the rights to which are owned by Yuten — and set up a joint venture with the vendor to develop 100 acres of leasehold land next to the seafront parcel.

The projects are claimed to generate RM5.57 billion over the next eight years, with the projects in Melaka worth RM5.4 billion and the KL projects worth RM168 million.



IOI Resort City to get IOI City Towers

IOI Properties Group Bhd is intro-

ducing IOI City Towers, a Grade A office development comprising two office towers within the RM20 billion township of IOI Resort City near Putrajaya. The offices are expected to be completed by end-2015 and will be open for lease.

Certified by the Green Building Index, the towers are connected to the new Le Meridien Putrajaya Hotel and IOI City Mall, overlooking the Palm Garden Golf Course.

The two 31-storey office towers offer a combined total of one million sq ft of net lettable area, at 500,000 sq ft each. Two exits have been built on each side of the South Klang Valley Expressway (SKVE, from Puchong and Kajang), to allow visitors direct access to IOI Resort City from Puchong, Serdang, Bangi and Kajang.

"Businesses are starting to consider alternative commercial address, moving away from downtown Kuala Lumpur to good suburban offices for their competitive rates and lower traffic congestion," said COO of property investment Cheah Wing Choong in a statement on Oct 27.



MRCB and Cyberview to develop Cyberjaya City Centre

The property arm of Malaysian Resources Corporation Bhd (MRCB), MRCB Land, and Cyberview Sdn Bhd, have signed a 70:30 joint-venture agreement to develop Cyberjaya City Centre (CCC). The deal was concluded on Oct 28.

The project, which will be devel-

oped over the next 15 to 20 years, sits on a 140-acre freehold parcel and has an estimated gross development value of between RM8 billion and RM10 billion.

Phase one of the project comprises a 150,000 to 200,000 sq ft convention centre for firms in technology-related businesses, said MRCB Land executive director Imran Salim.

Phase two, construction of which begins in 1H2016, has a GDV of RM5.35 billion and spans 53.38 acres.

"[Residential property] will be constructed during the [project's] later phases, and will comprise lower-medium, medium and high-end products. There will be affordable housing development as well, as part of the statutory requirement," said Imran.



Qi City in Perak to be launched 1Q2016

The RM1.1 billion, 26-acre Qi City project in Bandar Meru Raya, Perak, is planned for launch in the first quarter of next year, said Green Venture Capital (GVC) CEO Chandragesan Suppiah. GVC is a subsidiary of developer Wawasan Qi Properties Group.

A memorandum of agreement between China Energy Hua Ren Industrial Investment Co Ltd (CEHR) and GVC was signed on Oct 27 to facilitate construction works.

The agreement involves a three-year partnership between GVC and

CEHR for the works, expected to start in 2016.

Qi City consists of a teaching hospital with public and private wings, a medical rehabilitation centre, the Quest International University Perak campus, three condominium blocks, retail outlets, a convention hall and hotel suites.

The development aims to attract specialists from diverse fields to teach, practice and conduct research at the hospital to benefit students, lecturers and doctors.

Property a good investment in economically challenging times, says Eco World's Chang

Despite current economic uncertainty, property is still a good investment given that the sector has enjoyed good capital appreciation over the past five years, said Eco World Development Group CEO Datuk Chang Khim Wah at the Eco World Conference on Oct 25.

He said data from the National Property Information Centre showed that the five-year compounded annual growth rate (CAGR) for capital invested in Malaysian property is 9.4%, with properties in Klang Valley, Johor, Selangor and Penang recording a CAGR of more than 10% over the same period. This shows that property is still a better way to hedge against inflation, said Chang.

"The growing working population and rise in wages have contributed to strong market demand; homebuyers are looking for products with the right location, good connectivity and right pricing," he added.

Eco World also unveiled its RM290 million GDV Mellowood terraced houses, the fifth phase of its Eco Majestic development in Semenyih, on the same day.

LAUNCHES & EVENTS

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

Malaysia Property Expo 2015 (Mapex)

Date: Oct 30 to Nov 1 (Fri to Sun)

Venue: Mid Valley Exhibition Centre, Mid Valley City, Lingkaran Syed Putra, 59200 Kuala Lumpur

Time: 10am to 9pm

Contact: Real Estate & Housing Developers Association Malaysia, (03) 7806 4853, (03) 7806 4860, selangor@rehda.com

Up to 79 developer booths will be exhibiting properties for sale. There will be talks on market outlook, and green and affordable housing.



Atria Shopping Gallery Halloween Kids Fest

Date: Oct 31 to Nov 1 (Sat and Sun)

Venue: Atria Shopping Gallery, Jalan SS 22/23, Damansara Jaya, 47400 Petaling Jaya, Selangor

Time: 11am to 6pm

Contact: (019) 6898238

OSK Property will be hosting a halloween kids fest with dances, interactive storytelling sessions, trick-or-treating within the mall, and more. Children are invited to come dressed up. Winner goes home with the 'Best Costume Award'.

HOMEDÉC 2015 (Part 2)

Date: Oct 29 to Nov 1 (Thurs to Sun)

Venue: Exhibition Hall 5, Kuala Lumpur Convention Centre

Time: 10am to 8pm

Contact: (03) 7982 4668

Part two of the Home Décor and Design Exhibition 2015 is on the theme of 'Furnish + Decorate'. It will also feature 'Aged Care Living and Design' with life-size show units.

Exclusive exhibition of Tavern Quay, London

Date: Oct 31 to Nov 1 (Sat and Sun)

Venue: Level 4, Bintang 5 & 6, JW Marriot Kuala Lumpur

Time: 11am to 7pm

Contact: (03) 7839 5555, (017) 370 2323, anis@hartamas.com
Hartamas Real Estate (M) Sdn Bhd partners with London's Gordon &

Co for an exclusive exhibition of Tavern Quay's luxurious waterside apartments and penthouses located in Zone 2 towards Canary Wharf and West End, London.

Garden Residence Halloween party

Date: Oct 31 (Sat)

Venue: Garden Residence Clubhouse, Cyberjaya

Time: 5pm to 9pm

Contact: (03) 8873 1603 / (017) 277 0791

Mah Sing Group Bhd's Garden Residence is hosting a 'spook-tacular' party this weekend. There will be a buffet spread, a monster make-up service and a Halloween photo booth. Bring your friends and family and stand a chance to win a mystery gift at the party.

S P Setia's Halloween Party

Date: Oct 31 (Sat)

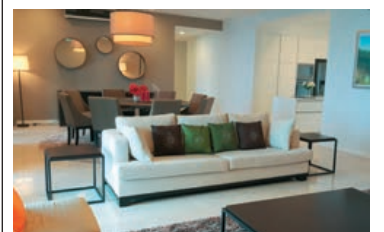
Venue: Setia Sky 88 Sales Gallery, Johor Bahru

Time: 6pm to 10pm

Contact: (07) 333 2255, www.spsetia.com

Bring out your bag of tricks. Don the spookiest disguise. Bring a pumpkin

or two for good measure. Get ready for a Halloween revelry to remember at S P Setia's Sky 88 sales gallery.



Open house — for rent at Seni Mont Kiara

Date: Oct 31 to Nov 1 (Sat and Sun)

Venue: Unit No. A-20-06, Seni Mont Kiara, Kuala Lumpur

Time: 10am to 5pm

Contact: 012-3825998 (Julie Yong) E: julie_yml@yahoo.com

CBD Properties is hosting an open house rental event at Seni Mont Kiara. The luxury condo comprises two 40-level towers and two 12-level, low-rise blocks that house 605 units and 2,000 covered parking bays. With built-ups of 2,441 sq ft onwards, some of these plush units are available for rent from RM12,000.

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Kuala Lumpur rising

It is named one of the world's top five cities to watch by Knight Frank

BY EWE SHUFEI

KUALA LUMPUR: Kuala Lumpur has been named one of the world's top five cities to watch because of its plans for public transport, said international property firm Knight Frank in its Global Cities report. The other cities are Dubai, Bangkok, Nairobi and Moscow.

