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Putrajaya: No cement price increase

Cement manufacturers who sent out notices of a cement price increase to construction companies last week have decided to reverse the decision.

Domestic Trade and Consumer Affairs Minister Datuk Seri Saifuddin Nasution Ismail told the media that the decision was reached at a meeting on June 18, in which cement makers were reminded to duly discuss with the government of any future price hike as cement is a price-controlled item.

"They [cement makers] stated several grounds to justify an increase in cement price due to costlier imported materials used in making the cement because of the weak ringgit.

"However, following the meeting, they agreed to not increase cement prices," said the minister.

IKEA's Toppen Shopping Centre Tebrau to open in November

IKEA Southeast Asia's latest shopping centre, Toppen Shopping Centre in Tebrau is set to open its doors to the public in November this year.

Shopping Centre & Mixed Use director of IKEA Southeast Asia Christian Olofsson said the take-up rate for the mall's 1.1 million sq ft of net lettable space has reached over 85% to date.

The company's head of leasing Southeast Asia of Ikano Centres, Part of IKEA Southeast Asia, Arnaud Bakker said the mall would also feature many firsts in Johor

Artoca@Setia Alam sold out on launch day

S P Setia Bhd's latest Starter Home series, Artoca@Setia Alam, Selangor was fully sold on the first day of its launch recently, said Bandar Setia Alam general manager Tan Siow Chung.

With a GDV of RM60 million, Artoca offers 106 units of 18ft by 65ft double-storey terraced homes with sizes ranging from 1,499 sq ft to 1,630 sq ft.

They come in either 3- or 4-bedroom units with three bathrooms. The freehold properties that come with a column-free car porch are available at a starting price of



RM494,760 (bumiputera units).

Tan said the Starter Home series was first launched in 2018 to give both first-time homebuyers and

those looking for an upgrade of their living space, a chance to own a landed residence in a thriving community.



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such as Ben's Independent Grocer (B.I.G); The Pantheon, 9 to 9 and Concept Haus.

The mall is expected to attract 15 million visitors in 2020, not only from Johor Bahru but also from the southern region of Malaysia and Singapore, apart from bringing in thousands of businesses and job opportunities.

Pedestrian walkway for Johor causeway

The Johor government plans to build a dedicated pedestrian walkway on the Johor Causeway to Woodlands in Singapore as a safety measure due to severe traffic congestion, according to a recent news report.

State Public Works, Infrastructure and Transportation Committee chairman Mohd Solihan Badri said the state government sees a need for such a walkway after finding that many are taking the risk of crossing over by foot in a bid to beat traffic congestion.

According to him, an estimated 215,000 people used the Johor Causeway to cross over (one way) last year, of which 60% were pedestrians.

The proposed 1.2km covered walkway, which is estimated to cost around RM15 million, will be built on the existing motorcycle lane on both sides of the causeway.

Damansara Realty partners state to develop 50-acre plot in Negeri Sembilan

Damansara Realty Bhd is partnering the state investment arm of Negeri Sembilan — the Menteri Besar Negeri Sembilan (Inc) or MBNSI — to jointly develop a RM771 million mixed development in Bandar Sri Sendayan, Negeri Sembilan.

In a recent filing with Bursa Malaysia, Damansara Realty said it has accepted a letter of award from MBNSI for the joint development project, which will be on a 50-acre commercial land owned by MBNSI. The project will comprise shoplots, commercial podiums and residential units.

The development profit attributable to MBNSI under the partnership is approximately RM100.795 million.



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**LAUNCHES + EVENTS**

If you have any real estate-related events, email us at editor@edgeprop.my. Events listed here will also appear on www.EdgeProp.my.

Green Build Conference 2019: Building a Sustainable Future

Date: June 27 (Thurs)

Time: 8am to 5pm

Venue: One World Hotel, Bandar Utama City Centre, Petaling Jaya, Selangor

Contact: (03) 7803 6006 / (03) 7803 2978 for Pearljit Singh or email pearljit@rehdainstitute.com

Organised by GreenRE and REHDA Institute, the inaugural Green Build Conference 2019 (GBC 2019) is a forum focused on the sustainable built environment with participation from various influential speakers and renowned industry experts who have made an impact in the sustainable real estate industry.

**Alam Suria Raya Rumah Terbuka**

Date: June 22 (Sat)
Time: 11am to 3pm
Venue: IJM Land sales gallery, Persiaran Puncak Alam 6, Bandar Puncak Alam, Shah Alam, Selangor
Contact: (03) 3393 3103

Enjoy ketupat and rendang at this event organised by IJM Land while being entertained by celebrity hosts as well as performances by Ayda Jebat and Hael Husaini.

"Art of Raya" Open House

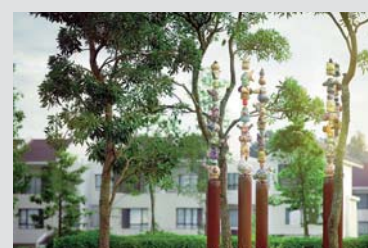
Date: June 23 (Sun)
Time: 11am to 3pm
Venue: Tamansari sales gallery, exit Jalan Batu Arang, Sungai Bakau, Rawang, Selangor
Contact: (03) 2727 7550
BRDB Developments Sdn Bhd

Jelly Candle Workshop

Date: June 23 (Sun)
Time: 2pm to 4pm
Venue: EcoWorld Gallery @ Eco Majestic, No. 1, Lingkaran Eco Majestic, Eco Majestic,

Semenyih, Selangor
Contact: (018) 908 7225

Learn tips and tricks to making your very own jelly candle at Eco Majestic and bring home one of your handcrafted works. WhatsApp registration and admission fee required.



invites the public for sumptuous Malaysian food coupled with creative activities such as art-jamming and batik painting. Property buyers could also explore the Amaryllis and Camelia three-storey terraced homes.

Orchid Elegance at The Estate

Date: June 22 to 28 (Sat to Fri)
Time: 10am to 6pm
Venue: The Estate show unit, 57, Jalan Penaga, Bangsar, Kuala Lumpur
Contact: (012) 466 6683

Make your home bloom with the majestic elegance of orchids! The Bon Estates Gallery will host a stunning display of rare orchids and offer orchid interior décor ideas to bring colour into your homes.

