

FRIDAY DECEMBER 18, 2015
ISSUE 2070/2015

A PULLOUT EVERY FRIDAY WITH

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THE EDGE PROPERTY

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MAKE BETTER DECISIONS



EP18 DEALMAKERS

Making his own luck



EP20 HOME IDEAS

London trending:
Bold graphics &
modern exotics



EP22 FEATURE

Your personal Hanging
Gardens of Babylon



Enter now for tickets
to seminars in PJ (Jan 9 & 10)
& Penang (Jan 24).

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WANGSA MAJU moves up the value chain

Close to Kuala Lumpur city centre and connected by rail,
the area is a hotspot for student housing.
And now, it's looking attractive to professionals and expats.
See story on pages EP10 & 11.



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IJM LAND

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We are thankful that IJM Land's bold ideas, sustainable solutions and focus on quality are well-received and appreciated. Nonetheless, we have much to learn from our thriving communities and supportive customers.

This is a milestone, but not our final success. Placing customers at the heart of our business, we promise to work harder while continuing to uplift lifestyles and to build greater communities.



WINNER OF FIABCI WORLD PRIX
D'EXCELLENCE AWARDS 2015
MASTER PLAN CATEGORY
(WORLD SILVER WINNER)



FIABCI MALAYSIA
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MASTER PLAN CATEGORY



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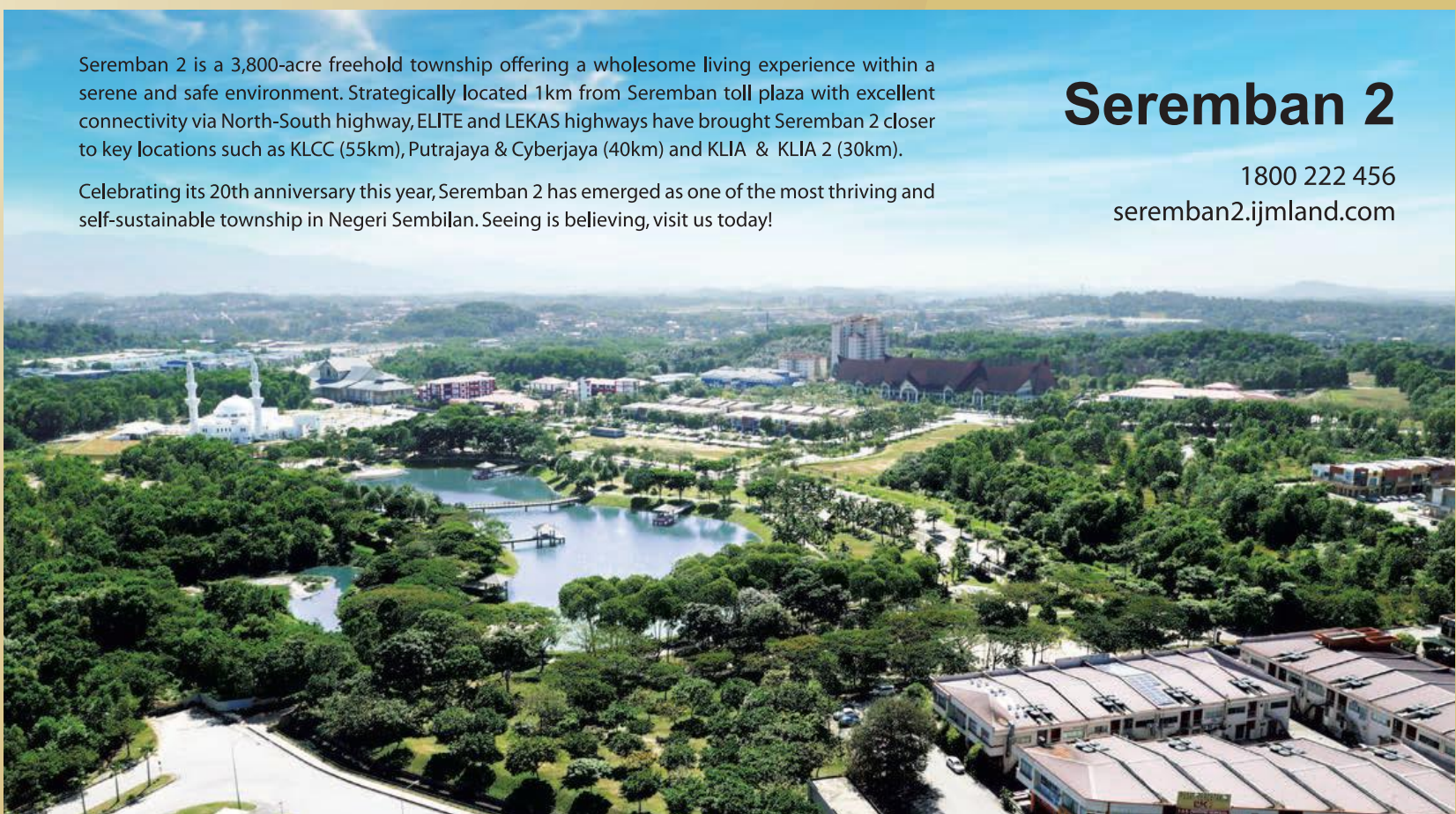
The journey continues



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IJM Land Berhad (187405-T), Ground Floor, Wisma IJM, Jalan Yong Shook Lin, 46050 Petaling Jaya, Selangor, Malaysia.
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A GARDEN SANCTUARY UNVEILED

Hidden away in the quiet enclave of Ukay Perdana is a gracious garden development that promises a melding of aesthetically appealing homes, luxury finishes, wide open spaces, nature, and recreational amenities. Like a painting come alive, DeBunga is a dazzling landscape of pebbled walkways, floating pavilions amidst colourful flora, rippling water canals, and ponds that sparkle in the morning sun. Come away from the bustling city and revel in birdsong and whispering breezes, and embrace enchantment.

DE BUNGA
RESIDENSI

03-4161 4686

www.debunga.my

Jalan UP5/7, Ukay Perdana, 68000 Ampang, Selangor Darul Ehsan

DeBunga Residensi • Developer: Sierra Ukay Sdn Bhd (673863-K) • Head Quarters: Ground Floor, Wisma IJM, Jalan Yong Shook Lin, 46050 Petaling Jaya, Selangor Darul Ehsan. Tel: 603-7985 8188 Fax: 603-7952 9848/9091 • Type : 3-Storey Semi D and Bungalow • Developer's License No: 10296-3/10-2017/0859 • Validity: 10/10/15-9/10/17 • Advertising & Sales Permit No: 10296-3/10-2017/0859 • Validity: 10/10/15-9/10/17 • Appropriate Authority which Approves the Building Plans: Majlis Perbandaran Ampang Jaya • Building Plan Reference No: MPAJ.BS.KB.740-1/2-11/12-1 and MPAJ.BS.KB.740-1/2-12/12-1 • Tenure of Land: 99 • Expiring: 6 January 2114 • Restrictions in Interest: The land shall not be transferred, leased or changed without prior approval by the State Authority • Land Encumbrances: Nil • Expected Date of Completion: Mar 2018 • No of units: 38 (3-Storey Semi D) • Selling Price: RM3,449,800 (Min) RM5,258,800 (Max) • No of units: (2 Bungalow) Selling Price: RM4,558,800 (Min) RM4,845,800 (Max) • Bumiputera Discount: 7%. All renderings contained in this advertisement are artist's impressions only. The information contained herein is subject to change without notification as may be required by the relevant authorities or developer's project consultant. Whilst every care is taken in providing this information, the owner, developers and managers cannot be held responsible for any variations. For avoidance of doubt on the specifications, please always refer to the Sale and Purchase Agreement.



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D'EXCELLENCE AWARDS 2015
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(WORLD SILVER WINNER)



FIABCI MALAYSIA
PROPERTY AWARDS™ 2014
MASTER PLAN CATEGORY



Building a perfect today, and a promising tomorrow.

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A 200-ACRE FOREST PARK

Enjoy the beauty of nature without giving up the comfort of urban living with this township built on the edge of Taman Rimba Bukit Kerinchi.

A SUSTAINABLE TOWNSHIP

Ample space for greenery and a dedicated pedestrian and bicycle pathway beside roads throughout the township.

WATERFRONT LIFESTYLE

Lakeside jogging & alfresco dining.

GREEN CONNECTORS

A central park and green connectors are interspersed throughout the city to maintain the atmosphere of a natural environment.

A SAFE CITY ENVIRONMENT

Crime prevention through environmental design promotes security among pedestrians in public spaces.

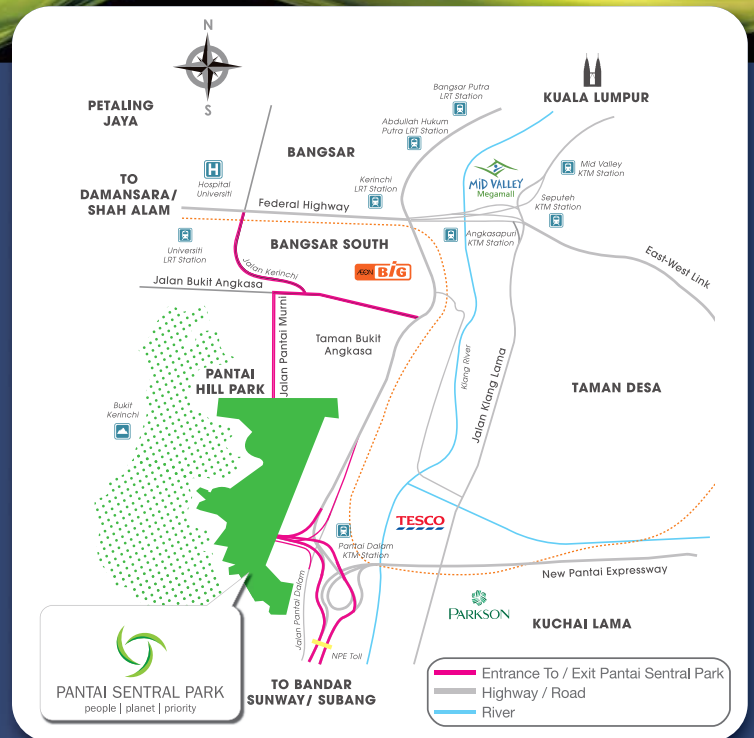
METROPOLITAN LIVING

One-stop access to all kinds of services and facilities in the city centre give residents comfort and peace of mind.

LINEAR FOREST WALK

A long linear pathway lines the edge of the township and forest, for safe use by pedestrians and cyclists.

Envisioned as Kuala Lumpur's One & Only Urban Forest City, Pantai Sentral Park is a 58-acre integrated city development that is designed to blend seamlessly into the lush, green surroundings of a 200-acre forest park of Bukit Kerinchi. Connected directly to the NPE enables convenient access to the City Centre, Bangsar and Petaling Jaya.



PANTAI SENTRAL PARK
people | planet | priority

IJM Land Sales Gallery, Lot 27, Jalan RU 7/1, 46050 Petaling Jaya, Selangor

1800-880-456
www.pantaisentralpark.com

• Developer: Amona Development Sdn Bhd (163826-A) • Office: Ground Floor, Wisma IJM, Yong Shook Lin, 46050 Petaling Jaya, Selangor Darul Ehsan Tel: +603-7985 8188 Fax: +603-7952 9848 • Type of Property: Condominium • Developer License No: 13619-2/02-2017/98(L) • Validity Period: 5 Feb 2015 – 4 Feb 2017 • Advertising and Sales Permit No: 13619-2/02-2017/98(P) • Validity Period: 5 Feb 2015 – 4 Feb 2017 • Approving Authority: Dewan Bandaraya Kuala Lumpur • Approved Building Plan No: BP 51 OSC 2014 1531 • Tenure of Land: 99 years (expiring 7 June 2106) • Restriction in Interest: This land cannot be transferred, conveyed or disposed, charged or leased without the consent of the Working Committee of KL Federal Territory • Land Encumbrances: NIL • No of Units: 243 with minimum 2 bays per unit • Selling Price: RM 969,800 (min) – RM 1,746,800 (max) • Expected Completion Date: Jan 2019 • Bumiputera Discount: 5%
Disclaimer: The information contained herein is subject to change without prior notification as may be required by the relevant authorities or developer's project consultant. Whilst every care is taken in providing this information, the owner, the developer and managers cannot be held responsible for any variations. For avoidance of doubt on the specifications, please refer to the Sale and Purchase Agreement.