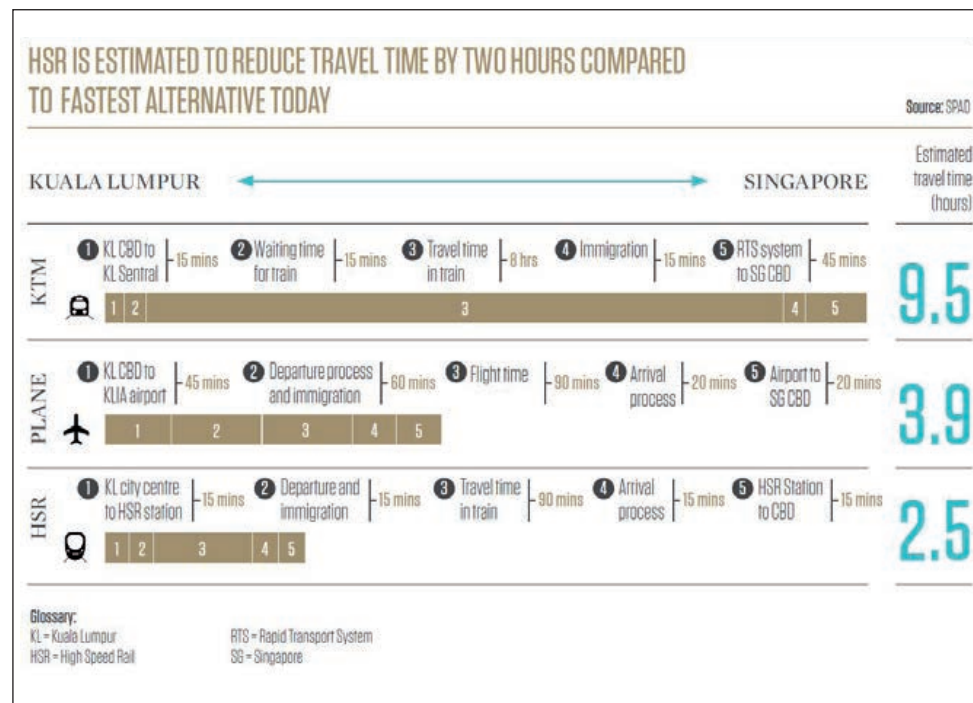
"A city to watch is one which could grow into a more influential city, politically or economically, based on different factors," said Knight Frank Asia Pacific head of research Nicholas Holt at the launch of the report this week.

Malaysia's rapid urbanisation rate of over 73% has outpaced its investment in public transport, leading to traffic congestion, particularly in the city, the report said.

"After the completion of the Mass Rapid Transport (MRT) line and Light Rail Transit (LRT) extension which are currently being constructed, [and] once the third LRT line and second MRT line are finished, Malaysia's transport efficiency will be on par with Singapore's current rating," said Holt.

The proposed Kuala Lumpur-Singapore High Speed Rail (HSR) is also eagerly anticipated, and is expected to be completed around 2020. The 330km journey between Kuala Lumpur and Singapore is expected to take just 90 minutes on the HSR. A typical road journey during non-peak season now takes between three and four hours. The HSR is expected to boost investment, trade and tourism in both cities, and catalyse the property sector, among others.

"Real estate opportunities are abundant along the route, and successful implementa-



tion will promote more development activity in the urban centres of Seremban, Melaka and Johor, as well as along the coastal corridor of Malaysia," said Knight Frank Malaysia research and consultancy executive director, Judy Ong.

"The HSR is key in the 495-acre Bandar Malaysia project that involves the redevelopment of the Royal Malaysian Air Force airbase at Sungai Besi, where the HSR line terminates in Malaysia. It will be integrated with the MRT Line to establish Greater Kuala Lumpur/Klang Valley as an

international metropolis," Ong said.

The first line (Sungai Buloh-Kajang) of the Klang Valley MRT project will have 31 stations on its 52km route, and serve a corridor of 1.2 million people when completed in July 2017. The second MRT line (Sungai Buloh-Serdang-Putrajaya) has 36 stations and covers 51km. It will serve a corridor of 2 million people after completion in 2022.

Consequently, the Kuala Lumpur office market may witness improved demand from multinational corporations when the HSR becomes functional.

AUCTION

Sold

Auction date: Oct 15, 2015
Property type: 3-storey terraced house with basement
Address: No. D-11, KH Villa, No. 9, Jalan Sri Hartamas 17, Taman Sri Hartamas, 50480 Kuala Lumpur
Tenure: Freehold
Reserve price: RM2,480,200
Transacted price: RM2,750,000
Built-up area: 486 sq m (5,229 sq ft)
Auctioneer: Property Auction House Sdn Bhd
Contact: (03) 2070 2226

Auction date: Oct 15, 2015
Property type: 3-bedroom condominium
Address: D-23A-07, Z Residence Condominium, No. 5, Jalan Jalil Perwira 2, Bukit Jalil, 58200 Kuala Lumpur
Tenure: Freehold
Reserve price: RM648,000
Transacted price: RM648,000
Built-up area: 130 sq m (1,404 sq ft)
Auctioneer: Property Auction House Sdn Bhd
Contact: (03) 2070 2226

Auction date: Oct 22, 2015
Property type: 4-storey shop office
Address: No. 101, Lorong Berembang, Off Jalan Kem, Taman Sri Berembang, 42000 Port Klang, Selangor Darul Ehsan
Tenure: Leasehold
Reserve price: RM500,000
Transacted price: RM500,000
Built-up area: 148.92 sq m (1,603 sq ft)
Auctioneer: Property Auction House Sdn Bhd
Contact: (03) 6021 2494

Up for bid

Auction date: Nov 14, 2015
Property type: Vacant bungalow
Address: No. 67, Jalan Bangi Villa 7, Taman Bangi Villa, Bangi, Selangor Darul Ehsan
Tenure: Freehold
Reserve price: RM120,000
Built-up area: 464.5 sq m (5,000 sq ft)
Auctioneer: Ng Chan Mau & Co
Contact: (03) 2070 2226

Auction date: Nov 6, 2015
Property type: Intermediate 2-storey terraced house
Address: No. 51, Jalan SP ¼, Saujana Puchong, Bandar Putra Permai, 43300 Seri Kembangan, Selangor Darul Ehsan
Tenure: Leasehold
Reserve price: RM300,000
Built-up area: 120.7 sq m (1,300 sq ft)
Auctioneer: Ng Chan Mau & Co
Contact: (03) 2070 2226

Auction date: Nov 14, 2015
Property type: 3-bedroom condominium
Address: Unit no. A-23A-03A, Menara Semarak, Jalan Ariza, Taman Raintree, Off Jalan Raintree Utama, 68100 Batu Caves, Selangor Darul Ehsan
Tenure: Leasehold
Reserve price: RM368,000
Built-up area: 102 sq m (1,098 sq ft)
Auctioneer: Ng Chan Mau & Co
Contact: (03) 2070 2226

'Budget 2016 offers little to catalyse property market'

BY EWE SHUFEI

PETALING JAYA: Real estate agents from The Property Expert (TPE) Realty say Budget 2016 offers little to catalyse the property market. "Budget 2016 isn't doing much for the property market," said TPE Realty principal Chong Ngee Teng. "We expect next year to be quite slow, and quite similar to this year, because not much has been done to assist the market right now."

He was speaking at a briefing for TPE Realty agents on theedgeproperty.com at The Edge Communications office in Mutiara Damasara, Selangor, yesterday.

Budget 2016 allocates RM1.6 billion for 175,000 affordable units of PRIMA houses, and RM200 million for a fund that helps first-time homeowners with paying a down payment on a piece of property.

However, the agents' hoped-for reinstatement of the developer investment bearing scheme (DIBS) and a reduction in real property gains tax (RPGT) have not materialised under Budget 2016.

However, homebuyers might be able to look forward to lower property prices. "We do expect price corrections [from developers] to stabilise the market, as transactions have been on a decline in such a challenging market," Chong said.

TPE Realty director Fan Yea Jye said agents had generally expected more encouraging policies in Budget 2016 because of the current sluggish market.

"We notice that funds allocated [under



Fan (right) presenting The Edge Communications Sdn Bhd and The Edge Property Sdn Bhd managing director Au Foong Yee with a token of appreciation after the presentation. **Photo by Shahrin Yahya/The Edge Property**

Budget 2016] lean towards the administrative side of the market rather than construction works," said Fan.

"There isn't anything encouraging in Budget 2016 where the real estate market is concerned except for the PRIMA homes."

The government has also allocated RM200 million for 10,000 units of Mesra Rakyat houses, which will be subsidised by RM20,000 each.

However, Fan makes the distinction between 'low cost' and 'affordable'. "Low-cost houses weren't mentioned [in Budget 2016]; they aren't the same as the 'affordable houses' as these affordable properties could easily cost up to RM400,000 to RM600,000, which isn't low-cost by today's standards," he noted.

On how property agents can deal with the slower market next year, Fan said high standards of professionalism in dealing with clients would be even more important, because buyers are now able to obtain information and services online.

Towards this end, TPE Realty agents were introduced to the powerful and free research and analytical tools on theedgeproperty.com, a complete property portal for professionals and ordinary buyers and sellers.

The portal aims to integrate the expertise and personal touch offered by agents and negotiators with cutting-edge technology and data via analytics tools such as The Edge Reference Price, and Location Scan.

The site also offers access to the latest news and updates on the market's overall performance.

"The website is very comprehensive and is a good tool for agents. It's also useful as all the data provided is complete and informative," Chong said.