Raya Celebration at Equine Residence

Date: June 22 & 23 (Sat & Sun)
Time: 12pm to 6pm
Venue: Equine Residence Sales Gallery, Persiaran Akademi Perdana, Taman Equine, Seri Kembangan, Selangor
Contact: (03) 2161 2345

Beverly Group invites you to celebrate Hari Raya with fun filled activities, all-time-favourite Hari Raya food as well as Boba milk tea from Tealive!

**Tangerine Suites Launch and Peranakan Raya**

Date: June 29 (Sat)
Time: 10am to 5pm
Venue: Celebration Centre, Sunsuria City, Sepang, Selangor
Contact: (03) 6142 2727

Join Sunsuria Bhd at the official launch of Tangerine Suites at Sunsuria City with celebrity chef Zam and exciting activities.



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*Applicable for selected properties.

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Klang Valley

Setia International Centre, KL Eco City	15 Jun, 5:00 pm – 8:00 pm
Setia Sky Seputeh Sales Galleria	22 Jun, 10:00 am – 6:00 pm
Bandar Kinrara Welcome Centre	22 Jun, 10:00 am – 5:00 pm
Setia Alam Welcome Centre	22 Jun, 6:00 pm – 9:30 pm
Setia Seraya Residences	23 Jun, 11:00 am – 4:00 pm
Club 360, Setia EcoHill Welcome Centre	23 Jun, 11:00 am – 6:00 pm
Setia Eco Glades Lifestyle Gallery	29 Jun, 7:00 pm – 9:30 pm
Setia Alamsari Sales Galleria	29 Jun, 6:00 pm – 9:00 pm
Bayuemas Sales Gallery	29 Jun, 10:00 am – 5:00 pm
Alam Impian Welcome Centre	29 Jun, 11:00 am – 4:00 pm
Setia Eco Park Sales Gallery	29 Jun, 6:00 pm – 10:00 pm
Setia Eco Templar Sales Gallery	6 Jul, 6:30 pm – 10:30 pm
Setia Warisan Tropika	6 & 7 Jul, 10:00 am – 6:00 pm

Penang

Setia Sky Vista	22 Jun, 6:00 pm – 10:00 pm
Setia Fontaines Welcome Centre	22 Jun, 4:00 pm – 10:00 pm

Johor

Taman Pelangi Indah Sales Gallery	22 Jun, 10:00 am – 6:00 pm
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Sabah

Aeropod Setia Welcome Centre	22 Jun, 11:00 am – 2:00 pm
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For more details, log on to spsetia.com/raja

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MHUB: Creating a digital property transaction ecosystem

BY SHAWN NG

PETALING JAYA: Property transactions are often time consuming as they involve various parties and processes which can take months or even years to complete.

This has prodded entrepreneurial minds to come up with solutions to reduce time and complexities by tapping digital technology. TRB Ventures Sdn Bhd, the developer of real estate financial business platform MHUB, is one of them.

The company is co-founded by three friends — CEO Quек Wee Siong, chief experience officer Jason Ding and business and development manager Joshua Ong in 2015.

Quек has 15 years of experience in sales and marketing; Ong has 10 years of real estate and banking background while Ding has been involved in brand strategy for 15 years. With their respective expertise, they strive to grow MHUB into a platform that connects every stakeholder in the entire property transaction ecosystem.

The idea of MHUB came about as a result of Quек's personal experience of having spent months to obtain a loan from a bank when he was buying a house a few years ago.

"I was struggling to get my loan until a close friend of mine, who works in another bank, gave me a contact of his colleague and told me to apply for a loan with them. Then my application was approved in less than a week, which prompted me to think that if I didn't have a friend who is a banker, then I would have been forced to cancel the booking of my house," he told EdgeProp.my.

The whole idea of MHUB is to transform property transaction from pen-and-paper to a digital platform while closing the gaps between each stakeholder.



LOW YEN YEING | EdgeProp.my

From left: Ong, Ding and Quек co-founded TRB Ventures in 2015 with the vision of closing the gap between each stakeholder in the property transaction ecosystem.

Towards this end, TRB Ventures has introduced four apps, namely MHUB Showroom, MHUB Lead, MHUB Banker and MHUB Lawyer.

With these apps, the property transaction process could be done in half the time of the conventional way, which usually takes an average of six to nine months to complete, said Ding.

"In a nutshell, we digitise the property transaction process. We speed up, simplify and save cost while maintaining security at the same time.

"What we have heard from the property developers [who subscribed to MHUB] is that the timing has been reduced by up to 50%," he said.

MHUB Showroom was the first app introduced by the company in August 2017. It enables developers to upload details about their projects in order to empower their sales staff or agents as well as run credit checks on potential buyers and keep track of their loan application status.

MHUB Lead, on the other hand, is an app that allows property developers to assign sales staff or agents to follow up with prospective buyers.

As for MHUB Banker and MHUB Lawyer, the former enables bankers to connect with buyers and update their loan application status while the latter informs lawyers when there is a buyer for a property and allows them to schedule appointments for the sign-

ing of the Sale and Purchase Agreements. To date, MHUB has accumulated more than 12,500 bookings for properties worth about RM6.9 billion.

But the trio do not plan to rest on their laurels and TRB Ventures is going to embark on a fund raising exercise to fuel its expansions.

One of the expansion plans in the pipeline is to double the number of property developers on the platform in the next 12 months.

Currently, close to 40 developers have subscribed to MHUB including major players in Malaysia and Perbadanan PRIMA Malaysia (PRIMA) while properties worth some RM50 billion have been uploaded on the MHUB Showroom.

In the near future, the company plans to release its fifth app, MHUB Buyer, in the third quarter of this year.

The free MHUB Buyer app will enable those buying from developers that have subscribed to MHUB to conduct their own credit check, calculate their borrowing capacity and receive loan offers from banks, he added.

