

# TheEdgeProperty.com

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**ONLINE + OFFLINE**



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## Top trends in **Mont' Kiara's** property scene

What's selling in the high-end Kuala Lumpur suburb? Can you afford them? Are prices on their way up or down? Answers on **TEP 8 & 9.**





## EDITOR'S NOTE

TheEdgeProperty.com's editorial team, with Lam (second from right) and Sharon Kam (right)



It's not easy being a real estate investor these days.

There's a lot of noise in the market. I'm sure you know a lot of it is negative. Discordant. Confusing.

If there's one thing that rings true, is that the boom is over – for now.

As the INXS song *Pretty Vegas* goes, "The party's over... and the road is long."

The questions then, are: Where will the road take us? What are some of the potholes and pitstops along the way? Where are the shortcuts? What if my car breaks down? Should I pick up that hot hitchhiker?

Over here at TheEdgeProperty.com, we aim to help you find your way.

Need a map? Pick two — Heat Map for investors big and small, and Location

Scan which is exclusively for agents and negotiators to help them seal the deal.

Need more guides? We have property listings to help you find your dream home, news on the latest launches and what's hot in the market, advice on legal and feng shui matters, even home decor ideas among others.

More importantly, we hope you pick up some great deals along the way!

So what can you do now (besides log on to TheEdgeProperty.com)? Buckle up and drive on.

As the song goes, "So if you think you want it, just come in and get it!"

**Lam Jian Wyn**

[jianwyn.lam@bizedge.com](mailto:jianwyn.lam@bizedge.com)

The months from its roll-out on May 7, 2015, TheEdgeProperty.com has stamped its mark as Malaysia's key and indispensable property portal.

Being a member of The Edge Media Group, providing proprietary, credible and relevant content is native to the editorial team at TheEdgeProperty.com.

Take note that we are more than just a mere provider of news that impact on everything property. TheEdgeProperty.com stands for a bid to democratise the property industry. This is achieved through our provision, for free, news, housing stock, data and analysis — together which help investors make better decisions.

The comprehensive and seamless experience at TheEdgeProperty.com starts from a search for real estate (on both the primary and secondary markets) to contacting the developer or real estate negotiator, to finding the preferred location, to evaluate comparable selected properties that are available, their price trends and past transacted prices as well as eventually securing a mortgage.

In short, we provide property buyers, sellers and renters with all the information that is required before making any real estate investment decision. Yes, the days of digital disruption are here!

Logon to [www.TheEdgeProperty.com](http://www.TheEdgeProperty.com) today.



**Au Foong Yee**

Managing director

The Edge Communications Sdn Bhd

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trending now

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).



**IOI Properties: 15th Anniversary Fun Carnival**

**Date:** Feb 27 and 28 (Sat and Sun)

**Time:** 10am to 5pm

**Venue:** IOI Galleria @ Puchong, Lot 5465, Persiaran Lebu Puteri, Bandar Puteri Puchong, Selangor

**Contact:** (03) 8060 8833

**IOI Properties Group Bhd**

is throwing a Fun Carnival in conjunction with its 15th Anniversary. Fun activities for the whole family will be held such as Giant Monopoly, Giant Jenga, ATV rides, Twister games and others.

**Pavilion Group CNY Celebration**

**Date:** Feb 27 and 28 (Sat and Sun)

**Time:** 10am to 6pm

**Venue:** Pavilion Hilltop, Mont' Kiara, Kuala Lumpur

**Contact:** (03) 6204 0266

**Pavilion Group** extends a special

invite to all for a festive Chinese New Year celebration with a 24-season drum performance and the world's number one high pole lion dance.

**Seri Pajam Togetherness Festival**

**Date:** Feb 28 (Sun)

**Time:** 10am to 4pm

**Venue:** Nada Alam Sales Gallery, Kampung Baru Sungai Mahang, Mantin, Negeri Sembilan

**Contact:** (06) 799 7228

This festive season, **Seri Pajam Development** invites everyone to come together as Malaysians and celebrate as one, by enjoying the whole range of delicious cuisines and fun entertainment.

**Weekend Market at the Garden Plaza**

**Date:** Feb 27 and 28 (Sat and Sun)

**Time:** 11am to 6pm

**Venue:** Garden Boulevard Shop, Garden Plaza, Cyberjaya

**Contact:** (03) 9221 6888

**Mah Sing Group Bhd** hosts this weekly weekend market with lots of fun activities such as free DIY workshops, food



trucks and pop-up stalls until the end of March in conjunction with the opening of its new commercial project Garden Plaza @ Cyberjaya.

**London Project Exhibition**

**Date:** Feb 27 and 28 (Sat and Sun)

**Time:** 11am to 7pm

**Venue:** Malaya 1, Level 1, Westin Hotel, Bukit Bintang, Kuala Lumpur

**Contact:** (03) 2616 8888

**Enjoy** a vibrant lifestyle by



participating in this: **CH Williams Talhar & Wong (WTW) Real Estate Sdn Bhd** organises a two-day exhibition on Lendlease's new regeneration project, The Timberyard Deptford at London's Riverside District.

**Showcase: London Spring Place Phase II**

**Date:** Feb 27 and 28 (Sat and Sun)

**Time:** 10am to 7pm

**Venue:** Iris & Hibiscus Room, Level 2M, One World Hotel, Petaling Jaya & Education UK 2016 Exhibition, Kuala Lumpur Convention Centre

**Contact:** (016) 228 9150 and (016) 228 8691

**Cornerstone International Properties** brings to Kuala Lumpur the pre-launch of London Spring Place (LSP) Phase II, following the sell-out success of Phase I in 2015. LSP is a bespoke purpose-built student accommodation comprising fully-furnished en-suite and studio units within a fully-functional student residential complex.





# ENJOY LIFE AT THE PEAK

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Developer, **Galeri Tropika Sdn Bhd (897084-K)**  
 Menara NCT, No 2, Jalan BP 4/9, Bandar Bukit Puchong, 47100 Puchong, Selangor 603-8064 3333

Project Name : Ion Delemen • Developer's License No: 12283-2/01-2017/01187(L) • Validity Period: 14/1/2016 - 13/1/2017 • Advertising & Sales Permit No : 12283-2/01-2017/01187(P) • Validity Period : 14/1/2016 - 13/1/2017 • Approving Authority: Majlis Perbandaran Bentong (MPBTG) • Building Plan Approval Reference No: M.PBTG/BKB/GH/4/12/2012 • Type of Property : Serviced Apartment • Land Tenure : Freehold • Land Encumbrances : Free for Encumbrances • Total Unit : Block 2 - 219 unit, Selling Price: RM 571,000 (Min) - RM 4,889,700 (Max); Block 3 - 139 unit, Selling Price: RM 919,370 (Min) - RM 4,988,462 (Max) • Restriction Interest : Nil



## LIVE LIFE AT THE PEAK

**JOIN US** this weekend to enjoy an array of delicious Malaysian delights and find out more about our **Premier Purchasers Package.**

**Date :** 27 & 28 February 2016  
**Time :** 10am - 5pm  
**Venue :** Ion Delemen Sales Gallery  
 Menara NCT, No 2, Jalan BP 4/9,  
 Bandar Bukit Puchong,  
 47100 Puchong, Selangor  
**GPS: 2°58'53.4"N, 101°37'42.0"E**





# OSK Property targets RM1b sales this year

The group will be launching three projects which will carry a total GDV of RM1b this year

BY NATALIE KHOO

PETALING JAYA: OSK Property Holdings Bhd is targeting RM1 billion property sales this year.

OSK Property chief executive officer Ong Ghee Bin said the group will be launching three projects which will carry a total gross development value (GDV) of RM1 billion this year. The projects are the second phase of Timurbay Seafront Residence in Kuantan, Pahang, Luminari at Harbour Place, Butterworth, Penang and several residential projects in Bandar Puteri Jaya, Sungai Petani, Kedah. Ong was speaking at the OSK Property Brand launch yesterday where the new consolidated brand of OSK Group's property division and logo were unveiled.

OSK Holdings Bhd became the holding company of OSK Property and PJ Development Holdings Bhd (PJD) in July last year. Today, OSK Holdings has a 99.99% interest in OSK Property and 89.36% in PJD. OSK Property and PJD have since been merged into one entity and brand called OSK Property.

Meanwhile, the group will also expand its retail offerings by introducing two new malls bearing the Atria brand in Bandar Puteri Jaya and in You City, Cheras in Kuala Lumpur.

Ong; chairman of OSK Group, Datuk Nik Mohamed Din; and group executive director of OSK Group, Ong Ju Xing at the OSK Property Brand Launch.



PICTURES BY MOHD IZWAN MOHD NAZAM / TheEdgeProperty.com

"We are finalising the plans at the moment and we expect to submit the plans to the local authorities in the next couple of months. For the mall in Bandar Puteri Jaya, we hope to commence construction work by the end of this year," Ong shared.