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NEWS ROUNDUP



IMDB Real Estate is now TRX City

Debt-laden Malaysia Development Bhd's (IMDB) property arm, IMDB Real Estate Sdn Bhd (IMDB RE), is now known as TRX City Sdn Bhd.

According to a filing with the Companies Commission of Malaysia (CCM) filing, the name change took effect on Dec 16.

It is worth noting that IMDB's energy unit was renamed Edra Global Energy Bhd around this time last year, in what appeared to be a deliberate move to distance the unit from its controversial parent ahead of what would have been its multi-billion-ringing listing.

Edra Global Energy was originally meant to be known as IMDB Energy Group Bhd. That name change was submitted to CCM on Dec 1, 2014.

CCM had earlier granted a six-month extension to IMDB after it missed the Sept 30 deadline for the submission of its audited accounts for FY2015.

Meanwhile, IMDB has reportedly sought a one-month extension for submitting the accounts of IMDB RE and Edra.

Jet Set with Setia grand prize winner can't wait for take off

S P Setia Bhd's four-month Jet Set with Setia campaign ended on Saturday (Dec 12) when Lee Sheng Jie was announced as the grand prize winner.

Lee bagged an all-expenses paid trip to London, Melbourne, Qinzhou, Ho Chi Minh City, Singapore and Langkawi in addition to several other prizes.

"I am totally surprised and extremely excited to have won the grand prize," Lee said after her number was drawn. "After seeing what the previous winners have experienced, I cannot wait to start jetsetting with S P Setia. I think it is a really great programme to reward purchasers with such exclusive experiences, what's more I can bring along a travel partner!"

The winners of the Jet Set with Setia contest were granted trips to countries in which S P Setia has a presence, namely UK, Vietnam, Australia, Singapore, China and Malaysia. The grand prize includes all six locations.

Another 22 prizes, such as 10 high-tea sessions on a luxury yacht, were won by S P Setia customers from Penang, the Klang Valley, Jo-



hor and Kota Kinabalu.

The contest campaign drew to a close with a third and final draw event, after the first two in September and October. The contest was open to all S P Setia property purchasers who had signed their sale and purchase agreements this year.

SM Prime Holdings appoints Aurecon as designer of SM Megamall Towers

The Philippines' largest shopping mall and retail operator SM Prime Holdings has appointed Aurecon to provide structural engineering design services for its SM Megamall Towers in Manila.

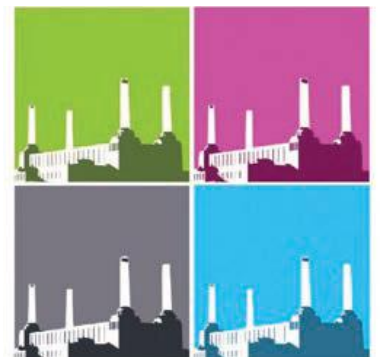
According to a recent statement, global engineering consultant Aurecon will work closely with Arquitectonica, the architect of the high-rise office building, from the concept engineering phase to design development.

The 50-storey SM Megamall Towers will be built in the centre of Ortigas in Mandaluyong City, a major commercial business district in Metro Manila.

The Towers' 124,200 sq m floor area includes three levels of underground parking. It will also feature a direct link to SM Megamall, one of the biggest shopping malls in Southeast Asia.

Battersea Art Station's exhibition raises £18,000 for local art charities

The Battersea Power Station Development Co (BPSDC) donated £18,000 (RM116,820) to three charities — Beatbox Academy, Theatre503, and World Heart Beat Music — at the Battersea Art Station exhibition held in September this year at the Battersea Arts Centre (BAC).



"Battersea Power Station has been crafting a strong foundation for hosting cultural events," said Battersea Power Station chairman Datuk Johan Ariffin in a press statement. "As part of Battersea Power Station's cultural strategy, this project demonstrates the shareholders' genuine commitment to further the aspirations of arts and culture within the Battersea/Nine Elms community in which we operate."

The three-day exhibition saw 5,000 visitors attending or taking part in activities planned for people of all ages, with nearly 300 pieces of art sold.

Beatbox Academy is BAC's young musical collective for British citizens between 12 and 21 years old, while Theatre503, which has been located in Battersea for over 30 years, conducts theatre workshops and plays. World Heart Beat Music Academy, founded in 2012, aims to create opportunities for children and young people to learn and play music.

The £8 billion Battersea Power Station is owned by a consortium of Malaysian investors comprising S P Setia Bhd, Sime Darby Property Bhd and the Employee's Provident Fund.

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.

Permata Heights Gombak open for sale

Date: Dec 17 (Thurs) onwards

Venue: Sales gallery, No 1, Jalan Bukit Permata, Taman Bukit Permata

Contact: (013) 717 9999 / (012) 288 7313 / (012) 318 1580

Developed by Keruan Jaya Sdn Bhd, a subsidiary of Selangor Properties Bhd, Permata Heights Gombak is now open for sale. The development consists of semi-dees and bungalows of between 3,881 and 4,691 sq ft in built-up area.

A Christmas to Remember by Agile



Date: Dec 19 and 20 (Sat and Sun) and Dec 24 and 25 (Thurs and Fri)
Venue: Agile Mont'Kiara Sales

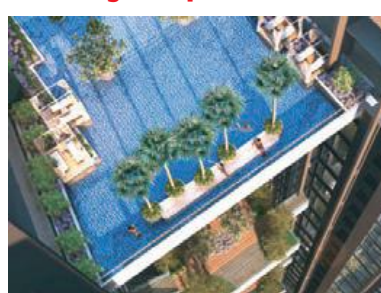
Gallery, Lot PT 15226, Persiaran Dutamas, Off Jalan Duta, Sri Hartamas 50480, Kuala Lumpur

Time: 10am to 7pm

Contact: (03) 2630 8880

The Malaysian entity of China developer, Agile Real Estate Development (M) Sdn Bhd, is throwing a Christmas celebration at its Mont'Kiara sales gallery. Bring friends and family to enjoy Christmas carolling, children's lego arena, Santa Claus and mystery gifts at the event.

Frosty White Christmas by Mah Sing Group



Date: Dec 19 and 20 (Sat and Sun)

Venue: The Icon, Jalan Tun Razak (Ground Floor)

Time: 12pm

Contact: (03) 2162 8282

A full-spread Christmas feast, featuring the Mah Sing development M City. There are special Christmas packages for the first 30 purchasers. Located at embassy row on Jalan Ampang, the freehold development offers apartments with private gardens.

Malaysian Furniture & Furnishings Fair (MF3)



Date: Dec 24-28 (Thurs to Sun)

Venue: Kuala Lumpur Convention Centre (Hall 1 to Hall 5)

Time: 10.30am to 9pm

Contact: (03) 6140 1202

Organised by Kuala Lumpur & Selangor Furniture Entrepreneur Malaysian Association the ninth edition of MF3 will be held

at Kuala Lumpur Convention Centre (KLCC) featuring product categories such as furniture and finishing, home appliances, smart home, green technologies and others. For more information, please go to www.mf3.my

Christmas Party @ Garden Residence

Date: Dec 19 (Sat)

Time: 6pm to 9 pm

Venue: Garden Residence Clubhouse, Cyberjaya

Contact: 03 9221 8888

Christmas Party in Garden Residence Clubhouse in Cyberjaya with lucky draw (grand prize: iPad); gifts for 50 registered guests with best Christmas outfit; carolling; photobooth and a lot of Xmas food! For housebuyers, there is the Year End Bonanza for Aspen Bungalows and special leasing package for Garden Avenue shops for limited units.

Tujuan Gemilang Wins The Big Four



PJ TRADE CENTRE

POINT 92

Twice Over.

When our first project won all of The Big Four awards, it was very satisfying. Now our second project has won all The Big Four awards as well, and we are indeed deeply honoured.

These awards are a testament to our commitment to excellence, and to our purpose 'to craft significant projects with bold ideas'.

As our company turns 10, we sincerely thank the many people who have supported us on our journey. Our customers, consultants, contractors, and all our friends. Thank You!



The Big Four awards are the most highly regarded recognition in the property industry, awarded by leading organisations in Malaysia and Internationally.

MyTOWN Shopping Centre announces anchor tenants

Future locus of consumer activity on Jalan Cochrane in Kuala Lumpur attracts big retail brands

BY RACHEL CHEW

KUALA LUMPUR: MyTOWN Shopping Centre announced 14 confirmed anchor and minor anchor tenants for its 1.1 million sq ft shopping centre on Jalan Cochrane at a signing ceremony here yesterday.

The confirmed anchor and minor anchor tenants are IKEA, Parkson, Golden Screen Cinemas, Village Grocer, Best, Zara, Uniqlo, Mango, Spotlight, Celebrity Fitness, F.O.S, Food Junction, Kids e World, Al-Ikhsan and MPH Bookstore.

MyTOWN Shopping Centre is a 5-level shopping centre with approximately 400 retail stores jointly developed by Boustead Holdings Bhd and Ikano Pte Ltd.

Boustead Ikano Sdn Bhd director, Datuk Koo Hock Fee, said he was pleased with the positive response from retailers given that the shopping centre is still under construction.

“Cheras is a great place to live and we know its residents want more services closer to home. Our line up of tenants will bring new shopping and dining experiences to residents in the area, as well as [those from] Ampang, Kuala Lumpur city centre and beyond,” said Koo. MyTOWN Shopping Centre is scheduled to open in the last quarter of 2016.

Ikano Pte Ltd shopping centre director Thomas Malmberg said the shopping centre’s features have been carefully planned and discussed with tenants to present an “optimum customer journey”.

“We are excited to present unique concepts as we want people who walk into My-



Malmberg (L-8), Koo (L-9) and director of Boustead Ikano Sdn Bhd, Cheah Swee Choo (L-10) with the representatives of anchor tenants. Photo by Sam Fong

TOWN Shopping Centre to see and feel the difference when shopping or dining with us,” he said.

Koo believes that when the future Cochrane underground MRT station is con-

nected directly to the shopping centre’s basement retail level, MyTOWN could be one of the most popular malls in the city.

“Besides being well connected by public transport, the shopping centre is also ac-

cessible from major highways, such as New Pantai Expressway, KL-Seremban Highway and Middle Ring Road 2, as well as a new direct access ramp from the Maju Expressway,” Koo said.

Grab luck by the tail

BY TAN AI LENG

JOHOR BAHRU: The Feng Shui and Astrology 2016 global tour by Datuk Joey Yap, which kicked off in London in October, saw more than 300 participants attend the first stop of its Malaysian leg on Dec 12 in Johor Bahru.

Yap says the tour has received overwhelming public response, and many people are keen to know the financial outlook for 2016 and understand how the Year of the Fire Monkey affects their personal Bazi astrology charts.

Yap says 2016 promises to be a challenging and diverse one full of ambitious endeavours.

Joey Yap’s Feng Shui and Astrology 2016 global tour will cover 11 cities, including New York, Jakarta, Singapore, Manila, Vancouver, Melbourne and Ho Chi Minh City.

The next two stops of its Malaysian leg are on Jan 9 and 10, 2016, at the Kuala Lumpur Convention Centre, and Jan 24 at Penang Equatorial Hotel. The seminars are from 10am to 5pm. *The Edge Property* and *theedgeproperty.com* are the media partner for Joey Yap’s Malaysia Feng Shui & Astrology 2016 Live Seminar and is giving its readers a chance to win free tickets to the events.