"We want to make it convenient for property buyers to be able to do a simple credit assessment without meeting any bank officers and subsequently know what their borrowing capacity is, know their buying power and potential offers that they could get from our partnering financial institutions.

"The app will remove the pain and hassle of the first step in [getting] a mortgage. Instead of having appointments or meetings with a few bankers just to get info from banks, one can do it through the app and choose from the offers made by financial institutions," he explained.

Rolling out soon: CSR projects under Dasar Komuniti Negara

BY SHAWN NG

PUTRAJAYA: The government and the private sector is working to roll out their CSR projects that will enhance the living standards of the B40 group and in People's Housing Projects (PPR), an initiative under the National Community Policy or Dasar Komuniti Negara (DKN).

At meetings chaired by Ministry of Housing and Local Government (KPKT) deputy secretary general of policy Datuk Dr Mary Wong in Putrajaya on June 18, representatives from the Ministry of Youth and Sports, Kuala Lumpur City Hall (DBKL) and the private sector comprising mainly property developers, updates were given on their existing and new collaborations with selected PPRs.

Among the CSR projects were refurbishment of common facilities, a badminton outreach programme, and a cleaning and waste segregation activity.

The companies present at the meetings that day include Country Garden Pacificview Sdn Bhd, Eco World Development Group



SHAWN NG | EdgeProp.my

Wong chairing one of the meetings. DKN serves as a platform for the government to collaborate with all parties, including the private sector, NGOs and individuals to help the B40 group and PPR communities by uplifting their livelihood.

Bhd, EdgeProp.my, Gamuda Land, Henry Butcher Malaysia (Mont Kiara) Sdn Bhd, Mah Sing Group Bhd, MKH Bhd, Nippon Paint Malaysia, OSK Property, Paramount Property, Sunsuria Bhd, and UEM Sunrise Bhd.

DKN serves as a platform for the government to collaborate with all parties, including the private sector, non-governmental

organisations and individuals to help the B40 group and PPR communities by uplifting their livelihood and, in turn, transform the country into a better place, said Wong.

"The objective [of DKN] is to provide a platform for PPRs to engage themselves in healthy activities and be empowered to raise their standard of living.

"The objective [of DKN] is to provide a platform for PPRs to engage themselves in healthy activities and be empowered to raise their standard of living." — Wong

"However, we don't want [the aid provided to the B40 group and PPRs] to be a one-off thing that would become a white elephant later. I hope that there will be a continuous process which will see the PPR communities appreciate the facilities and help from us," added Wong.

Launched in February 2019, DKN is an initiative under the National Housing Policy 2.0 to empower the B40 group and PPR communities and improve their living environment. It is formed by KPKT and supported by EdgeProp.my.

This first appeared on www.EdgeProp.my

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• Land Tenure: Freehold • Land Encumbrances: Charged to Public Bank Berhad • Restriction of Interest: None • Building Plan No.: MP-SPG-600-34/4/94 • Authority Approving Building Plan: Majlis Perbandaran Sepang • Expected Date of Completion: December 2020 • 3-Storey Terrace House: 114 Units and 3-Storey Townhouse: 132 Units • Total Units: 246 Units • Land Size: 1,300 - 4,833 sq. ft. • Built-up Size: Terrace House: 3,235 - 3,736 sq. ft. and Townhouse: 1,421 - 1,991 sq. ft. • Townhouse: Min. Price: RM 715,000.00 • Max. Price: RM 1,190,200.00 • Terrace House: Min. Price: RM 2,248,050.00 • Max. Price: RM 2,836,050.00 • 7% Bump-up Discount • The information contained herein is subject to change without notification as may be required by relevant authorities or the developer's consultants and cannot form part of an offer or contract. Actual built-up of units may vary slightly from measurements given. Whilst every care is taken in providing this information, the owner, developer and managers cannot be held liable for variations. All illustrations and pictures are artist's impressions only. The items are subject to variations, modifications and substitutions as may be recommended by the Company's consultants and/or relevant Approving Authorities. Terms & conditions apply • IKLAN INI TELAH DILULUSKAN OLEH JABATAN PERUMAHAN NEGARA

SUNSURIA CITY
THE INSPIRED SIDE OF LIFE

FEATURE



BY CHELSEY POH

Millennial shoppers are poised to become the future mainstream spenders in Malaysia, says Savills Malaysia.

In its "Asian Cities Reports — Kuala Lumpur Retail 1H 2019", Savills Malaysia points out that the millennial population (aged between 19 and 35 years), who are in their prime spending years, is estimated to make up 29% or 9.4 million of the total population in Malaysia.

To cater to this emerging consumer group, retail pattern has slowly shifted into a combination of both e-commerce and physical stores. "It is a combination of both, providing millennials with in-store experiences along with the ease of shopping online," the real estate consultancy notes.

Gone are the good old days, it says, when a mall could depend on big and popular brands to attract shoppers. Instead, food and beverage offerings will remain the main crowd-pullers, providing venues for social as well as economic interaction.

Intense competition

More incoming malls are anticipated to further dilute the market in Greater KL (comprising KL city and Klang Valley suburbs) as most malls will be offering similar goods and services. "This means that retailers will continue operating their businesses in a challenging environment," the report states.

In fact, intense competition from new malls has already led to some older malls suffering drops in footfall due to their limited choice of retailers and product offerings, and in some cases, poor management and maintenance.

The large number of retail spaces in the pipeline, says Savills, have forced mall operators to re-think the key factors that affect attractiveness of a mall to shoppers, including location, connectivity, concept, target market, tenant mix, car park spaces, security and cleanliness.

In 2018, the total retail supply grew by 3.1% y-o-y overall in Greater KL, pushing total retail stock up to 64.3 million sq ft of which suburban areas have the highest share of 82%.

Greater KL saw 2 million sq ft of new retail space supply last year bolstered by seven new completions, two of which are in the city centre while the remaining five are in the suburbs.

The seven new malls include Parkson M Square, Puchong (350,000 sq ft); Evo Mall, Bandar Baru Bangi (240,000 sq ft); KL Eco City Mall, Jalan Bangsar (250,000 sq ft); Eko Cheras, Jalan Cheras (600,000 sq ft); Kiara 163, Mont Kiara (300,000 sq ft); Shoppes at Four Season Place, Jalan Ampang (200,000 sq ft); and GMBB, Jalan Robertson (109,000 sq ft).