According to Ong, the investment cost of the mall in Bandar Puteri Jaya with 1 million sq ft of retail space would be about RM400 million.

Commenting on the retail performance of the Atria Shopping Gallery in Damansara Jaya which opened in May last year, Ong said the mall has performed well with an occupancy rate of about 80%.

On the group's recent purchase of six parcels of land in Seremban totalling 770 acres with an estimated GDV of RM3.6 bil-

lion, Ong said the developer is currently drawing up the plan and concept for the site earmarked for an integrated residential and commercial development.

"With Seremban being one of the stops for the much anticipated Kuala Lumpur-Singapore High Speed Rail (HSR), we believe there will be demand for housing there," Ong added.

On its maiden overseas venture, OSK Property is expecting to launch the first phase of its project in the Southbank area next to the Yarra River in Melbourne by the end of this year.

"We have just obtained our planning permit in December last year for the 5-acre project and we are working on the design now," he said.

Commenting on the restructuring of the

group and the anticipated challenging year ahead, Ong believes he will be able to lead the property team with his over 25 years of experience in property development.

"As part of the OSK Group, OSK Property will be able to leverage on the group's wide network and strengths including manufacturing of cables under Olympic Cable, pre-cast wall panels under Acotec Panels and construction under PJD Construction. With these advantages, we will be able to propel OSK Property to greater heights and benefit the stakeholders at large," he concluded.

With the merger, OSK Property now has a total land bank of over 3,500 acres with a GDV value of more than RM18 billion in Malaysia and Australia.

## TitiJaya Land Bhd to unveil final block of H2O Residences early March

BY TAN AI LENG

SUBANG JAYA: Titijaya Land Bhd will be unveiling the last block of its H2O Residences at Ara Damansara in Petaling Jaya early next month, according to the company's executive director Charmaine Lim.

Lim told *TheEdgeProperty.com* at a media briefing yesterday that the gross development value (GDV) of the final block is RM190 million, comprising 300 serviced apartment units.

Launched in early 2015, H2O has a total GDV of RM794.1 million. It consists of four residential blocks that house 1,375 serviced apartments.

"The unit built-up sizes range between 750 sq ft and 974 sq ft, with selling prices starting from RM843,000," added Lim.

She said currently 70% of the launched H2O residential units have been taken up. This freehold development on a 263,059 sq ft site is expected to be completed by 2019.

On the high-rise homes market, Lim noted that location remains the main consideration for home buyers even in a slow market as they will still choose to own properties in good locations and with reasonable pricing.

"For instance, H2O which is located within an area with convenient amenities such as Tesco, Ara Damansara medical centre, shopping malls, light rail transit (LRT) station, hotels and the Subang Airport, has enjoyed overwhelming take-up and we are not delaying the launch of the final block," she added.

Apart from H2O, the company is also planning other high-rise developments such as



01. The final block of H2O offers 300 units of serviced apartments to home buyers.
02. Lim: Good location will definitely attract buyers.

01

Riveria in Brickfields, Kuala Lumpur and a serviced apartment project in Klang Sentral, as well as Areca in Penang — a joint venture development with Bina Puri Holdings Bhd.

Riveria is a mixed development comprising retail units, small office, home offices (SOHOs), and serviced apartments. It has an estimated GDV of RM1.4 billion with a total land area of 200,376 sq ft. Strategically located in a prime area, it is easily accessible via roads and public transportation and lies within the vicinity of the KL Sentral railway station which offers hotels, shopping malls and offices.

Meanwhile, the Klang Sentral serviced apartment project has an estimated GDV of RM700 million. The developer, Lim said, has yet to finalise the overall plans for the project.

As for its first Penang project Areca in Batu Maung, it has a land area of 889,530 sq ft and an estimated GDV of RM2.6 billion. The development comprises four blocks of condominiums and four blocks of offices.



02



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# Real estate fraternity set to converge at Marec'16

For the past 30 years, the Malaysian Institute of Estate Agents (MIEA) has organised the Malaysian Annual Real Estate Convention (Marec) for real estate practitioners and the general public to catch up with the latest industry trends and key business insights.

This year, the real estate fraternity will once again gather at Marec'16 to recharge for the year ahead and gain new knowledge for professional development.

The Malaysian real estate industry contributes significantly to the country's GDP, with total property transactions of RM162.97 billion in 2014. Marec'16 is an ideal forum for those who play a role in the real estate sector, including real estate investors, estate agents, developers, bankers and property managers.

This year's theme, "Elevate to Differentiate" will focus on new knowledge, ideas, concepts and mindsets that may elevate the participants' real estate business to the next level.

In line with this theme, Marec'16 has put together relevant topics and leading industry speakers with the objective of equipping the convention participants with the necessary knowledge, business tools and mindsets to face the challenges ahead. "We will make sure our participants leave Marec'16 recharged with new ideas and strategies that will help them drive their business to greater heights," said Marec'16 convention chairwoman Amanda Goh.

Real estate professionals also have a role to play in marketing Malaysian real estate and attract foreign investments. One of the prominent speakers at Marec'16 is from Malaysia Property Incorporated (MPI), which is an initiative set up by the Economic Planning Unit to promote and facilitate foreign investment in Malaysian real estate through collaboration between the public and private sector. Veena Loh will highlight the roles of real estate agents as the country's ambassadors in positioning Malaysia in the international real estate market.

Even though the real estate market is currently plagued by negative sentiments, MIEA's immediate past president Siva Shanker believes

winners can emerge in a flat market. Siva is no stranger to the real estate industry. He is an accomplished speaker and has trained more than 12,000 real estate negotiators. Now, as the head of investment at Axis-REIT Managers Bhd, he will focus on seeking out opportunities when adversity knocks on the door.

The convention will also highlight emerging and leading players in a series of in-depth panels on the latest ideas and strategies across the industry.

Marec'16 reveals a line-up of some of Malaysia's top real estate agents and negotiators. Despite tough conditions in 2015, they have outperformed the market. A session has been crafted to give them an opportunity to share their ingredients of success and their hottest strategies. Our local high flyers are Chris Tee of Property Hub Sdn Bhd, Colin Wong of H Simon Real Estate, Gerard Chan of Three Acres Real Estate Sdn Bhd, Nick Lu of CBD Properties Sdn Bhd, Shermine Lim of CBD Properties Sdn Bhd and Wong Yau Long of Cornerstone Realty.

Market research shows the Generation Y leaders are fast-paced and share similar passions for technology or innovation and entrepreneurship. Focused on the next generation in real estate, a dialogue entitled "Next Generation Leadership" will shine the spotlight on real estate veteran Stephen Tew of Hectares and

Stratas Sdn Bhd, who is also a past president of MIEA, as the moderator, and the panel of rising stars and real estate agency principals below 35 years old, namely Raphael Wong of Real Estate Finders Sdn Bhd, Ben Lee of Three Acres Real Estate Sdn Bhd and Teh Young Khean of Knight Frank Malaysia. This panel discussion will discuss and provide insight to trends that will transform the real estate industry in the decades to come.

Marec'16 will not be complete without its conventional Million Dollar Roundtable Forum on day two, made up of top-notch players of the real estate agency industry revealing their keys to riding out the tough times. Moderated by MIEA past president and principal of Carey Real Estate Sdn Bhd Nixon Paul, the panelists are Datuk Adrian Wang of CBD Properties Sdn Bhd, who recently won the Top Realtor Award; Eric Lim of Hartamas Real Estate Sdn Bhd, whose firm recently won multiple top awards including Real Estate Agency of the Year award; Wan Choy Heng of Property Hub Sdn Bhd, whose firm has won the Residential Real Estate Agency of the Year award for the last four consecutive years; and hailing from Sarawak, Alex Ting of Kozin Real Estate, whose agency won the State Real Estate Agency of the Year for the last two years.

## MAREC'16

MALAYSIAN ANNUAL REAL ESTATE CONVENTION

11 - 12 March 2016 ( Fri &amp; Sat)

Connexion@Nexus, Bangsar South, Kuala Lumpur

ELEVATE TO DIFFERENTIATE

- Other relevant topics and speakers include:
- **Industry trends and insights on retail sector**, by retail consultant Tan Joon Kai, Fair Star Shopping Sdn Bhd
  - **Selling properties via auctions**, by Lim Boon Ping, Kim Realty
  - **Using social media to boost real estate sales**, by social media trainer Dr Frank J Peter
  - **How to close sales faster than you ever thought possible**, by entrepreneur and ActionCOACH's most experienced business coach in Malaysia and Asia Jeevan Sahadevan
  - **Psychological and professional requirements to success in real estate**, by Singapore's top real estate trainer Colin Tan.

