

FRIDAY NOVEMBER 27, 2015  
ISSUE 2055/2015

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Oasia Suites  
Kuala Lumpur  
to debut in 1Q2016



EP15 DEALMAKERS

Who's the boss?



EP20 HOME IDEAS

London trending:  
vintage-inspired  
& whimsy!

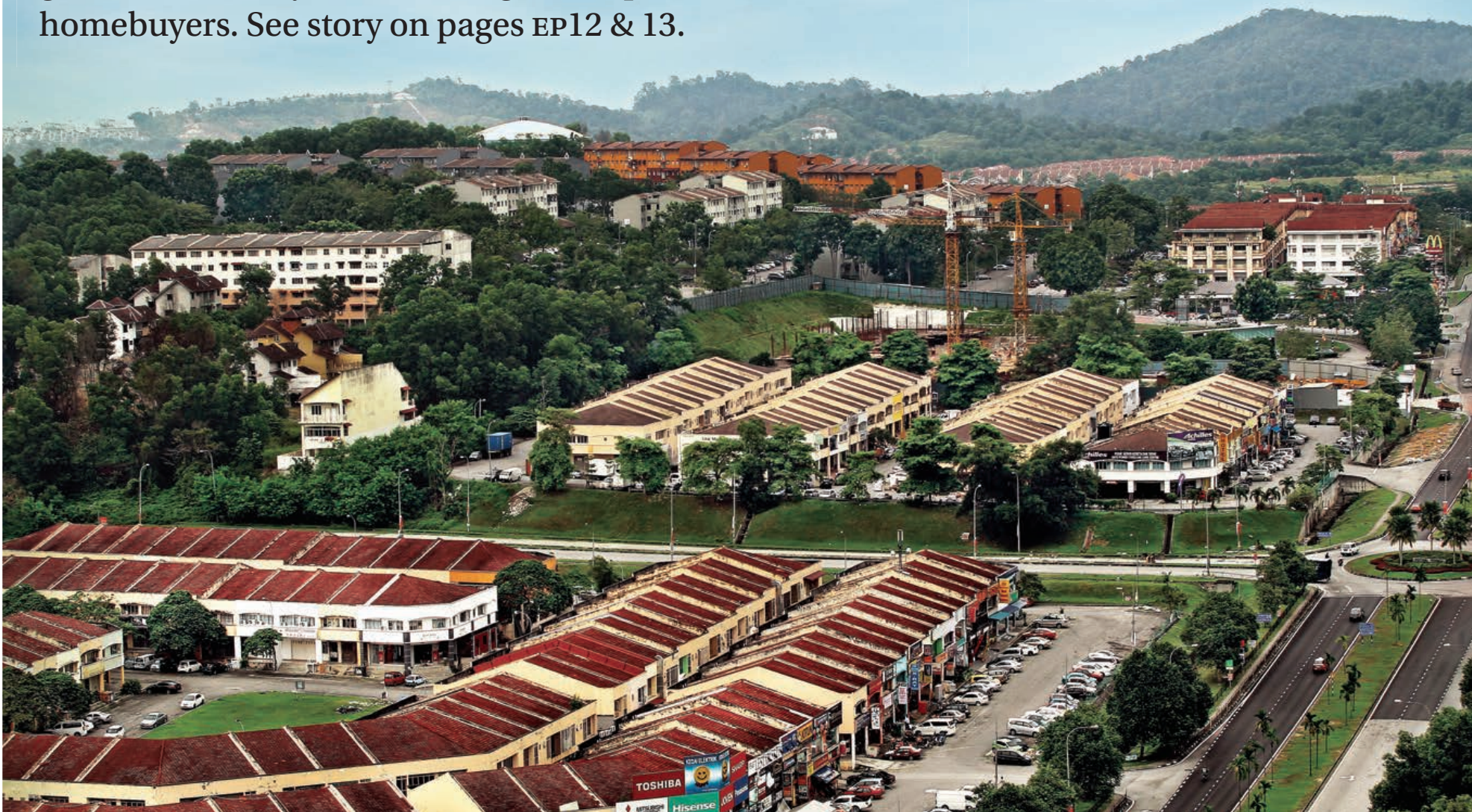


EP22 GARDEN

Datuk N K Tong tosses  
his salads sky-high

# Klang Valley's rising southern region

The growth of Puchong South has been spurred by the expansion of Puchong and the development of Putrajaya and Cyberjaya. Its relative affordability, ready amenities and good accessibility are attracting developers and first-time homebuyers. See story on pages EP12 & 13.





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**Do you think properties in Iskandar are worth buying now?**



**Property developers and their take on the Johor property market**

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## NEWS ROUNDUP

### Ewein to announce second Penang project

Ewein Bhd is set to announce its second Penang project after City of Dreams. The group expects to make an announcement by year end in relation to its second property development project in Penang, which is expected to have a higher gross development value (GDV) than City of Dreams, which has a GDV of RM800 million. Datuk Ewe Swee Kheng, group managing director and deputy chairman of Ewein had earlier said Ewein is on track to achieve a full-year pre-tax profit of RM20 million from its maiden property project, City of Dreams, for the current financial year ending Dec 31, 2015 (FY2015), after the group reported a third-quarter profit surge.

For the third quarter ended Sept 30, 2015 (3QFY15), Ewein's net profit jumped to RM6.42 million from RM389,000 a year ago, mainly due to the contribution from the group's property development business. "Our target (RM20 million) for this year is achievable based on our 3QFY15 results," he said.

"Our expectation to achieve RM50 million [in pre-tax profit] per year between FY16 and FY19 is also well on track," he added. Ewein, which is also involved in sheet metal fabrication, will derive most of its profit from property development going forward.

### Tiger Synergy to launch Alam Impian in Shah Alam in early 2016

Tiger Synergy Bhd, which slipped into the red in its financial year ended June 30, 2015 (FY2015) from administration costs and pending new projects, will launch three new projects with a combined GDV of RM500 million next year, to turn itself around. Tiger Synergy managing director Shirley Tan Lee Chin said the group aims to generate a gross profit of

RM100 million in FY16 from a net loss of RM2.05 million in FY2015.

She said it will kick off its turnaround plan with its Alam Impian project in Shah Alam, Selangor, early next year. Alam Impian has a GDV of RM300 million and will have 132 semi-detached houses. Tan said earthworks have commenced on the project.

Apart from Alam Impian, Tiger Synergy will be launching two condominium projects, in Gombak and Cheras, with a GDV of RM100 million each. "We aim to launch the two projects by the second quarter of 2016," said Tan.

### Ibrahim International Business District in Johor launched



The Sultan of Johor, Sultan Ibrahim Sultan Iskandar, launched the Ibrahim International Business District (IIBD) at the Persada Johor International Convention Centre on Nov 22, in conjunction with his 57th birthday celebrations.

The 250-acre IIBD is a transformation plan developed by Johor Corporation (JCorp) to turn Johor Bahru into a "metropolis of international standard". JCorp is the state investment corporation of the Johor government.

Also launched at the event was the mixed-use development, Coronation Square, the first project in IIBD, which has a GDV of RM3 billion. It is scheduled for completion in nine to 10 years.

According to JCorp president and CEO, Datuk Kamaruzzaman Abu Kassim, IIBD has an estimated GDV

of between RM20 billion and RM25 billion. The area covered by IIBD is bordered by Jalan Ayer Molek, Jalan Tun Sri Lanang, Jalan Tun Abdul Razak and Jalan Sultan Ibrahim.

Coronation Square sits on a 6.3 acre site and will comprise six towers, a hotel, a hotel with residences, an office, medical suites, and two serviced apartment towers with a mall.

Developed by Coronade Properties Sdn Bhd, its managing director, Datuk Patrick Lim said the first serviced apartment block of 400 units will be put up for sale in mid-2016. The average size of the units is 600 sq ft.

### Penang to call for proposals on urban regeneration projects

The Penang state Urban Regeneration Committee will hold its first meeting at the Penang Development Corporation on Dec 7, said its chairman Jagdeep Singh Deo, reports *The Malaysian Insider*.

The committee will look into regenerating decades-old public housing schemes in Penang at Rifle Range, Taman Free School, Taman Tun Sardon and Mak Mandin.

"As the units at the flats have owners, we have to study the legality of what we are trying to do. We have to iron out all kinks. Then, we have to educate the people and raise awareness. We have to help them understand and see what is in store for them in this initiative," he said.

The regeneration plan includes replacing old, low-rise blocks of flats, which are becoming costly to maintain, with new, taller and better-equipped flats.

Jagdeep said the state would make a request for proposals to obtain the best deals to redevelop and rejuvenate the old neighbourhoods. He conceded that a genuine urban regeneration project that benefits a large section of the public would be challenging to implement, but

Penang would be the first state to attempt such an initiative.

### Empire City Damansara Mall to open Sept 2016



The Empire City Damansara development in Petaling Jaya, which held the "Party of the Century" in January with celebrities like Paris Hilton and K-pop group 2 AM, has postponed the opening of the mall to September 2016, reports *The Edge Financial Daily*.

Empire City Damansara, an integrated lifestyle commercial development, was initially expected to open its retail component in November or December this year. It is understood that the opening of the mall, which has two million sq ft in net lettable area (NLA) was moved to May 2016, and eventually to September 2016, said a retailer.

An officer at the mall's leasing department confirmed the same, and said the delay was because some international tenants had requested for additional time to source goods from their suppliers.

Empire City Damansara Mall is located along the Lebuhraya Damansara Puchong, opposite Mutiara Damansara, on a 23-acre site. The mall's anchor tenant, Parkson, will take up some 100,000 sq ft of retail space.

According to its developer Mammoth Empire's website, the mall will also have an Olympic-size ice skating rink, 4DX cinema and 'luxury courtyard'. Apart from retail and office components, the development will have a Marriott hotel and an Autograph Boutique Hotel.

## 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).

### Launch of Park Avenue and Canning Rise (Perth)

**Date:** Nov 28 and 29 (Sat and Sun)  
**Venue:** 4th floor, JW Marriott Hotel, 183, Jalan Bukit Bintang, KL  
**Time:** 10am to 7pm  
**Contact:** 012 383 9275

Organised by CBD Properties, the event includes two seminars at 11am and 4pm with talks by CBD project manager Robert Paulose on 'Using Creative Investment Strategies', principal of Allied Financial Group's Neil Migliorisi on how to secure an Australian home loan, and CBD head of project marketing Timothy Low's 'Insight into the Perth Property Market'.

### UK residential property roadshow

**Date:** Nov 28 and 29 (Sat and Sun)  
**Venue:** Iris and Hibiscus Room, One World Hotel, PJ, and Starhill 4, JW Marriott Hotel, KL  
**Time:** 10am to 7pm  
**Contact:** 016 228 9150 / 016 228 8691

Organised by Cornerstone International Properties, this

features a series of residential properties in London, Manchester and Liverpool, from studio units to 3-bedroom apartments.

### Launch of Violet at Citra Hill 2



**Date:** Nov 29 (Sun)  
**Venue:** Sales gallery at No 1 & 2, Jalan Perdana College Heights 2, Perdana College Heights, Mantin, Negeri Sembilan  
**Time:** 10am to 4pm  
**Contact:** 012 670 0350 / 634 or 06 758 1988  
Seri Pajam Development Sdn Bhd will launch its Violet freehold double-storey terraced houses in Citra Hill 2, Nilai, with a lot size of 20' x 70' and a built-up area of 2,608 sq ft. The 4-bedroom,

4-bathroom homes are priced from RM498,000 onwards and come with extended balcony, car porch and backyard. There will be a show unit for viewing, a garden barbecue party, live band and other activities. There will also be an 'extra bonanza' of up to RM50,000.