More malls to come

And it looks like new mall openings will continue unabated despite consumers' cautious approach to retail spending. Incoming mall supply in Greater KL is projected to increase at a compounded annual growth rate (CAGR) of 7.6% from 2018 to 2022. A total 4.8 million sq ft of lettable retail spaces are projected to be completed this year in Greater KL, according to Savills Research. Major projects include Tropicana Gardens Mall in Kota Damansara and Central i-City in Shah Alam, which was opened in April.

By end-2022, Savills Malaysia estimates that retail space stock will balloon to 78.4 million sq ft if all 18 projects currently under construction are completed on schedule.



Suria KLCC mall's rental is said to have reached a high range of RM220 psf per month.

Savills: Millennials are changing the face of retail

These future malls including Lendlease's The Exchange Mall at Jalan Tun Razak, Pavilion Damansara Heights, Mitsui Shopping Park Lalaport at Pudu and Pavilion Bukit Jalil will likely hugely impact the performance of the older and less trendy retail malls.

Second line malls struggle

Average occupancy rate of retail malls in Greater KL edged up by 0.2% y-o-y to 87.8% in 2018. Well-established, prime regional malls and megamalls continued to enjoy an average occupancy of over 90%.

In contrast, neighbourhood malls and some recently opened malls have struggled to achieve high occupancy rates, mainly due to the many location choices for retailers to select from. Retailers are taking this opportunity to carefully assess suitable timings and locations for new stores.

Most of the new retail malls opened since 2017 have been slow in attracting sufficient number of retailers, resulting in an average occupancy of less than 80%.

However, the Savills report states that the issue of retail oversupply is usually lo-

cation-specific, and does not affect less-affluent suburbs.

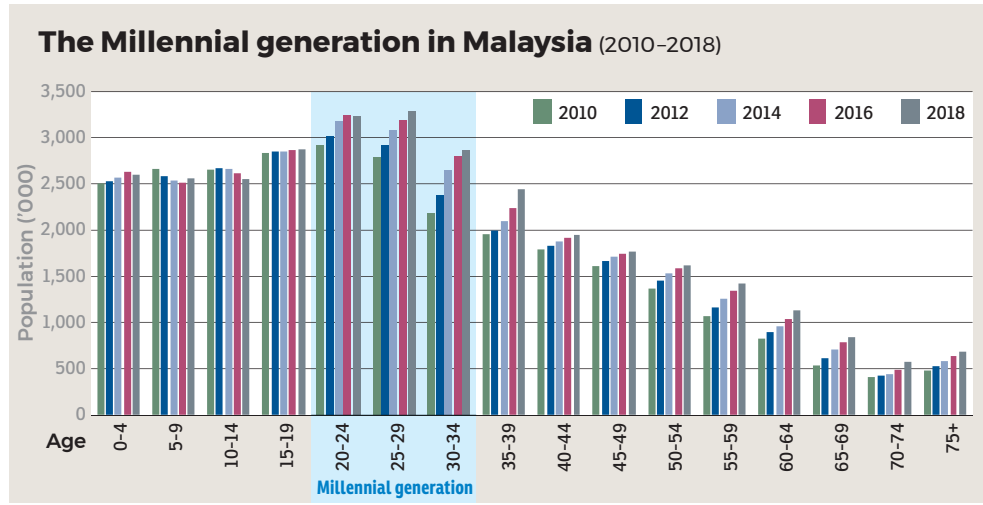
Small and mid-sized neighbourhood malls of over 20 years old have been able to maintain solid occupancy of above 85%. Their strength lies in their locations, which are all in densely populated areas. Some examples are Ampang Point, Cheras Leisure Mall, Bangsar Shopping Centre, IOI Mall Puchong, Subang Parade, Amcorp Mall and Plaza Alam Sentral.

Meanwhile, tired-looking retail malls are stepping up by undergoing refurbishment and repositioning to meet consumer and retailer requirements.

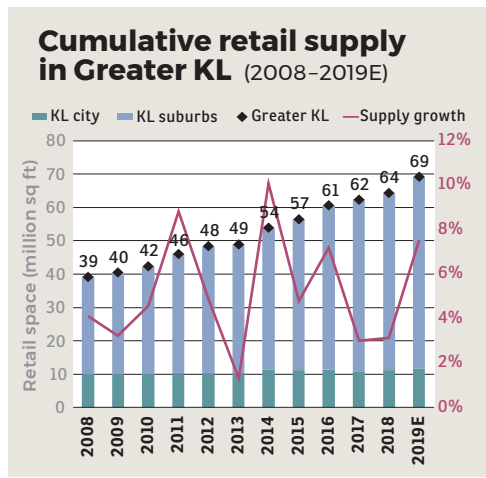
Due to the large amount of retail supply, rental growth in non-prime areas have been limited. Nevertheless, rental levels across all prime retail segments are expected to remain stable despite the challenging environment.

The prime retail index remained flat at 227 points in 2018. Prime rents for malls in KL's Golden Triangle such as Suria KLCC and Pavilion KL are said to have reached a high range of RM220 psf per month and RM110 psf per month, respectively.

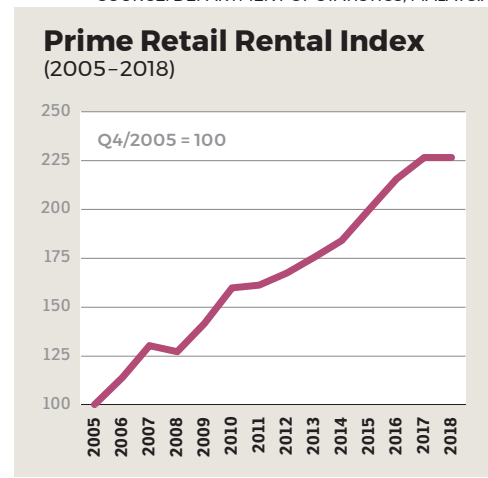
In the suburbs, 1Utama and Sunway Pyramid recorded the highest average prime rent of RM55 psf per month, while Mid Valley Megamall commanded rents as high as RM80 psf per month.