With the movers and shakers of the industry converged under one roof, Marec'16 offers an ideal platform to network and one must not miss the Networking Cocktail Session.

**MAREC'16 WILL BE HELD ON  
MARCH 11 AND 12, 2016  
AT CONNEXION@NEXUS, BANGSAR  
SOUTH.**

- **In conjunction with Chinese New Year, MIEA is offering the tickets to all registered real estate agents and negotiators in Malaysia at a flat rate of RM688.**
- **After the festive promotion, the conference rates are RM1,299 (for registration by March 7) and RM1,399 (on-site registration). MIEA members can claim a RM300 discount. Other discount packages are also available.**
- **For more information, please contact MIEA at (03) 7960 2577 or email [secretariat@miea.com.my](mailto:secretariat@miea.com.my).**



Siva believes winners can emerge in a flat market.



Loh will highlight the important roles of real estate agents as the country's ambassadors.



A dialogue entitled 'Next Generation Leadership' will shine the spotlight on Tew.



Paul will moderate the Million Dollar Roundtable Forum on day two.





# This year's Fire Monkey ain't too hot...



BY NATALIE KHOO

**T**HE Chinese zodiac is based on a 12-year cycle, with each year in the cycle representing an animal sign. This cycle is combined with a rotation of the five elements — wood, fire, earth, metal and water.

This year's animal is the fire monkey, while 2004 was the year of the wood monkey.

So, how does the property market look this year compared with a dozen years ago?

According to the National Property Information Centre, prices of residential property showed healthy growth in 2004. The all house price index (IHRM) was 113.0 compared with 107.7 in 2003, recording a y-o-y house price index growth of 4.8%, up from 4.0% in 2003.

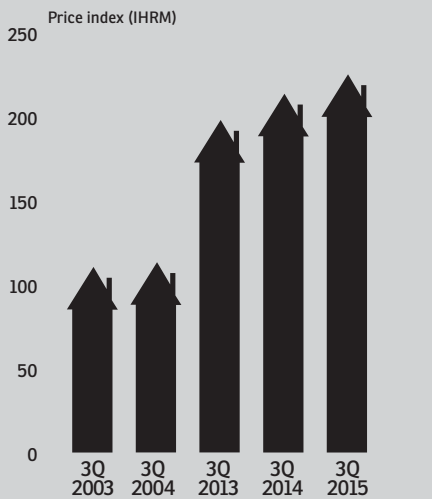
Meanwhile, the IHRM in 2014 was 211 as compared with 192.8 in year 2012, recording a y-o-y change of 7.4%, down from 11.6% in 2013.

So, what contributed to the healthy market in 2004?

According to One Sunterra Properties Sdn Bhd agency head Terence Yap, a major economic stimulus package of RM7.3 billion by the government in 2003 to boost the sluggish economy and mitigate the impact of the severe acute respiratory syndrome (SARS) epidemic contributed to the growth of the property market. "This has resulted in positive indicators, which included stronger foreign and domestic demand, growth in the private sector, higher disposable income and rebound in consumer confidence," Yap tells *TheEdgeProperty.com*.

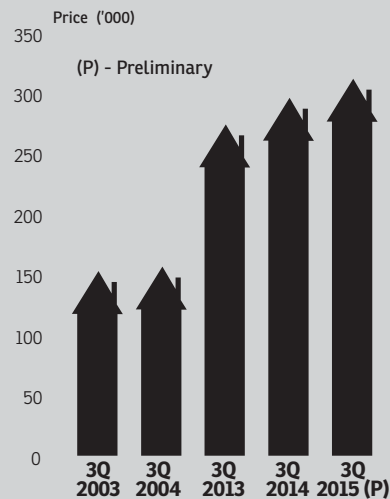
TheEdgeProperty.com | GRAPHICS: THEEDGEPROPERTY

## All house price index for 3Q2003-2004 and 3Q2013-2015



IHRM, NAPIC

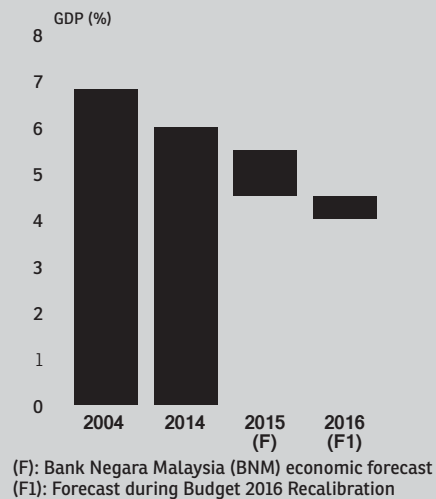
## All house prices for 3Q2003-2004 and 3Q2013-2015



NAPIC

TheEdgeProperty.com | GRAPHICS: THEEDGEPROPERTY

## Gross domestic product growth y-o-y in Malaysia

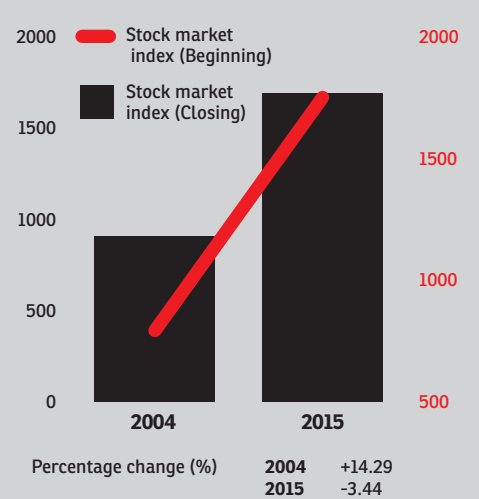


(F): Bank Negara Malaysia (BNM) economic forecast (F1): Forecast during Budget 2016 Recalibration

KHONG AND JAAFAR AND INTERNATIONAL MONETARY FUND, IMF

TheEdgeProperty.com | GRAPHICS: THEEDGEPROPERTY

## Stock market movement in Malaysia



BLOOMBERG





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Yap: Some buyers are facing a challenge in obtaining loans for their property purchases while others are adopting a wait and see approach before committing to any purchase



Fernandez: With the ringgit's substantial depreciation and the cooling measures on the property market by the central bank, lending for mortgage loans is strict as warranted by the high household debt

Meanwhile, the general election in 2004 may also explain the somewhat elevated growth rates for the first two quarters of the year, said Khong & Jaafar Sdn Bhd managing director Elvin Fernandez.

"The polling day was in fact on March 13, 2004, which explained the first two quarters' healthy economic situation — due to the possible extra activity and expenditures during that time," he added.

The stock market also performed well in 2004, said Fernandez, with a 15.08% increase in market movement. In comparison, the market in 2015 slowed by 3.44%.

"The retail sector, such as the shopping centres, was generally on the upside, and the years after 2004 saw real estate investment trusts (REITs) focusing on the retail sector," he said.

According to property services firm Rahim & Co International Sdn Bhd, there will be an upcoming supply of eight million sq ft of office space over the next four years and incoming supply of seven to eight million sq ft of retail space over the same period.

Currently, the total KL office space supply is 88.9 million sq ft, with average occupancy rate remaining healthy at 81%.

However, the absorption rate of office space is expected to slow, increasing vacancy rates, Rahim and Co's research team noted.

Yap said the property market outlook appears cautious this year owing to anticipated higher unemployment rate and inflation as well as stricter lending policies.

"Some buyers are facing a challenge in

obtaining loans for their property purchases while others are adopting a wait and see approach before committing to any purchase," Yap shared.

According to Napic's 1H2015 report, the number of housing approvals for construction (as approved by the Ministry of Urban Wellbeing, Housing and Local Government) have declined since 1H2012, with the exception of 1H2014.

Napic also noted a y-o-y decrease in the number of loan applications for the purchase of residential properties by 24.3% in 1H2015, while loan approvals fell by 25.8%. In comparison, loan applications in 1H2014 dipped 3.1% from a year ago, while loan approvals rose by 4.3%.

Meanwhile, loan applications and approvals in 1H2015 for non-residential properties saw double-digit contractions of 20.4% and 25.6% y-o-y, respectively.