### Property talk at Shah Alam 2

**Date:** Nov 29 (Sun)  
**Venue:** Shah Alam 2 Sales Gallery, Persiaran Puncak Alam 6, 42300 Bandar Puncak Alam, Selangor  
**Time:** 10am to 12pm  
**Contact:** 03 3393 3103  
Property blogger of PropertyWaltz.com and real estate negotiator Rohaniah Noor will give a talk titled 'Property is too expensive now? Says who?' at the event organised by IJM Land Bhd.

### DIY soap-making workshop by IOI

**Date:** Nov 28 (Sat)  
**Venue:** IOI Galleria, Bandar Puteri Bangi, Bangi  
**Time:** 12pm to 5pm  
**Contact:** 03 8912 3333

Learn how to make your own natural soap with your fragrance of choice at this workshop organised by IOI Properties Bhd. There will be two sessions: 12pm to 2pm and 3pm to 5pm. Call to RSVP.

### Open house at Denai Alam, Shah Alam



**Date:** Nov 28 and 29 (Sat and Sun)  
**Venue:** 45, Jalan Elektron U16/58f, Denai Alam, Shah Alam, Selangor  
**Time:** 2pm to 5pm  
**Contact:** Karen Leong at 012 278 9972, [kleong@reapfield.com](mailto:kleong@reapfield.com)  
Features a double-storey terraced house on a corner lot with a land area of 3,600 sq ft. The freehold 5-bedroom, 4-bathroom unit is five minutes from the community lake. The asking price is RM1.55 million.





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**WHERE  
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FLOURISHES,**



**WHERE  
BUSINESS  
PROSPERS,**



**AND WHERE  
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Spanning 19.4 acres, this much-anticipated multi-billion ringgit innovative development by the consortium of UDA, EcoWorld & EPF is poised to redefine the ecosystem of urban living.

## WITH THE BIRTH OF BBCC, THE MOST VIBRANT TRIANGLE IN THE CITY IS SET TO BECOME EVEN MORE GOLDEN



Retail Mall Entrance



Vast Rooftop Garden



Transportation Network

### STELLAR LOCATION

Fronting the busiest stretches of Jalan Hang Tuah and Jalan Pudu, BBCC will rejuvenate this site to propel Bukit Bintang into a new chapter of urban progress. With its old prison gate preserved as an emblem of its past, BBCC is juxtaposed as a bold vision of regeneration.

Flanked by seamless connectivity and mature commercial districts, BBCC is easily accessible to financial centres, diplomatic missions, top-notch healthcare facilities, hotels and shopping malls.

### SEAMLESS CONNECTIVITY

Surrounded by a web of transportation networks, BBCC is served by major vehicular corridors and will incorporate a new city transit hub directly connected to the existing monorail and LRT at the Hang Tuah stations as well as linking to the proposed Merdeka MRT station.

It is strategically close to the SMART tunnel (Jalan Sultan Ismail exit) and has immediate access to four major highways – the Middle Ring Road 2 (MRR2), Maju Expressway (MEX), Federal Highway and KL-Seremban Highway. This interconnectivity links BBCC to all parts of Kuala Lumpur and beyond.



Central Transit Hub





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- 3 Signature Tower
- 4 Strata Offices
- 5 Hotel
- 6 Residences
- 7 Parks & Gardens



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## RETAIL MALL – WHERE STYLE AMAZES

A one million sq. ft. retail mall will provide all the needs of modern shopping with specialty and eclectic brands complementing exciting al-fresco eateries. A mix of local and international retailers will elevate this shopping experience to a new level.

Take your pick from flagship stores of popular names, high street brands and exclusive boutiques to physical stores of the online marketplace.

## ENTERTAINMENT HUB – WHERE RHYTHM ELECTRIFIES

BBCC will pulsate with music, lights and excitement in an electrifying music hall managed by an internationally renowned entertainment powerhouse. Unwind at the plush Cineplex or stroll through the Malaysia Grand Bazaar showcasing home-grown talents that create genuine heritage crafts and fresh contemporary works.

## SIGNATURE TOWER – WHERE THE FUTURE SOARS

An iconic 80-storey Signature Tower will add grandeur to the skyline of the city. With prime Grade-A offices designed to meet green standards, there is also a 5-star hotel with stellar hospitality features and serviced apartments overlooking spectacular views of the city.

## STRATA OFFICES – WHERE BUSINESS PROSPERS

The Strata Office Tower serves small office needs by offering 350 units of 715 to 1,423 sq. ft. offices and grade-A amenities that includes a grand office lobby, comprehensive shared meeting facilities and a vast rooftop garden, making it the benchmark for efficient small corporate spaces in the city.

## HOTEL – WHERE HOSPITALITY HEIGHTENS

Enjoy the luxury of BBCC's 4-star hotel that pampers guests with memorable experiences even for the most discerning traveller.

## RESIDENCES – WHERE COMMUNITY FLOURISHES

Six luxury residential towers will each have its own deck overlooking the entire green park on the retail podium. This grand vision paired with top-notch security and a separate dedicated entrance will make it one of the most sought-after inner-city addresses.

## PARKS AND GARDENS – WHERE FRESHNESS SURROUNDS

BBCC is taking the lead in restoring nature into urban inner city developments. Green lungs are threaded into BBCC's design to enhance biodiversity and environmental sustainability. The green planes in BBCC covers an impressive expanse of 70% of the overall land area.



**BUKIT BINTANG CITY CENTRE**  
LOCATION MAP

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55100 Kuala Lumpur  
T : 03-2145 2255

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# Oasia Suites Kuala Lumpur to debut in 1Q2016

Singapore hotelier's first foray abroad is Malaysia

BY EWE SHUFEI

KUALA LUMPUR: Far East Hospitality Holdings Pte Ltd, Singapore's largest operator of hotels and serviced residences, has unveiled its plans to expand the Oasia brand with Malaysia a key plank of its strategy.

It plans to open three hotels and a serviced residence in Malaysia and Singapore next year, adding over 700 rooms to its growing portfolio. Far East Hospitality is the hospitality management arm of the Singapore-listed Far East Orchard Ltd.

The Oasia brand targets mid-tier travellers, and the company says Malaysia's 25.7 million annual tourist arrivals is prospective for Oasia's first foray outside of Singapore. The plan also takes into account the performance of midscale and economy hotels in the earlier half of 2015, which outpaced

their luxury counterparts, as reported by property services firm CBRE.

CEO of Far East Hospitality Arthur Kiong announced the plans at the 2015 ITB Asia Conference at Marina Bay Sands earlier this week, noting that "the region continues to mature and attract a strong stream of international arrivals". He added that the Oasia brand will be brought to "key gateway cities in the region, kicking off with Kuala Lumpur in the first quarter of 2016".

Citing the Asean Pulse report by the French-based research firm Ipsos which notes the "rising focus on health and well-being globally and in the region" Oasia has been providing guests a suite of wellness offerings, something which both business and leisure travellers have received well and identify the brand with.

The 247-apartment Oasia Suites Kuala



Oasia Suites Kuala Lumpur's 1-bedroom unit. Photo by Far East Hospitality

Lumpur is scheduled to open in the first quarter of 2016 (1Q2016). Situated adjacent to Bukit Nanas, the city's only surviving patch of tropical rainforest, Oasia Suites Kuala Lumpur will offer guests a retreat within the city and views of the greenery next door. Oasia Suites will be followed by two more properties in Singapore.

Oasia Hotel Downtown opens in 2Q2016 on 100, Peck Seah Street, a short distance from the central business district of Tanjong Pagar. It will house over 300 rooms and have

a façade enveloped by a vertical garden. In 4Q2015, Oasia Residence will open in the island state's West Coast region. Integrated into the Seahill residential development, it will house 140 units of full-service apartments and facilities.

Far East Hospitality owns more than 10 hotels and manages and operates a combined portfolio of more than 13,000 rooms across close to 90 hotels and serviced residences in Australia, Denmark, Germany, Hungary, Malaysia, New Zealand and Singapore.

## Johor's affordable housing loan scheme starts January

JOHOR BAHRU: The state government's loan scheme for low-income earners to buy affordable homes in Johor will be available in January.

State housing and local government committee chairman Datuk Abdul Latif Bandi said the scheme was jointly drawn up with Ambank Islamic Bhd.

"This scheme helps the target group obtain their housing loans, which are difficult to be approved by other commercial banks.

"Ambank Islamic will provide funds totalling RM300 million to ensure that the target group obtain financing for their homes," he said at the state legislative assembly sitting in Nusajaya on Tuesday.

Latif was replying to questions from Puan Sri Azizah Zakaria (BN-Parit Raja), Datuk Dr Adham Baba (Pasir Raja) and Datuk Syed Sis Syed A Rahman (Tanjung Surat) on the difficulty in home financing of affordable housing applicants despite having been certified by the state government.

The scheme was announced by Menteri Besar Datuk Seri Mohamed Khaled Nordin when he was tabling the 2016 Johor Budget recently.

The scheme will assist those eligible to obtain financing for an affordable home, particularly Package A type units priced at RM42,000, and Package B at RM80,000. — *Bernama*



Artist impression of the REV.O office suites. Photo by MBM Land

## REV.O office suites 95% taken up after launch

BY EWE SHUFEI

KUALA LUMPUR: REV.O office suites in Bukit Jalil has achieved a 95% take-up rate since its launch on Oct 31.

The project is jointly developed by Ho Hup Construction Company Bhd subsidiary, Bukit Jalil Development Sdn Bhd, and MBM Land Bhd subsidiary, Gemilang Eramaju.

Gemilang Eramaju is a niche lifestyle developer and have developed projects such as The Signature at Desa Sri Hartamas and Menara MBMR at Mid Valley City.

"The enthusiastic response was largely due to REV.O's very strategic micro location, lifestyle-focused concept and competitive pricing," said Gemilang Eramaju Sdn Bhd's director Jeffrey Kam said in a recent press statement.

REV.O consists of 421 freehold office suites

ranging between 318 and 597 sq ft with prices starting at RM323,185. The maintenance fee is 35 sen per sq ft.

Each unit comes with air-conditioning and laminated timber flooring, while the development offers an array of facilities such as an infinity pool and lifestyle fitness centre.

REV.O is part of the 10-acre Aurora Place development next to Pavilion Bukit Jalil which is being developed by Malton Bhd. It has a gross development value of RM170 million.

The 2,100 parking bays in Aurora Place will be shared with office units in Aurora Sovo. Aurora Place is accessible via the Awan Besar and Bukit Jalil LRT stations as well as five major highways. Nearby amenities include the Bukit Jalil Recreation Park, Calvary Convention Centre and Bukit Jalil Golf and Country Resort.