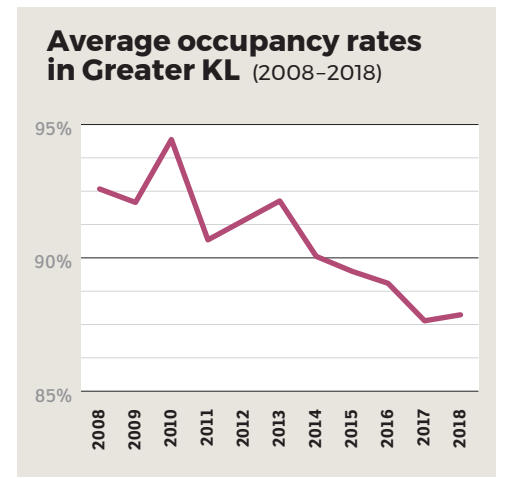
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BY TAN AI LENG

No news is good news, right? Well, that's the comment we get from Johor property consultants when asked about the current property market in the state. Despite their cautious stance, it is interesting to note that the southern state has seen property transactions there pick up last year (2018).

The 2018 Property Market Report released by the National Property Information Centre (Napic) revealed that Johor recorded 41,653 transactions worth RM19.33 billion in 2018, an increase of 7.8% in volume and 3.8% in value from the previous year.

The residential sub-sector constitutes 64.5% of the state's overall transactions with 26,885 homes worth RM8.77 billion, 8% more in volume and 1.5% more in value than the previous year.

The agriculture sub-sector was next with 20.7% market share, followed by the commercial sub-sector (8.4%), development land (4.3%) and industrial sub-sector (2.1%).

Rahim & Co (Johor) International Sdn Bhd director Loo Kung Hoe says although the market is not as active as it was during the boom in 2013, local Johoreans are still keen to own homes, hence some projects have attracted purchasers with some even seeing overnight queues.



“Own-stay local buyers are still keen on buying and don't mind queuing overnight for houses that meet their budget.”

— Loo

“Landed homes remain the preferred choice for Johoreans. They will buy if the property meets their budget, is in a location of choice and comes with facilities or lifestyle features,” he adds.

For instance, S P Setia Bhd's Elata Vita @ Setia Tropika launch in June 2017 saw buyers queuing up a day before the launch for the double-storey terraced houses which were selling from RM588,588. According to a news report, the 138-unit project was 90% taken up on the launch day itself.

In February, 2018, Serimbun, a landed residential development by UEM Sunrise Bhd in Iskandar Puteri was launched and 74% of its units were taken up within a month.

Johor homes with the highest transaction numbers in 2018 by types

CONDO / SERVICED RESIDENCE	LOCATION	UNITS	AVERAGE PRICE (RM PSF)	AVERAGE BUILT-UP (SQ FT)
Villa Krystal	Bandar Selesa Jaya, JB	71	281	844
Palazio	Taman Mount Austin, JB	70	432	577
Sri Akasia	Taman Tampoi Indah, JB	67	292	1,021
TERRACED HOUSE	LOCATION	UNITS	AVERAGE PRICE (RM PSF)	AVERAGE LAND AREA (SQ FT)
Taman Seri Impian	Kluang	246	226	1,848
Taman Bukit Indah	Iskandar Puteri, JB	243	366	1,655
Bandar Putra IOI	Kulai	219	214	1,534
SEMIDEE	LOCATION	UNITS	AVERAGE PRICE (RM PSF)	AVERAGE LAND AREA (SQ FT)
Taman Bukit Indah	Iskandar Puteri, JB	356	367	1,669
Bandar Putra IOI	Kulai	294	220	1,559
Taman Seri Impian	Kluang	281	229	1,846
BUNGALOW	LOCATION	UNITS	AVERAGE PRICE (RM PSF)	AVERAGE LAND AREA (SQ FT)
Taman Yayasan	Segamat	18	95	4,801
Taman Sri Lambak	Kluang	15	39	3,088
Bandar Putra IOI	Kulai	9	154	14,437

SOURCE: EDGEPROP.MY & NAPIC

Thirst for new catalysts in JOHOR



The increasing number of Malaysians who commute to work in Singapore has supported Johor Bahru's residential property demand.

Serimbun features 215 units of double-storey terraced homes with built-ups ranging between 1,993 sq ft and 2,117 sq ft with prices from RM630,000. The project had received 1,500 registrations of interest before the launch.

Early this year, UEM Sunrise unveiled Aspira Park Homes in Gelang Patah with built-ups ranging between 1,931 and 2,012 sq ft. According to news reports, the 162-unit, double-storey freehold terraced houses were priced from RM599,000 and they have been 80% taken up so far.

Growth supported by Johoreans

Oregon Property Consultancy director Kok Chin Yee concurs that the Johor property market is being supported by local buyers for their own occupancy.

Meanwhile, property investors are shying away from the high-end segment, he observes, noting that high-rise residential prices are fluctuating in an unpredictable trend in terms of asking prices and market value.

“Some developers who need cash will bring down the average selling price of their high-rise homes. For example, a high-rise residential development in Johor Bahru which was selling at RM650 psf a few years back is now offering the units there at a big discount of around RM300 psf for cash buyers,” he says.

KGV International Property Consultants Sdn Bhd executive director Samuel Tan says buying sentiment has remained sluggish, with a majority of developers trying to clear existing stocks. There were only a few exciting launches in 2018, he laments.

Nevertheless, on the secondary market, there

were more transactions last year compared with the previous year comprising mainly landed houses. Most buyers were Johoreans or Malaysians working in Singapore, he says.

“The good news is we didn't see significant increase of new auction cases or fire sales. This means that the owners still have strong holding power,” adds Tan.

Terraced houses: the best sellers

According to Napic's data, terraced houses dominated sales, making up 50.7% of total residential transactions in the state last year (6,048 single-storey terraced houses and 7,596 double-storey terraced houses).