"The website is a great idea; it's comprehensive and complete," Fan agreed. "Agents used to have to spend time, effort and money to collect and analyse data, but now with this portal, it can be done with one click."

PR1MA projects in Klang Valley receive highest demand

Applicants are probably attracted by the location's upside

BY CHAI YEE HOONG

PETALING JAYA: Perbadanan PR1MA Malaysia (PR1MA) projects in the Klang Valley have received the highest number of applicants of middle income earning between RM2,500 and RM10,000 a month, said PR1MA CEO Datuk Abdul Mutalib Alias (pic) at a press conference recently.

The affordable homes in areas such as Alam Damai, Bukit Bintang, Brickfields and Bukit Jalil are seeing an oversubscription rate of between five and forty times against the available units.

For instance the highest number of applicants was for the PR1MA project in Bukit Jalil, with 13,327 applicants for 320 units, followed by the project at Bukit Bintang with 11,575 applicants for 543 units.

According to Mutalib, the high application rate is expected as a huge portion of the country's middle-income earners reside in urban areas, particularly in the Klang Valley.

"With PR1MA projects mainly located in prime and strategic areas, the potential upswing in the value of these properties in the future may also be contributing to the high demand for our properties in the area."

He says there are 450,000 people in the Klang Valley who fall into the middle income category and are yet to own a home. This compares with 1 million people nationwide.

Out of the total 150 projects nationwide, a total of 27 projects have been approved by the PR1MA board, or a total of 198,489 approved units. Of this figure, 4,636 in Kuala Lumpur and 5,081 units in Selangor are under construction.



Artist impression of PR1MA at Bukit Bintang, Kuala Lumpur.

Mutalib said 800 units have been completed to date. PR1MA is aiming to complete 1,000 units by year-end, and 10,000 units by the end of next year.

"We started construction [of PR1MA projects] in 2013 and we now have about 65,000 units under construction which will be ready in two to three years time," he said.

He added that PR1MA is hoping to raise the number

of units under construction to 75,000 by the end of this year. PR1MA's target is to have 240,000 approved units in total by year-end.

Under the Budget 2016, PR1MA has been mandated to build another 175,000 units of affordable homes.

Mutalib estimates that these projects will require 4,300 acres of land, assuming a density of 40 units per acre.

Noting the challenges posed by high land cost, Mutalib suggests PR1MA collaborate with property developers, by assuming the role of end-buyer and distribute units to the public.

However, developers would have to follow PR1MA's home specifications and guidelines, and agree on the target pricing, he said.

"Working with developers is a win-win situation. They are the industry players who know their local content and supply. They don't have to worry about financing or end-buyers as we have an inventory of registered demand on hand and they only focus on construction. By reducing costs such as on marketing, that's when savings come in."

He added that working with developers ensures that the incoming supply of PR1MA homes does not flood the market, which would pose a problem.

Meanwhile Mutalib urged eligible applicants to register and apply for PR1MA homes through its website as all units will be balloted.

As part of its nationwide roadshow to provide an interactive platform to share information on its products and services with the public, PR1MA is holding its Expo Rumah PR1MA in Melaka this weekend from Oct 30 to Nov 1, followed by KL in Nov 13-15 and Johor Baru on Dec 4-6.



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This story first appeared on theedgeproperty.com

Residential and commercial buildings rise in the skyline in Beijing, China.
Photo by Bloomberg



Trying for a softer landing

China's bid to prop up property investment challenged amid glut

China's moves to ease mortgage restrictions and cut interest rates are bearing fruit in the nation's smaller cities, where home prices have staged a recovery. Now comes the bigger challenge: Clearing a supply glut to spur investment by developers.

Lower borrowing costs are helping a residential market recovery spread from the economic hubs such as Shanghai and Shenzhen to smaller and less prosperous cities. New home prices rose in September from August in more than half of the 70 major cities monitored by the government for the first time in 17 months. Yet, a construction boom over the past two years has led to 424.7 million sq m of unsold homes languishing nationwide as of Sept 30.

Reviving investment in real estate is crucial for the government, which on Oct 23 stepped up monetary easing with its sixth interest rate cut in a year and scrapped a ceiling on deposit rates as part of efforts by Premier Li Keqiang to find new engines of growth. China cut the deposit first-time homebuyers in smaller cities need to put down last month and is targeting oversupply-plagued cities that account for about 85% of sales nationwide, according to China International Capital Corp.

"The biggest factor damping the momentum in economic growth now is the slowdown in investment," with property being the main hindrance, said Liu Xuezhi,

a macroeconomic analyst at Bank of Communications Co in Shanghai. "Although home prices have rebounded in first-tier cities, sales and investment in some second and third-tier cities are still under pressure." The real estate industry contributes almost 30 percent of gross domestic product, according to Nomura Holdings Inc.

Authorities are seeking to bolster an economy that is forecast to grow at the slowest annual rate in a quarter of a century, as drivers of growth such as construction and manufacturing have stumbled. China cut the one-year lending rate to 4.35% from 4.6% effective Oct 24, while the one-year deposit rate will fall to 1.5% from 1.75%. The People's Bank of China also scrapped a deposit rate ceiling that limited the rate banks could pay savers.

China on Sept 30 cut the mortgage down-payment requirement for first-time buyers in lower-tiered cities by 5 percentage points to 25%. The move followed a host of other easing measures. This year, the government also cut the down payment for first-time homebuyers borrowing from local housing providence funds to 20%, allowed developers to finance a bigger part of projects with borrowed money rather than their own capital, and eased restrictions on property purchases by foreigners. In March, it lowered the deposit for some second homes to 40% from 60% and exempted select homeowners from a home sales tax.

Policies will likely need to be loosened further to help ease a widespread supply glut before developers have the incentives to boost spending on land and new construction, according to Mizuho Securities Asia Ltd analyst Alan Jin. The construction boom since 2013 has led to a 13% increase in unsold homes in the year ended Sept 30.

China's urban dwellers already own about 24 sq m of housing per capita, and the stockpile of new homes being built suggests that another 7 sq m could be added, bringing the average home ownership to 31 sq m, according to Nomura's chief China economist Zhao Yang. That's "very high" given China's current level of economic development, and compares with 35 sq m per capita in Japan and 54 in the US, he said.

'Pragmatic target'

"What the government can do is try to prevent too sharp a decline in property investment," Zhao said by phone from Hong Kong. "That's the pragmatic target." Stimulating the property market to revive economic growth, "frankly speaking, won't be a big help."

For property to be able to underpin economic growth, the Chinese government will have to further cut rates and reduce transaction taxes, as the effects of previous loosening measures are abating, Ning Jingbian, a Beijing-based analyst at CICC, said in an interview before Oct 23's announcement of the rate cut.

China's economy grew 6.9% in the third quarter of this year, the slowest quarterly expansion since 2009, the government said last week. The growth in fixed-asset investment slid to 10.3% in the first nine months, the lowest since 2000.

Still, a 15% year-on-year increase in new property starts in September prompted some optimism about the investment outlook. The expansion, which reversed 10 months of declines, "suggests that some developers are turning positive on the sales outlook" for the next 12 to 18 months, Barclays Plc analysts led by Hong Kong-based Alvin Wong wrote in an Oct 19 report.

Promising signs

China's aggressive easing measures are yielding other promising signs. Property agent Yue Lu noted an unexpected surge in potential buyers at two projects she was selling in the southwestern Chinese city of Chongqing during the National Day holiday early this month, after the latest cuts to mortgage down payments.

"We were expecting few visitors, thinking people would be travelling," Yue, a local manager with Shenzhen World Union Properties Consultancy Inc, said by phone from Chongqing. Almost 300 visitors came in the first two days of the week-long holiday, when Chinese travel en masse, triple what she sees during a normal weekend, Yue said. "People were excited as they can now buy a home." — Bloomberg



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Developer: Seremban Two Holdings Sdn Bhd (357468-H) • Developer's License: 9567-16/09-2017/0795(L) • Validity Period: 15/09/2015 - 14/09/2017 • Advertising Permit: 9567-16/09-2017/0795(P) • Validity Period: 15/09/2015 - 14/09/2017 • Building Plan Approval No:MPN431/1809/2013/2 • Approving Authority: Majlis Perbandaran Nilai • Encumbrances: NIL • Land Tenure: Freehold • Discount Bumiputra: 10% • No. of Units: Double Storey Superlink Homes 22' X 92' - 67 Unit, Double Storey Superlink Homes 24' X 80' - 89 Units, Double Storey Superlink Homes 24' X 70' - 46 Units • Completion Date: November 2017 • Selling Price: Double Storey Superlink Homes 22' X 92' (Max) RM1,769,156 (Min) RM1,010,822, Double Storey Superlink Homes 24' X 80' (Max) RM1,474,489 (Min) RM940,044, Double Storey Superlink Homes 24' X 70' (Max) RM1,416,711 (Min) RM934,267 • Restriction-in-interest: NIL

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01

Potential for growth

Prices have begun rising in Selayang, long known as an affordable suburb in Selangor

BY TAN AI LENG

Selayang in Selangor is one of the oldest towns in the Klang Valley. It has seen rapid development in the past 15 years, especially after the Gombak district administration moved from Rawang to Bandar Baru Selayang in 1997.