SALE BY EXPRESSION OF INTEREST

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- A Synergetic Complex in  
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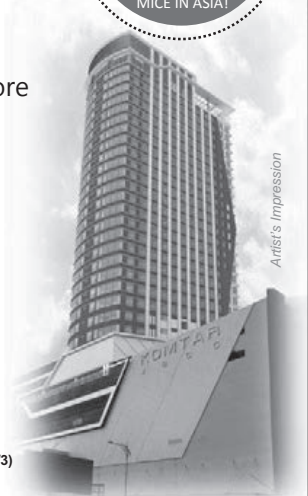
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**Datuk  
N K Tong  
tosses his  
salads  
sky-high  
Page 22**



# Voted The Best Landed Development

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A big thank you goes out to each and every one who voted for Sierra 6 in the recent iProperty People's Choice Awards. Sierra 6, 2 & 3-storey superlinks offer you a distinctive lifestyle within the lush township of 16 Sierra in Puchong South.



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- Solar hot water system
- Guardhouse equipped with CCTV & card access system
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- Amigo private clubhouse
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- Upcoming Maju Expressway Interchange at Seri Kembangan



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SIERRA 6 (PHASE 1) • Type of Property : 3-Storey Terrace House • Developer License No. & Advertising Sales and Permit : 11100-7/06-2016/0547 • Validity Period: 06/06/2014 - 05/06/2016 • Authority Approving Building Plan: Majlis Perbandaran Sepang • Building Plan No.: MPSPG.9/D/429/11 • Expected Date of Completion: December 2016 • Land Tenure: Leasehold 99 Years (Expiring On: 16/05/2109) • Land Encumbrances: Nil • Total units: 113 • Price: RM1,612,800 (Min) – RM2,657,800 (Max) • 7% Discount For Bumiputera • SIERRA 6 (PHASE 2) • Type of Property : 2-Storey Superlink • Developer License No. & Advertising Sales and Permit : 11100-10/05-2017/0424 • Validity Period: 19.05.2015- 18.05.2017 • Authority Approving Building Plan: Majlis Perbandaran Sepang • Building Plan No.: MPSPG.9/D/429/11 • Expected Date of Completion: August 2018 • Land Tenure: Leasehold 99 Years (Expiring On: 16.05.2109) • Land Encumbrances: Nil • Total units: 104 • Price: RM1,225,800 (Min) – RM2,254,800 (Max) • 7% Discount For Bumiputera • Restriction of Interest: Tanah ini tak boleh dipindah milik, dipajak atau digadai melainkan dengan kebenaran Pihak Berkuasa Negeri. • All information contained herein including the measurements and illustrations are subject to amendments without notifications as may be required by the authorities or the developer's consultants and are not intended to form and cannot form part of an offer or contract. All measurements are approximate. All illustrations are artist's impression only.



# Casablanca Residence near Kota Kinabalu 70% taken up

Kinsabina Sdn Bhd's latest project is located off Jalan Kelombong

BY CHAI YEE HOONG

KUALA LUMPUR: Casablanca Residence @ Off Jalan Kelombong in Kota Kinabalu, the latest residential development project by Sabah-based developer Kinsabina Sdn Bhd, has achieved a 70% take-up rate since its launch last Saturday.

The RM92 million project comprises 57 units of 2-storey terraced houses, 35 units of 3-storey terraced houses, and two units of semi-detached townhouses.

"Casablanca Residence is the first gated residential development with two and 3-storey terraced houses with clubhouse facilities in Sabah," Kinsabina group CEO Datuk Francis Goh tells *The Edge Property*.

Prices start at RM788,800 for the 2-storey terraced houses, and go up to RM1.5 million for the semi-detached townhouses. According to Goh, the project had received bookings for 50% of its units prior to the launch last weekend.

"The response was good purely due to the reasonable pricing as well as the clubhouse facilities provided," he says.

An intermediate 2-storey terraced house comes with a floor area of 2,237 sq ft and 3+1 bedrooms, while an intermediate unit of the 3-storey terraced house has 4+1 bedrooms and a floor area of 2,765 sq ft; the corner unit has a floor area of 2,804 sq ft. The 3-storey semi-detached townhouse has 4+1 bedrooms and a floor area of 3,974 sq ft.



An artist's impression of the 2-storey terraced houses at Casablanca Residence

Facilities at the development include basketball and badminton courts, swimming pool and children's pool, playground, clubhouse, a drop-off area, an open lobby, multi-purpose hall, shop and café, sauna, pool and yoga decks, gazebo, library and gym.

There will be a service fee of RM250 and sinking fund of RM50 per month for each unit.

Construction will start in January next year and is scheduled to be completed in 30 months.

The development is situated in the residential hub of Kelombong, about 8km from Kota Kinabalu city centre. It is 2km to Bukit Padang, more widely known as the popular Tun Fuad Stephens Park, and five minutes' drive to Inanam.



Goh: The response was good purely due to the reasonable pricing as well as the clubhouse facilities provided. Photo by Shahrin Yahya/ The Edge Property

Goh says a new bridge will be constructed to connect the Casablanca Residence to Taman BDC, creating an alternative access road to the development and also Bukit Padang. The development is near a light industrial area. Surrounding amenities include a Chinese school, shops, and a Giant supermarket.

**PROCLAMATION OF SALE**  
ORDER FOR SALE AT THE INSTANCE OF THE CHARGE  
PTDUL.PP(PEND)700-6/3/90-2015  
In the matter of Section 257 and 263 of the National Land Code 1965.

**BETWEEN** ALLIANCE BANK MALAYSIA BERHAD  
(COMPANY NO.88103-W) CHARGEES

**AND** MAHENT VIJAY KUMAR BARIA (PASSPORT NO:KA159604)  
RADHA RANI A/P JANAK RAJ (NRIC NO:700123-07-5422)  
RAJ KUMAR BARIA (NRIC NO:670811-71-5505)  
SHANTI BARIA (PASSPORT NO : KA159605) CHARGORS

In pursuance of the Order of the Pentadbir Tanah Daerah Hulu Langat made herein dated on 20.08.2015 it is hereby Proclaimed that the Pentadbir Tanah Daerah Hulu Langat with the assistance of the under-mentioned Auctioneer:-

WILL SELL BY

**PUBLIC AUCTION**  
ON THURSDAY, THE 10TH DECEMBER, 2015  
AT 10.00 A.M.,  
IN THE HULU LANGAT DISTRICT/LAND OFFICE,  
KOMPLEKS PENTADBIRAN DAERAH HULU LANGAT,  
BANGUNAN SULTAN HISAMUDDIN ALAM SHAH,  
PERSIARAN PUSAT BANDAR 1, SEKSYEN 9,  
43650 BANDAR BARU BANGI, SELANGOR.

**NOTE:** Prospective bidders are advised to conduct an official title search at the Land Office and to inspect the subject property prior to the auction sale.

**PARTICULARS OF THE TITLE**

Title No:	HS(M) 2782, PT 579
Locality:	Batu 4 1/2, Jalan Ampang.
Mukim/District/State:	Empang/Hulu Langat/Selangor Darul Ehsan.
Tenure:	Leasehold for 99 years expiring on 25.05.2075
Annual Rent:	RM147.00
Provisional Land Area:	910.42 square metres (9,800 square feet)
Category of Land Use:	Bangunan
Express Condition:	Rumah Kediaman
Registered Owner(s):	MAHENT VIJAY KUMAR BARIA - 1/4 share RADHA RANI A/P JANAK RAJ - 1/4 share RAJ KUMAR BARIA - 1/4 share SHANTI BARIA - 1/4 share

Restriction-in-interest:  
Encumbrances:

i) Charge to Alliance Bank Malaysia Berhad (Company No.88103-W) vide Pren No .1939/2010 dated 02.03.2010.  
ii) Charge to Alliance Bank Malaysia Berhad (Company No.88103-W) vide Pren No .1940/2010 dated 02.03.2010.

**LOCATION AND DESCRIPTION OF THE PROPERTY**  
The subject property is an individually designed double-storey detached house with an attic floor which is bearing postal address as Lot No.579, Jalan 6, Ampang Utama, 68000 Ampang, Selangor Darul Ehsan.

**RESERVE PRICE**  
The property will be sold on "as is where is" basis subject to a reserve price of RM4,455,000.00 (RINGGIT MALAYSIA FOUR MILLION FOUR HUNDRED FIFTY FIVE THOUSAND ONLY) and subject to the Conditions of Sale as printed in Proclamation of Sale. All intending bidders are required to deposit with the Land Office a sum equivalent to 10% of the reserve price before 9.30 am by Bank Draft in favour of ALLIANCE BANK MALAYSIA BERHAD prior to the auction sale and the balance to be settled in full within one hundred twenty (120) days from the date of the sale to the ALLIANCE BANK MALAYSIA BERHAD.

For further particulars, please refer to the Pentadbir Tanah Daerah Hulu Langat, Selangor Darul Ehsan or to the Solicitors at MESSRS SHAIKH DAVID RAJ at M-2-19, Plaza Damas, 60, Jalan Sri Hartamas 1, Sri Hartamas, 50480 Kuala Lumpur (Ref.SDR/SAS/038-140) Tel: 03-6201 5677 / Fax: 03- 6201 9677 or the undermentioned Auctioneer.

**PENTADBIR TANAH HULU LANGAT** YUHAN GOLD ENTERPRISE  
Licensed Auctioneer: 016- 6184 822

Pejabat Daerah/ Tanah Hulu Langat  
Kompleks Pentadbiran Daerah Hulu Langat Bangunan Sultan Hisamuddin Alam Shah Persiaran Pusat Bandar 1, Seksyen 9 43650 Bandar Baru Bangi  
Selangor Darul Ehsan. TEL NO: [03] 89251992 FAX NO: [03] 89250115

## New Cities Foundation appoints Dr Maxwell Anderson as executive director

BY EWE SHUFEI

GENEVA: New Cities Foundation (NCF) has appointed Dr Maxwell L Anderson (*pic*) as its new executive director.

"The entire team of the New Cities Foundation are delighted that Max Anderson — one of the world's leading experts on culture and art in an urban context — has agreed to lead the management team of the Foundation.

"At the same time, we wish to thank outgoing executive director Mathieu Lefevre for his dedication and leadership over the past five years," said New Cities Foundation chairman John Rossant in a press statement on Nov 24.

Anderson joined New Cities Foundation and its executive leadership team in September 2015, and has headed leading cultural institutions across North America, with the most recent endeavour being the Dallas Museum of Art wherein he mounted major programming, acquisitions and capital projects.

"It is a great honour to serve the New Cities Foundation in this new role," Anderson remarked.

"The leading attractions in cities are often their museums, and over three decades I have devoted much of my time and energy to bolstering the reputation of five great North American cities through arts

and culture. I relish the opportunity to deepen my involvement in the Foundation's four focus areas of urban mobility, urban infrastructure and services, health and wellness, and placemaking."

"It has been a remarkable privilege to help lead the New Cities Foundation since its genesis. I know that Max will be bringing an enormous amount of knowledge and insight to the foundation and will help bring the NCF and its work in the urban field to even greater global prominence," said outgoing executive director Levefre.

Anderson served as director of the Art Gallery of Ontario in Toronto from 1995 to 1998 and was vital in promoting cultural tourism and placemaking, organising major international exhibitions and building the museum's relevance in the emergent digital landscape.

From 1998 to 2003, Anderson worked as director of the Whitney Museum of American Art in New York, and was responsible for establishing

its place in the top tier of the city's attractions.