In terms of new launches, two- to three-storey terraced houses formed the bulk, accounting for 63% or 5,859 units in total.

The performance of the primary market was promising as the numbers of newly launched homes increased to 9,294 units in 2018 compared with 7,926 units in 2017. Sales achieved were also encouraging at 45.5% compared with 44.2% in 2017.

However, the residential overhang continues to increase. Last year, there were 6,066 completed but unsold units worth RM4.61 billion, an increase of 38.6% in volume and 61.2% in value from 2017.

Affordability is the issue, says Oregon Property's Kok. “Most local buyers are looking for properties priced between RM250,000 and RM450,000 so, areas like Skudai, Plentong, Masai and Taman Johor Jaya with offerings in this price range did well last year,” he says.



New tourist attractions needed

The cancellation of the Kuala Lumpur-Singapore High Speed Rail (HSR) and the deferment of the Rapid Transit System (RTS) Link to September this year have dampened investor interest in properties in Johor, the real estate consultants say.

In terms of tourism activities, Tan of KGV International opines that besides Desaru Coast, existing theme parks such as Legoland in Iskandar Puteri and Sanrio Hello Kitty Town in Nusajaya are losing momentum, hence the state needs new attractions or activities to draw tourists.

With the market in limbo, lacking fresh catalysts, some property developers are taking the opportunity to expand their landbank for future development, says Tan.

Areas that developers are looking at include Tebrau, Plentong, Iskandar Puteri and Pengerang where there are high demand for landed houses and commercial units.



“There aren’t many catalysts that could catch investors’ attention and boost market demand.”

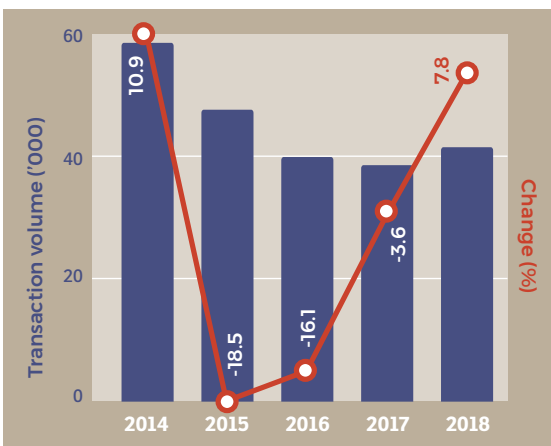
— Tan

“Local buyers are looking for properties priced between RM250,000 and RM450,000.”

— Kok

Johor property market

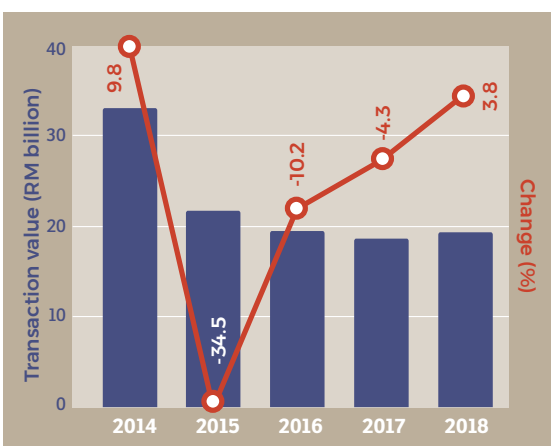
— Transaction volume



SOURCE: EDGEPROP.MY & NAPIC

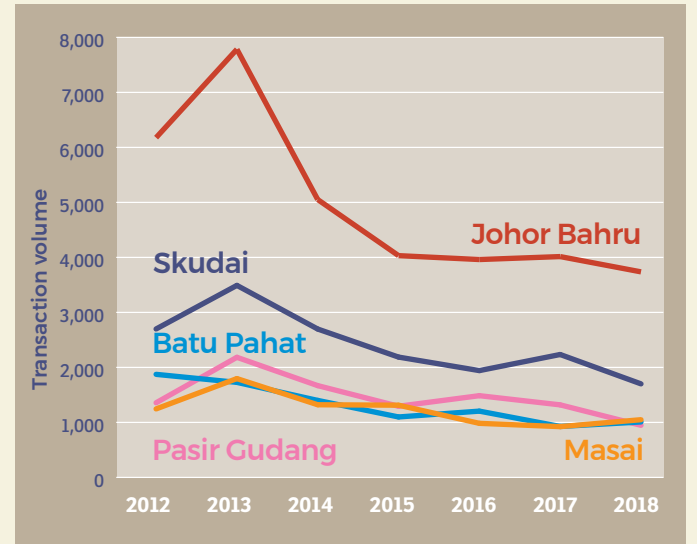
Johor property market

— Transaction value



SOURCE: EDGEPROP.MY & NAPIC

The top five most popular areas in Johor for homebuyers



SOURCE: EDGEPROP.MY & NAPIC

1 Johor Bahru

According to EdgeProp.my data, Johor Bahru (JB) recorded the most number of property transactions in Johor for 2018.

JB, the capital of the southern state, tops the list with 3,740 transactions of which over 60% (or 2,250 units) of the transactions were terraced houses while 20% or 760 units were condominiums.

Administered by the Johor Bahru City Council, JB covers the well-developed central district (areas close to the Johor-Singapore Causeway), Kangkar Tebrau, Kempas, Larkin, Majidee, Maju Jaya, Mount Austin, Pandan, Pelangi, Pasir Pelangi, Permas Jaya, Rinting, Tampoi, Tasek Utara and Tebrau.

Notably, the largest IKEA furniture store in Southeast Asia is located in Tebrau.

Kok from Oregeon Property says JB, which includes Pulai and Tebrau, offers variety in terms of property types, from low-cost to high-end and from landed to high-rise.

“Areas near to the CIQ will remain active due to demand from locals who intend to work in the neighbouring country.

“Areas such as Setia Indah, Setia Tropika, Horizon Hills, Bukit Indah, Mount Austin and Seri Austin have great potential and normally top the list for those who can afford a better living environment,” he opines.

EdgeProp.my transaction data showed that the average transaction price of terraced houses in JB in 2018 was around RM470,904 or RM295 psf, based on land area.