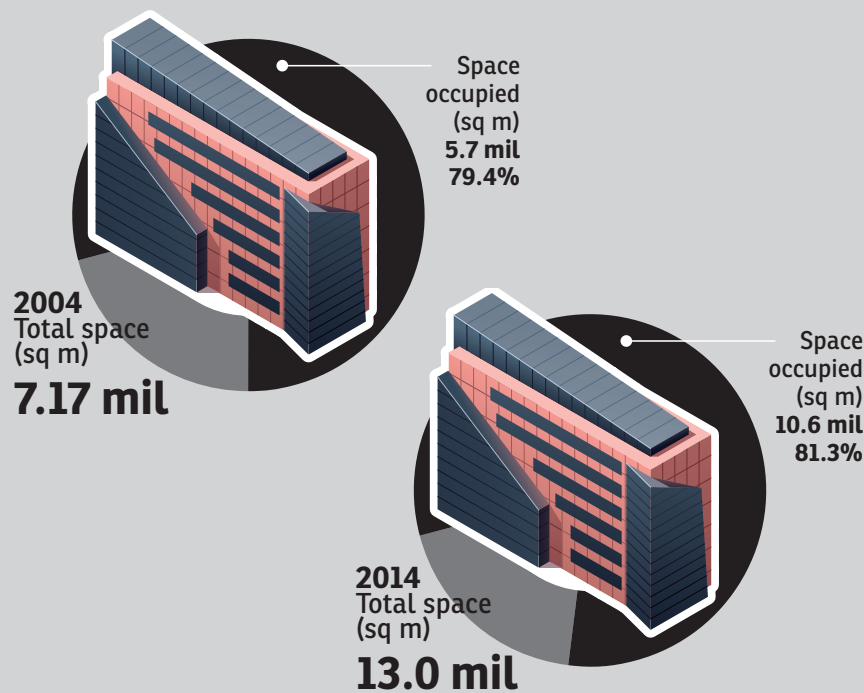
The downtrend indicators in market activity, loan applications and approvals indicate a slowdown in the market, Napic said.

Fernandez concurred: "With the ringgit's substantial depreciation and the cooling measures on the property market by the central bank, lending for mortgage loans is strict as warranted by the high household debt."

The persistent oversupply may also result in substantial weakness in the commercial sectors of the market, he added.

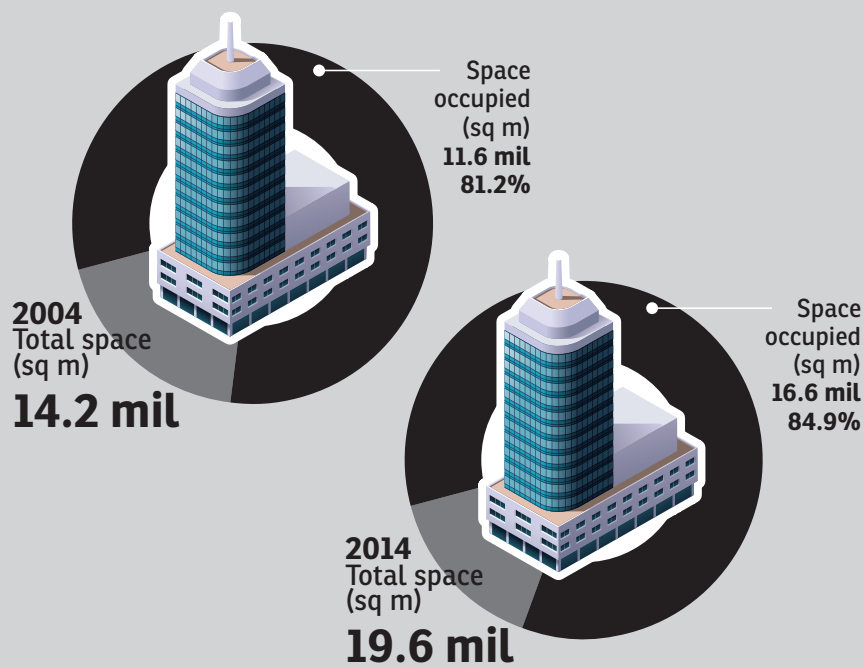
"In a nutshell, this monkey year may not look as good as the previous one," he concluded.

### Existing shopping complexes: Total and occupied spaces in Malaysia



NAPIC

### Existing purpose built offices: Total and occupied spaces in Malaysia (government and private building)



GOVERNMENT AND PRIVATE BUILDING, NAPIC

TheEdgeProperty.com | GRAPHICS: THEEDGEPROPERTY

### Volume and value of property transactions in Malaysia

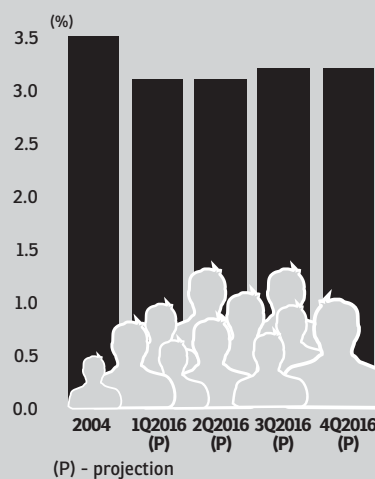
PERIOD	VOLUME OF TRANSACTIONS ('000)	CHANGE IN VOLUME OF TRANSACTIONS (% Y-O-Y)	VALUE (RM BILLION)	CHANGE IN VALUE (% Y-O-Y)
2004	293.21	20.5	59.96	38.1
2014	384.06	0.8	162.97	10.2
1H2015	186.70	-3.5 (against 1H2014)	76.61 (against 1H2014)	-6.6



NAPIC

TheEdgeProperty.com | GRAPHICS: THEEDGEPROPERTY

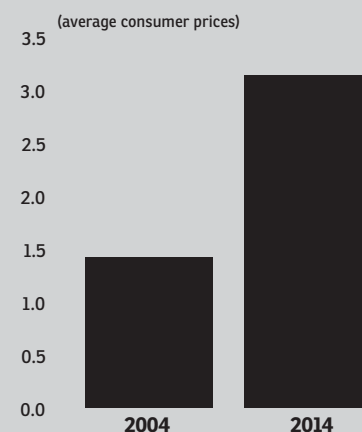
### Unemployment rate in Malaysia



2004 DATA FROM DEPARTMENT OF STATISTICS MALAYSIA, PROJECTION FOR 2016 FROM TRADING ECONOMICS

TheEdgeProperty.com | GRAPHICS: THEEDGEPROPERTY

### Inflation rate in Malaysia



INTERNATIONAL MONETARY FUND, IMF





# Drawing in the millionaires

About half of sales transactions for non-landed homes in the 12 months to 1Q2015 in Mont Kiara, Kuala Lumpur were above RM1 million each

BY RACHEL CHEW

2015 was not a great year for the Malaysian property market. Mont'Kiara, the high-end non-landed residential suburb in Kuala Lumpur, is seeing some consolidation in property prices.

Despite the slow market, Mont'Kiara is clearly holding on to its status as one of the most expensive addresses in the Klang Valley, maybe even in the country.

According to research by *TheEdgeProperty.com*, the average transaction price psf for non-landed homes in Mont'Kiara had dropped marginally from RM683 psf in 4Q2014 to RM670 psf in 1Q2015. The 1Q2015 figure was a 2.8% drop from the average price recorded in the same period the previous year. What's interesting is that in the 12 months to 1Q2015, close to half of the transactions were closed at over a million ringgit each.

The highest priced transactions during the 12 months to 1Q2015 were at 10 Mont'Kiara at RM3.26 million, 11 Mont'Kiara at RM2.86 million and Seni Mont'Kiara at RM2.065 million.

Verve Suites recorded the highest average price psf at RM1,135 psf. Based on current listings on *TheEdgeProperty.com*, the current asking price psf of Verve Suites ranges from RM965 psf to RM1,623.38 psf.

Although there are cheaper properties available, the expat enclave, which was developed mainly by UEM Sunrise Bhd, seems to be attracting Malaysians with deeper pockets than the average Joe. On the other hand, it could be that there are more homes of RM1 million and above on the market than the more affordable ones.

#### Recent done deals

More condo deals of above a million ringgit were concluded recently here. For instance,

in January, there was one 2,535 sq ft condo unit in 28 Mont'Kiara which sold for RM1.9 million, while a 4,090 sq ft condo unit in 10 Mont'Kiara closed at RM3.6 million. (go to *TheEdgeProperty.com* for more information on these Done Deals).

Real estate negotiator Freeman Woo from MIP Properties who specialises in Mont Kiara said owning a property in the enclave is somewhat of a status symbol, which explains why Mont'Kiara's million-ringgit homes are well-received.

"Mont'Kiara has been perceived as one of the most expensive, high-end areas to live in. Staying in this prime area is a way to show that you are among the well-heeled," Woo noted. According to him, half of the buyers for these luxury condos are

investors who still believe there is more upside to these high-end homes.

Mont'Kiara is still providing a respectable 5.6% average rental yield according to *TheEdgeProperty.com*'s research based on asking rentals as of June 2015.

There are some condos in Mont'Kiara which are more affordable, ranging from RM450 psf to RM500 psf to cater to homebuyers with families, said Woo. Many of these are older developments but are very well maintained. Based on transactions in the 12 months to 1Q2015, the most affordable project in Mont'Kiara was Laman Suria with an average of RM650,000 per unit or Lanai Kiara at RM440 psf. Laman Suria also saw the highest annual growth in average price during that period.