Anderson currently chairs the Global Cultural Districts Network (GCDN), a New Cities Foundation initiative, being instrumental in both its conception and launch in 2014. The GCDN is a federation of global centres of arts and culture that fosters cooperation and knowledge-sharing among those who conceive, fund, build and operate cultural districts.

Having lived in France, Great Britain, Italy and Canada, Anderson was decorated by Italy in 1990 as a Commendatore dell'Ordine al Merito della Repubblica Italiana (Knight Commander in the Order of Merit of the Italian Republic) and by France in 2010 as Chevalier dans l'Ordre des Arts et des Lettres (Knight in the Order of Art and Letters).

Established in 2010, The New Cities Foundation is a non-profit organisation that aims to drive economic, social and environmental progress in cities through encouraging urban innovation and entrepreneurship — carried out through empowering its global network, convening events and conducting research.





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Developer Licence No.: 11491-3/06-2016/01835(L) • Validity Period: 13/06/2015-12/06/2016 • Sales & Advertising Permit No.: 11491-3/06-2016/01835(P) • Validity Period: 13/06/2015-12/06/2016 • Authority for Building Plan Approval: Majlis Perbandaran Johor Bahru Tengah • Ref No.: (JB)RP/9A/14/2012 • Expected Date of Completion: April 2016 • Total Unit: 456 units • Selling Price: Min RM 524,000 - Max RM 1,921,000 • Land Encumbrances: NIL • Restriction in Interest: NIL • No of Car Park: 863 bays • Tenure of Land: 99 years lease • Lease expiry date: 30 Jun 2112 • Type of Property: Condominium.





The growth of Puchong South is spurred by the expansion of Puchong and the development of Putrajaya and Cyberjaya. Photos by Haris Hassan/The Edge Property

# Puchong's Southern comforts

New and younger homebuyers are attracted by its lower price points, ready amenities and good accessibility

BY E JACQUI CHAN

While the exact delineation of Puchong South is still up for debate, the area has undeniably gained the attention of buyers and developers in recent years.

Calling it an “imaginary location south of Puchong” in Selangor, Heritage Shield Real Estate Sdn Bhd CEO K Soma Sundram feels that although the coinage of new names for areas in established locations can give a false impression of them to prospective buyers, “the irony is that many such creative naming of areas have also helped develop them and defy the most important mantra of a good investment – location, location, location.”

Based on market convention, theedge-property.com includes Bandar Bukit Puchong, Taman Saujana, and Bandar Putra Permai as part of Puchong South. To the east, the area under consideration here is bounded by the Maju Expressway and includes Taman Equine and Taman Desaminium.

As the popular Puchong reaches maturity, development has begun to expand southwards, resulting in the emergence of Puchong South.

“The growth of Puchong South is spurred by the expansion of Puchong, and the development of Putrajaya and Cyberjaya. Puchong South started to grow from the late-1990s when the IT and administrative hub of Cyberjaya and Putrajaya were announced,” says CBD Properties Sdn Bhd senior executive director for Puchong, Steward Ship.

Puchong South is today very different from its original guise of plantation estates, low and medium-cost housing, and kampungs.

According to GMAC Realtors chief operating officer, Jonathan Lee, consumer demand for more sophisticated developments is pushing the growth of lifestyle projects in Puchong South.

“This is especially true for the younger generation, who are more drawn to lifestyle properties instead of the mostly standard terraced houses and condominiums found in Puchong. One of the biggest attractions in Puchong South is 16 Sierra by IOI Properties Group Bhd, which offers lifestyle living with modern designs, greenery, and security,” says Jonathan.

Meanwhile, Oriental Realty director Justin Lee notes that the area is attractive to the working population in Cyberjaya and Putrajaya.

Justin adds that Puchong South’s amenities and accessibility are pull factors for this market. These include AEON, Giant hypermarket, international schools, the South Klang Valley Expressway, and the upcoming Maju Expressway interchange at Seri Kembangan that connects directly to KLCC.

CBD Properties’ Ship says the better town planning around relatively fresh developments such as D’Alpina by Hap Seng Land and 16 Sierra have also added to Puchong South’s appeal.

“These developments are gated lifestyle enclaves with the convenience of modern amenities and facilities. The growing population in Puchong South is a positive sign of its acceptance by people in the vicinity,” says Ship.

## Rising values

The values of residential properties in Puchong South have been trending upwards in recent years. Soma believes prices in Pu-



Soma: The irony is that many such creative naming of areas has also helped develop areas that defied the most important mantra of a good investment — location, location, location.



Justin: Students from nearby universities will be looking at Puchong South as the rents are lower. And the new condo developments in the last few years are generating more interest from investors.

chong South began to show real growth in the past five or six years. Among the catalysts are rising property prices in neighbouring Puchong itself and in Petaling Jaya; the lower property prices in Puchong South and its good accessibility have made it attractive to younger and first-time homebuyers.

Justin estimates that the values of residential properties in Puchong South have increased by 70% to 80% in the last 10 years, while the number of transactions has doubled due to increased supply.

“When 16 Sierr linked houses were launched five years ago, they were priced at about RM468,000. Now the [house owners] are asking for above RM850,000,” says Ship.

Soma notes that initially the main launches were of landed properties but the trend

has since shifted to condominiums, because developers want to maximise land use while also meeting demand for more affordable properties.

“Interestingly, there continues to be launches of landed properties although these are larger premium units. I believe this is a niche to create demand for those in the outskirts to invest in landed properties, which are not affordable to many in Puchong, Petaling Jaya and Kuala Lumpur,” says Soma.

An analysis of transactions by theedge-property.com shows that the average transacted price per square foot (psf) of non-landed residential property rose 6.3% y-o-y to RM170 psf in 3Q2014, following a 12% growth in the preceding year. Meanwhile, transaction volume for the 12 months



SOURCE: THEEDGEPROPERTY.COM



An International school in Puchong South.

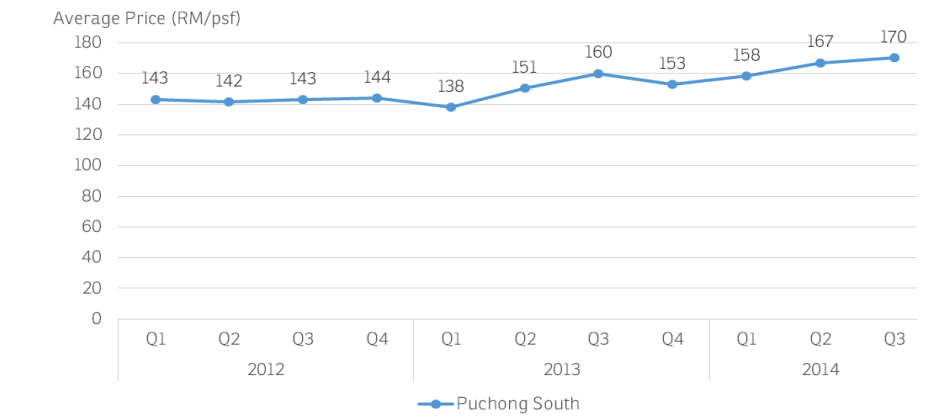


Jonathan: Puchong South is still undefined. If local authorities can clearly define this area, and have proper town planning, then it will be easier for developers to build here and more people to see the potential.



Ship: I see a strong future for Puchong South based on the values it has to offer in terms of infrastructure and connectivity.

**Puchong South non-landed residential average price by average price (RM/psf)**



**16 Sierra residential launch prices**

LAUNCH	SIERRA PRECINCT	TYPE	MODEL	LAND AREA (Sq ft)	UNIT	PRICE FROM (RM)
2010	8	Adenia/Areca	2-storey link	22X75	251	448,000
2011	2	Lyden	3-storey semidee	44X80	35	1.9 mil
2011	2	Lyden	2/3-storey link	22X75	228	800,000
2012	9	Akira	3-storey semidee	45X85	122	2.2 mil
2014/15	6	Sierra 62	2&3-storey link	27X73	113(3S)/104 (2S)	1.1 mil
2010	1	Odora	Townhouse	24X73	446	400,000
2014	12	N' Dira	Townhouse	27X73	336	750,000
2013		La Thea	Condo	787-1,205	526	470,000
2013	10	Zentro1	Shoplot	24X85	99	1.9 mil

Source: Heritage Shield



Puchong South is attractive to the working population in Cyberjaya and Putrajaya.



The emergence of shopping malls and hypermarkets within or close to Puchong South is making the area more appealing.

to 3Q2014 rose 5.3% to 752 units from 714.

Some examples of more recent condominium developments are Zeva by Trinity Group, O2 City by Perfect Eagle Development and 3 Elements by Titijaya Land Bhd.

Oriental Realty's Justin says prices of new non-landed residential launches are generally between RM400 psf and RM550 psf, which is about 10% to 15% higher than the sub-sale market. Epic Suites by Bukit Hitam Development was reported to have launched with prices starting at RM490 psf, while Sfera Residence by YNH Property Bhd was launched recently at an average of RM562 psf.

"The sub-sale market is lacking in variety and features like gated and guarded facilities. Added to that is the haphazard neighbourhood planning, which were partly the past projects' shortcomings," says Ship.

**Potential for a strong rental market**

When it comes to the rental market for non-landed homes, opinions differ. Soma and GMAC Realtors' Jonathan believe that it is not active at the moment.

"While the potential is there, Puchong still has a lot more to offer in terms of amenities and accessibility. However, as Puchong South grows, the market may become more active," says Jonathan.

Soma says the newer area's rental market is comparatively slower as most of the completed projects are of landed property.

"Condo rentals are also low because they are mostly for newly completed units. Rental yields will continue to be low as rentals for new units are always low," says Soma.

On the flip side, Ship believes there is latent demand in the Puchong South rental market because of the area's improving infrastructure.

"Rental demand comes from a mix of stu-

dents and working professionals as well as the migrants from other states who choose to stay here due to the lower asking rents compared with Puchong and Cyberjaya," says Ship.

Justin concurs, noting that the young working adults who have just graduated will look for a more affordable place to rent.

"Students from nearby universities will be looking to Puchong South as the rents are lower. And the new condo developments in the last few years are generating more interest from investors. However, the newer developments have not had any significant influence on the sub-sale market just yet," says Justin.

According to theedgeproperty.com, Puchong South's indicative rental yields as calculated from asking rents as at June 2015 are between 4.3% and 6.5%. Meanwhile, Ship puts the rental yield for landed properties at 3% to 5%.

**Challenges and future growth**

Although the lower property prices in Puchong South will attract savvy investors, it is more attractive to the end-user market, which is bigger due to its range of affordable products, says Soma.

"However, Puchong South will always trail the heartland of Puchong in terms of pricing, demand and growth, as it is in the third tier of the growth zone in Puchong," he adds.

Soma sees two sides to Puchong South - one with well-planned townships like 16 Sierra, and another with small, rushed developments sprouting up here and there.

"Some developments are pressured to maximise density, and the same issues of space, greenery, recreation, lifestyle living and parking will be compromised. This will become the bane of this new growth centre. If developers can balance this, then Puchong

South can be a new centre of growth. The proposed Sungai Buloh-Serdang-Putrajaya MRT Line with a station in 16 Sierra will have significant impact on this corridor," says Soma.

Meanwhile, Jonathan feels that official recognition of Puchong South by the authorities and more strategic planning for the area will draw more interest and people to the area.