Strategically located at the border of Kuala Lumpur and Selangor, about 10km northwest of the capital, it neighbours Kepong in Kuala Lumpur and Rawang in Selangor.

Selayang residents enjoy good accessibility to the rest of the Klang Valley via Jalan Kuching, the Kuala Lumpur Middle Ring Road 2 (MRR2) and the Selayang — Kepong Highway. These connect it to Kuala Lumpur city centre (through Jalan Kuching or MRR2), Petaling Jaya (Selayang — Kepong Highway) and to Rawang (Jalan Kuching).

The mature self-contained neighbourhood is well known for its wholesale market in Selayang Jaya, better known as Pasar Borong Selayang, one of the busiest markets for getting fresh local and imported foods in bulk.

Selayang has long been known as a low and middle-income housing suburb and it is only lately that residential property prices here are seeing an uptrend. It offers affordable housing choices for homebuyers who want easy access to Kuala Lumpur city centre.

According to theedgeproperty.com's analysis of transactions in the 12 months to 3Q2014, the average price of high-rise residential properties in Selayang accelerated in 2014,

reaching a new peak of RM245 per square foot (psf). This represents a significant 23.5% year-on-year appreciation from RM198 psf in 3Q2013.

In comparison, the average selling price of non-landed homes in nearby areas like Sentul (excluding Sentul West) in the same period was at RM387 psf while Jalan Ipoh's average price for similar properties was at RM395 psf.

Metro Homes Sdn Bhd director See Kok Loong tells *The Edge Property* that homebuyers in Selayang are often drawn to the lower price points available here compared with other established areas in the Klang Valley. Meanwhile, the newer non-landed homes in Selayang attract mainly local upgraders who prefer something new or lifestyle-oriented.

"Selayang is still worth buying into because of its proximity to Kuala Lumpur city centre and for its relatively low average prices. Residents who stay here could access Kuala Lumpur city centre via Jalan Kuching without paying toll," he adds.

Although property prices in Selayang are on the uptrend, they are yet to reflect the value of its true potential considering its prime location and the rising demand for properties in the north of Kuala Lumpur, offers See.

According to him, the price of older low-cost units priced below RM50,000 might reach a maximum of around RM80,000 to RM100,000 because of the profile of their residents and lack of facilities. On the other hand, newer and well-main-



02

tained condominiums enjoy higher values. "Symphony Heights, for instance, is doing around RM350 to RM400 psf and Radius Residences is selling around RM380 to RM420 psf," he says.

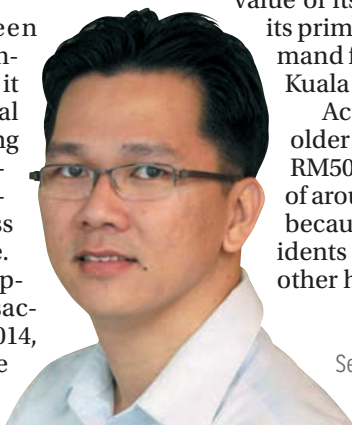
Huttons One World Real Estate Group negotiator, Daneal Eoon, concurs that affordability remains the biggest selling point for Selayang property.

Within a 16km radius to Kuala Lumpur, property buyers have a range of choices such as Old Klang Road, Taman Desa and Bangsar, but the prices in these places are often out of reach of the normal middle-class homebuyer. For instance, the selling price of new high-rise residences in Old Klang Road now averages RM900 psf, says Eoon.

"In the areas north of Kuala Lumpur, there have been quite a few significant new launches in recent years such as Eco Sky by Eco World Development Bhd and Lakeville Residence by Mah Sing Group Bhd. These have given a boost to other new property launches in Selayang. New developments such as Star City and Emerald Avenue are selling above RM600 psf now, setting new pricing benchmarks in Selayang," he adds.

Other new high-rise residential projects in Selayang include 228 Selayang, Res 280, Selayang 18 and V-Residence.

Eco Sky and Lakeville Res-



See: Selayang lacks structured town planning. **Photo by Mohd Izwan Mohd Nazam/The Edge Property**



Eoon: Affordability remains the biggest selling point.



03



04



05

idence are located just a few kilometres from Selayang in Taman Wahyu, Jalan Ipoh. Eco Sky, a 9.6-acre integrated development comprising three residential towers with a total of 975 units, 35 retail units, 140 units of offices and a commercial pod. Since its launch in November 2013, the residential development has achieved over a take-up rate of over 70 percent. The average selling price of a residential unit is RM664 psf.

The 12.38-acre Lakeville is also a mixed-use development comprising 1,244 serviced apartments with a built-up area of between 978 sq ft and 1,365 sq ft. The price of the smallest unit starts at RM561,800.

According to Eoon, units in Star City, located on Jalan Kuching, are selling for between RM600 and RM700 psf, while units at Emerald Avenue, which fronts the Kepong-Selayang Highway, sell for between RM650 and RM680 psf.

Star City is a mixed-use development by Leadmont Development Sdn Bhd which features a shopping mall, a Holiday Villa hotel and two residential towers that offers 980 units with sizes ranging from 477 sq ft to 1,280 sq ft.

Emerald Avenue by Engtex Properties Sdn Bhd is also a mixed-use development with an indoor street mall, 100 units of retail shops, 188 soho units and 122 units of hotel suites.

Meanwhile, Selayang's ageing low and medium-cost apartments which are poorly-maintained are losing their attractiveness. "The enquiries for low and medium-cost apartments are getting fewer, as these properties are ageing and lack facilities," he adds.



Kok: Selayang needs more fresh elements to attract home buyers.

01. Selayang needs new catalysts for its next phase of growth. **Photos by Patrcik Goh/The Edge Property**
02. Pasar Borong Selayang is one of the busiest markets in the Klang Valley.
03. Emerald Avenue brings new retail elements into Selayang.
04. Selayang Point is one of the popular condominiums in Selayang.
05. Star City residential project has set a new pricing benchmark.

Nevertheless, older apartments in Selayang still command good rents, with indicative yields ranging from 4.7% to 6.2% per annum. Decent yields can also be found at Casa Venicia and Casa Mila Condominiums, with returns at 6% and 5.5% respectively, according to theedgeproperty.com data.

See of Metro homes says the rental yields would hold or come down slightly if capital values move up.

Fresh catalysts needed

Since its beginnings in 1974, Selayang is now a 41-year-old

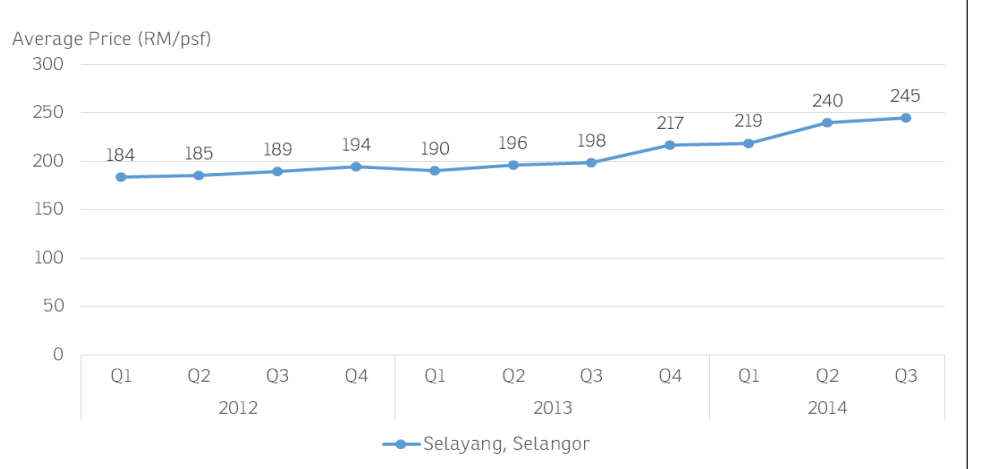
Chart 1: Top five popular high rise residential properties in Selayang

PROPERTY	BUILT-UP SIZES (SQ FT)	RECENT TRANSACTION PRICE (12 MONTHS)
Selayang Point	1,089	RM400,000
Selayang Heights	1,131 to 1,679	RM310,000 to RM480,000
Symphony Heights	987 to 1,249	RM350,000 to RM480,000
162 Residency	875 to 1,165	RM285,000 to RM398,000
Magna Villa	1,001 to 1,023	RM280,000 to RM320,000

Source: Metro Homes

Source: theedgeproperty.com

Chart 2: Selayang, Selangor non-landed residential average price



township with a population of 410,315 back in year 2000, according to the Selayang Municipal Council's data. However, this mature market shows signs of fatigue and badly needs new catalysts for its next phase of growth.