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[TheEdgeProperty.com](http://TheEdgeProperty.com)







TheEdgeProperty.com | GRAPHICS: NURUL AIDA MOHD NOOR

MOHD IZWAN MOHD NAZAM / TheEdgeProperty.com



Woo: Owning a property in the enclave is somewhat of a status symbol, which explains why Mont'Kiara's million-ringggit homes are well-received.

**Recent done deals**

Why are Mont'Kiara's high-end condos so attractive? For one, you can't beat the location. The area is 15 minutes away from downtown Kuala Lumpur. It is surrounded by established areas such as Kepong, Petaling Jaya and Dutamas, making it a very convenient address to live in no matter where you work.

Other reasons include the ample amenities for expat families, including international schools, supermarkets and local malls, as well as various community services that residents enjoy such as 24-hour auxiliary police deployment and free shuttle services around Mont'Kiara, Publika and to/from KL Sentral.

# Homes over RM1mil are hot in Mont'Kiara

Top trends in the Mont'Kiara condo market in the 12 months to 1Q2015

## TREND 1

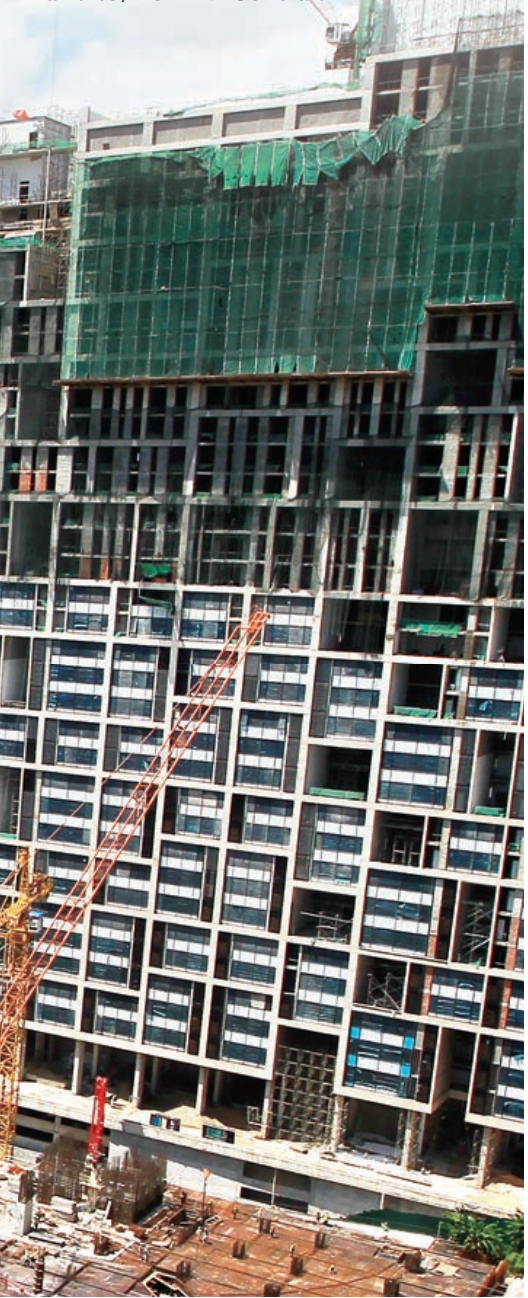
Almost half of transactions or 49.9% closed at over a million ringgit

## TREND 2

Mont'Kiara is definitely an exclusive address

	Mont'Kiara	Dutamas	Petaling Jaya	Kepong
Average transacted price in 1Q2015 (RM/psf)	670	526	374	266
Average asking price (RM/psf) *	785	660	620	446

\*Note: The average asking price is based on current listings on TheEdgeProperty.com



## TREND 3

So, what were the most expensive?

**RM918** psf is the average asking price now

**10 Mont'Kiara** with the highest transacted price of RM3.26 mil as at 1Q2015

**RM1,302** psf is the average asking price now

Meanwhile, **Verve Suites** recorded the highest average transacted price at RM1,135 psf as at 1Q2015

## TREND 4

So, anything for the middle class?

**RM455** psf is the average asking price now

**Lanai Kiara** was the least expensive non-landed property in terms of transacted price at RM440 psf

**RM695** psf is the average asking price now

**Laman Suria** was the lowest priced transaction at RM650,000

## TREND 5

The highest annual growth in average price were recorded at older developments

Property	Growth	Average Asking Price
Laman Suria	22.8%	RM695 psf
Mont'Kiara Sophia	15.5%	RM654 psf
Mont'Kiara Pelangi	14.9%	RM622 psf

## TREND 6

The highest rental yields are at

Property	Average asking monthly rent (RM)	Average asking monthly rent (RM/psf)	Indicative asking rental yield
Gateway Residences	3,324	3.57	7.1%
Tiffani Kiara	5,252	4.03	6.7%
Mont'Kiara Meridin	6,287	2.89	6.1%
Mont'Kiara Banyan	7,317	3.21	6.1%
La Grande Kiara	5,389	2.57	5.8%



## MARKET WATCH

Go to [TheEdgeProperty.com](http://TheEdgeProperty.com) for more listings**FOR SALE** [in Mont'Kiara, Kuala Lumpur]**Mont'Kiara Pines**

**Type:** Condominium/ serviced residence  
**Tenure:** Freehold  
**Asking price:** RM820,000  
**Built-up area:** 1,268 sq ft  
**Bedroom(s):** 3  
**Bathroom(s):** 2  
**Description:** Fully furnished, owner-occupied  
**Agent/negotiator:** CJ Chai of Susan Realty (REN 09011)  
**Tel:** (010) 226 5730

**11 Mont'Kiara (MK11)**

**Type:** Condominium/ serviced residence  
**Tenure:** Freehold  
**Asking price:** RM2,690,000  
**Built-up area:** 3,169 sq ft  
**Bedroom(s):** 4 + 1  
**Bathroom(s):** 5  
**Description:** Well-maintained corner unit. Fully furnished, selling lock, stock & barrel.  
**Agent/negotiator:** Elaine Kow of Reapfield Properties (Puchong) Sdn Bhd (REN 04363)  
**Tel:** (017) 225 0683

**Mont'Kiara Bayu**

**Type:** Condominium/ serviced residence  
**Tenure:** Freehold  
**Asking price:** RM870,000  
**Built-up area:** 1,280 sq ft  
**Bedroom(s):** 3  
**Bathroom(s):** 2  
**Description:** Mont'Kiara International School is just 200m away. Other international schools located nearby include Garden International School and Sri Cempaka International School. Nearby amenities such as eateries, banks and supermarkets, Plaza Mont Kiara and Solaris Mont'Kiara about 1 km away in opposite directions. Easy access to LDP, Sprint Highway, Penchala Link, Federal Highway and North-South Highway. Free shuttle services around Mont'Kiara, Publika and to/ from KL Sentral, and 24-hour Auxiliary Police in the neighbourhood. Unit has a balcony with swimming pool view. Also comes with air-conditioning, cooker hob/ hood and water heater.  
**Agent/negotiator:** Jacky Chong Hun Chang of CBD Properties Sdn Bhd (REN 14251)  
**Tel:** (012) 363 6864

**Kiaramas Sutera**

**Type:** Condominium/ serviced residence  
**Tenure:** Freehold  
**Asking price:** RM850,000  
**Built-up area:** 1,347 sq ft  
**Bedroom(s):** 3  
**Bathroom(s):** 2  
**Description:** Many access

routes including major highways such as Sprint Highway, NKVE Highway and Duke Highway. Unit has a pool view and comes with two car park bays.  
**Agent/negotiator:** Charles Tan of Accord Realty (REN 07495)  
**Tel:** (016) 342 3453

**Mont'Kiara Palma**

**Type:** Condominium/ serviced residence  
**Tenure:** Freehold  
**Asking price:** RM920,000  
**Built-up area:** 1,280 sq ft  
**Bedroom(s):** 3  
**Bathroom(s):** 2  
**Description:** Facilities include sports court, swimming pool, cafeteria, nice barbecue area, gym, good security and clubhouse. There is a man-made lake that runs around the condo fringed with landscaped footpaths. From some units, one can see this lake and its well-maintained garden. There are many conveniences nearby such as international schools, cafes, fast food outlets and various eateries, entertainment outlets and a medical centre. Clean unit with nice interior and homely feel.  
**Agent/negotiator:** Derrick Lau of DF Realty Sdn Bhd (REN 08589)  
**Tel:** (012) 336 8406