To participate, go to *theedgeproperty.com* and click on the banner, “Joey Yap’s Feng Shui & Astrology 2016 Live Seminar,” to register your entry. Then ask Joey a feng shui-related question. If your question is

01. Yap will be providing his analyses of the various aspects of the Year of the Fire Monkey from a feng shui and Chinese astrological perspective. Photos by Joey Yap Consulting Group

02. The one-day seminar in Johor Bahru received overwhelming public response.

judged to be one of the most interesting, you win two tickets to the event of your choice. This contest is open to all Malaysian residents, and there is no limit to the number of questions that can be posed.

There are 50 prize tickets each for the two sessions in Kuala Lumpur on Jan 9 and 10 next year. The closing date for entries for these two sessions is Jan 5.

Similarly, there are 100 prize tickets for the Penang session on Jan 24. The closing date for this session is Jan 19.

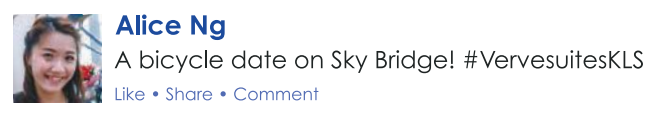
Yap is an established Chinese Metaphysics consultant and bestselling author of more than 160 books that have sold more than four million copies worldwide. He is chief consultant of the Joey Yap Consulting Group and founder of the Mastery Academy of Chinese Metaphysics. Yap contributes a regular feng shui column to *theedgeproperty.com* and *The Edge Property* pullout.



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Alice Ng
 'Wing Chun' at the Sky Gym. #VervesuitesKLS
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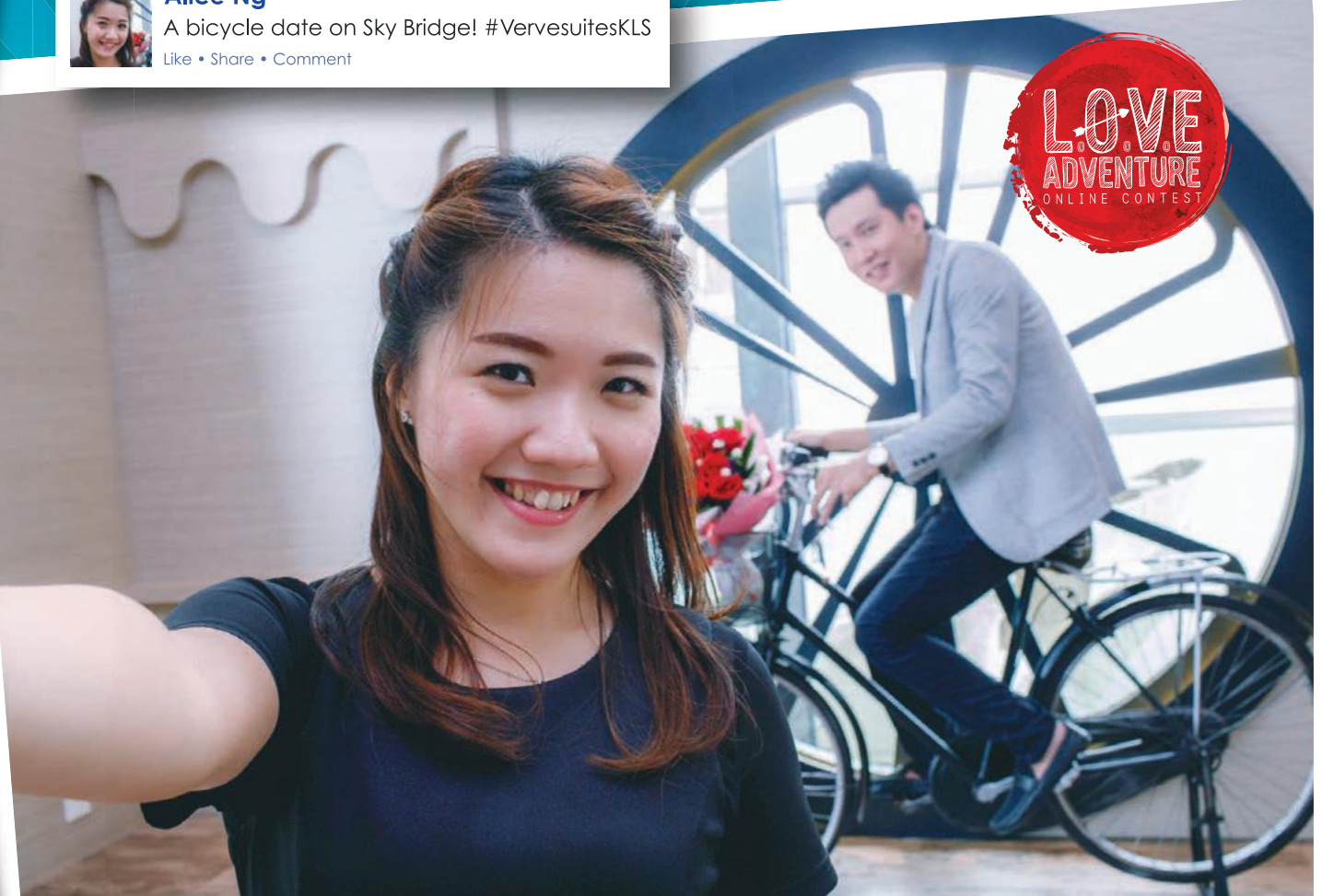
Alice Ng
 A bicycle date on Sky Bridge! #VervesuitesKLS
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Alice Ng
 A surprise lunch at Sky Bridge. #VervesuitesKLS
 Like • Share • Comment



Dan Wong
 A place for us to chill at VERVE® Suites
 KL South. #VervesuitesKLS
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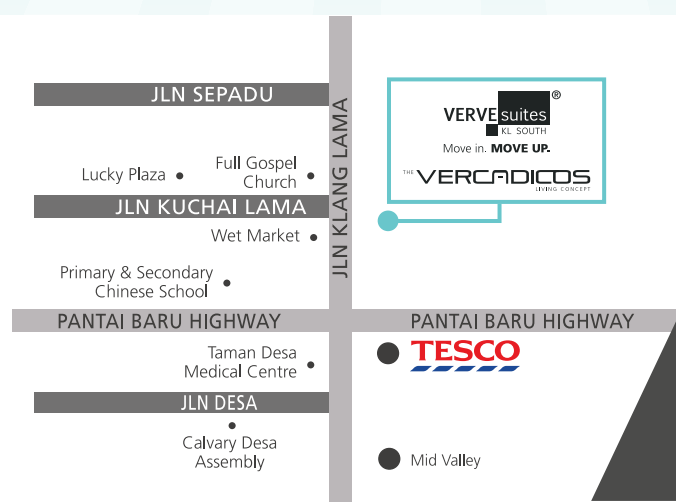


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 2, Jalan Kiara, 50480 Kuala Lumpur, Malaysia.

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AWARDS AND RECOGNITION RECEIVED BY BUKIT KIARA PROPERTIES:



• Developer: KL South Development Sdn Bhd (562027-M) • Address: Penthouse, Block B-13A-P1, Plaza Mont'Kiara, 50480 Kuala Lumpur, Malaysia. • Developer's License No: 12304-1/01-2018/18 Validity Period: 04/01/2013 - 03/01/2018 • Advertising Permit No: 12304-1/02-2016/01304 (P) Validity Period: 19/02/2015 - 18/02/2016 • Tenure of Land: Freehold • Encumbrances: Affin Islamic Bank • Approving Authority: Dewan Bandaraya Kuala Lumpur • Building Plan No: BP S1 OSC 2013 0542 • Expected Date of Completion: June 2016
 • Total Units: 321 Service Suites, 45 SOHO Units, 3 Retail Units • Price: RM361,900 - RM1,489,200 • Bumiputra Discount: 5%

PHOTOS BY SHAHRIN YAHYA/THE EDGE PROPERTY



The trend for residential property development in Wangsa Maju is towards high-rise projects as land is getting scarce.

Wangsa Maju moves up the value chain

Rail and roadworks begin to add to the appeal of an area on the outskirts of KLCC

BY TAN AI LENG

Wangsa Maju has seen tremendous changes over the years. Its affordable rents, wide range of amenities and proximity to the pioneering Tunku Abdul Rahman College (as it was then known) has made it a hotspot for student housing.

According to CBD Properties (Cheras) Sdn Bhd senior real estate negotiator Angelina Choong, Wangsa Maju's demographic profile has more recently come to include professionals who work in the city centre and its outskirts, as well as expatriates looking for accommodation with good public transport — Light Rail Transit (LRT). The strong demand for high-rise residences has pushed up property prices in the area.

Data from theedgeproperty.com shows that the average price of non-landed residential units in Wangsa Maju continued to appreciate steadily over the last two years. The average price reached a new high of RM356 per square foot (psf) in the 12 months to 1Q2015, a 17.7% y-o-y growth from RM302 psf in 1Q2014.

However, transaction volume receded since the beginning of 2014, declining 36% in the same period, from 275 units from 430 previously.

The tertiary educational establishments

nearby include Tunku Abdul Rahman University College on Jalan Genting Klang, about 2km away from Wangsa Maju LRT station, the Malaysian Institute of Art in Taman Melawati and Dasein Academy of Art in Seksyen 5 of Wangsa Maju itself. While new developments on Jalan Genting Klang and Taman Melati (near Wardieburn Camp) now offer more choices that suit student budgets, Wangsa Maju remains a popular address.

This is yet more true for working people. Choong says it was the neighbouring Jelatek that first drew professionals to the area, but the lack of new supply in Jelatek meant that attention has shifted to Wangsa Maju.

“Wangsa Maju has emerged as the new choice for working people who do not want to spend too much time commuting from home to office,” she says, adding that the convenience of public transport has enhanced Wangsa Maju's appeal. She notes that some companies in the city centre lease high-rise residential units in Wangsa Maju for their employees.

Served by the Wangsa Maju and Sri Rampai LRT Stations, Wangsa Maju offers a relatively green environment only six stops away from KLCC station. The

distance between the two LRT stations is about 3.5km.

Henry Butcher Malaysia chief operating officer Tang Chee Meng agrees that location and accessibility are the greatest advantages of Wangsa Maju.

“It is located only about 8km away from KLCC (Kuala Lumpur City Centre) and being a mature township, it can be easily accessed via several highways — Kuala Lumpur Middle Ring Road 2, Duta-Ulu Klang Expressway (Duke) and Ampang-Kuala Lumpur Elevated Highway,” he says.

Wangsa Maju grew rapidly in the mid-1980s as part of the Kuala Lumpur Structure Plan 1984.

While Wangsa Maju has numerous older, affordable walk-up flats concentrated in Sections 1,2,4

and 10, more recent developments are increasingly upmarket and are clustered close to the commercial hub around Wangsa Walk, Sri Rampai LRT station and also Section 10.

Residents have their pick of several shopping centres located 10 to 15 minutes' drive away, such as Aeon Big hypermarket, Aeon Alpha Angle, Wangsa Walk, Giant hypermarket, Setapak Central and Ampang Point.

There are also several government schools in Wangsa Maju and a number of international schools such as Fairview, Sri Utama and the International School of Kuala Lumpur (Melawati Campus).

“Wangsa Maju is a well-connected, self-contained township providing a comfortable lifestyle for its residents,” says Tang.

Tang adds that another important difference between Wangsa Maju and other mature townships such as Subang Jaya and Petaling Jaya is that Wangsa Maju is still surrounded by hills and greenery, which makes for a more pleasant living environment.

He notes that in the early years, residential developments in Wangsa Maju were of the low-medium and medium cost type but recent developments are pitched upmarket.