"Puchong South is still undefined. If local authorities can clearly define this area, and have proper town planning, then it will be easier for developers to build here and for more people to see the potential," says Jonathan.

Ship believes that more lifestyle devel-

opments can make Puchong South more attractive, but traffic congestion can be a challenge as the area grows.

"Nonetheless, I see a strong future for Puchong South based on the values it has to offer in terms of infrastructure and connectivity. I foresee Puchong South as the driving force of property development in South Klang Valley in the next five to 10 years," says Ship.

See property listings for this area on [Market Watch EP14](#)



**FOR SALE** [in Puchong South, Selangor]**Nilam Puri**

**Type:** Condominium/serviced residence  
**Tenure:** Freehold  
**Asking price:** RM399,000  
**Built-up area:** 1,033 sq ft  
**Bedroom(s):** 3  
**Bathroom(s):** 2  
**Description:** Nilam Puri is a freehold, affordable condominium in Bandar Bukit Puchong. This is a renovated, well-kept, high-floor unit.  
**Partly furnished:** air-conditioning, TV cabinet, coffee table, dining set, kitchen cabinet, etc.  
**Agent/negotiator:** Kenix Tan of Rina Property (REN 06086)  
**Tel:** (016) 969 0168  
**Email:** kenix.bee@gmail.com

**Cahaya Permai**

**Type:** Condominium/serviced residence  
**Tenure:** Leasehold  
**Asking price:** RM290,000  
**Built-up area:** 1,868 sq ft  
**Bedroom(s):** 3  
**Bathroom(s):** 2  
**Description:** Cahaya Permai Apartment is located in Bandar Putra Permai, Seri Kembangan. Well-maintained, partly furnished bumiputra unit. Currently tenanted at RM1,200 a month. Comes with wet and dry kitchen. 24-hour security and covered parking. Near Giant hypermarket, Aeon Equine Park, Pasar Borong, IOI City Mall, The Mines Shopping Centre and Universiti Putra Malaysia. Easy access to Puchong, Putrajaya, Cyberjaya, Shah Alam, Bukit Jalil and Kajang. Accessible via SKVE, LDP, NKVE, Silk and others  
**Agent/negotiator:** Ron Liew of Pro Tech Realty (REN 02710)  
**Tel:** (016) 311 6787  
**Email:** ronliew7@gmail.com

**Desaria Villa, Puchong**

**Type:** Condominium/serviced residence  
**Tenure:** Leasehold  
**Asking price:** RM280,000  
**Built-up area:** 1,060 sq ft  
**Bedroom(s):** 4  
**Bathroom(s):** 2  
**Description:** Desaria Villa is a leasehold, mid-cost development. Facilities: Mini market, swimming pool, launderette, jogging track, tennis court, gym and wifi in common areas. Amenities: Aeon Taman Equine Shopping Centre, IOI Mall, Alamanda Putrajaya, Columbia Asia Hospital, University Multimedia Malaysia and Lim Kok Wing University.

**Accessibility:** LDP, Maju Expressway, SKVE, North-South Highway.  
**Agent/negotiator:** Eva Tan of Hartamas Real Estate (Setia Alam) Sdn Bhd (REN 03779)  
**Email:** evatan88@outlook.com  
**Tel:** (016) 969 2173

**Sri Indah Apartment**

**Type:** Condominium/serviced residence  
**Tenure:** Leasehold  
**Asking price:** RM85,000  
**Built-up area:** 650 sq ft  
**Bedroom(s):** 3  
**Bathroom(s):** 2  
**Description:** Top-floor unit. Urgent sale. Close to Aeon Taman Equine  
**Agent/negotiator:** Francis Soh of Oriental Realty (REN 10991)  
**Tel:** (012) 211 1121  
**Email:** francisoh1121@gmail.com

**Pangsapuri Jati, Taman Mas Sepang, Puchong**

**Type:** Condominium/serviced residence  
**Tenure:** Freehold  
**Asking price:** RM118,000  
**Built-up area:** 760 sq ft  
**Bedroom(s):** 3  
**Bathroom(s):** 2  
**Description:** Basic second-floor unit in Block A.  
**Agent/negotiator:** Angelia Wong of Property World (REN 08418)  
**Email:** vivi3836@gmail.com  
**Tel:** (016) 260 5566

**Desaminium Rimba**

**Type:** Condominium/serviced residence  
**Tenure:** Leasehold  
**Asking price:** RM330,000  
**Built-up area:** 1,200 sq ft  
**Bedroom(s):** 5  
**Bathroom(s):** 3  
**Description:** Comes with one car park bay. Conveniently located near Aeon Equine Park; banks, shops, bus stop and schools just outside the apartments. Facilities: playground, jogging track, surau. 24-hour security with card access.  
**Agent/negotiator:** Admen Ng @ Starcity Property (REN 11320)  
**Tel:** (012) 270 7228  
**Email:** admenng.gs@gmail.com

**Putra Ria Apartment**

**Type:** Condominium/ apartment  
**Tenure:** Leasehold  
**Asking price:** RM162,000  
**Built-up area:** 752 sq ft  
**Bedroom(s):** 3

**Bathroom(s):** 2  
**Description:** Conveniently located in Taman Pinggiran Putra, opposite Aeon Equine Park, near banks, restaurants, petrol station, eateries, Putrawalk@ Equine Park, Jusco Supermarket, Pasar Borong Selangor, Giant hypermarket. **Accessibility:** KL-Putrajaya Highway, LDP, SKVE, Bukit Jalil highway.  
**Agent/negotiator:** Joyce Tiong of Oriental Realty (REN 10534)  
**Tel:** (016) 220 0726  
**Email:** tiongnh@yahoo.com

**Vista Pinggiran**

**Type:** Condominium/serviced residence  
**Tenure:** Leasehold  
**Asking price:** RM279,000  
**Built-up area:** 852 sq ft  
**Bedroom(s):** 3  
**Bathroom(s):** 2  
**Description:** High-floor unit, nice view, cosy and windy. Partly renovated: cabinets, built-in wardrobe and fully tiled bathroom. Just next to upcoming Zeva condo.  
**Agent/negotiator:** Ally Wong of TPE Realty (REN 06289)  
**Tel:** (012) 307 2988

**Vista Pinggiran**

**Type:** Condominium/serviced residence  
**Tenure:** Leasehold  
**Asking price:** RM278,000  
**Built-up area:** 850 sq ft  
**Bedroom(s):** 3  
**Bathroom(s):** 2  
**Description:** Located in Bandar Putra Permai, near Putra Walk, Taman Universiti Indah, Kota Perdana, Taman Equine, Serdang town, Saujana Puchong and Putrajaya. Unit faces swimming pool. Comes with one car park bay.  
**Agent/negotiator:** Mike Lim of Total Realty Sdn Bhd (REN 08461)  
**Tel:** (012) 966 0003

**FOR RENT** [in Puchong South, Selangor]**Nilam Puri**

**Type:** Condominium/serviced residence  
**Tenure:** Freehold  
**Asking rent:** RM1,200  
**Built-up area:** 1,191 sq ft  
**Bedroom(s):** 3  
**Bathroom(s):** 2  
**Description:** Located in Bandar Bukit Puchong. Move-in condition. Very strict, three-tier security. Comes with wardrobe, bedframe, kitchen cabinet, marble flooring, washing machine, TV, stove, fridge, water heater, etc.  
**Facilities:** swimming pool, kids pool, playground, etc.  
**Accessibility:** LDP, SKVE and NKVE.  
**Agent/negotiator:** Kenny Bin (REN 06759)  
**Tel:** (014) 635 5568  
**Email:** kenny\_1871@yahoo.com

**Nilam Puri**

**Type:** Flat  
**Tenure:** Freehold  
**Asking rent:** RM1,200  
**Built-up area:** 1,054 sq ft  
**Bedroom(s):** 3  
**Bathroom(s):** 2  
**Description:** Partly furnished, third-floor unit. Available immediately. Near amenities and school/colleges. Easy access via major highways.  
**Agent/negotiator:** John Oh (CBD Properties (Puchong) Sdn Bhd (REN 07002)  
**Tel:** (016) 971 5819

**Cahaya Permai, Seri Kembangan**

**Type:** Condominium/serviced residence  
**Asking rent:** RM1,000  
**Built-up area:** 830 sq ft  
**Bedroom(s):** 3  
**Bathroom(s):** 2  
**Agent/negotiator:** Flory Leong of Vivahomes Realty (Kota Damansara) (REN 17053)  
**Tel:** (012) 323 2755  
**Email:** fioryleong@hotmail.com

**Vista Pinggiran**

**Type:** Condominium/serviced residence  
**Tenure:** Leasehold  
**Asking rent:** RM1,100  
**Built-up area:** 815 sq ft  
**Bedroom(s):** 3  
**Bathroom(s):** 2  
**Description:** Located on Jalan Pinggiran Putra 1, Taman Pinggiran

Putra, Seri Kembangan. Facilities: gym, swimming pool, badminton court, playground, mini market, car park. 24-hour security.  
**Agent/negotiator:** Mervyn Lee of GS Realty Sdn Bhd (REN 16008)  
**Tel:** (010) 283 6774  
**Email:** mervyn.lee87@yahoo.com

**Vista Pinggiran**

**Type:** Condominium/serviced residence  
**Tenure:** Leasehold  
**Asking rent:** RM1,250  
**Built-up area:** 852 sq ft  
**Bedroom(s):** 3  
**Bathroom(s):** 2  
**Description:** Available immediately. Near school, supermarket and restaurants. Comes with air conditioners, water heaters, washing machine and fans. Two car parking bays.  
**Agent/negotiator:** Zeon Cheng of Vivahomes Realty (REN 11114)  
**Tel:** (012) 583 6116

**Desaminium Rimba Apartment**

**Type:** Condominium/apartment  
**Tenure:** Leasehold  
**Asking rent:** RM1,200  
**Built-up area:** 1,200 sq ft  
**Bedroom(s):** 3  
**Bathroom(s):** 3  
**Description:** Located in Seri Kembangan. Fully furnished unit.  
**Agent/negotiator:** Chan Chee Hoer of Huttons One World (REN 08531)  
**Tel:** (014) 320 3566  
**Email:** darrenchan@1world.com.my

**Baiduri Courts**

**Type:** Condominium/serviced residence  
**Tenure:** Leasehold  
**Asking rent:** RM1,000  
**Built-up area:** 779 sq ft  
**Bedroom(s):** 3  
**Bathroom(s):** 2  
**Description:** Fully furnished unit available immediately. One car park bay. **Accessibility:** Kesas Highway, Jalan Puchong, Old Klang Road. Near Mid Valley. Facilities: swimming pools, playground, multipurpose hall, etc.  
**Agent/negotiator:** Bryan Cheng of Dutama Properties (REN 06031)  
**Tel:** (017) 881 6331

**SOLD** [in Puchong South, Selangor]

**Contract date:** Jan 26, 2015  
**Project:** Putra ria Apartment  
**Address:** X-X-X, Jalan Pinggiran Putra 30  
**Built-up area:** 753 sq ft  
**Price:** RM140,000  
**Price psf:** RM186

**Contract date:** Jan 9, 2015  
**Project:** Putra Ria Apartment  
**Address:** X-X-X, Jalan Pinggiran Putra 30  
**Built-up area:** 753 sq ft  
**Price:** RM130,000  
**Price psf:** RM173

**Contract date:** May 6, 2015  
**Project:** Putra Impian Apartment  
**Address:** XX Jalan PP 39  
**Built-up area:** 753 sq ft  
**Price:** RM230,000  
**Price psf:** RM305

**Contract date:** Feb 16, 2015  
**Project:** Putra Impian Apartment  
**Address:** XX Jalan PP 39  
**Built-up area:** 753 sq ft  
**Price:** RM140,000  
**Price psf:** RM186



# Who's the boss?

Social media is making a real estate career more attractive to newbies, says ex-banker Stephen Yew

**Yew: Newcomers should identify their preferred market niche to survive in the business.**

BY RACHEL CHEW

“WHY I gave up the position of a bank manager to become a real estate negotiator?” asks Stephen Yew, amused by the question posed to him. The co-founder and executive

director of The One Property International Sdn Bhd taps his finger on the table as he recalls how he gave up the stable job that many would envy. That was 16 years ago.