**Vista Kiara**

**Type:** Condominium/ serviced residence  
**Tenure:** Freehold  
**Asking price:** RM740,000  
**Built-up area:** 1,362 sq ft  
**Bedroom(s):** 3  
**Bathroom(s):** 2  
**Description:** Fully furnished unit in Block B, high floor. Vista Kiara on Jalan Kiara 3 is targeted at small and medium-sized families. It is popular among expatriates as well as professionals. It comprises twin towers of 28 storeys called Triomphe and Concorde respectively. Easy access to NKVE Highway, Jalan Duta and Sprint Highway. Only minutes to Plaza Mont'Kiara and Solaris Mont'Kiara. Also nearby are Garden International School and Mont Kiara International School.  
**Agent/negotiator:** Belle Wong of Property Exchange (REN 10736)  
**Tel:** (012) 260 0822

**Icon Residence Mont'Kiara**

**Type:** Condominium/ serviced residence  
**Tenure:** Freehold  
**Asking price:** RM1,125,000  
**Built-up area:** 1,265 sq ft  
**Bedroom(s):** 2  
**Bathroom(s):** 2  
**Description:** Near Matrade Centre, shopping mall and retail centres, 5-star hotel, Grade-A

offices, residential suites and serviced apartments. Also near future MRT & LRT stations.  
**Agent/negotiator:** Benjamin Lai of Focus Properties (REN 12219)  
**Tel:** (012) 603 3126

**Mont'Kiara Meridin**

**Type:** Condominium/ serviced residence  
**Tenure:** Freehold  
**Asking price:** RM3,500,000  
**Built-up area:** 4,518 sq ft  
**Bedroom(s):** 5  
**Bathroom(s):** 7  
**Description:** Well-kept unit with a beautiful view. Comes with very spacious wet and dry kitchens, spacious rooms and study room. Every room has bathroom attached. The condo is low density with only two units per floor.  
**Agent/negotiator:** Carie Yong of Accord Realty (REN 06345)  
**Tel:** (016) 209 3986

**Lanai Kiara**

**Type:** Condominium/ serviced residence  
**Tenure:** Freehold  
**Asking price:** RM799,000  
**Built-up area:** 1,690 sq ft  
**Bedroom(s):** 3  
**Bathroom(s):** 2  
**Description:** Unit has a spacious balcony with access from second room. Also comes with piped-in gas, kitchen built-ins, laundry/ backyard area and one car park bay. Maintenance fee about RM370 per month. Unit faces south east. Near to amenities, private schools (stone's throw to Garden International School), eateries, etc. Low-density well-maintained condo which is popular among expat tenants.  
**Agent/negotiator:** Sharmila Taluar of Reapfield Properties (S.J) Sdn Bhd (REN 00308)  
**Tel:** (017) 300 3406

**Verve Suites**

**Type:** Condominium/ serviced residence  
**Tenure:** Freehold  
**Asking price:** RM680,000  
**Built-up area:** 462 sq ft  
**Bedroom(s):** 1  
**Bathroom(s):** 1  
**Description:** Well-maintained mid floor studio unit. Comes fully furnished and with two covered car park bays. Kitchen fitted with Bosch hood and induction cooker, built-in Bosch oven, Bosch fridge, Bosch 2-in-1 washer dryer, retractable dining table, dining chairs, sofa and built-in storage cabinets.  
**Agent/negotiator:** Jayden Lim of Vivahomes Realty (KD) (REN 14262)  
**Tel:** (012) 330 9522

**FOR RENT** [in Mont'Kiara, Kuala Lumpur]**Gateway Residences @ Gateway Kiaramas**

**Type:** Condominium/ serviced residence  
**Tenure:** Freehold  
**Asking rent:** RM2,800  
**Built-up area:** 743 sq ft  
**Bedroom(s):** 1  
**Bathroom(s):** 1  
**Description:** Gateway Kiaramas is within walking distance to 1 Mont'Kiara and Plaza Mont' Kiara. Comprising 1-3-bedroom suites with condo facilities, most units enjoy views of the KL city skyline. This unit is tastefully furnished with a new King-sized bed. Comes with one car park bay.  
**Agent/negotiator:** Annette Phoon of CBD Properties (Puchong) Sdn Bhd (REN 09243)  
**Tel:** (013) 365 3638

**Tiffani Kiara**

**Type:** Condominium/ serviced residence  
**Asking rent:** RM8,500  
**Built-up area:** 3,729 sq ft  
**Bedroom(s):** 5  
**Description:** Located on Jalan Kiara 1, facilities include squash court, gym, infinity-edged sky swimming pool, cafe, clubhouse, tennis court, jogging track with exercise stations, broadband Internet, 24-hour security, courtyard and others.  
**Agent/negotiator:** Ivonne Yim of Rina Properties Asia Sdn Bhd (REN 12445)  
**Tel:** (012) 657 3766

**Mont'Kiara Meridin**

**Type:** Condominium/ serviced residence  
**Tenure:** Freehold  
**Asking rent:** RM7,500  
**Built-up area:** 2,513 sq ft  
**Bedroom(s):** 3  
**Bathroom(s):** 3  
**Description:** Fully furnished, excellent interior design, cosy ambience and nice environment, good views, near international schools and major highways.  
**Agent/negotiator:** Francis Yip of Wang Lai Realty (Kepong) (REN 17112)  
**Tel:** (012) 398 7868

**Mont'Kiara Banyan**

**Type:** Condominium/ serviced residence  
**Tenure:** Freehold  
**Asking rent:** RM7,000  
**Built-up area:** 2,318 sq ft  
**Bedroom(s):** 4  
**Description:** Calm and peaceful environment, very low density, walking distance to international school; close to major highways such as Penchala Link and North-South Highway. Close to Plaza Mont'Kiara and 1 Mont' Kiara, Solaris and Publika.  
**Agent/negotiator:** Alexander T Junior of Zerim Properties (REN 15048)  
**Tel:** (016) 7111 989

**La Grande Kiara**

**Type:** Condominium/ serviced residence  
**Tenure:** Freehold

**Asking rent:** RM4,800  
**Built-up area:** 1,998 sq ft  
**Bedroom(s):** 3+1+1  
**Bathroom(s):** 2+1+1  
**Description:** Partially furnished with air conditioners, lights, ceiling fans, hood & hob, fridge, etc.  
 Low floor corner unit with walk-in-wardrobe and pool view.  
**Agent/negotiator:** Jaclyn Yee of Carey Real Estate Sdn Bhd (PEA 0869)  
**Tel:** (012) 202 4990

**Mont'Kiara Pines**

**Type:** Condominium/ serviced residence  
**Tenure:** Freehold  
**Asking rent:** RM3,500  
**Built-up area:** 1,228 sq ft  
**Bedroom(s):** 3  
**Bathroom(s):** 2  
**Description:** High floor unit with panoramic views. Comes furnished with 60" TV and surround sound system. Easy access to Sprint Highway and amenities. 1 Mont'Kiara mall and eateries are within walking distance.  
**Agent/negotiator:** Vetri Kumar of One Sunterra Properties Sdn Bhd (REN 13251)  
**Tel:** (012) 517 1761

**Mont'Kiara Sophia**

**Type:** Condominium/ serviced residence  
**Tenure:** Freehold  
**Asking rent:** RM3,300  
**Built-up area:** 1,325 sq ft  
**Bedroom(s):** 3  
**Bathroom(s):** 2  
**Description:** Renovated and fully furnished unit with pool view.  
**Agent/negotiator:** Alex Tong of Everest Properties (REN 10172)  
**Tel:** (012) 363 3498

**Ceriaan Kiara**

**Type:** Condominium/ serviced residence  
**Tenure:** Freehold  
**Asking rent:** RM4,500  
**Built-up area:** 1,828 sq ft  
**Bedroom(s):** 3 + 1  
**Bathroom(s):** 3  
**Description:** Fully furnished, two car park bays, nice unblocked views, practical and nicely furnished. Suitable for working adults or family of three to five persons. Move-in condition.  
**Agent/negotiator:** KC Wong of Three Acres Real Estate Sdn Bhd (REN 12214)  
**Tel:** (018) 668 2300

**Verve Suites**

**Type:** Condominium/ serviced residence  
**Tenure:** Freehold  
**Asking rent:** RM3,000  
**Built-up area:** 672 sq ft  
**Bedroom(s):** 1  
**Bathroom(s):** 1  
**Description:** High floor serviced residence. Unit has air-conditioning, cooker hob and hood, and water heater.  
**Agent/negotiator:** Jessica Voon of The One Property International Sdn Bhd (REN 05726)  
**Tel:** (012) 450 0386





# Knight Frank: Investors eyeing commercial properties in 2016

BY RACHEL CHEW

The majority of commercial real estate investors are hoping to seize opportunities in a slowing market. About 72% of property developers, fund and real estate investment trust (REIT) managers and lenders intend to invest in commercial properties in 2016, despite 57% of respondents saying they are less optimistic on the sector's outlook, according to a survey by global property consultancy Knight Frank.