Due to increasing demand, Choong notes that the average property price in Wangsa Maju has exceeded RM600sf. For example, the average selling price for Infiniti 3 Residences by Setapak Heights

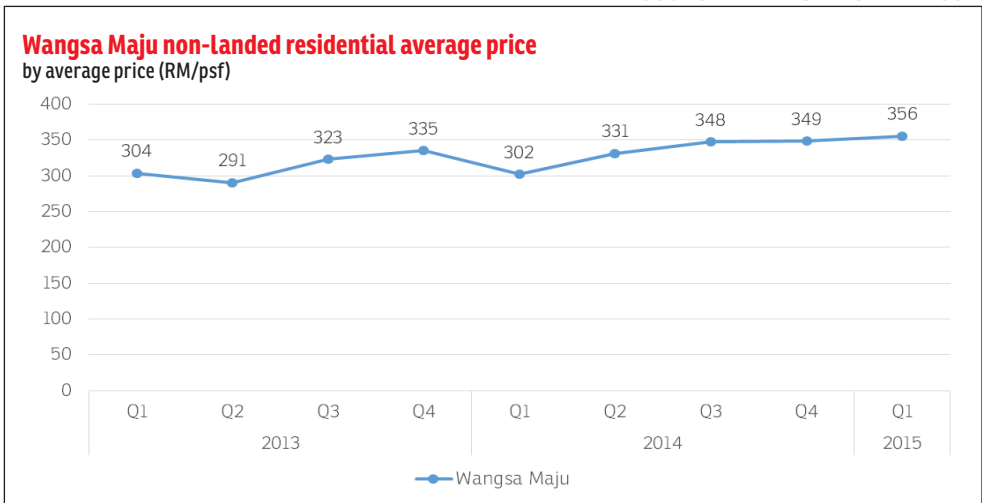
Tang: location and accessibility are the greatest advantages of Wangsa Maju.



SOURCE: THEEDGEPROPERTY.COM



Wangsa Walk is one of the neighbourhood malls in Wangsa Maju.



SOURCE: THEEDGEPROPERTY.COM

Top 5 condominiums/apartments in Wangsa Maju with highest indicative asking rental yield

Project Name	Average Transacted Price (RM/psf)	Average Asking Monthly Rent (RM)	Average Asking Monthly Rent (RM/psf)	No. of Listings	Indicative Asking Rental Yield
Menara Alpha	313	1,432	1.71	28	6.6%
Riana Green East	502	3,861	2.45	85	5.9%
Sri Lojing Condominium	397	1,950	1.79	3	5.4%
Desa Putra	555	3,349	2.44	76	5.3%
Villa Wangsamias	391	2,217	1.71	119	5.3%



LRT plays an important role in supporting the price appreciation of Wangsa Maju properties.

Recent transactions of new developments (3Q2015)

PROJECT	3Q AVERAGE SELLING PRICE (PSF)	BUILT-UP SIZES (SQ FT)
Irama Wangsa	RM600	991 to 1,378
Seasons Garden Residences	RM550 to RM600	770 to 900
Infiniti Residences	RM700	1,085 to 1,518
Wangsa9 Residency	RM750 to RM800	1,033 to 8,892

Source: Henry Butcher Malaysia



Riana Green East Condominium is one of the high-end condominiums in Wangsa Maju area.

Development is about RM630 psf.

DTZ Malaysia executive director Brian Koh says recent transactions of new developments in Wangsa Maju range between RM500 and RM700 psf.

According to Tang, new launches have boosted prices to between RM600 and RM700 psf. "However, this is still lower compared with Kota Damansara, where new project selling prices average between RM800 and RM1,000 psf," he says.

Stable rental growth

DTZ Malaysia's Koh says strong demand has supported rental yield growth in Wangsa Maju, especially for mid-end apartments, which have enjoyed higher than average yield.

"The rental yield rate has remained stable, as the monthly rental in this area is still reasonable, and the excellent access to city make [Wangsa Maju] quite desirable for mid-end demand," he adds.

Koh says the mid-end projects at Setapak such as Wangsa Metroview and Menara Alpha condominium cater to the student population while projects like Riana Green East have a strong diverse expatriate population.

According to theedgeproperty.com, as at June 2015, the annual indicative rental yields in Wangsa Maju range between 5.3% and 6.6%.

The data shows that the highest asking annual rental yield is in Menara Alpha, at 6.6%. This condominium has an average asking monthly rent of RM1.71 psf and a transacted capital cost of RM313 psf. It is located within walking distance of Wangsa Maju LRT station and shops in Taman Sri Rampai.



Koh: Strong demand support rental yield growth. The Edge file photo

According to Rina Properties, the average monthly rent for the walk-up flats in Seksyen 2 are between RM650 and RM800, whereas high-end condos such as Riana Green East can fetch between RM2,300 and RM2,500. Desa Putra, which is a stone's throw away from Sri Rampai LRT station, fetches RM3,000 for a fully furnished unit.

Tang says most students living in Wangsa Maju are renting units in low medium and medium cost apartments and older condos as they are more suited to their budget.

"Due to its proximity to the city centre and the availability of LRT, the condominiums and apartments will be attractive to those with families and who work in the city centre, particularly those who cannot afford to rent in more upmarket places such as Bangsar and Mont' Kiara," he adds.

Looking forward

Property consultants concur that the property prices in Wangsa Maju still have room to grow as it has historically under-performed compared with locations such as Kota Damansara and Bukit Jalil.

According to Koh, the Wangsa Maju market is for owner-occupiers with a fairly solid rental market for budget and mid-end residential units. "The [Wangsa Maju] housing market is fundamentally solid and not susceptible to wide market swings," he emphasises.

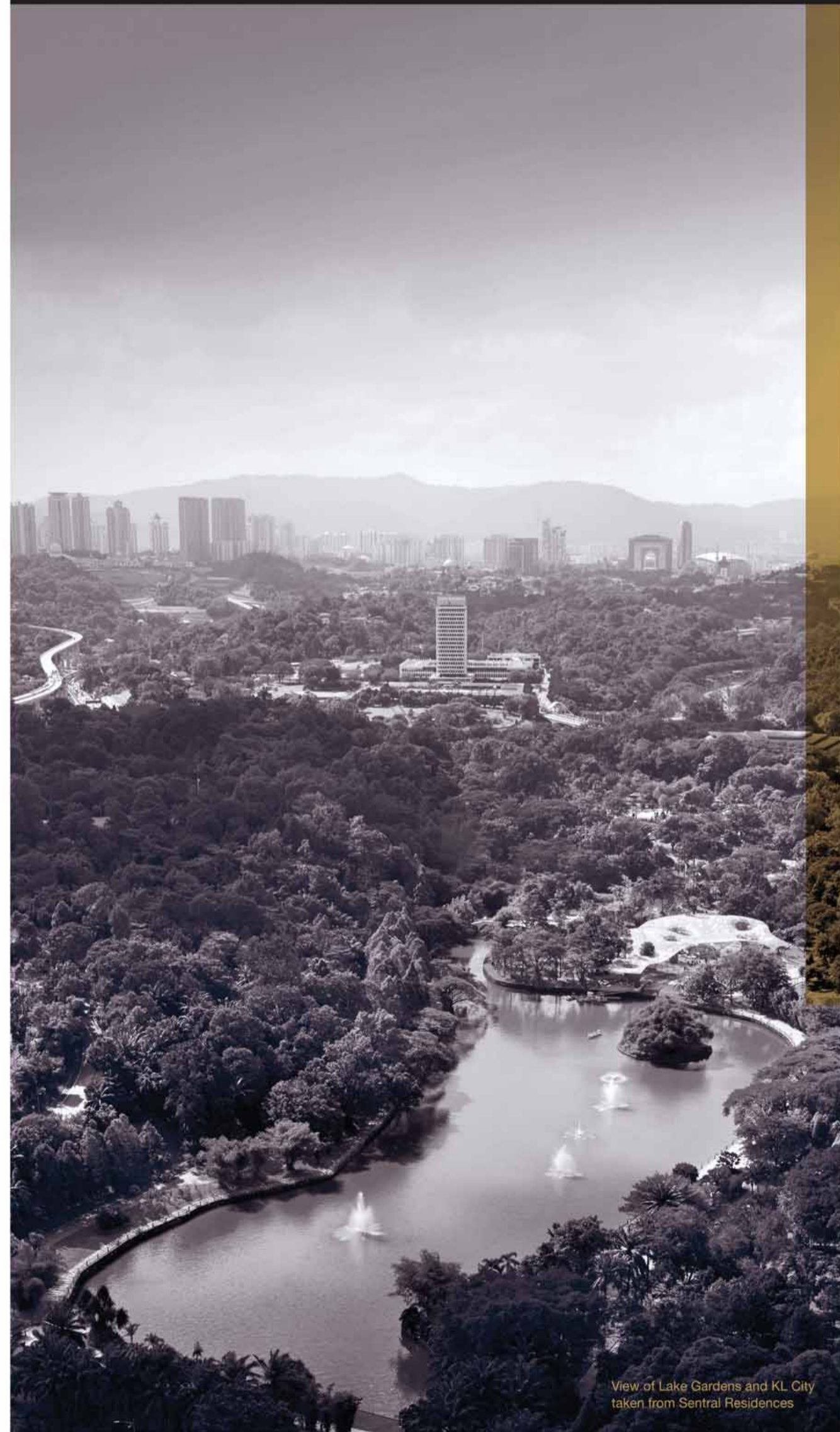
Tang notes that several road improvement projects are underway — Jalan Genting Klang has been widened and Jalan Pahang is being upgraded — and new highways are being built that will theoretically ease traffic conditions for Wangsa

Maju residents travelling to and from KL and Petaling Jaya.

These highways include the proposed Sungai Besi-Ulu Kelang Elevated Expressway (Suke), which connects Sungai Besi to Ulu Klang, and Duke Phase 2, which links to Sri Damansara and Jalan Tun Razak.

"The outlook for Wangsa Maju is bright. Its proximity to the city centre, good accessibility, availability of a wide range of amenities and facilities, as well as the development of higher quality properties will continue to boost property prices here," says Tang.

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



View of Lake Gardens and KL City taken from Sentral Residences

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Developer: Prema Bonanza Sdn Bhd (752933-K) | Developer License No: 10848-1/01-2016(013776L) | Validity Period: 12/01/2015-11/01/2016 | Advertising & Sales Permit No: 10848-1/01-2016(01378P) | Validity Period: 12/01/2015-11/01/2016 | Land Tenure: Freehold | Land Encumbrance: Malaysian Banking Berhad | Expected Date of Completion: February 2017 | Approving Authority: Dewan Bandaraya Kuala Lumpur | Approved Building Plan: BP S1 050 2011 1092 (dated 16 August 2011) | Total Units: 752 units | Total No. of Storey: 55 storeys | Tower A Total Units: 376 units | Type A4a (2,949sf) 24 Car Parks | Type A4b (3,143sf) 24 Car Parks | Type A4c (3,283sf) 24 Car Parks | Tower B Total Units: 376 units | Type B4a (2,982sf) 24 Car Parks | Type B4b (2,992sf) 24 Car Parks | Type B4c (4,058sf) 24 Car Parks | Type of Development: Serviced Apartment | Selling Price: Tower A & Tower B (Min) RM1,000,000 - (Max) RM7,015,000 | Bonus/Discount: 3%
The information contained herein is intended to provide a general overview and is not intended to constitute an offer or contract. All readings are artist's impressions only. All measurements are approximate. While every reasonable care has been taken in preparing this material, the developer cannot be held responsible for any inaccuracies. All the above terms are subject to variations, modifications & substitutions as may be required by the Authorities or the Engineer.