“I guess... that was the day I realised that I would never get to own a bank even if I worked my whole life there,” he laughs. “I’m a very career-minded person,” he says in earnest. “I was determined to own my own business and company. I believe real estate allows me to chase after my dream.”

Yew joined Hong Leong Bank as a mortgage sales executive after graduating from Universiti Kebangsaan Malaysia. It was then that his interest in real estate was piqued. Five years of hard work in the bank saw him promoted to team manager, and arrive at a personal turning point.

“I asked myself what I really wanted and where I will end up if I continued in the banking line. I realised I wanted to start and set up my own business — that was what I really wanted to do. Without much of a second thought, I sent in my resignation letter and started a whole new career as a real estate negotiator,” Yew recalls.

What was going through his head then? There wasn’t much difference between the occupation he was leaving and the one he was taking up. It had to do with

repossessing his own time from his employer, and getting paid a commensurate amount for his work. As Yew puts it: “Basically, being a mortgage executive and real estate agent are both sales jobs. Just that in real estate, one gets paid on what has been invested, while in banking, you are provided a stable income.”

Yew primed himself mentally, physically and

financially before turning himself into a full-time real estate negotiator in 1999, right after the Asian financial crisis.

“I believe that luck was with me... Starting my real estate career at that time was not my plan but it was good timing for a newcomer like me ... It was not difficult to close a deal because that was a buyer’s market. Almost all sellers took whatever buyers offered,” Yew says.

So encouraged, he decided to pursue a degree in valuation surveying, and later obtained the real estate agent licence with his ex-colleague, Soo Boon Chen, before they co-founded the agency firm in 2007.

“Soo and I met while I was working with the bank. He was on the bank’s panel of solicitors. We became good friends and share a lot of common views on different things. I somehow convinced him to forgo his legal career to join me in pursuing my real estate dreams,” says the persuasive Yew with smile.

They sat for their real estate agency exams together – and passed in 2006. “That was crazy and I swear not to do it ever again. I could have ended up ruining a lawyer’s life and career if we hadn’t made it!”

In 2007, after four years of degree course, two years of probation and several interviews, Yew could finally registered as a licensed property valuer and consultant.

“I knew I couldn’t just stay a negotiator. I had been thinking about how to develop my career in the industry and thought it would be good the company could offer something more than agency service,” Yew says.

In the same year, Yew and Soo made their dream come true by co-founding their agency firm, The One Property Sdn Bhd. Soo now manages the company’s legal affairs.

Four years later, Yew and Soo upgraded the company with property valuation service and restructured the company by forming The One Property Group by integrating The One Valuers International Sdn Bhd, The One Property International Sdn Bhd and The One Realty Management Sdn Bhd. They had grown the business from one office to four in the Klang Valley, with about 100 full-time negotiators.

Yew and Soo have identified nine niche markets and business portfolios for the group: real estate agency work, project marketing, international marketing, corporate real estate, valuation, property management,

and development, training and development, and research and consultancy.

The goal is to be an international property consultancy group with regional offices in Singapore, Hong Kong, China, Indonesia and Australia.

“Soo and I believe that globalisation is the new business order. We are looking for opportunities to form affiliations with renowned international property groups,” Yew reveals.

## Social media has lowered the barriers to entry

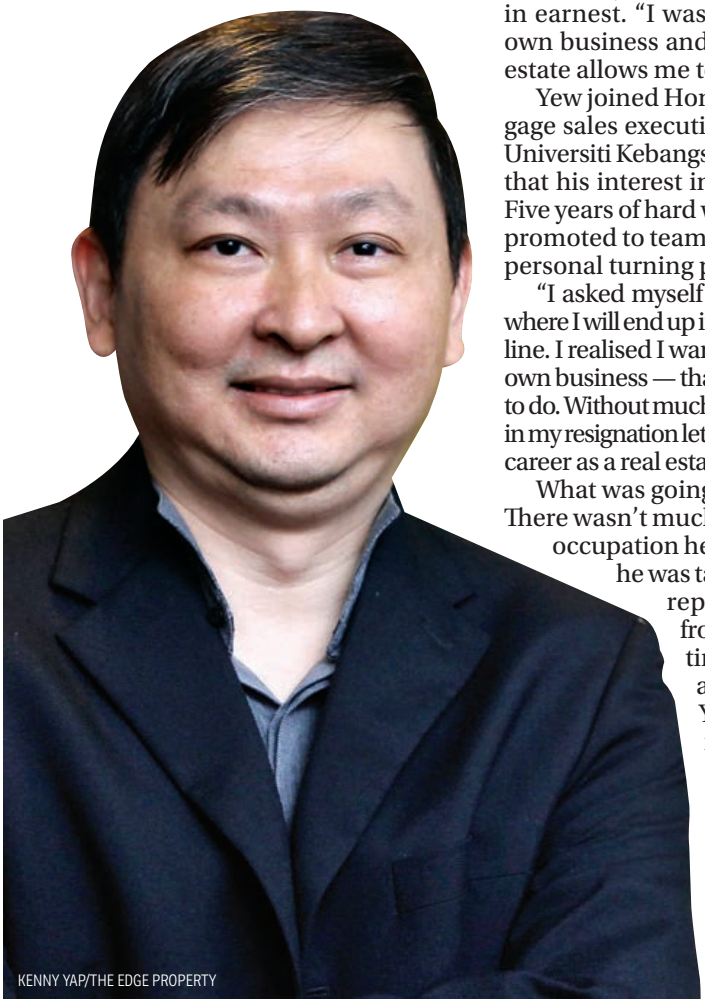
Yew notes the industry has changed massively since the introduction of social media. “Consumers have become more tech savvy and thus real estate marketing approaches and methods have also changed. The agency business has changed too. More than 10 years ago, real estate agencies mainly covered the secondary market and the industry was dominated by middle-aged agents and negotiators. Now, the segment has expanded to cover the primary market as well, and these changes have attracted more young people,” Yew observes.

He explains that starting a career as an agent is easier by selling a primary market product because it does not require as large a network of contacts, while sales training for the product is provided, all of which have lowered entry barriers for young people to join the industry.

“As the industry becomes more professional and sophisticated, it is critical to rope in the young and equip them with the necessary knowledge and training. There are a lot of real estate training and development programmes, seminars and courses available now for young people to sharpen their skills,” Yew says.

He advises newcomers to identify their preferred market niche to survive in the business. “The property sector is wide and comprises different locations and segments such as commercial, residential and industrial. Different agents have different backgrounds, working experience, contacts, talent and passion. They are advised to carry out their own self-assessment to match their talent to the right niche or segment,” says Yew.

“As the saying goes, the sky’s the limit in terms of compensation and income. The career path is also bright if you follow the academic path to obtain your professional licence and be your own boss one day!”



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# London house prices have nothing on Auckland

## Investors are getting the hots for once-modest public housing

BY EMMA O'BRIEN

AUCKLAND: Even with its mold-streaked bathroom and kitchen without a sink, the duplex in bayside Auckland attracted a frenzied bidding war. Now it's one of the city's newest million-dollar government-built houses.

The two-bedroom, brick cottage on Kerr Street on the city's inner north shore fetched NZ\$1.04 million (RM2.88 million) at an auction in September, netting the vendor, New Zealand's government, double a valuation used for taxes. Long symbols of economic disadvantage, homes built by the state last century for low-income tenants are on a tear, thanks to their typically generous land sizes and proximity to the city.

The changing fortunes of these modest dwellings — loved and derided by New Zealanders for their functionality over style — reflect a fervour that's spurred Auckland's biggest property boom in two decades. The average house price in New Zealand's largest city is now higher than London's.

"It's like the supermarket before it closes

on Christmas Day — everyone thinks they'd better get in or they'll miss out," said Carol Wetzell, a realtor at Barfoot & Thompson in Devonport, the agency that sold the 82-year-old Kerr Street home.

State homes, particularly those built from local timber in a wave of government-led construction in the 1940s, are regarded as iconic — products of a time when the government was determined to ensure no one lived in squalor.

### 'Statie' sculptor

Prime Minister John Key was raised in a state house in Christchurch by his widowed immigrant mother, and the Auckland municipal government plans to create a NZ\$1.5 million sculpture of one on the city's waterfront.

Now, with house prices up 24% in Auckland in the past year alone, the government can count more than 650 state homes, or "staties", worth at least NZ\$1 million in its Auckland property portfolio, according to data obtained by Bloomberg News via a freedom of information request.

Among the most valuable listed by prop-



A state house in the suburb of Orakei in Auckland, New Zealand. State homes, particularly those built from local timber in a wave of government-led construction in the 1940s, are regarded as iconic — products of a time when the government was determined to ensure no one lived in squalor.

erty researcher CoreLogic Inc: a two-bedroom home in the leafy, inner-city suburb of Westmere with a rotting clapboard facade. With the prospect of sea views if renovated, plus space for a tennis court and swimming pool, it's valued at NZ\$2.2 million.

Nestled around two large harbours near the top of the North Island, Auckland is New Zealand's economic powerhouse and home to almost a third of the South Pacific nation's 4.5 million people. With a mild climate and abundance of parks and beaches, the so-called City of Sails routinely ranks among the world's 10 most livable cities.

Add to that a housing shortage and an historic lack of barriers to property speculation and the result: average house values in the city have jumped 70% to NZ\$1,079,473 in the past four years, according to CoreLogic. In comparison, house prices advanced only 9.9% to NZ\$553,291 in the capital, Wellington, and 50% to £443,399 (RM2.85 million) in London in the same period.

Auckland house prices are now the second-highest relative to incomes among developed economies, prompting the central bank to flag the prospect on Nov 11 of a "damaging correction" in the market that puts the New Zealand economy at risk.

There's an increased risk of "a sharp correction" given the speed at which house prices have surged in the Auckland region, brokerage First NZ Capital said in a report by economist Chris Green recently. Houses may be overvalued by about 57%, and the high debt levels required to sustain those prices limits the central bank's ability to raise interest rates, Green said.

### 'Landed gentry'

"This boom that we've had has been huge, it's just been extraordinary in terms of the scale of the price increases," said Shamu-beel Eaqub, an independent economist in Auckland, who co-authored Generation Rent, a book on the decline of home ownership in New Zealand. "For a young couple to buy a modest home in Auckland, it's 60% of their income on mortgage pay-

ments. We're going to run out of fools to buy houses — it can only be the landed gentry."