In the newly-launched Malaysia Commercial Real Estate Investment Sentiment Survey 2016 by Knight Frank Malaysia, fund and REIT managers are expected to be actively investing in 2016 to seek opportunities in the current market downturn.

"Fifty three per cent indicated their intention to invest in the office segment and 47% in the retail and healthcare/institutional subsectors. This is provided yield expectations are met," the survey showed.

Although 41% of developers surveyed indicated that they will continue to develop retail properties, only 25% of lenders said funding retail projects is a priority. "This mismatch reflects challenges in funding the retail projects," said Knight Frank.

Apart from that, 36% of respondents opined that the healthcare/institutional segment will outperform the other subsectors whilst more than half of them remained neutral on the hotel/leisure and logistics/industrial sectors.

At the same time, the outlook for the office and retail subsectors is less optimistic.

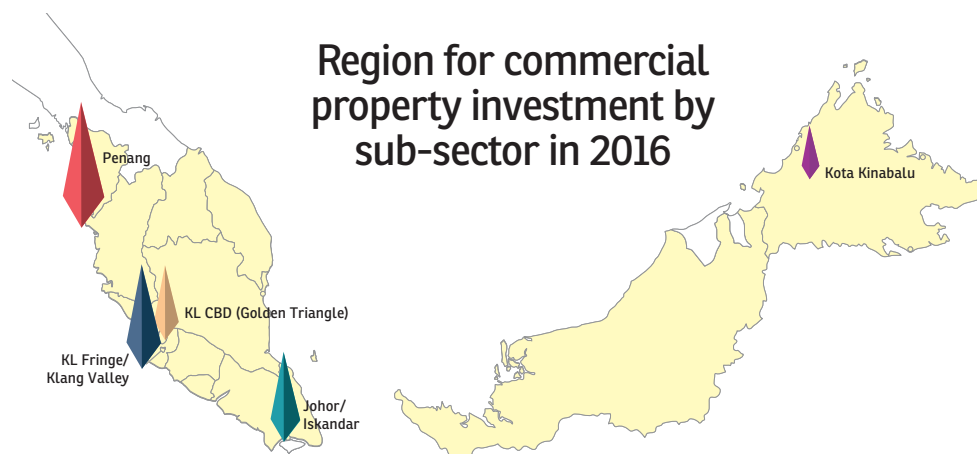
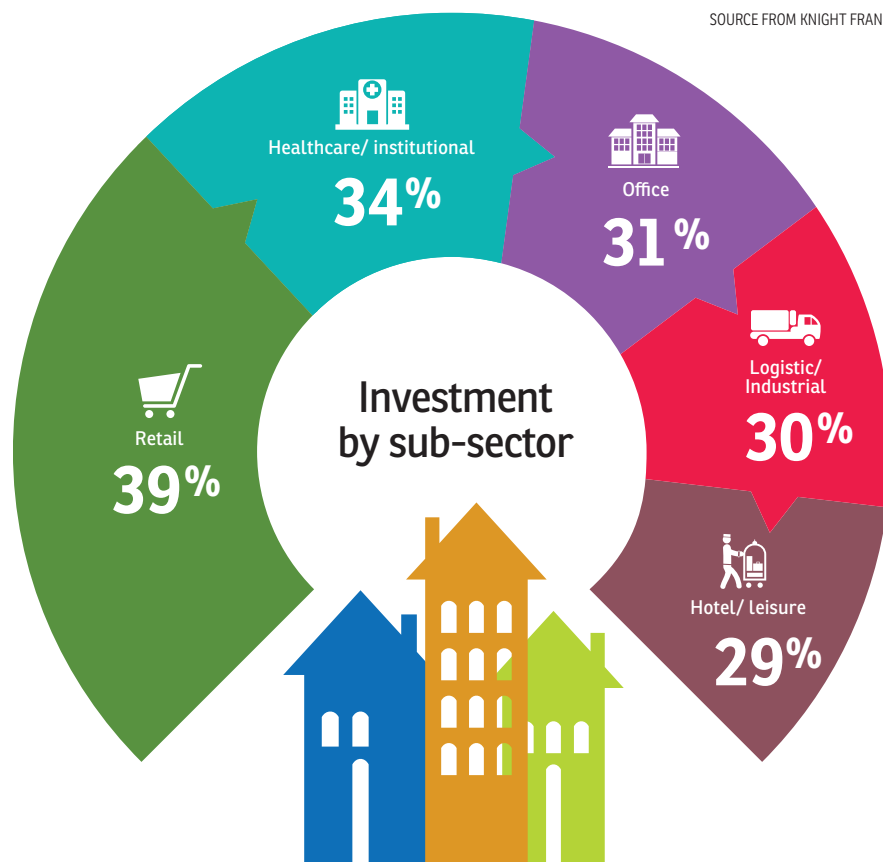
Most of the respondents also agreed that Penang is the most attractive hotspot and it has overtaken Kuala Lumpur/Klang Valley as the most attractive region for commercial property investment, garnering 67% of the overall response.

"Penang is currently the most attractive investment region for hotel/leisure (86%) and healthcare/institutional (79%) developments possibly due to George Town being inscribed as one of UNESCO's World Heritage Sites and the popularity of the state for medical tourism," the report showed.

The Malaysia Commercial Real Estate Investment Sentiment Survey 2016 was conducted using an e-survey mechanism distributed throughout Knight Frank's vast database as well as in-depth interviews with key players in the local commercial sector.

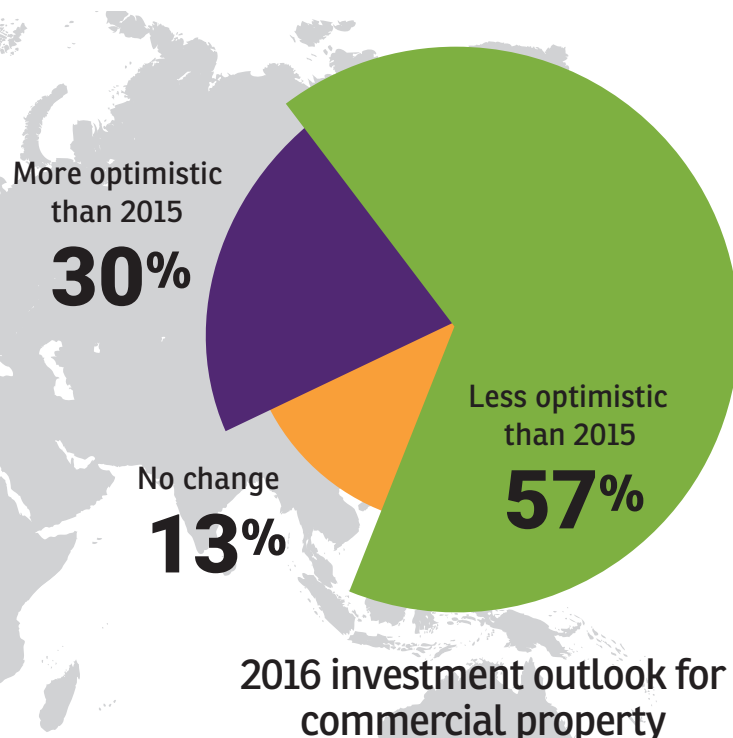
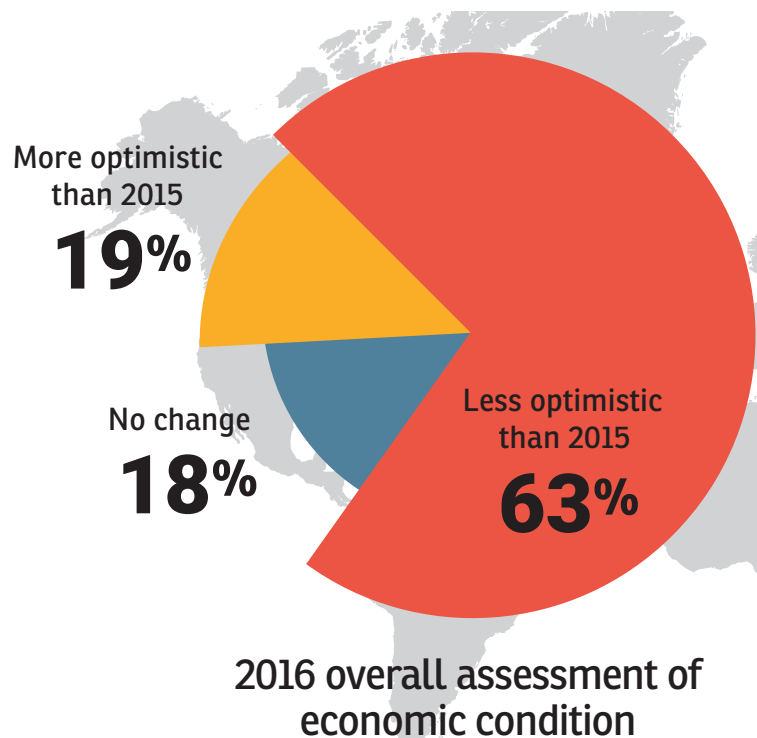
There were some 700 respondents in senior management levels this year, with 55% of them being developers, 21% fund/REIT managers and 24% lenders.