Go to theedgeproperty.com for more listings**FOR SALE** [in Wangsa Maju, Kuala Lumpur]**Desa Putra**

Type: Condominium/serviced residence
Tenure: Leasehold
Asking price: RM720,000
Built-up area: 1,265 sq ft
Bedroom(s): 3
Bathroom(s): 2
Description: Partly furnished, well-maintained unit located near Sri Rampai LRT station.
Facilities: Swimming pool, gym, reading room, BBQ pits, laundrette, covered car park, playground, nursery, multipurpose hall and shops.
Agent/negotiator: Nicole Goh of Oriental Realty (REN 13059)
Tel: (016) 396 1366

Villa Wangsamias

Type: Condominium/serviced residence
Tenure: Freehold
Asking price: RM560,000
Built-up: 1,270 sq ft
Bedroom(s): 3
Bathroom(s): 3
Description: Fully furnished and renovated unit. Comes with two car park bays. Close to hospitals, international schools and shopping centres. Near LRT station; 10-minute drive to KLCC. Easy access from MRR2, Duke Highway, Akleh, Jalan Pahang, Jalan Genting Klang, Jalan Semarak and Jalan Gombak.
Agent/negotiator: Anthony Wong of Aceon Properties Sdn Bhd (REN 03597)
Tel: (019) 332 4697

Villa Wangsamias

Type: Condominium/serviced residence
Tenure: Freehold
Asking price: RM630,000
Built-up area: 1,267 sq ft
Bedroom(s): 3 + 1
Bathroom(s): 3
Description: Extensively renovated, including kitchen cabinets, plaster ceiling, chandelier, wallpaper, air conditioners and water heaters. KLCC view; two car park bays. **Amenities:** TAR University College, schools, banks, restaurants, Festival Shopping Centre, clinic, etc. Highways: MRR2, Keras, Duke, Akleh, Jalan Genting Klang, others. LRT station nearby.
Agent/negotiator: Bernard Khoo of Vivahomes Realty (REN 11111)
Tel: (016) 639 6002

Sri Lojing Condominium

Type: Condominium/serviced residence
Tenure: Leasehold
Asking price: RM710,000
Built-up area: 1,717 sq ft
Bedroom(s): 4
Bathroom(s): 2
Description: Low-rise, corner unit, nicely renovated. Two car park bays. Peaceful environment. **Amenities:** TAR University College, schools, banks, restaurants, Festival Shopping Center, clinic, etc. Highways: MRR2, Keras, Duke and Akleh.
Agent/negotiator: Matson Wong Tech Real Estate Sdn Bhd (REN 08664)
Tel: (012) 680 2851

Riana Green East

Type: Condominium/serviced apartment
Tenure: Freehold
Asking price: RM635,000
Built-up area: 1,088 sq ft
Bedroom(s): 2
Bathroom(s): 2
Description: KL view, partially furnished. Close to LRT station, walking distance to Wangsa Walk Mall, banks, eateries, etc.
Facilities: barbecue area, gym, jacuzzi, playground, sauna, swimming pool, squash court and 24-hour security.
Agent/negotiator: Lucas Lim of Property Hub Sdn Bhd (REN 00474)
Tel: (016) 442 3039

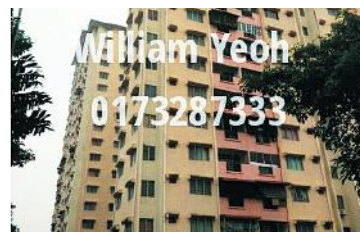
Wangsa Metroview

Type: Condominium/serviced residence
Tenure: Freehold
Asking price: RM738,000
Built-up area: 1,880 sq ft
Bedroom(s): 4
Bathroom(s): 4
Description: Townhouse unit with two basement car park bays. Corner lot with nice view. Very big and comfortable space. Comes with kitchen cabinet, air conditioners and water heaters.
Facilities: 24-hour security, swimming pool, gym, playground, mini mart and cafe. Walking distance to Wangsa Maju LRT station and Aeon Jusco. Near TAR University College and Wangsa Walk mall. Many banks,

shops, eateries and schools nearby.
Agent/negotiator: Bernard Khoo of Vivahomes Realty (REN 11111)
Tel: (016) 639 6002

Wangsa Metroview

Type: Condominium/serviced residence
Tenure: Freehold
Asking price: RM560,000
Built-up area: 1,150 sq ft
Bedroom(s): 3
Bathroom(s): 2
Description: Fully renovated unit with plaster ceiling, kitchen cabinet, pool view and two car park bays. **Amenities:** KL Festival City mall, Uptown Danau Kota, Aeon Wangsa Maju, TAR University College, SK and SMK Taman Melati.
Agent/negotiator: Ben Ng of Vivahomes Realty (REN 15551)
Tel: (017) 212 7155

Jasmin Apartment

Type: Condominium/serviced residence
Tenure: Leasehold
Asking price: RM280,000
Built-up area: 750 sq ft
Bedroom(s): 3
Bathroom(s): 2
Description: Unit with KLCC view; easy access to MRR2 and Duke; near bus station and shops.
Agent/negotiator: William Yeoh of Vivahomes Realty (REN 14260)
Tel: (017) 328 7333

Rampai Court

Type: Condominium/serviced residence
Tenure: Freehold
Asking price: RM280,000
Bedroom(s): 2
Bathroom(s): 1
Description: High-floor unit below market price. Urgent sale.
Agent/negotiator: Bernice Wong of Vivahomes Realty (REN 09695)
Tel: (012) 376 1174

Menara Alpha

Type: Condominium/serviced residence
Tenure: Leasehold
Asking price: RM460,000
Built-up area: 1,206 sq ft
Bedroom(s): 3 + 1
Bathroom(s): 2
Description: Well-kept unit within walking distance of Wangsa Maju LRT station, close to MRR2 and short drive to KLCC. Wide range of eateries within walking distance. Expected rental: RM1,400-RM1,900.
Agent/negotiator: Nicole Goh of Oriental Realty (REN 13059)
Tel: (016) 396 1366

FOR RENT [in Wangsa Maju, Kuala Lumpur]**Desa Putra**

Type: Condominium/serviced residence
Tenure: Leasehold
Asking rent: RM2,900
Built-up area: 1,340 sq ft
Bedroom(s): 3
Bathroom(s): 2
Description: Partly furnished unit with air conditioners and one car park bay. Walking distance to Sri Rampai LRT Station, Wangsa Walk mall; easy access to Jalan Ampang, MRR2 and other areas in Setapak and Wangsa Maju.
Agent/negotiator: Mike Cheah of GS Realty Sdn Bhd (REN 16005)
Tel: (012) 682 9440

Menara Alpha

Type: Condominium/serviced residence
Tenure: Leasehold
Asking rent: RM1,700
Built-up: 886 sq ft
Bedroom(s): 3
Bathroom(s): 2
Description: Partly furnished unit with kitchen cabinet, washing machine, water heater and others.
Agent/negotiator: Chan Chee Hoer of Huttons Oneworld Sdn Bhd (REN 08531)
Tel: (014) 320 3566

Villa Wangsamias

Type: Condominium/serviced residence
Asking rent: RM1,900
Built-up area: 1,267 sq ft
Bedroom(s): 3
Bathroom(s): 2
Description: Swimming pool, gym, restaurant, mini market, covered parking, playground, jogging track, landscaped garden, 24-hour security with 2-tier card access. Easily accessible from Jalan Jelatek via Jalan 34/26 and Jalan Wangsamias.
Accessibility: Duke, MRR2, Akleh. Close to KL city centre, Ampang and Melawati. Walking distance to Sri Rampai LRT station.
Agent/negotiator: Levis Chan of Huttons Oneworld Sdn Bhd (REN 15150)
Tel: (014) 623 9125

Villa Wangsamias

Type: Condominium/serviced residence
Tenure: Freehold
Asking rent: RM2,400
Built-up area: 1,287 sq ft.
Bedroom(s): 3
Bathroom(s): 2
Description: Fully furnished unit in move-in condition. Comes with new furniture and two car park bays. Accessible from Jalan Jelatek via Jalan 34/26 and Jalan Wangsamias; walking distance to Sri Rampai LRT station. Near Wangsa Walk and Aeon.
Agent/negotiator: Prabhbir Rohit of Jann Properties (REN 11735)
Tel: (016) 338 0502

Sri Lojing Condominium

Type: Condominium/serviced residence
Asking rent: RM1,900
Built-up area: 778 sq ft
Bedroom(s): 2
Bathroom(s): 1
Description: Furnished, with air-conditioners, two wardrobes and kitchen cabinet.
Agent/negotiator: Jack of Full Homes Realty Sdn Bhd (REN 12971)
Tel: (019) 302 2248

Riana Green East

Type: Condominium/serviced residence
Asking rent: RM15,000

Built-up area: 4,625 sq ft
Bedroom(s): 4
Bathroom(s): 5
Description: 3-storey penthouse unit with breathtaking views of Kuala Lumpur KLCC, KL Tower and Genting. Beautifully landscaped with lush greenery. All bedrooms have ensuite bathrooms. Master bedroom has dressing area and balcony. Two main entrances, balconies on all floors.
Facilities: community room, swimming pool, sauna and playground, tennis and squash courts and gym. Close to KLCC, MRR2, Duke, Jalan Ampang, Jalan Tun Razak and Jalan Genting Klang. Walking distance to LRT station and Wangsa Walk mall.
Agent/negotiator: Serene Yap of The One Property International Sdn Bhd (REN 04936)
Tel: (019) 237 1813

Wangsa Metroview

Type: Condominium/serviced residence
Tenure: Leasehold
Asking rent: RM1,600
Built-up area: 1,150 sq ft
Bedroom(s): 3
Bathroom(s): 4
Description: Well-kept, mid-floor unit. Partly furnished with fridge, washing machine, fans and water heater. Easy access. Good location near LRT station.
Agent/negotiator: Keith Wong of Vivahomes Realty (REN 14261)
Tel: (016) 200 2788

Jasmin Apartment

Type: Condominium/ apartment
Tenure: Leasehold
Asking rent: RM1,200
Built-up area: 900 sq ft
Bedroom(s): 3
Bathroom(s): 2
Description: Amenities: hospitals, malls, schools, colleges, etc. Near LRT, 10 minutes drive to KLCC. Easy access from MRR2, DUKE highway, Akleh, Jalan Pahang, Jalan Genting Klang, etc.
Agent/negotiator: Anthony Wong of Aceon Properties Sdn Bhd (REN 03597)
Tel: (019) 332 4697

Rampai Court

Type: Condominium/ apartment
Tenure: Freehold
Asking rent: RM1,250
Built-up area: 600 sq ft
Bedroom(s): 2
Bathroom(s): 1
Description: Partly furnished with air-con, kitchen cabinet and others. Near Wangsa Maju LRT station. Easy access to Jln Tun Razak, Duke, Jalan Gombak and MRR2.
Agent/negotiator: Chloe Teo of GS Realty Sdn Bhd (REN 16692)
Tel: (012) 721 8671

Rampai Court

Type: Condominium/ apartment
Tenure: Freehold
Asking rent: RM1,100
Built-up area: 600 sq ft
Bedroom(s): 2
Bathroom(s): 1
Description: Basic unit with two air conditioners, kitchen cabinets, wardrobe in bedroom.
Agent/negotiator: Mike Cheah of GS Realty Sdn Bhd (REN 16005)
Tel: (012) 682 9440

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The Tamarind Tower B 60% taken up

Latest phase of E&O development was launched early this month

BY TAN AI LENG

PENANG: Tower B of The Tamarind executive apartments by Eastern & Oriental Bhd (E&O) has received an encouraging response from buyers with 60% of the units having been taken up within two weeks of its launch in early December.

E&O marketing and sales general manager (Penang), Christina Lau, said The Tamarind has attracted a large number of Penangites as well as a sizeable number of buyers from the northern states. It has also attracted Malaysians from other parts of the country and foreigner buyers.

"Judging from the promising response, we expect to close more deals in the next few weeks," Lau said in a press statement.

The Tamarind Tower B houses 552 condominium units of between 1,047 sq ft and 1,772 sq ft in built-up area. The average selling price is RM765 psf, and prices start at RM757,000 for a unit.