Housing New Zealand Corp., the authority providing residential services to the needy, owns about 65,000 houses — or 4.5% of the country's residential properties. With a third of the agency's NZ\$18.7 billion portfolio deemed in the wrong place or of the wrong type, state homes are regularly liquidated to fund new properties.

Since 2010, 21 in Auckland have sold for more than NZ\$1 million, including a dozen in the past two financial years, according to the Housing New Zealand data obtained by Bloomberg.

In a city where commuting by car is the norm, those in convenient locations — and on larger-than-average blocks — are especially prized, said Tony Tang, a property agent in central Auckland with real estate firm Ray White.

Tang secured the NZ\$1.102 million sale in June of a three-bedroom former state house in Mount Albert, less than 8km from Auckland's central business district. The investor-owner made NZ\$344,000 in 15 months, without having to lift so much as a paint brush. Like many state houses, the home was "valued on the land only," Tang said.

"People are sick of seeing these people in the paper who made a million after just mowing the lawn three times," said Wetzell, the realtor in Devonport.

Juliette Hogan says the value of her two-bedroom state apartment in Freemans Bay, less than 2km from Auckland's centre, has increased at least 50% since she bought it four years ago.

Still, capital growth wasn't what attracted her to the flat — built in the 1970s, when the harbour-side suburb was still home to the 'Destructor', a giant incinerator that carbonised the city's trash.

"I like the idea that state houses are solid and dependable builds," said Hogan, a fashion designer who has a clothing store down the street from her apartment. The neighbourhood has a "mixed bag" of residents and properties, she said.

"Most are still owned by Housing New Zealand and tenanted," Hogan said. "I love the diversity." — Bloomberg

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Seminar Room: Bintang 5, Lower Level 4  
Exhibition Time: 10:00am - 7:00pm

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ADVERTORIAL

# Malaysia's First University Township Delivers Economic Diversity to Pagoh



**FAST FACTS**

Landowner  
**Sime Darby Property Berhad**

Total land area  
**4,082 acres**

Location  
**Muar, Johor**

Development period  
**2015 - 2030**

Total project GDV  
**RM7.5 billion**

**Township Development**

<b>26%</b> Residential 1,074 acres	<b>12%</b> Commercial 480 acres	<b>6%</b> Industrial 232 acres
<b>24%</b> Institution 982 acres	<b>27%</b> Infrastructure, amenities and park 1,103 acres	<b>5%</b> Water bodies 202 acres

Exciting growth is in store for Pagoh, a town in the northern part of Johor. It is set to be the first township in the country to be integrated with a higher education hub right from its inception. Sime Darby Property will be developing Bandar Universiti Pagoh into a complete, sustainable township where learning, living, training, working and leisure activities can all be enjoyed in one place.

**DEVELOPING HUMAN CAPITAL FOR THE KNOWLEDGE ECONOMY**  
The first phase of the higher education hub is expected to be completed and ready for 11,000 students by the middle of 2016. It will consist of four public institutions of higher learning within a vast campus with shared facilities and a student village.

Businesses and industries in the area will benefit from a ready pool of skilled workforce. Politeknik Pagoh Johor (PPJ) is already operating from a temporary campus and offers studies in the field of agro-technology, R&D and innovation. The other institutions earmarked include:

- **International Islamic University Malaysia (IIUM)**  
Language, tourism and management
- **Universiti Tun Hussein Onn Malaysia (UTHM)**  
Science, technology and engineering
- **Universiti Teknologi Malaysia (UTM)**  
Oleo chemical technology, R&D initiative in collaboration with Imperial College London to produce low-carbon vehicles using hydrogen for Low Carbon Transport.

**OPEN FOR BUSINESS**  
Ready to serve the students and academic population is Sarjana Square, a commercial area of 2 and 3-storey shop offices, conveniently located between the campus grounds and

student village. The 35 units that were launched in August, 2015 have been taken up and will be completed in 2017.

Designed with dual-frontage for entry from two sides, these lots will house retail, F&Bs and entertainment outlets. Sarjana Square will also feature a pedestrian-friendly piazza as its central attraction.

**A PLACE FOR SUSTAINABLE LIVING**  
Over one-quarter of Bandar Universiti Pagoh is set aside for residential space. An extensive network of walkways, cycling tracks and shuttle buses will support a green lifestyle and promote a sustainable community.

The township's refreshing landscape of over 200 acres of lakes and water parks will provide water activities such as kayaking and fishing. Over at the commercial zone, the waterfront promenade will offer residents and visitors a unique retail and dining environment.

**DRIVING THE ECONOMY WITH SIME DARBY BUSINESS PARK**  
As a township planned with different components that support one another, Bandar Universiti Pagoh's industries will benefit from a ready pool of skilled workforce produced by the universities and polytechnic institutions where students will find ready employment opportunities.

Sime Darby Business Park will have all the infrastructure and facilities to offer business owners an integrated, connected, secure and sustainable investment.

**SIME DARBY BUSINESS PARK QUICK FACTS**

Lots available	Size
<b>198</b>	<b>1 to 1.7 acres</b>
Industry	<b>Small &amp; medium</b>

**STRATEGIC LOCATION TO FUEL DEVELOPMENT**  
Bandar Universiti Pagoh's central location between Kuala Lumpur and Singapore makes it a great catchment for investment. Fronting the North-South Expressway and just 500m from the Pagoh interchange, Bandar Universiti Pagoh is easily accessible from major cities and towns.

The proposed high-speed railway connecting Kuala Lumpur and Singapore will further enhance its accessibility. The line will run through Pagoh and be a catalyst for economic activities in surrounding areas of Johor and Melaka. Phase 1 is scheduled for completion in 2020.



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# London trending: vintage-inspired & whimsy!

More exciting ideas from the London Design Festival (Part 2)

BY RAYMOND LEE



The various interior design trade shows held every year in conjunction with the London Design Festival offer an explosion of global talent and creativity. Not only do they feature the latest pioneering design directions, they are a remarkable showcase of imagination, style and innovation. One discovers a raft of artistry, craftsmanship and inspirational products, and the opportunity to exchange ideas with prominent design experts, style-setters and decision-makers, which was exactly what I did. I have earlier in Part 1, shared the wonderful artisanal and bespoke furnishing and décor presented at Decorex International. This time, from the halls of Decorex International 2015, Focus/15 and 100% Design, let me offer you more of the beautiful designs seen there in this second in a three-part series on my London trend-spotting visit. It seems vintage-inspired décor and furnishing have not left us while the quirky and whimsical are all the rage.

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## VINTAGE-INSPIRED

At Decorex, Bethan Gray's exquisite Private Collection, handmade in London, embodies her signature style which is a love for detail, tactile textures and luxurious natural materials. Her elegant tables from the Stud & Brogue Collections caught my eye. They feature supple and luxurious hand-stitched leather that has been specially crafted for furniture use, giving a durable, water and stain-resistant surface. Gray, who hails from Wales, won the prestigious Elle Decoration British Designer of the Year Award for 2014. Bethan Gray is retailed at Harrods in London, Bon Marche in Paris and Lane Crawford stores in Hong Kong.

I was thrilled to discover Blackpop's collection of "The Tudors — Deconstructed" featuring a range of beautifully crafted, elegantly distressed home furnishings. A collaboration with the National Portrait Gallery meant that designer Maxine Hall had the chance to creatively use images from the world renowned Tudor collection of paintings to create this stately range of wall-coverings and fabrics that are at once contemporary and old world. The three opulent designs, Mary, Elizabeth and Henry, are available in wallpaper, luxe fabric and one-off statement pieces of furniture.

Casamance's latest range of fabrics for drapery and upholstery has this quirky 50s vibe with a modern contemporary twist. Their Opus collection features cut velvet in geometric designs and deep jewel colours. I was particularly attracted by the juxtaposition of their vintage style armchairs upholstered in Magnum & Virtuoso fabrics set against the Limba wallpaper from their Acajou collection.

I have a special fondness for pieces which are hand-crafted and when I stumbled upon Curiosa & Curiosa's booth I was mesmerised! They produce a range of bespoke glass lighting solutions from one-off pendant lights to large stairwell chandeliers.

All their glass lights are free-blown without moulds so each piece is slightly different, and with over 21 colours on offer, there's plenty to choose from. I found their collection particularly 50s-inspired.

Their chief designer and founder Esther Patterson is based in Derbyshire and has this deep connection to the past whilst still very modern in attitude. You can find their creations at the Fifth Floor Café Harvey Nichols and several Jamie Oliver restaurants.

The Saturn Armchair Model 44 from France's Burov,



first introduced in 1957, has just been re-issued in the finest contemporary leathers and fabrics. Model 44 with its clean geometric shape is born of the alliance of the technical mastery of Burov and the vision of designers Genevieve Dangles and Christian Defrance. This collaboration in the 50s and 60s has resulted in nearly 50 models of chairs, arm chairs and sofas!





01. A variety of vintage-style leather tables from Bethan Gray.
02. The Casamance range of fabrics and wall coverings are available here in Malaysia through Janine.
03. Charles Walker of Curiosa & Curiosa with their free-blown glass pendant lights.
04. Designer Maxine Hall of Blackpop.
05. Temple & Ivy's table lamps are very unique and often paired with elegant shades.
06. Graham & Green showcased a large collection of whimsical and exotic furniture and home accessories.
07. Burov's reissued Saturn Armchair Model 44 in many contemporary colours and leather finishes.
08. Naomi Paul with her stunning crochet pendant lights.

### WHIMSY

Over at Heathfield & Company's booth, I was delighted to see a rather magnificent, fairy tale-like display of a chandelier with seven handblown glass-within-glass light bulbs. Created by Heathfield & Co's founder Andrew Watson and Chris Fox, creative director, this piece is from their LUUM collection. They are dedicated to the design, manufacture and delivery of spectacular lighting installations, and you can find their creations at some of the finest homes, hotels and restaurants the world over.

Many designers at the fairs showcased quirky decorative elements in their work and at Graham & Green I found their pieces to be extraordinarily charming. They are known to travel the world for inspiration and to source for their range of accessories, homeware and furniture. So their work provides a bit of the exotic and whimsical for a modern home. Founded by Antonia Graham in 1974, their shop is still in Notting Hill.

Naomi Paul, who grew up in a farm in Sussex, is another British designer with a love of all things natural, handcrafted and whimsical. Her beautifully made collection of lights are crocheted onto a timber or metal frame using the finest British wool and are available in many different designs and colours. I found her pieces to be architectural and 'soft' at the same time.

Established since 2011 by designer and architect Marco Sousa, Bat Eye showcased several rather whimsical pieces at Decorex this year. Their ARC sideboard made of metal, satin wood and handpainted tiles were attention grabbers at the fair. Their cluster of round polished brass mirrors, inspired by the ceilings of St Paul's Cathedral in London, was also stunning.

Also very exciting were the collections of Temple & Ivy which seem to be inspired by the rich textures and flamboyance of the natural world. No lamp is complete without a fabulous shade, and attention to detail has ensured a comprehensive and stunning range of shades to complement the lamps.

More design trends from London in the final part next month!