Vivahomes Realty (Kepong) branch manager, Kenny Kok tells *The Edge Property* that while property prices in Selayang are mainly in the affordable range, this advantage is being challenged by neighbouring townships that offer more new launches at attractive prices and better amenities.

He says most residents who stay in Selayang work there as well or may have grown up there, and hence have sentimental reasons to remain in the area. However, its lack of residential property choices and worsening traffic congestion often drive younger potential homebuyers away and even to move out of Selayang.

"The younger generation who prefer lifestyle concepts will find there are not many such choices in Selayang ... probably Selayang Point but it is mostly owner-occupied and there are only a limited number of units available in the subsale market," he offers.

Located next to Selayang Capitol shopping mall, Selayang Point is a mixed-use development with shop offices on the ground and first floors. It offers 375 units of between 867 and 1,141 sq ft. A recent listing in theedgeproperty.com shows that a unit in Selayang Point with a built-up area of 1,141 sq ft is going for RM550,000.

Kok says Selayang's two shopping malls, Selayang Mall and Selayang Capitol, are ageing and lack fresh elements to attract visitors. "Since Selayang lies at the border of Selangor and Kuala Lumpur, Selayang residents have easy access to many other choices for leisure and entertainment beyond Selayang. Buying a home is the same," he adds.

For instance, those looking for high-rise residences might choose affordable properties with lifestyle elements in Jalan Ipoh, Kepong or Rawang," Kok elaborates.

However, Kok also notes that many investors have been sceptical of high-end developments in Selayang after the Selayang Springs condominium development was abandoned in 2014.

When it was launched in 2009, Selayang Springs attracted buyer interest due to its attractive pricing and good surrounding environment, being located near recreational spots such as hot springs and the Bukit Lagong recreational forest.

The four-hectare development was to

have more than 1,000 units with facilities such as gym and swimming pool. According to Kok, phase one had an average selling price of about RM400 psf and was 80% sold.

Meanwhile, Metro Homes' See feels that Selayang lacks structured town planning and more modern commercial business areas that could draw people. "Besides the wholesale wet market area in Selayang Jaya, there are no concentrated business zones that could stimulate business activity," he says.

"We also notice that Selayang could be less attractive to developers because of the hilly terrain of the land. Projects may require higher construction cost," he explains.

Due to the hilly terrain, many of the developments in Selayang are built next to the main road, such as on Jalan Kuching towards Rawang, Selayang-Kepong Highway and the MRR2.

See notes that future developments will be on pockets of land in residential areas such as in Taman Wilayah Selayang and Prima Selayang. "There are not many available parcels of land suitable for development in Selayang unless the authorities allow developers to develop on the fringes of the forest reserve like Bukit Lagong or Taman Negeri Selangor," he adds.

As there will be no MRT or LRT stations in the Selayang area in the near or medium term, See feels it puts Selayang at a great disadvantage compared with neighbouring areas such as Kepong, Jinjang and Jalan Ipoh, that will benefit from the Mass Rapid Transit Line 2 (MRT 2).

Mass Rapid Transit Corp Sdn Bhd is expected to start the construction of MRT 2 early next year after obtaining approval from the government on Oct 22. The 52.2 km MRT line will have 37 stations beginning from Kwasa Damansara and ending in Putrajaya Sentral. The MRT 2 is expected to be fully operational by July 2022.

Driving around Selayang, the slogan "Selayangku Sayang" is noticeable everywhere, reminding residents and visitors to appreciate what they have in this town blessed with picturesque hills and forests. What will it take for Selayang to become the next darling of investors? With newer developments coming up in neighbouring areas, Selayang needs more business activity and newer lifestyle developments to bring fresh vibrancy to its property market.

See property listings for this area on **Market Watch EP10**

FOR SALE [in Selayang, Selangor]**One Selayang**

Type: Condominium/ serviced residence
Tenure: Leasehold
Asking price: RM210,000
Built-up area: 827 sq ft
Bedroom(s): 3
Bathroom(s): 2
Description: Apartment above shops, in good condition.
Amenities: Hospital Selayang, UiTM Selayang campus, schools, banks, Selayang Mall. Accessibility: Selayang-Kepong Highway, Jalan Ipoh-Rawang, MRR2, Duke, North-South Highway, Jalan Kuching
Agent/negotiator: Kent Chua of Vivahomes Realty (REN 06899)
Tel: (016) 280 7420
Email: kentchuavivahomes@gmail.com

228 Selayang Condominium

Type: Condominium/ serviced residence
Tenure: Leasehold
Asking rent: RM460,000
Built-up area: 965 sq ft
Bedroom(s): 3
Bathroom(s): 2
Description: Partly furnished mid-floor unit with nice views. Equipped with kitchen cabinets (top and bottom) and wardrobe (master bedroom).
Agent/negotiator: Hamidah of Reapfield Properties (Shah Alam) Sdn Bhd (PEA 1131)
Tel: (012) 203 1549
Email: hamidah@reapfield.com

Selayang Point

Type: Condominium/ serviced residence
Tenure: Freehold
Asking price: RM480,000
Built-up area: 1,089 sq ft
Bedroom(s): 3
Bathroom(s): 2
Description: Card access to lift lobby, 24-hour security, CCTV; rooftop garden, mini market, restaurant, 24-hour laundry, etc. Walking distance to SK Selayang Jaya, Selayang Hospital, shops, mosque, banks, restaurants, Pasar Borong Selayang and Selayang Mall. Accessibility: MRR2 / KL-Rawang trunk road, Latar, Duke, Karak Highway.
Agent/negotiator: William Chin of Simon Realty (13381)
Tel: (012) 519 5055
Email: wei998@hotmail.com

KiPark Selayang

Type: Condominium/ serviced residence
Tenure: Leasehold
Asking price: RM438,000
Built-up area: 957 sq ft
Bedroom(s): 3

Bathroom(s): 2

Description: Fully renovated and furnished mid-floor unit in move-in condition. Pool view; balcony faces a forest. Located (near Selayang Heights) in a green, serene, enclave. One covered parking bay. Facilities: Gym, mini market, cafe, playground, swimming pool, 24-hour security, CCTV.
Accessibility: MRR2, Duke.
Amenities: Selayang Mall, Selayang Capital, Selayang Hospital, primary and secondary schools.
Agent/negotiator: Mike Oh of Chester Properties Sdn Bhd (REN 13032)
Tel: (012) 322 6995
Email: ohmike2014@gmail.com

Magna Ville

Type: Condominium/ serviced residence
Tenure: Leasehold
Asking price: RM328,000
Built-up area: 926 sq ft
Bedroom(s): 3
Bathroom(s): 2
Description: Basic mid-floor unit in good condition. Two parking bays. Condo is located near Hospital Selayang, Pasar Borong, UiTM, shops, banks, shopping malls, Batu Caves-Rawang Highway, primary school. Easy access to MRR2, Kepong and LDP.
Agent/negotiator: Suki Tan of Vivahomes Realty (REN 06909)
Tel: (013) 277 8668
Email: sukitan8668@gmail.com

Andari Townvilla

Type: Condominium/ serviced residence
Tenure: Leasehold
Asking price: RM480,000
Built-up area: 1,679 sq ft
Bedroom(s): 5
Bathroom(s): 3
Description: Fully renovated duplex unit with plaster ceiling, kitchen cabinet and wardrobe. In move-in condition. Comes with one car park bay. Near Jalan Ipoh, Selayang Hospital and UiTM. Easy access to Jalan Ipoh, Kepong, Rawang, MRR2, Batu Caves, Latar Highway and KL city.
Agent/negotiator: Jasemin Chia of Chester Properties Sdn Bhd (REN 11140)
Tel: (017) 323 3100
Email: jaseminchia@gmail.com

162 Residency

Type: Condominium/ serviced residence
Tenure: Leasehold
Asking price: RM350,000
Built-up area: 810 sq ft
Bedroom(s): 3
Bathroom(s): 2
Description: Well-kept unit in move-

in condition. Facilities: 24-hour security with CCTV, card access, multipurpose hall, shops, cafeteria, restaurants. Easy access to Jalan Ipoh, MRR2, Latar Highway and Rawang. Walking distance to UiTM and Hospital Selayang.
Amenities: Selayang Mall, Selayang Capitol, Pasar Borong Selayang, etc.
Agent/negotiator: Kim Loh of Total Realty Sdn Bhd (REN 16497)
Tel: (016) 294 2530
Email: kim3470@hotmail.com