"The Tamarind attracts a good mix of owner-occupiers and investors, with strong interest registered among young executives and families," Lau said.

This 6.9-acre freehold high-rise development has an estimated gross development value of RM900 million. It comprises two blocks of 33-storey buildings with a total of 1,104 units of a 3-bedroom design. The smallest unit has a built-up area of 1,047 sq ft. The Tamarind Tower B is expected to be completed in 2019.

The Tamarind Tower A, which was launched in June 2015, is 95% sold. The average selling price for Tower A is RM725 psf.

The Tamarind's facilities include a private, one-acre waterscaped beach, free-form swimming and wading pools, jogging track, gym and yoga centre, multipurpose hall and playground.

It is located close to the Straits Quay retail marina, Tesco hypermarket, Straits Quay Convention Centre, Straits Green Public Park, Penang Performing Arts Centre and a 1.6km seafont promenade.

Commenting on market conditions, Lau noted the long-term nature of property investment and that soft market conditions may present an opportune time to buy properties.

"We believe that demand remains in niche locations and for projects by developers offering strong concept, branding and delivery," she said.



01



02

01. Artist impression of The Tamarind.

02. The project's waterscape comprising beach and signature pools at The Tamarind. Images by Eastern & Oriental Berhad

AUCTION

Sold

Property type: 2-storey bungalow
Address: 14, Jalan Anggerik 2D/2, Perumahan Jalan Anggerik, 48300 Prima Beruntung, Selangor
Tenure: Freehold
Reserve price: RM350,000
Transacted price: RM350,000
Built-up area: 5,995.49 sq ft
Auctioneer: Ehsan Auctioneers
Contact: (03) 2161 6649

Property type: Intermediate 2-storey link house
Address: 20, Jalan Sultan Salahuddin Abdul Aziz Shah Tiga 9/6C, Section 9, 40100 Shah Alam, Selangor
Tenure: Leasehold
Reserve price: RM502,200
Transacted price: RM620,000
Built-up area: 1,540 sq ft
Auctioneer: Ehsan Auctioneers
Contact: (03) 2161 6649

Property type: 3-storey bungalow
Address: 73, Jalan Kemuning Permai 33/154, Kemuning Residence, Section 33, 40400 Shah Alam, Selangor
Tenure: Leasehold
Reserve price: RM1.458 million
Transacted price: RM1.72 million
Built-up area: 6,588 sq ft
Auctioneer: Property Auction House Sdn Bhd
Contact: (03) 2070 2226

Up for bid

Auction date: Dec 29, 2015
Property type: Serviced apartment on 28th floor of a 30-storey building
Address: B28-01, Tropics @ Tropicana City, No 3, Jalan SS 20/27, 47400 Petaling Jaya, Selangor
Tenure: Freehold
Reserve price: RM660,000
Built-up area: 675 sq ft
Auctioneer: Ehsan Auctioneers
Contact: (03) 2161 6649

Auction date: Dec 22, 2015
Property type: 3+1 bedroom condominium unit
Address: B3-01-01, Jalan Mirage 3, Mirage Perdana Lakeview West, Cyber 7, 63000 Cyberjaya, Selangor
Tenure: Freehold
Reserve price: RM900,000
Built-up area: 1,295 sq ft
Auctioneer: Ehsan Auctioneers
Contact: (03) 2161 6649

Auction date: Dec 21, 2015
Property type: Condominium
Address: D-6-1, Kiaraville, No 2, Changkat Duta Kiara, Mont'Kiara, 50480 Kuala Lumpur
Tenure: Freehold
Reserve price: RM1.782 million
Built-up area: 3,434 sq ft
Auctioneer: Property Auction House Sdn Bhd
Contact: (03) 2070 2226

Auction date: Dec 21, 2015
Property type: Townhouse
Address: 40B, Jalan SP 4/21, Bandar Saujana Putra, 42610 Jenjarom, Selangor
Tenure: Leasehold
Reserve price: RM333,000
Built-up area: 917 sq ft
Auctioneer: Property Auction House Sdn Bhd
Contact: (03) 2070 2226

CBRE: Outer boroughs outperform central London

BY RACHEAL LEE

LONDON: Houses in London's outer boroughs have outperformed central London homes, according to CBRE UK annual research entitled CBRE Hot 100 2015 winners of London's residential market. Overall house prices in London have seen a growth of 7% over the last year.

Head of residential research at CBRE UK, Jennet Siebrits, notes that the main reason for this situation is the affordability of homes in these outer boroughs compared with central London.

"Also, [there is] a pickup in domestic buyers who are active in outer boroughs," she said.

The top performing borough is Newham, with a price growth of 16%, followed by Hillingdon (+13%). The third spot is shared among Havering, Harrow, Enfield as well as Barking and Dagenham (+12%).

The top three most affordable boroughs are all in south east London, including Bexley and Bromley where the house price to earnings ratio stands at 7.7% and 7.9%, respectively. Greenwich and Havering are in third spot at 8.7%.

Siebrits notes that overseas buyers across London comprise only 15% of all buyers, but are concentrated in central London where only 54% are domestic buyers.

According to CBRE, despite ongoing fi-

nancial constraints, the number of first-time buyers in London has also increased by 64% since 2008.

Elsewhere, commuter towns remain popular with families looking for space, proximity to London and value for money. When taking into account travel costs and average yearly mortgage repayments, the most expensive commuter town is Beaconsfield, with combined annual cost of mortgage and travel at £49,508 (RM321,039).

The second most expensive commuter town is Gerrards Cross (£38,984) and Esher (£38,640). Whilst, the most affordable commuter towns are Tilbury (£11,188), Newport (£11,460) and Grays (£11,464).



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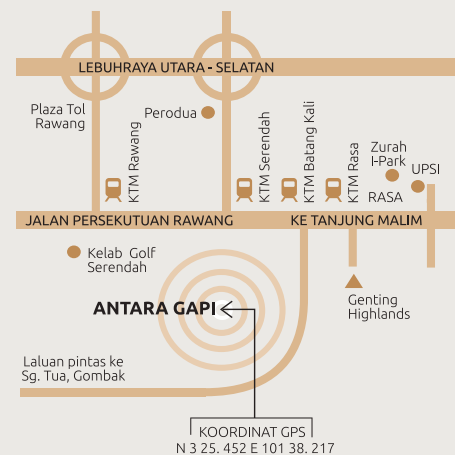
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Ng worked as a construction worker for six months and is now working towards his real estate agent's licence. Photos by Haris Hassan

Making his own luck

Meet Zack Ng: door-to-door salesman, construction worker, personal trainer and now, real estate negotiator

BY NATALIE KHOO

You'll never know whom you'll meet when, and where. Ask Zack Ng. "I was actually Sarkunan's personal gym trainer. He was the one who introduced me into the real

estate industry." Ng refers to Knight Frank Malaysia managing director, Sarkunan Subramaniam, who's now no longer his client, but his boss.

Ng studied accounting in Melbourne and had his first taste of doing sales while he was there.

"I was doing door-to-door sales, promoting internet and phone plans during my summer breaks. It was extra income and the commission helped with my living expenses," he says.

After he was done with the boring accounting stuff, he worked as a construction worker for about half a year at Victoria Hotel, which was then being renovated. His original plan? Apply for permanent residency status in Australia.

"I had to do my IELTS (International English Language Testing System) several times to obtain my PR status, so the extra income was helpful." His construction gig lasted a few months, and after casting around for a new job for a few months, he decided to

seek his fortune back home and returned to Malaysia in 2012.

That's when he became a fitness trainer for seven months, and met Sarkunan.

Every house tells a story

Sales is a field where the rewards can be proportionate to one's efforts, says Ng.

"If I am willing to put in more effort, such as making a few extra calls to my clients or pursue more listings, I am able to earn more. It all comes down to whether one is willing to put in the hard work."

He believes the real estate industry is unique in that buyers and tenants will need the expertise of negotiators and agents in order to make informed decisions.

"If you invest in stocks, Bursa Malaysia will provide all relevant information on a company you're interested in. However, you can't find the same for real estate. That's why you need a negotiator who knows and specialises in an area to guide you on market value, rental rates and yields of a particular property," says Ng.

He's been working as a real estate negotiator for two years and three months, and is currently working towards being a licensed real estate agent. The list of his done deals this year amount to RM10 million, mostly from the high-end residential market.

Ng recently closed the deal on a RM7.8 million bungalow at Tropicana Indah. Despite higher commissions on the commercial market, he still prefers selling residential property.

"One thing I enjoy about working on the residential market is that I get to see different kinds of property. I feel that

every property has a story to tell. Why was a door taken down? Why is every part of the house painted in different colours? They all tell a story, one that reflects the owner. A property has its own character, and it is our job to understand what that character is.

"Yes, every real estate agent wants to close a deal. But the satisfaction that comes from being able to help a buyer get the house they want, and at the price they are happy with, is true satisfaction," says Ng.

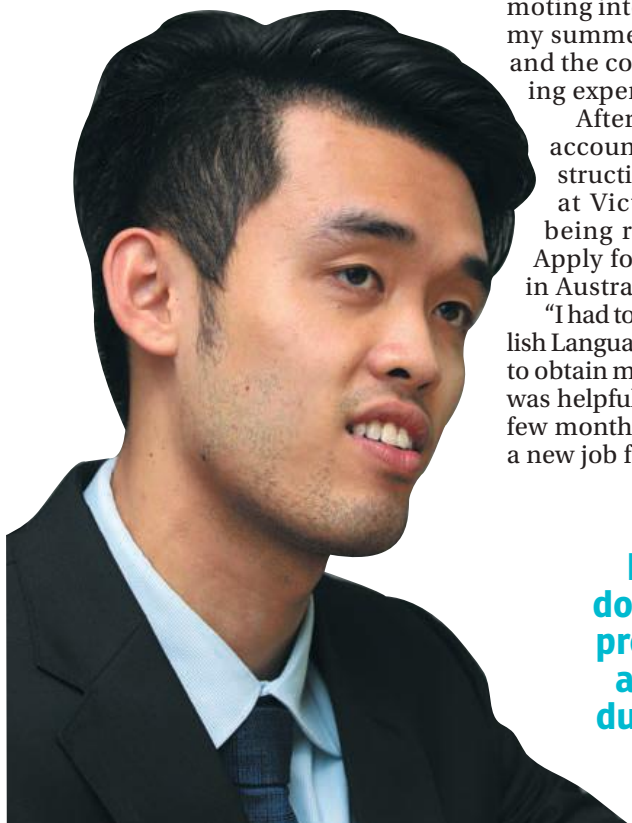
Despite the recent slowdown of the property market, Ng believes that negotiators still need to work consistently; there is always someone or something they meet and can do even if they aren't closing a sale.

"Call your clients, catch up with them. Let them know you're still active in the market. Cold call companies who may be looking for a place to rent for their employees. Even if they don't need your services now, when the market recovers, they will remember you because you made that extra effort to remind them you are available to service them," says Ng.

He hopes to take a managerial position at Knight Frank in five years, and to lead his own sales team. Being fluent in Mandarin, Ng plans to venture into the China property market one day.

"For now, I'm willing to learn from seniors or a mentor to improve myself. The market is so competitive, there are so many agents and negotiators everywhere. It is just so important to consistently self-improve and that is what I am looking to do."

Ng: I was doing door-to-door sales, promoting internet and phone plans during my summer break.





Homes in San Francisco are some of the priciest in the US, and rents are equally high. Photo by Bloomberg

US\$2 million mortgage in San Francisco: No down payment, no joke!

Borrowers are fully vetted, income and assets verified

BY DIANA OLICK

If San Franciscans can afford the city's skyrocketing rents, then they can afford the monthly payment on a US\$2 million (RM8.67 million) mortgage. That is the logic behind a new offering from the San Francisco Federal Credit Union: Its new "POP-PYLOAN" (Proud Ownership Purchase Program for You).