SOURCE FROM KNIGHT FRANK



Attractiveness of commercial sub-sectors in different regions

REGION	OFFICE	RETAIL	HOTEL/LEISURE	LOGISTICS/INDUSTRIAL	HEALTHCARE/INSTITUTIONAL	TOTAL AVERAGE
KL CBD (Golden triangle)	39%	50%	57%	35%	61%	49%
KL FRINGE / KLANG VALLEY	40%	53%	54%	62%	72%	56%
JOHOR / ISKANDAR	40%	49%	59%	61%	69%	55%
KOTA KINABALU	19%	38%	67%	37%	62%	45%
PENANG	44%	61%	86%	66%	79%	67%
TOTAL AVERAGE	36%	50%	65%	52%	69%	





# Aiming to be a professional

One of the youngest team leaders at MIP Properties, Dave Soh, shares his views about moving ahead in the industry.

BY TAN AI LENG

**F**or Dave Soh, senior negotiator at MIP Properties, selling properties is just one part of his job scope as he believes there is more to the profession.

Soh told *TheEdgeProperty.com* that a professional real estate agent's work begins way before a property is put on the market as it entails working with the property owner to see how they can add value to the property.

"Even if the truth may offend the owner, the real estate agent needs to tell the owner and provide advice to improve the condition of the house," he emphasised.

At MIP Properties, Soh said the company requires its agents and negotiators to meet the owner at the said property before it is put up for listing. This allows the agent to inspect the house personally and offer relevant advice to the owner. For instance, if the house has a leak, the owner is advised to fix the problem. Or, if the house looks dim and dull, he would advise the owner to spend some money to repaint the house before listing it for sale.

"You must add value to a property before placing it on the market," he remarked.

Like other consumer products, properties also need some packaging to make them more appealing to buyers.

During a house viewing for instance, creating a "home sweet home" ambience can help win a buyer's heart. "There are some simple ways to do that. Make sure the house is clean and be there early to turn on the air-conditioning to cool down the house. Place some nice decorations and plants in the house to help enhance the overall viewing experience," he explained.

Meanwhile, a real estate agent also needs to prepare price trend data to help the owner decide on the asking price and increase the chance of closing the deal within a desired timeline.

Market information is easily available over the Internet nowadays. However, the asking price for a property could actually be far from its real value and owners may not know that. Agents need to be equipped with information on transacted prices of similar properties so owners have a better idea on the real market condition, Soh said.

Such efforts may mean taking a longer time to sell a property. However, Soh said this is what it means to be a professional. Practising professionalism in their jobs will help real estate agents maintain a good relationship with property owners and benefit them in the long run, he added.

## From IT to real estate

The 27-year-old from Batu Pahat, Johor joined

the industry four years ago and now leads a team of 20 agents/negotiators. He is also a trainer for newbies at MIP Properties.

Soh's first job was as a computer programmer in a well-established local software provider company.

"It didn't turn out to be what I expected. I got bored with the routine and repetitive work of systems maintenance after one year," he said, adding that it didn't pay well either and he was struggling to pay his bills every month.

Meanwhile, a friend from university quit his job as an accountant to become a real estate agent and Soh was impressed with his lucrative job.

"My friend had just become a real estate agent for a few months before he closed his first deal and bagged RM9,000 as his commission. It was almost three times my salary that time," he said.

Soh's eagerness to improve his financial situation drove him to quit his job and join his friend at MIP Properties.

Life wasn't easy in the beginning. His expenses shot up as he had moved from Seri Kembangan to Kota Damansara to reduce commuting time to his new office there. He also had to spend money on advertising his property listings.

"During the first two months, I was focusing on the rental market. In my third month, I successfully closed my first sales transaction," he recalled.

His first deal was a studio apartment in Ritze Perdana, Damansara Perdana which sold at RM220,000. He was so motivated that he did his best to close every deal in that first year. He successfully closed 55 transactions and won three awards in his first two years, namely Top Sales Agent (first runner-up), Top Transaction and Best of the Best Agent.

In his third year, agency principal Alan Kuan asked him to lead a sales team and become a trainer for the company. He took up the challenge and became one of the youngest team leaders in the company.

## Changing lifestyle

Changing his career path not only improved Soh's financial condition but also changed his lifestyle.

Soh used to be a big fan of online games, which he played almost every night and even during weekends. But no longer.

"I don't play games anymore, not even watch TV. Time is limited, I've got bigger dreams to pursue, so I have to use my time wisely," he said.

As a team leader he is responsible for his team's sales achievements as well as the company's team building training.

"Personal achievement is important, but helping others to succeed gives me more satisfaction. I want to influence more people, and inspire them to improve their lives as well as achieve what they want in life," he concluded.

**Soh: More needs to be done to turn the job of a real estate agent into a profession.**





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BY RAYMOND LEE

# Make first impressions count!

Ideas for home entrance foyers to make that welcome special

Just as you take the time and care to be appropriately dressed and groomed before you leave for the office or go out for a date, how you dress up the foyer or entrance area of your home works to give that all important first impression.

The entrance to a home is the first space that serves to welcome a visitor into your home. It is also the first place you step into each time you return home after a hard day at work.

Hence, it really pays to have a point of view here depending on how you want your family or your visitors to be greeted and to feel when they first step into the house. It could offer a warm tropical embrace or a cheerful funky vibe. Or something in line with the homeowners' personality which could run the spectrum from the bohemian to the minimal and austere!

No matter what you choose, keep in mind that nothing says welcome more than a sense of style and heaps of your personality at the front door.

Start with that stand-out piece of furniture

Always have an anchor piece at your entrance. Choose something that can keep away your keys, mail, briefcase and more – so best if it comes with some handy drawers. It could be a vintage French commode or a beaten up butcher's table from an old farmers' market. Just make that piece of furniture work for you.

PHOTOS COURTESY OF RAYMOND LEE



A vintage Anglo-Indian teak table anchors the private lobby of a condominium unit I recently designed.

## Light it up!

An entry vestibule must be appropriately lit for any time of the day. A modern angle poise lamp comes in handy when you need to check your mail while a big crystal chandelier overhead screams drama to the max. There are so many lighting choices out there from the expensive to the cheap so there's no excuse for keeping your guests in the dark when you greet them.

## Colour it right

Colour can be the difference between something ho-hum and high style. Paint the entrance area with one of your favourite colours. For a space to feel expensive and polished, use glossy paint. I believe a house should have different rooms for different moods. Sometimes you want to feel refreshed, and sometimes you want to exude sophistication.

## Art works

Hanging that all impressive artwork, whether it is an original oil painting by your favourite artist or a large photographic print from your recent holiday to Rome, is key to making the right impact at any entrance. Sometimes, all you need is a rare piece of textile or fine old sarong from grandma's cupboard. Vintage movie posters saved from that visit to a local flea market or inexpensive black and white posters from Ikea can be good options too.

## Add a mirror

Placing a mirror at the entrance





is great for a last minute check before you leave the house. A well placed mirror also helps reflect more light to a room making it look brighter and feel more spacious. Your choice of mirror, whether modern and bold or elegant and glamorous, will certainly help you make that welcome more sparkly.

**Texture underfoot**

A rug works wonders at making an immediate statement. Whether modern and jazzy or exotic and oriental, a rug certainly adds colour and texture to your foyer. Rugs also work perfectly on any flooring be it marble, timber or tiles providing the contrast and plush comfort as you walk in.

**Accessorise, accessorise!**

Accessories are the crowning touch to any space and your foyer or entrance is no exception. For example, placing a hand-carved box on your foyer table not only looks pretty but helps you keep keys and access cards neat and tidy. Dramatic and bold sculptures carefully placed in a corner will give a sophisticated and arty look. A large and leafy houseplant in an elegant planter is a great finishing touch too. Even an umbrella stand can make a positive difference to that space.

*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*

1. This Art Deco style mirror will add a glamorous touch to any entry vestibule.
2. A side board with ample storage is always handy.
3. Custom ordered rug creates a dramatic and elegant welcome in this foyer. ArteFloor at Gardens Mall accepts commissions.
4. A stunning crystal chandelier says it all.
5. The understated elegance of this ebony based table lamp by Jose Leite de Costa at Janine Great Eastern Mall.
6. A smartly framed black & white photo and handcrafted glass vases by Guax add sophistication. Print and vases from Gudang BSC.





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