Casa Venicia Apartment

Type: Condominium/ serviced residence
Tenure: Leasehold
Asking price: RM380,000
Built-up area: 1,040 sq ft
Bedroom(s): 3
Bathroom(s): 2
Description: Low-floor renovated unit. Casa Venicia Apartment is a small cluster of 5-storey walk-up apartments near a lake with a forest behind it.
Amenities: Schools (SMK Ideal Heights), Selayang Hospital, clinic (across the road), Selayang Mall, Tesco, NSK, Giant, Pasar Borong Selayang, UiTM medical campus, Kolej Komuniti Selayang.
Accessibility: MRR2, Duke, Jalan Kuching, LDP, Selayang-Kepong Highway, Sungai Buloh-Rawang Highway.
Agent/negotiator: Elaine Cheah of Vivahomes Realty (REN 06918)
Tel: (019) 288 2323
Email: cheahelaine@yahoo.com

Casa Mila

Type: Condominium/ serviced residence
Tenure: Leasehold
Asking price: RM295,000
Built-up area: 755 sq ft
Bedroom(s): 3
Bathroom(s): 2
Description: Low-floor unit in a walk-up apartment. Good condition, quiet environment, green surroundings.
Agent/negotiator: Adan Soh of Vivahomes Realty (REN 06916)
Tel: (013) 272 8668
Email: adansoh@gmail.com

FOR RENT [in Selayang, Selangor]**228 Selayang Condominium**

Type: Condominium/ serviced residence
Tenure: Leasehold
Asking rent: RM1,400
Built-up area: 965 sq ft
Bedroom(s): 3
Bathroom(s): 2
Description: Equipped with door grille, water heaters, built-in kitchen cabinet, hood, hob, built-in wardrobe (master bedroom) and two covered car park bays. Facilities: 3-tier security, infinity pool, jacuzzi, gym, multipurpose halls, playground, etc.
Agent/negotiator: Melvin Kong of DF Realty Sdn Bhd (REN 08443)
Tel: (012) 399 8332
Email: melvin_regahome@yahoo.com

Magna Ville

Type: Condominium/ serviced residence
Tenure: Leasehold
Asking rent: RM850
Built-up area: 1,001 sq ft
Bedroom(s): 2
Bathroom(s): 2
Description: High-floor corner unit with lighting, fans and grilles. Located on Jalan Ipoh. Accessibility: Selayang-Kepong Highway (leads to the North-South Highway, to Bandar Utama and Petaling Jaya); Jalan Ipoh (leads to Duke Highway, to Kuala Lumpur City Centre). Neighbouring suburbs: Kepong, Jinjang, Batu Caves and Gombak. Amenities: Selayang Mall, Selayang Hospital, Giant, Pasar Borong Selayang, SK Taman Prima, banks, etc. Very close to UiTM medical campus.
Agent/negotiator: Joyce Tiong of Oriental Realty (REN 10534)
Tel: (016) 220 0726
Email: tiongnh@yahoo.com

Magna Ville

Type: Condominium/ serviced residence
Tenure: Leasehold
Asking rent: RM1,200
Built-up area: 1,023 sq ft
Bedroom(s): 3
Bathroom(s): 2
Description: Unfurnished high-floor unit with one covered car park. Nice environment, convenient location. Facilities: BBQ area, swimming pools, badminton court, basketball court, 24-hour security, multi-purpose hall, playground. Close to KL City Centre, Kepong, Batu Caves, MRR2, Duke Highway, LDP. Amenities: Selayang Mall, Selayang Capitol, One Selayang, Mydin, Giant, Selayang Hospital, schools.
Agent/negotiator: Mike Oh of Chester Properties (REN 13032)
Tel: (012) 322 6995
Email: ohmike2014@gmail.com

Magna Ville

Type: Condominium/ serviced residence
Tenure: Leasehold
Asking rent: RM1,000
Built-up area: 1,023 sq ft
Bedroom(s): 3
Bathroom(s): 2
Description: Basic unit with one car park bay. Near hypermarket, Pasar Borong Selayang and schools (SRK Selayang Jaya, SRA Selayang Baru, SK Seri Murni, SRK Selayang Baru).
Agent/negotiator: Diong of Starcity Property Sdn Bhd (REN 13232)
Tel: (011) 2122 2213
Email: diongstarcity@gmail.com

162 Residency

Type: Condominium/ serviced residence
Tenure: Leasehold
Asking rent: RM1,000
Built-up area: 875 sq ft
Bedroom(s): 3
Bathroom(s): 2
Description: Basic unit with one car park bay.
Agent/negotiator: Ray Chong of Vivahomes Realty (REN 09704)
Tel: (012) 373 8309
Email: chongkf1986@hotmail.my

Casa Venicia Apartment

Type: Condominium/ serviced residence
Tenure: Leasehold
Asking rent: RM1,000
Built-up area: 1,040 sq ft
Bedroom(s): 3
Bathroom(s): 2
Description: Basic unit in a good environment. Ample parking space and easy access.
Agent/negotiator: Keith Wong of Vivahomes Realty (REN 14261)
Tel: (016) 200 2788
Email: cheongkit_wong@hotmail.com

One Selayang

Type: Condominium/ serviced residence
Tenure: Leasehold
Asking rent: RM850
Built-up area: 850 sq ft
Bedroom(s): 3
Bathroom(s): 2
Description: Basic unit
Agent/negotiator: Ray Chong of Vivahomes Realty (REN 09704)
Tel: (012) 373 8309
Email: chongkf1986@hotmail.my

Jemerlang Apartment

Type: Condominium/ serviced residence
Tenure: Leasehold
Asking price: RM800
Built-up area: 860 sq ft
Bedroom(s): 3
Bathroom(s): 2
Description: Basic unit with one car park bay.
Agent/negotiator: Ray Chong (REN 09704)
Tel: (012) 373 8309
Email: chongkf1986@hotmail.my



Chen spearheads Jalin Realty's global operations. Photo by Mohd Izwan Mohd Nazam

Multiculturalism makes good business sense

Ian Chen's relationship savvy takes Jalin Realty International into new markets

BY RACHEL CHEW

He hails from Kajang, Selangor, and manages a consultancy that specialises in marketing Australian property. Ian Chen is the founder, owner and group CEO of real estate marketing group, Jalin Realty International. He spearheads the entire group's global operations, which has offices in Australia, China, Indonesia, Malaysia and Singapore.

Chen made his move into real estate in 2007 after 15 years in stockbroking.

"My father had over 40 years of property project management and sales experience in the industry. He was a real estate agent as well and so he was very supportive of my decision to quit stockbroking although I had little experience in the property sector," says Chen, who studied commerce in Deakin University, Melbourne.

"The years I spent in stockbroking were fantastic. It benefited me a lot in terms of investment knowledge. I must say it was one of the best learning curves in my life," he says.

But meeting several volatile periods in the local stock market head-on took the wind out of his sails.

"I decided to move into something more stable, in my income and my life. I realised property gives a more consistent income and capital growth compared with the stock market, and more importantly, it won't give me heart attack moments," he jokes.

He had been drawn to stocks and shares because of the quick returns. "One day, I sat down and thought about where I was heading and realised stocks are good but not for the long run," he says.

The change in career didn't take too long, especially when he found that his property investment portfolio had outperformed his stock investments.

With the support of the family, Chen and his father set up a small agency in Sri Hartamas in Kuala Lumpur in 2007. "We named it Jalin Realty. We wanted to emphasise the

meaning of the Malay phrase 'menjalinkan perhubungan' meaning, cultivating relationships," he says. This, he adds, is what Jalin Realty is founded on.

Jalin Realty's six core values form the acronym, 'ethics': Excellence in performance, Teamwork, Honesty, Integrity and innovation, Commitment and loyalty, and Sincere relationships."

"I remember what my father told me when we first started the business. He said people will buy property or a developer will appoint you to market a project, based on trust, and that (trust) needs time and sincerity to build. The impact may be slow, but it is sure," Chen says.

"Our vision is to provide opportunities for people to enhance their life so they can improve their world. To do that, we aim to continually weave better relationships among employees and our business associates," he says.

"It is very important that all of our offices share the same goal and move towards one aim at the same pace," he adds. This would be a feat of coordination for Jalin Realty's more than 100 staff in its global offices.

Building a business from Down Under

Jalin Realty's initial focus was on the Malaysian property market but gradually shifted its gaze towards Australia. This began in just the company's second year of business, when a very supportive property developer asked Chen for assistance with its Singapore marketing campaign.

"The developer opened the door for us to [grow beyond] Malaysia, and with the support of other developers who trusted us, we gradually expanded to Singapore, Indonesia, Brunei, China and Australia," says Chen, who is an Australian permanent resident and lives Down Under with his family.

In tandem with its growth, Jalin Realty could also diversify its portfolio services, which currently extends to international property marketing, project marketing, residential sales, property rental and leasing, commercial and industrial sales, auction sales and property development.