"We have programmes to help low-income people, but for the vast majority of young professionals, there is no hope or no help for this middle-class band in San Francisco," said Rebecca Reynolds Lytle, the credit union's senior vice-president and chief lending officer. The nonprofit credit union has 34,000 members.

To qualify for the loan, which requires no down payment, borrowers must work in San Francisco or nearby San Mateo County. The loan must be used for the purchase of a primary residence and cannot be used for a refinance. Private mortgage insurance is not required. The loan is a 5/5 adjustable-rate product, which means it can only adjust at five-year intervals. This is atypical of most adjustable-rate loans, which usually change annually after the initial lock period. This loan can only increase by 2 percentage points each time, up to 6 percentage points over the life of the loan.



"The credit union is willing to take the additional collateral risk if we can mitigate our long-term interest rate exposure. There are built-in protections for the borrower. When we qualify people for the loan we calculate the payment today and again if rates were to change by 2%, and that's the payment they qualify for," said Lytle, who points to the credit union's very low delinquency rate now and during the recent housing crash.

Homes in San Francisco are some of the priciest in the nation, and rents are equally high. The median San Francisco home price was US\$1,110,000 in October, an increase of 11% from one year ago, according to CoreLogic. That is about five times the median value nationally. Renters in the city pay nearly 47% of their incomes for rent, according to Zillow. That share was just 30% between 1985 and 2000.

"What we would pay here for a down payment you could take to another market

and pay cash for a house," added Lytle, who received over a hundred emails from potential customers last week, just after the product went live on the credit union's website.

San Francisco's home values have soared in the last decade, thanks to an abundance of tech-sector cash. With very little room for additional construction in the city, competition for housing, both rental and owned, is fierce. Middle-income workers there are struggling, doubling and tripling up in housing or commuting long distances to their jobs. Because rents are so high, they are also finding it next to impossible to save for the down payment necessary on a traditional loan.

In an atmosphere of continued cautious lending, the product has raised some eyebrows, but it is nothing like the no down payment, no-doc, risky products that were behind the housing crash. Borrowers are fully vetted, income and assets verified, and while there is no minimum credit score, the vast majority of the credit union's borrowers have above-average credit scores.

"We've always done very conservative lending. Our philosophy is you lend to the person, you have to understand their situation and verify what they're telling you," said Lytle.

The credit union, which has been in existence for 60 years, holds all the loans on its own books. Credit unions make the

loans to their members, so they already have a relationship with their customers.

"Credit unions have quietly carved out a niche of offering what appear to be high-risk (low or no-down payment loans, loans to borrowers with low credit scores and/or high DTIs) products to its members," said Guy Cecala, CEO of Inside Mortgage Finance. "They are very comfortable making these loans to members who they know and understand, and the loans have performed very well, with low delinquencies or defaults."

Large banks have a much larger and more diverse customer base, he said, and therefore could not offer these products. Non-bank lenders, who have stepped into the lending market in a big way over the last few years, generally sell their loans to Fannie Mae and Freddie Mac, or offer loans insured by the FHA, none of which would accept a no-down payment loan at that high a price. Another credit union, Navy Federal, offers a similar no-down payment mortgage product for up to US\$1 million in the Washington, DC, area.

"Credit union regulators appear very comfortable with the risks credit unions are taking in their mortgage product offerings," added Cecala.

For more, visit www.cnbc.com



Stunning examples of the dhurries at the Mahout stand.

London trending: Bold graphics & modern exotics

More exciting ideas from the London Design Festival (Part 3)

From the halls of Decorex International 2015, Focus/15 and 100% Design, let me share with you more beautiful designs and creations in the final instalment of a three-part series on my London trend-spotting visit.

BOLD GRAPHICS

At Decorex, Margo Selby showed off a fantastic range of woven fabrics for interiors that reflect her taste for the bold, colourful and graphic. A graduate of the Chelsea School of Art and Design, and the Royal College of Art, Margo first launched her collection in 2003. It was at this point where she united her innovative handwoven structures with industrial machinery to create the first three-dimensional fabrics that were to become the trademark of the Margo Selby brand.

Paul Robinson Wallpapers from the Paul Robinson Interiors company brings a sense of illusion to the world of interiors. A successful fine art photographer and artist based in Los Angeles, Paul has taken his fascination for the world's most iconic destinations and landmarks and translated the images into six unique wallpaper collections. Without any formal training, Paul began his career in fashion photography in Paris and moved on to shooting stills for the film industry in LA. I was very attracted to his work which beautifully juxtaposes the human race and the elements... drawing on the rich influences of the street and architecture and the

BY RAYMOND LEE

fact that no two cities are the same.

I was also very thrilled to see the new Lunar collection of coffee tables and side tables at Lapidica, featuring bold graphic shapes. Designed by Lara Bohnic, the Sun & Moon coffee table takes inspiration from the planets and their orbital movements, featuring highly figured, richly coloured marbles set in brass or gold-plated steel rims. This contemporary design would offer a striking centrepiece for any interior. Lapidica also offers a dining table and a side table as part of the collection.

Founded by Michael Curtis Green and Mary-Anne Denison-Pender, Mahout Lifestyle is a company obsessed with the beauty and craftsmanship of India. Its collection of dhurries I spotted at Decorex showcased colours and graphic patterns that were vibrant, exciting and contemporary. Very much on trend, these gorgeous handmade rugs make an excellent statement in today's modern home anywhere in the world.

Another booth that caught my eye was Trowbridge's collection of fine art prints, black and white photography, textiles, and original works of art in exquisite handmade



Philippa Long, gallery manager at Trowbridge London showing off Emma Lawrenson's prints.



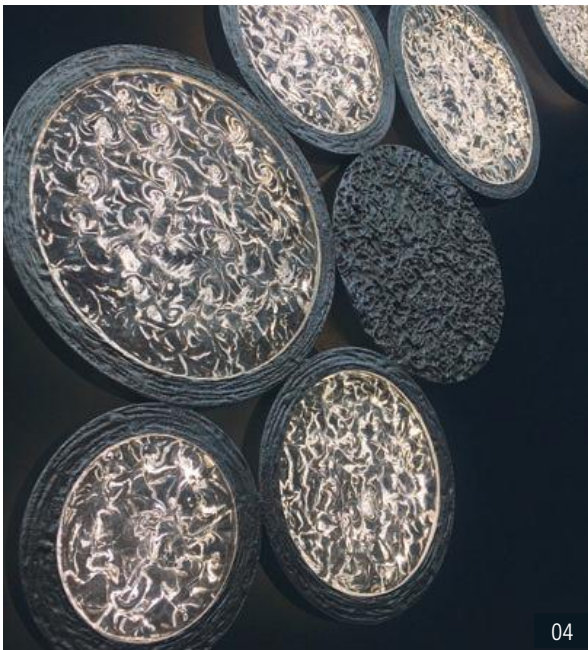
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- 01. Enemark & Thompson's hand-blown glass sculptures make a striking statement.
- 02. Bold and beautiful graphic patterns feature at Margo Selby.
- 03. Paul Robinson designs wallpapers and fabrics with a photographer's eye.
- 04. Gorgeous LUNA lights by Serip offer illumination and great beauty.
- 05. Functional beauties from MacMaster Designs
- 06. At the Future Heritage stand, Marete Rasmussen's very modern and colourful sculptures.
- 07. Lapidica's Sun & Moon coffee table is bold and elegant.
- 08. Matthew Williamson's exotic collection at Osborne & Little.

frames. I was drawn to Emma Lawrenson's suite of affordable 125 limited edition images. Emma's exploration in design sees a series of recurring abstract images and an intrinsic exploration of shape and friendly form, through a delicate and well-chosen layering of colours. So very contemporary and fresh!

MODERN EXOTICS

Many designers this season have combined exotic shapes and details with a modern attitude. At the Serip booth, the Luna circular-shaped wall lights in bronze and hand-blown glass was a standout. Sophisticated and slim, it uses LED lights that radiate out within the circles of glass that have been produced to emulate an organic-like tapestry.

At the Future Heritage stand, curator Corrine Julius presented her selection of some of the most talented designers working in Britain today. I found an amazing collection of vases, stools, home accessories and sculptures. Enemark & Thompson's hand-blown, sculpted glass pieces which made such an impact on visitors this season are made using ancient Venetian glassmaking techniques and blending the molten glass with the ceramic-based material, Smalto. Merete Rasmussen's Blue Loop and Orange Loop, both handmade from ceramics, stoneware and coloured slip, were stunning.

Over at Focus/15, I managed to visit the Osborne & Little showroom to preview their new collections. I had the chance to chat briefly with Matthew Williamson who has

created yet another gorgeous collection of fabrics and wallpaper for them. Matthew's love for colour, pattern and exotic detail is very much evident here in the latest Cubana collection. A graduate of the prestigious Central St Martins College, his debut collection back in 1997 titled 'Electric Angels' was most critically acclaimed.

I crossed the Kings Road to Designers Guild for Tricia Guild's quick overview of their Autumn 2015 collections. From their Caprifoglio Collection, I was particularly fond of the rather striking Bloomsbury Rose pattern in Indigo that was featured on a vintage 50s sofa. Featuring voluptuous roses tumbling on sleek velvet, this fabric creates a contemporary tapestry with expressive handpainted flourishes

in place of woven touches.

At 100% Design, MacMaster Design's elegant wooden pendant lights caught my attention. Founded by bespoke furniture maker Alan MacMaster in 2009, all pieces are handmade in the Worcestershire countryside in the UK and made from natural timbers handpicked from sustainable sources and certified by the Forest Stewardship Council.

Can't wait to return to London next year for more design inspirations.

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

Vertical gardens

BY EWE SHUFEI

One of the most heated discussions of our age is climate change. While it cannot be solely attributed to humans alone, there is little doubt that the industrial human activity, or 'development', has played a role in unusually destructive weather patterns.

Consequently, the rapid rate of urbanisation that precedes the dwindling of natural habitats has made sustainability crucial in designing new developments.

The construction industry use of sustainable building materials is a start. Vertical gardens are another recent measure, an innovative means of balancing nature and development.

Green Over Grey vertical gardens

Green Over Grey is an award-winning Canadian design firm based in Vancouver. It creates green walls throughout North America as part of its mission to create more sustainable environments, contribute to cleaner air and improve the collective wellbeing. In short, it adds a touch of green to the city greys.

The living walls of Green Over Grey's are systems comprising a frame, waterproof panels, an automatic irrigation system, and special materials depending on the project. Waterproof panels are mounted to the frame, built in front and attached to several points of the wall. The low-maintenance walls work using the irrigation system and lightweight porous material that substitutes the need for soil, in addition to it distributing moisture and nutrients evenly to the plants.

2. Semiahmoo Sky Garden

Found at the Semiahmoo public library in Surrey, Vancouver, the green wall measures 2,680 sq ft comprising 120 species of plants. Out of the 10,000 individual plants, 37% are native and 83%, evergreen species. Work started in August 2010 and was completed in October the same year. Its objective to have the exterior transition into a self-sufficient green wall to enhance its interior environment in addition to supporting a healthy urban ecosystem.

3. Edmonton International Airport



1. Les Courants (The Currents)

Currently the tallest vertical garden in the world, Les Courants occupies a total vertical green space of 2,130 sq ft and has 42 species of plants. Located in Cité Desjardins, an office building hosting around 1,450 employees in Quebec, the vertical garden is fully hydroponic (soil-free) and measures 213 ft high. The 11,000 individual plants were laid out to evoke the beauty of the St Lawrence River as witnessed from the Quebec and Lévis areas, and can be seen from the opposite side of the coast.