Transaction price for condominiums averaged at RM349,114 or RM368 psf in 2018, based on built-up size.

Meanwhile, Tan from KGV International says the opening of the R&F Mall in Tanjung Puteri, Johor Bahru, and upcoming new housing developments in JB have limited impact on property buying interest as individual affordability remains an issue.

Upcoming launches in JB include Central Park @ Tampoi, Brio Residences @ Paradigm Mall JB and Twin Tower Residence in Bukit Chagar.

2 Skudai

Skudai, which lies southwest of JB has recorded 1,703 transactions. Terraced houses made up 70.5% (1,201 of total units) while 13% were high-rise homes (232 units).

Part of the new growth corridor of southwest Johor, Skudai is also home to Universiti Teknologi Malaysia (UTM).

Tan from KGV International says Skudai is popular among middle-income homebuyers and its growing population has led to a vibrant property market there.

Unlike JB city centre where land is scarce, Skudai, which is 15km away from JB still has parcels of land in Mukim Pulai that could provide new residential developments.

Local buyers, says Tan, like Skudai for its proximity to the Johor-Singapore Causeway (20km) and the Malaysia-Singapore Second Link (12km).

Meanwhile, Kok notes that Skudai offers landed houses, especially terraced houses at affordable prices. Terraced homes in Skudai were sold at an average price of RM416,547 or RM266 psf while condominium units averaged RM302,764 per unit or RM303 psf according to EdgeProp.my data.

Demand, Kok adds, is also supported by the education element there such as UTM and Southern University College.

3 Masai

Masai is one of the oldest towns in Johor. Lying east of JB, it saw 1,051 transactions last year, of which 43% were terraced houses (451 units) and 17% or 178 transactions were condominium units.

Kok says Masai has seen a rising number of new developments especially in Kota Masai, Taman Megah Ria and Taman Scientex where affordably-priced homes attract homebuyers from the surrounding areas as well.

According to EdgeProp.my data, terraced houses in Masai were sold at an average price of RM345,004 per unit or RM223 psf based on land area size in

2018. In comparison over in Setia Tropika, which is 25km away, prices of the terraced houses there are at an average of RM594,461 or RM363 psf.

4 Batu Pahat

Batu Pahat district with 1,010 transactions last year is located 125km away from JB city centre. Bordering Segamat to the north, Kluang to the east and Muar to the west, Batu Pahat was upgraded to town status in 2001. It is known for its small and medium industries such as textile, clothes and electronics.

According to Kok, growing business activities and population in Batu Pahat are boosting the demand and property prices in this town. Some properties, he notes, are even selling at prices as high as those in JB.

For instance, the average transaction price of terraced houses in Batu Pahat is around RM331,069 or RM206 psf in 2018, higher than the price of similar houses in its immediate neighbour Kluang (average selling price of RM287,099 or RM175 psf).

5 Pasir Gudang

With 949 transactions last year, Pasir Gudang made it to the top five most popular areas for homebuyers in 2018. Located 25km from JB, the industrial town in Mukim Plentong and the immediate neighbour to Masai, is home to two major seaports — Tanjung Langsat Port and Johor Port for shipping of commodities and mineral resources.

Despite the recent incidents of river pollution, Kok says Pasir Gudang is still one of the most preferred areas for homebuyers who work or has businesses in the area.

Pasir Gudang has seen 835 units of terraced houses change hands in 2018, with an average price of RM282,384 or RM234 psf.

Meanwhile, there were 10 high-rise homes sold at an average transaction price of RM119,300 or RM109 psf in 2018.



PROPERTY MANAGEMENT — Ask the experts



Q We recently formed a Management Corporation (MC). What areas should we focus on?

Please refer to S.59 SMA 2013 and focus on the duties and powers of the MC. They are:

- to properly maintain and manage the subdivided building or land and common property;
- to determine and impose charges and contributions for the maintenance and sinking fund account;
- to comply with any notice or order given or made by local authorities requiring the abatement of any nuisance on the common property, or ordering repairs or other works to be done in respect of the common property or other improvements to the common property; and
- to collect contributions to the sinking fund from the property owners of an amount equivalent to 10% of the maintenance charges.

The MC's main function is to ensure the owners' safety, health and enjoyment of the units and common property as well as to retain and add market value to the units.

If the MC's management period is during

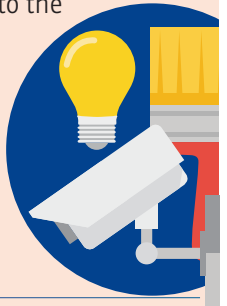
the defect liability period as stipulated in the Sale and Purchase Agreement, the newly formed MC is to carry out the defect inspection on the common properties thoroughly to ensure that the common properties are in good condition before the expiry of the defect liability period.

Apart from that, the newly formed MC shall revisit the budget proposed by the developer during the first annual general meeting in order to ensure that the monies paid by the owners are utilised effectively.



Q Is there any reference about how much should be spent on security, electricity and the repainting of the building?

There is no provision in the Strata Management Act 2015 about the amount to be spent on security, electricity and the repainting of the building. The MC may refer to the audited account during the Developer's Management Period and annual budget proposed by the developer as a guide and make necessary adjustments as deemed fit.



CHRIS TAN
Managing partner and founder of Chur Associates; EdgeProp Malaysia's Best Managed Property Awards 2019 judge and EdgeProp.my Symposium on Excellent Property Management 2019 speaker

If you have any questions regarding property management, please email editor@edgeprop.my. Questions will be answered at the discretion of the editor and the respective experts.

Disclaimer: The answers are only proposed solutions by the expert based on the limited information given in the questions.



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NEWS

Residents of US pig farming state kick up a stink over property rights

BY CAREY L BIRON

WASHINGTON: From not being able to hang laundry outside or have friends over for a barbecue to health problems, residents of the US state of North Carolina are having their lives disrupted by large industrial pig farms, said a lawsuit filed on Wednesday.

Communities in eastern North Carolina, the United States' second-largest pork producer and one of the densest hog farming areas in the world, have for years complained about the smell and pollution caused by the animals' faecal waste.