"We provide end-to-end services for our customer, from consultations on project design to the planning of a marketing campaign, to leasing out a home. We have even developed a mobile application to help property owners keep track of their rental investments," he says.

What explains Australia as the ideal base of expansion for Jalin Realty?

"The property market in Australia is often well received on the back of its stability, transparency and safety. We saw a lot of foreign buyers coming in. Previously there were many buyers from Southeast Asia, such as Malaysia, Singapore and Hong Kong. Now we see more from China because they want something more stable," Chen notes.

As for Malaysian property, he says now is the best time to invest because of the ringgit's depreciation and the upside for the property market.

"I love Malaysian properties especially those in Iskandar and KLCC. As an agency firm that started from Malaysia, I would like to bring more foreigners to look at Malaysian property. I would also like to introduce our technology and marketing strategies that we use overseas to Malaysia developers," Chen says.

Discovering America, and more

Jalin Realty is growing its revenue at 5% to 10% annually. Chen plans to surf this wave to reach other parts of the world.

"Our next target markets are the UK and America. We are starting there on a small

scale," he reveals, adding that it brings the company one step closer to its aim of being a public-listed company in five years time.

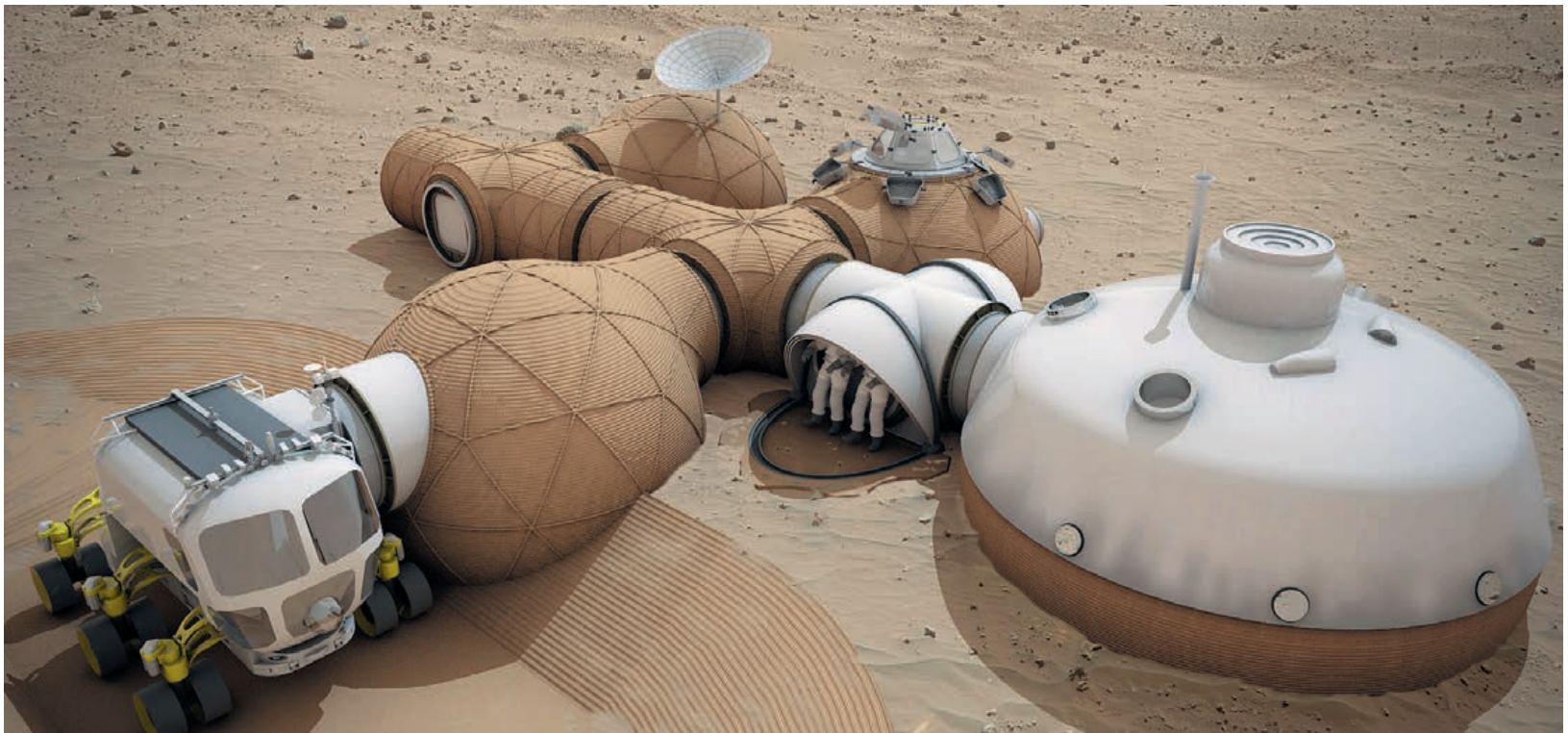
"I do not know where we should list yet. Of course, Malaysia is one of the best choices. It is my homeland that made me the person I am today," he says.

Being Malaysian and multilingual has made Chen adaptable to different cultures, and more clearly see the rest of the world for what it is. Chen switches between Mandarin, Malay and English with ease.

"Speaking three languages helped me a lot, especially in breaking barriers such as when I started my business in China, Indonesia and Australia. My language skills made my work easier," he says. Being multilingual also helps Chen communicate with his staff in the com-



Chen says the company aims to be a public-listed company in five years. Photo by Mohd Izwan Mohd Nazam



LavaHive's unique 'lava-cast' design won it third place. Photo by Liquifer Systems

Property on Mars? Give it time

Nasa 3D-Printing Habitat Challenge goes extra-terrestrial

BY EWE SHUFEI

Mars is in the news. Scientists say there could be water on its surface, raising hopes of finding life outside earth, and there's a movie about the red planet starring Matt Damon, which is always a sign that something is in the zeitgeist.

It was only natural that the US National Aeronautics and Space Administration (Nasa) would jump in on the action with its 3D-Printing Habitat Challenge for habitation on Mars, part of the Centennial Challenges Program. Teams were judged on many factors, including architectural concept, design approach, habitability, innovation, functionality, Mars site selection and 3-D print constructability.

The 3-D Printed Habitat Challenge sought to foster the development of new 3D-printing techniques technologies necessary to manufacture a habitat additively, using indigenous materials with or without recyclable materials, in space and on Earth, with space for four crew members. Additive manufacturing involves the overlaying of ultra-thin layers of material on top of one another to build a component, a.k.a 3-D printing.

The competition opened for registration in May. Out of 165 submissions, 30 designs were selected on Sept 10, and the top three were short-listed on Sept 27, winning their teams US\$25,000, US\$15,000, US\$10,000 each. Subsidiary awards were given for best architecture, best technical proposal and several honourable mentions.

"The creativity and depth of the designs we've seen have impressed us," Centennial Challenges Program Manager Monsi Roman remarked in a press release. "These teams were not only imaginative and artistic with their entries, but they also really took into account the life-dependent functionality that our future space explorers will need in an off-Earth habitat."

The winners

In first place was ICE HOUSE, a joint effort by Team Space Exploration Architecture (SEArch) and Clouds Architecture Office (Clouds AO). It is a structure which draws on water and the low temperatures in the northern latitudes of Mars to form a pressurised radiation shell of ice that protects a lander habitat and the gardens inside.

"The team stood out as one of the few entries that did not bury the habitat beneath regolith (loose soil and rocks found on Mars'

surface)," said SEArch and Clouds AO in a statement. "It rather mined the subsurface ice to create a thin vertical ice shell to protect its interior from radiation."

As the design was heavily based on 3D ice prototyping, the team redefined traditional methods of 3D printing by relying on the physics of phase transition between solid and vapour states.

Team GAMMA won second place and the People's Choice award. "We are delighted that our design was the only entry that bagged two awards," says Xavier De Kestelier, Partner at Foster + Partners.

Through a semi-autonomous multi-robot regolith additive manufacturing (RAM) system, the design shields a modular inflatable core which is based on distributed functionality. It comprises three inflatable dodecahedral (12-sided) modules with a flexible, interchangeable internal habitat design, thus allowing for unknown outcomes in a frontier environment during a mission.

"Designing for extra-terrestrial environments provides an exciting platform for experimentation that is at the frontline of innovative technology," De Kestelier says.

The design of the habitat envisions a robust 3D-printed dwelling using the regolith found, as well as usually discarded pieces

of the spaceship, with a detailed proposal considering aspects such as deployment, to constructional operations with specialised robots. Its compactness integrates both private and communal spaces to create a positive living environment.

Third place went to team LavaHive, a design which consists of a 'lava-casting' construction technique and recycled spacecraft materials. The primary habitat roof stems from the back shell of the Entry, Descent and Landing (EDL) system while two rovers will combine both sintering and 'lava-casting' to construct connecting corridors and sub-habitats around a main inflatable area.