PHOTOS BY KENNY YAP/THE EDGE PROPERTY &amp; DATUK N K TONG



01



02



03

# Tossing his salads sky-high

Developer Datuk N K Tong of Bukit Kiara Properties keeps calm by making his edible plant garden grow



04



05

BY RACHEL CHEW

**D**o you enjoy getting your hands dirty, or the smell of fresh compost and picking up rabbit poo? Datuk N K Tong certainly does! As an avid gardener, the managing director of Bukit Kiara Properties enjoys doing all that. He grows an array of edible plants on the balcony of his 28th floor condominium.

Tong says he likes to see things growing from the soil and getting his hands dirty without feeling guilty about making a mess. Most of all, tending to plants “calms his mind” from his busy work schedule.

“I spend 15 to 20 minutes every morning and evening to check on the plants. Sometimes I talk to them, sometimes I just check on them quietly. Either ways, I feel peace whenever I am standing up here, looking at these little guys enjoying the sunlight,” Tong tells *The Edge Property* on his balcony one rainy evening.

The boutique property developer known for luxury high-rise residences such as Verve Suites and Hijauan Kiara in Mont’Kiara, Kuala Lumpur, fell in love with gardening, especially with growing edible plants, seven years ago while he was still living in a house.

“I was thinking, if I want to plant something, I want to plant something that can be eaten rather than some leafy bushes... I have been catching up with the edible landscape trend since seven years ago,” says Tong.

Five years ago, Tong and his family moved into their new condominium in Mont’Kiara. “Ever since then, I took more control of my garden from my maid because we now have less space. I have to make a decision on what (plant) can stay and what cannot,” he says, pointing towards a rare Balinese chilli plant. “Like this guy,” he adds, “it is a rare Balinese chilli plant that is not often found in Malaysia. However I decided to remove one tree because it was giving us way too many chillies to the extent that I

had to make them into a paste for storing.”

Looking around the balcony, apart from the Balinese chilli plant, there are tomatoes, leafy kai lan which the family has just harvested for dinner, a variety of herbs such as mint, basil, pandan (screwpine), stevia, rocket leaves, and more chilli varieties such as chilli peppers and *cili padi* (bird’s eye chilli).

## Your own mini-farm on your balcony

“Planting on a balcony is all about decision-making and being realistic. Find the high-value small plants that fit your balcony, such as rocket leaves and stevia plant. They are something hard to get on the market; small, yet high in value. I did plant something bigger last time, such as squash. It did fruit but you could feel the plant was not happy with the limited space,” Tong shares.

“If I have to choose one of the easiest edible plants that everyone can have on their balcony, it would be the chilli, although some people say chilli plants fall sick easily.

01. Gherkins that Tong grew.

02. Balinese chilli seeds.

03. Tong’s wish is to see earthworms in his garden.

04. Tomatoes can be planted on the balcony too!

05. Kai lan in Tong’s garden ready for harvest.

06. The basil leaves in Tong’s garden.





06

However, if you give them good soil, the right amount of water and sunlight, and some tender loving care, they will reward you with a lot of fruit. I've already lost count of how many kilogrammes of chillies this guy has been giving me," Tong says.

For a good crop of chillies or other herbs such as mint and basil leaves, keep plucking the small branches, he advises.

"People always think big (fruit) is good. There are so many big fruits out there which are genetically modified. Organic fruits might be smaller and fruit less often, but their taste is richer. Plants are just like the human body; if you feed it right, it will feel healthy and fruit healthily," he says.

"Like this one," says Tong while picking up his compost pile. "I make my own compost. It stinks but plants really love it."

#### His secret sauce

Some water and some fruit and vegetable scraps are all the ingredients one needs to make nutrient-rich compost. The other natural fertiliser Tong uses is harvested daily from the family pet rabbit.

"My rabbit loves the leaves that we pick fresh from the balcony, especially the pandan leaves. We feed it healthy and organic food and harvest its manure for planting. It is like a small ecosystem here," he says, as he digs the soil to transplant a small herb plant into a bigger container while offering another tip: "To make the transplant easier, plant the plant in a half-cut empty toilet tissue roll from the very beginning then it can be moved whole later. The tissue roll can dissolve in the soil." Inspired!

#### Renewing the earth

YouTube is Tong's gardening learning platform. "YouTube is a fantastic resource. However, not every video is correct but if you keep watching and compare, you will eventually get the feeling for which is right."

Tong's countless trials and tribulations as a balcony food gardener have blossomed into this beloved balcony garden which he often misses whenever he's away from home.

"Plants need attention and care. They will tell you if they feel uncomfortable, via the fruits, leaves or soil. For example, I had two seasons of very good tomatoes, but when it came to the third season, the plant was weak and dying. After checking, it was not bacterial infection; the problem was the soil," he recalls. From that incident, he began to practise crop rotation to maintain healthy soil.

"Soil contains different elements and nutrition; different plants absorb only certain things from the soil, what is left behind is basically dirt. Yes, you can try to put nutrition back into the soil with compost, but the best option is crop rotation," he says, which is the reason he started planting kai lan and squash after growing chilli and tomato.

"You can feel how good the soil quality is as you dig in after crop rotation. Once, my soil was so good that I found earthworms in there!" says Tong. "My wish now is to try to get the earthworms back. I'm still figuring out the formula. I'll keep trying."

## Be fruitful and multiply

EVER dreamed of harvesting your own homegrown vegetables or fruits directly from your apartment balcony and on to the plate? That's as fresh as you can get. Apartment dwellers take note: the lack of a yard should not keep you from growing your own edible garden. Here are seven easy-growing edible plants that thrive even in a tiny pot of soil so you can start building your edible balcony garden today!

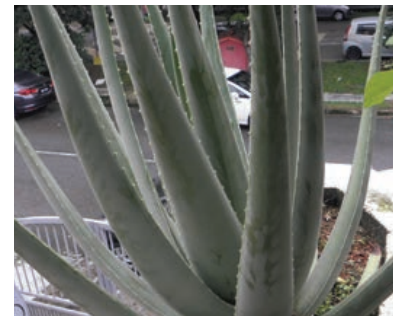
### LADIES FINGERS OR OKRA

This is one of the easiest vegetables to grow in a pot. All it needs is a mid-size pot, black soil, full sunlight and moderate water. It takes a few days for the seeds to germinate and a month for it to fruit. Grow a few plants rather than just one, since one plant only yields about a pod each day.



### ALOE VERA

This succulent plant is not only edible when cooked but the gel found in its leaf can be used to stop a bleeding cut or as a natural moisturiser for your skin. When cooked, it can make for a tasty and healthy dessert, or you can blend with a refreshing juice. It's low in calories too! Aloe vera is easy to grow when it has the right levels of water and sunlight. Be careful not to damage the roots when transplanting it, as aloe plants have relatively short roots.



### EGGPLANT

Growing eggplant from seeds in a pot can be easy. Fill the pot with fertilised soil and make a hole to place the seeds in. All you need to do next is to water it regularly and make sure the plant receives sufficient sunlight. The fruit will usually be ready for harvest in two or three months.



### TOMATO

There's nothing prettier than little red cherry tomatoes on your balcony. Cherry tomatoes can be grown on the ground and in containers but be careful not to overwater them. Just keep the soil evenly moist. Most cherry tomato plants start flowering in about a month, followed by tiny green fruits that turn into full-blown cherry tomatoes after a few weeks.



### SNAKE BEANS

Snake beans, better known as Chinese long beans, take more than two to three months to grow and bear fruit when planted from seeds. However, the beans mature rapidly so you can harvest some almost every day once it flowers and grows. Pick the beans when they're about a quarter of an inch wide or as thick as a pencil. The beans can attain lengths of three feet, but it's good to harvest them when they're between 12 to 18 inches long.



### PEPPER OR CHILLI

Water and sunlight are the two most important things to consider when growing pepper or chilli. The more sunlight they get, the better they grow. The same applies to water levels, because the pepper plant's roots are rather shallow. But do not overwater or the roots will rot.



### RED BOK CHOY

Growing bok choy requires rich, loose soil. You should also keep your garden well weeded so that the weeds do not take away the nutrients from your plants. Bok choy thrives best in cool weather, so growing it in a spot that receives little sunlight is ideal. They take only 45 to 50 days to mature.

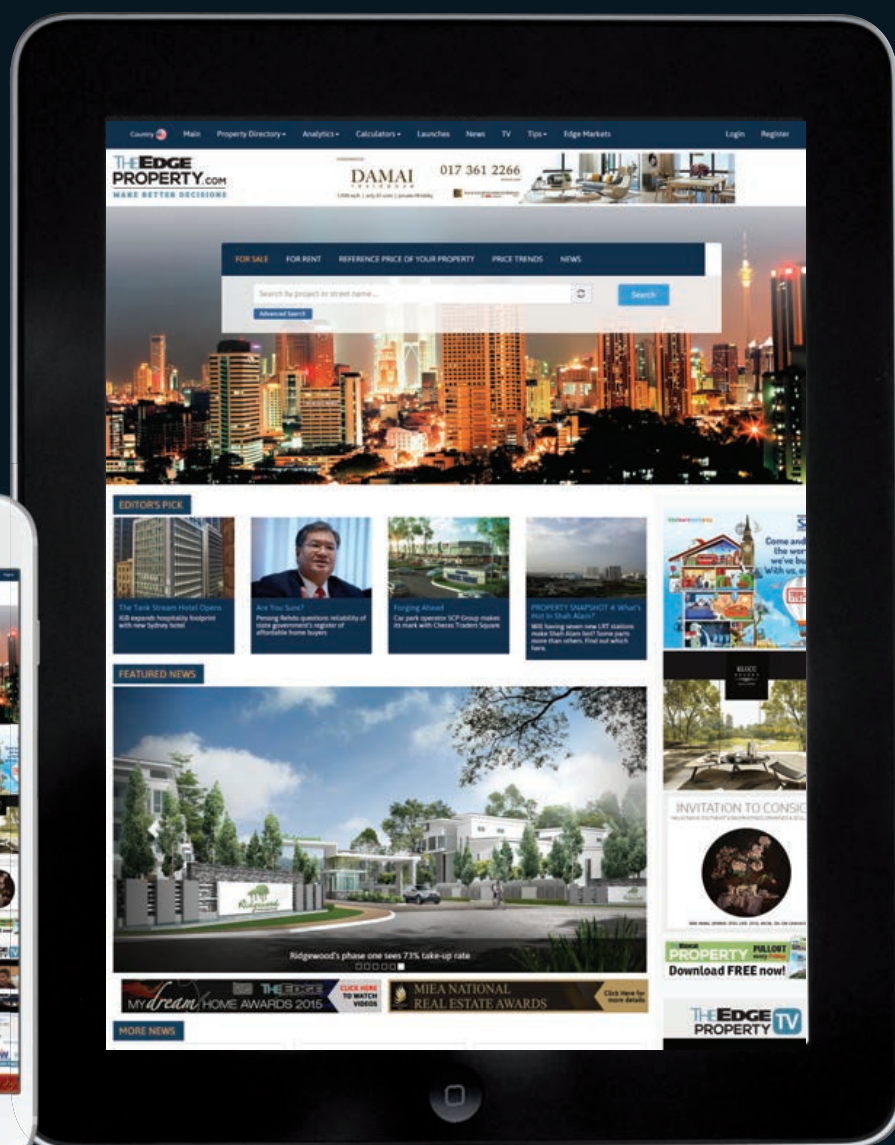
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