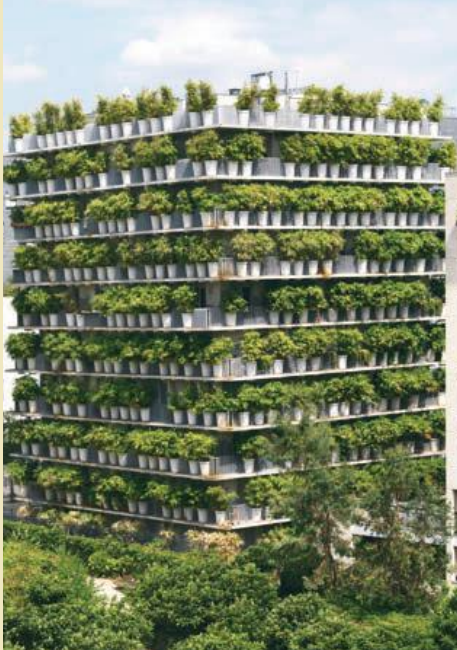
Aiming to achieve LEED (Leadership in Energy and Environmental Design) certification, Edmonton International Airport incorporated a living wall into its architecture in its main terminal. Measuring 1,440 sq ft with 32 plant species, the living wall is made self-sufficient with a drip-irrigation system that percolates through layers of recycled fibre. The central wall design was inspired by Cirrus cloud formations while the side wall areas were inspired by local Canadian artists.

PHOTOS BY MAISON EDOUARD FRANCOIS

M6B2 Tower of Biodiversity



Tower Flower



Sustainable development, utilisation of local materials and services, as well as the preservation and enhancement of existing buildings are all recurring themes in his work.

1. Tower Flower

One of the notable projects that launched Francois' career, the Tower Flower in Paris entailed the vertical continuation of an adjacent park. Completed in 2004, the tower consists of 30 dwelling units and 41 parking bays and has a 2,600 sq m net floor area. The development is marked by giant flower pots hanging from balconies, inspired by Parisian window planters, allowing its inhabitants to enjoy natural lighting filtered by foliage as well as freedom from all bearing walls. Its elevator is on the facade and glazed on both sides to also enable natural lighting.

2. M6B2 Tower of Biodiversity

The project entailed the design and construction of four residential buildings, a nursery and retail outlet and has a net floor area of 13,830 sq m. Scheduled for completion this year, the tower catalyses plant seeding by allowing wind to spread class one purebred seeds into the urban environment. The development is covered in plants from wild natural areas, and aims to imbue a 'green' aura on Paris. Its vegetal facade extends to its smaller surrounding buildings, allowing for pedestrians to stroll through a calm garden filled with vegetation.

Edouard Francois' sustainable buildings

Architect and urban planner Edouard Francois has been in the business since 1986, and established his own architectural, urban planning and design studio in 1998. He has taught in many schools around the world, and his work has been exhibited across the globe, earning him multiple accolades, including the National Sustainable Neighbourhoods Awards (2009) and the Sustainable Housing Award (2008).

Semiahmoo Sky Garden



Les Courants (The Currents)



PHOTOS BY GREEN OVER GREY.COM

Mini wall gardens

BY TAN AI LENG

There are many benefits to having plants around the house. Besides purifying the air and providing more oxygen in our lives, plants could also contribute to a person's mental and emotional well-being.

Many however, do not have the luxury of having a garden especially if they stay in high-rise residential, where space for a conventional garden plot is limited or non-existent. But there are some modern solutions for those who want a garden.

One of these solutions is a vertical garden — a garden that grows on walls instead of on the ground. Suhana Sulaiman, assistant sales manager of Floristika.com.my Sdn Bhd gives us an introduction to the varied types of vertical garden systems, which homeowners can easily tend to.



1. Fixed-size modulars

This is a cost-friendly method and an interesting way to have a garden at home, in the room or even in the toilet. Simply

hook up the modular frames on the wall, then put your favourite indoor plants into the modular pockets — and voila, you have a mini garden on the wall.

Each of these mini wall garden modulars can hold a maximum of 15 mini potted plants. Each modular measures 36cm (length) by 62cm (height). If one is not enough, get more, as it can easily blend in nicely with the living room, bathroom or bedroom.

According to Suhana, this system is one of the more popular vertical gardening methods as it is easy and need little care.

"The light weight modular can be affixed to the wall easily and it's easy to clean. The most important thing is you do not have to water the plant every day," she says.

The watering process is easy, just soak the bottom part of the plant in a plate filled with water and leave it for a few minutes to absorb the water. After that just lift it up and toss dry before putting it back into the modular pocket.

"By doing so, you do not need to worry about watering plants or messing up your home. You can even plant herbs by using this modular, but do take note, planting herbs needs more patience and care," she adds.



2. Free-style, flexible modular

Although it is a smaller version of a standard-sized modular, this free-style modular offers one thing that the standard-sized modular can't — flexibility.

It functions like a Lego set as these flexible modulars allow users to design their wall garden based on their creativity. Sounds like fun!

"Some people may not want their green wall to be a conventional square one, so the flexible modular set can let them do something different," says Suhana.

The wall planter usually has three layers. Each layer holds two plant pockets. The modular is stacked up in a cross and will have a "wavy" shape different from conventional wall planters. Each modular has a measurement of 42.6cm in length, 15.6cm width and 30.8cm height.

"Because of its flexibility, you can arrange the modular into any shape you like," she adds.



3. Verticle gardening modular

It costs significantly more than the entry-level modular, but one thing is for sure — it offers a more solid foundation and also gives plant lovers more options on the type of plants.

"This can be used to plant small size vegetables such as leafy lettuce and basil, it's very durable and space efficient," said Suhana.

One set of modular has three layers. Each layer has three plant pockets. The buyers can stack the modular vertically to form a green wall or just hang the modular on the wall. Each modular has a measurement of 64.5cm in length, 19cm width and 57cm height.

For the artistic gardener, they can even design their own mural by using different plants of various colours and let the green wall show off their creativity.

"Do choose plants that can withstand the tropical heat and don't forget to water your plants regularly if the weather is too hot," said Suhana.

PHOTOS BY HARIS HASSAN



4. Rent a plant

Instead of planting your own, another option for busy homeowners who want an instant garden or have little time to tend to one is to rent the plants.

Some floriculture companies provide plant leasing services. The plants usually come in a specially designed pot which has a self-watering system. Staff from the company will go to the customer's place every two weeks to check on the plants, to water and clean them if necessary.

"We have some companies renting plants from us, as they want real plants in the office but do not want to spend time to take care of the plants.

"Certain plants especially larger indoor plants need extra care, but not everyone has the patience or knowledge to do it. So this is where such a service is in demand," Suhana offered.

Plants suitable for indoor vertical gardens

- Goosefoot plant
- Common rush plant
- Snake plant/Mother-in-law's tongue
- Calico plant
- Nerve plant/mosaic plant
- Baby's tears plant

Plants suitable for outdoor vertical gardens

- Money plant
- Ivy plant varieties
- Fern
- Asparagus
- Sunflower

PHOTOS BY PLANTS ON WALLS

Chris Bribach's Florafelt systems

Founded by Chris Bribach, whose love for organic ideas in architecture blossomed into the creation of a synthetic growing medium called Florafelt. It was made from felt fiber, which are transformed from recycled PET plastic water bottles. The pleated felt is then stapled onto a lightweight plastic board. The roots of the plant grow into the felt and all plants will be watered equally and automatically through drip line waters that wick down through the felt.

The patented pleated design provides breathability and function to the plant by directing the moisture inwards and keeping the exterior dry.

1. Los Altos Hills residence's vertical garden

Constructed in 2011 and comprising 504 ferns, two massive Florafelt living wall systems were mounted onto existing walls within the home. Ferns were chosen due to the openness of the atrium and its bright indirect light as an optimal environment for the ferns' growth. San Francisco's Living Green Landscape Design planted the remaining landscape for this vertical garden.

2. Urban Bistro, California

A total of 360 individual ferns were planted into the Florafelt pocket planters and installed on a 14-inch by 12-inch wall for Urban Bistro in Burlingame, California. This living wall was constructed in 2011 to enhance the cafe's ambience and provide sustainable and easily maintained architecture, aside from acting as a vivid centrepiece to attract customers.



Los Altos Hills residence's vertical garden

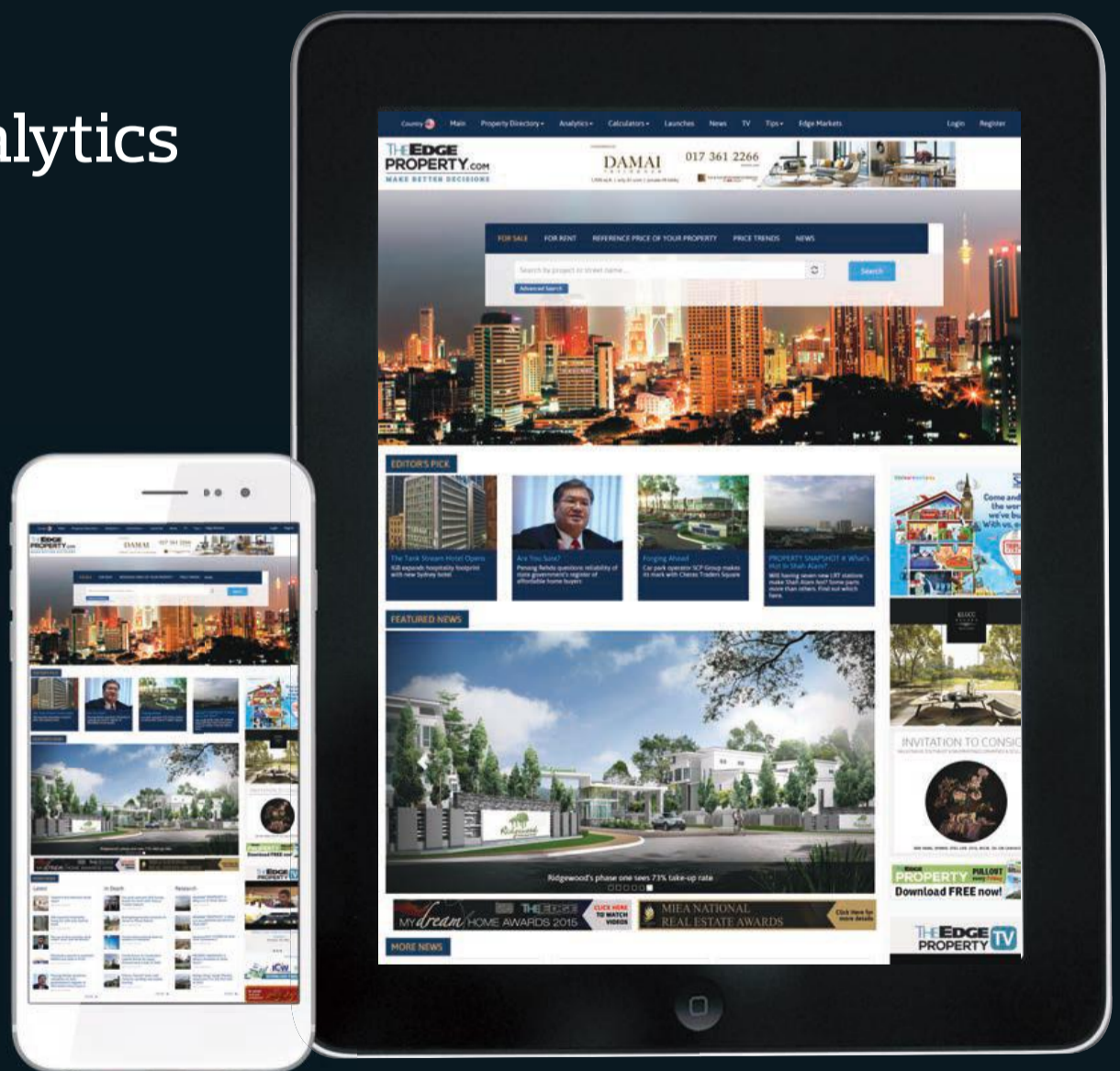


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