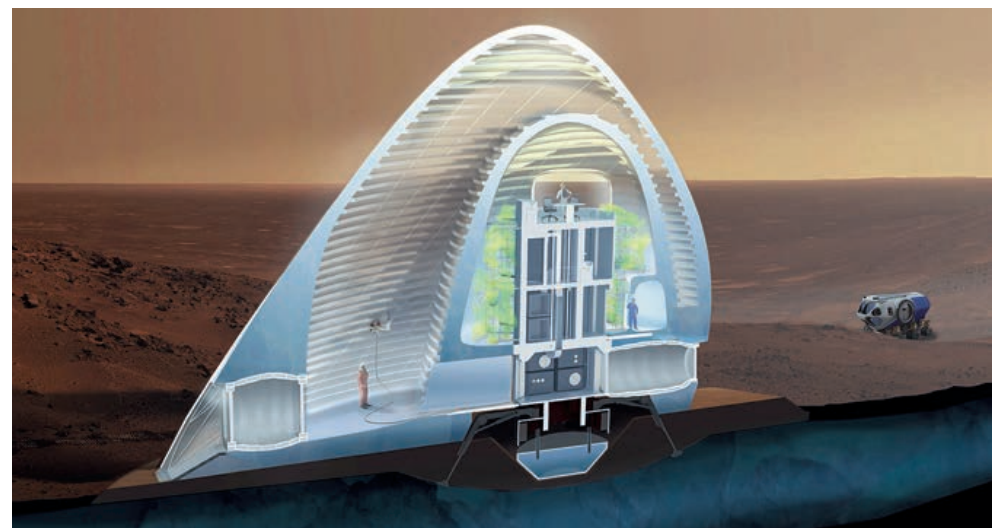
According to LavaHive, the 'lava-casting' approach is superior to thermally induced sintering in terms of structural strength, permeability and material density.

"Our approach represents a unique application of the additive manufacturing methodology, using available in-situ resources and spacecraft components, creating a realistic and achievable approach to a 3D printed Mars habitat," said the team in a statement.

All of which may sound out of this world for the ordinary person but a new market frontier awaits the intrepid property agent.



Team GAMMA's double-award-winning design. Photo by Foster + Partners



Mars Ice House cross section. Photo by SEArch and Clouds AO



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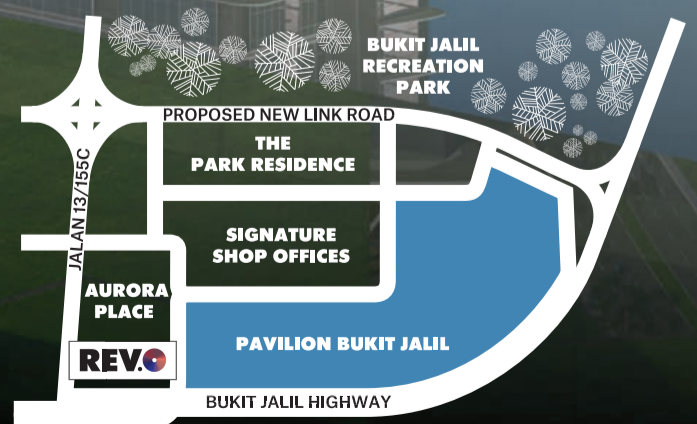
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London trending: artisanal & bespoke

Lavish ideas from the London Design Festival (Part 1)

BY RAYMOND LEE



During a recent sojourn to London, design capital of the world, I had the chance to visit several interior design trade shows held in conjunction with the London Design Festival. Among them were Decorex International 2015, Focus/15 and 100% Design. At Decorex, what stood out were some of the handmade, bespoke furnishings and décor by individual designers or sourced from artisans. Let me share some of these beautiful designs with you in this first of a three-part series of my London trendspotting visit.

Look out for more design trends from London in Part 2 coming soon!

Raymond Lee is an interior designer and founder of Xceptional Interiors. He can be contacted at raymond@xceptional-interiors.com or check out www.xceptional-interiors.com

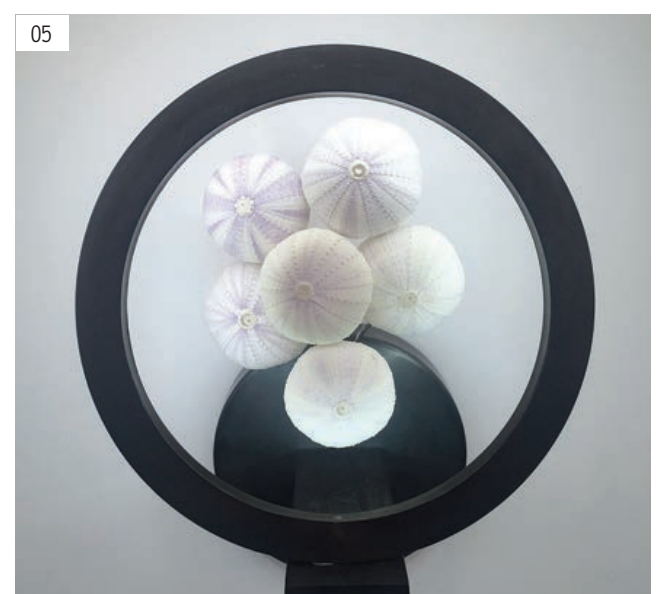
ARTISANAL

Designers such as Dylan O'Shea of A Rum Fellow created statement pieces for the home in vibrant, intricate and ethical artisan textiles handwoven in South America. Combining the work of Mayan master weavers with the finest English furniture makers, they were able to produce an extremely charming and contemporary collection.

Award-winning sculptor extraordinaire David Harber from Oxfordshire also showcased some of his creations at Decorex. He creates some of the most innovative, contemporary artworks for both interior and exterior settings. Fascinated by the use of shadows, Harber incorporates light, water and reflections to create elements of surprise and a sense of the magical in his works. Since 1992, his custom-built sundials, garden sculptures and water features have graced the homes and gardens of many around the world. In fact, there are several pieces heading to Singapore, for a private client.

I was equally mesmerised by the pieces I spotted at Tom Faulkner's booth particularly noticing the clever ways he uses metal in his creations. Custom-made in Wiltshire, each piece is meticulously designed, made and finished according to a client's specification. Glass, marble, stone, wood and mirrors with both standard and specialist metal finishes are offered in an excellent range.

The collection of gorgeous handmade wall lights in bronze incorporating nautilus shells, sea urchins and a variety of other sea shells by Craig Jenkins Designs also caught my eye. With LED bulbs, these light fixtures not only look drop dead beautiful but are great for the eco-conscious consumer. Designed in the UK but all handmade in Italy, the finishing on these lights is superb.





BESPOKE

Speaking of lights, another vendor from Italy handmade some of the most elegant light fixtures I have seen on this trip. The Il Pezzo 3 Chandelier collection is inspired by Arabic calligraphic art and the icon of the classic candelabrum. Hand-forged in brass with elegant 'candles' crafted from hand-blown crystal, these lights are illuminated by ultra modern LEDs, creating sophisticated and romantic illuminations. Il Pezzo Mancante (IPM), based in Florence, designs and manufactures furniture and lighting and can be commissioned to create one-off pieces to a brief.

Bespoke rugs are also extremely popular now, with many manufacturers collaborating with designers to create one-off handcrafted pieces from exotic places such as Nepal and India. Over at Reviere, you may have pieces made in a variety of natural yarns, such as Tibetan wool and pure Chinese silk. Size, shape, texture and scale can all be specified with their library of nearly 2,000 colours!

I also had the privilege of observing how the master artist at De Gournay of Old Church Street, London, painstakingly breathed life into their elegant wallpapers. The result was just sublime! De Gournay specialises in creating exquisite hand-painted wallpapers, fabrics, porcelain and hand-carved furniture. Using the finest quality silks, papers and materials, their highly skilled artists meticulously create every design in-house. Each has unlimited bespoke capabilities to fulfil every designers dream of a perfect interior.

- 01. Pieces from David Harber's Heaven & Earth collection, including 'The Mantle' — a bronze sphere 100cm in diameter.
- 02. Elegant statement pieces by Tom Faulkner. 'Paris' dining table with walnut top and hand-polished copper legs.
- 03. Chinese-inspired, hand-painted ceramics by De Gournay.
- 04 & 05 Craig Jenkins Designs lights combine the beauty of nature and human artistry.
- 06. Artist applying his strokes to wallpaper at De Gournay's booth.
- 07. Handwoven textiles have been used to make these stunning cushions at A Rum Fellow.
- 08. The extremely elegant chandelier collection by IPM of Florence, Italy.
- 09. Luxury underfoot: handmade bespoke rugs by Reviere.
- 10. Designer Dylan O'Shea of A Rum Fellow amid his well-crafted textiles and furnishings.

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