But state laws passed in 2017 and 2018 curtailed their ability to file multi-million dollar lawsuits — so-called “nuisance orders” — against the farms.

On Wednesday, environmentalists and community groups filed a lawsuit seeking to overturn those laws by arguing they violated property rights and the state's constitution.

“How is it that the state can take away my community's ability to protect our homes and health?” said Devon Hall, co-founder of the Rural Empowerment Association for Community Help, one of the plaintiffs.

A spokeswoman for the North Carolina attorney general declined to comment on the lawsuit, as did a spokeswoman for Smithfield Foods, a major hog producer in the area.

Residents say the stench can be so bad



A farm in North Carolina. The roughly 10 million pigs in the state produce roughly 9.5 billion gallons of faecal waste a year.

they can't hang their laundry outside or have friends over for barbecues, advocates told the Thomson Reuters Foundation.

“All of these things ... really result in severely diminished enjoyment of one's property,” said Will Hendrick, a staff attorney with Waterkeeper Alliance, an advocacy group, and party to the suit.

“It's long been considered that a man's home is his castle, but this waste is breaching the castle.”

There are about 10 million pigs in North Carolina producing roughly 9.5 billion gal-

lons of faecal waste a year, according to those behind the lawsuit.

The waste is stored in vast open cesspools until it can be sprayed onto nearby fields as fertiliser.

A Duke University report in September found a range of health conditions associated with people living near large hog operations in eastern North Carolina, including higher mortality rates, but said the exact causes of the ailments were unclear.

The North Carolina Pork Council, an industry group, has expressed concern about

the long-term impact of nuisance lawsuits on rural communities where “agriculture is critical to economic growth and success.”

Starting in 2013, hundreds of nuisance orders were filed and juries awarded tens of millions of dollars in compensation before the state legislature passed two laws restricting such suits, said Hendrick.

The first capped the amount that can be awarded under nuisance claims, while the second strictly limited the circumstances under which such suits can be brought.

— Reuters

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Ezumi Harzani,
Immediate past
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HOW 'SICK' CAN A BUILDING BE? - KISAH BENAR

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BY NATALIE KHOO

Many of us may be familiar with the story of Kebun-Kebun Bangsar (KKB) spearheaded by landscape architect Ng Sek San and his team of volunteers. Located on an 8.5-acre hillslope in Bangsar, Kuala Lumpur, KKB was a community garden project inspired by the thousands of flags, in blue, red, yellow and white, the colours of Parti Keadilan Rakyat (PKR), which were planted across Bangsar.

This was the “Malaysian Spring” of 2013, and the flags were planted in support of PKR candidate Nurul Izzah Anwar, as part of a community project. Ng, at the time, proposed that instead of planting short-lived flowers, it would be more beneficial to create something more permanent.

KKB is now thriving and Ng has gone on to help set up Kebun-Kebun Kerinchi (KKK) not far from Bangsar in early March this year. Currently, Ng and his team have started planting different vegetation in metal planter boxes at the community garden. The team has also placed huge empty containers just below the New Pantai Expressway to collect rainwater which can be used to water the plants.

Unlike KKB, Ng says KKK intends to uplift the lives of the residents living in Kampung Kerinchi. Located just opposite the main entrance of Pantai Eco Park, Ng shares KKK does not have a specified boundary. It basically constitutes the land along the Klang River reserve that leads all the way to Klang, Selangor.

“We can even go across to the other side of the river if there are families who want to take up the land [for this project]. We are hoping to move towards the River of Life [to the north], so that those visiting the River of Life can also visit KKK,” says Ng.

The River of Life rejuvenation project of the Klang River in Kuala Lumpur was launched in 2012 by Kuala Lumpur City Hall as part of the former government’s Economic Transformation Programme. The US\$1.3 billion (RM5.46 billion) project has even made it to the list of the World’s Top 10 best wa-



Kebun-Kebun Kerinchi, a garden to feed body and soul

Kebun-Kebun Kerinchi is located just opposite the main entrance of the Pantai Eco Park.

terfronts by British online news portal The Independent.

The main aim of KKK however, is to help residents in the area.

“If you look around this area, there are more than 4,000 units of low-cost flats. The homes look good from the outside but there are a lot of desperate families living in there.

“Sometimes, when we visit them (the families), they are eating unhealthily, filling their stomachs with biscuits and bread for dinner. I don’t know if we can generate income for them in the long run, but we are hoping that we can help them through initiatives such as teaching them how to grow vegetables which we can also help them to sell or teach them how to make compost for sale as well,” Ng tells EdgeProp.my, adding that the residents here can grow their own vegetables here, to take home for consumption.

The current site of KKK was actually the alternative site for KKB that Ng’s team had earlier identified, just in case KKB was not able to proceed due to the protests faced when it was being conceptualised.

“One of our struggles here [in KKK] is that the soil is nothing like in KKB, as the [ground surface] is all engineering construction material. Thus, we have to bring in a lot of soil from elsewhere. However, the advantage here is that you can plant trees, unlike in KKB where there were electrical lines,” Ng notes.

This project is currently funded by Think City, an urban rejuvenation organisation under Khazanah Nasional Bhd which seeks to increase the well-being of communities by creating more sustainable and liveable cities.

“We started on the easy part first, where we work with various low-cost flat management committees here. Our mission is to hand over KKK to residents in two years’ time.

“We have to hire full time workers for this site later so this will eat up funds very quickly. We have all these highways to provide shelter [to the users] and we are also considering seating areas and a playground for the children to play. We are trying to bring in some architectural design input so that these are not just conventional playgrounds but instead, working with the existing structures here,” Ng explains.

Thanks to the original team members who started the KKB initiative as well as some generous contributions from the public, things are developing on track for KKK. Volunteers show up every Sunday fortnight to “gotong-royong” together while those who cannot be there physically help in other ways such as donating materials for the KKK project.

“They [the residents] here were in a bit of a shock initially at seeing this project. It is only when they started seeing the containers being brought in that they knew we were serious about this.

“Even as we talk now, there are other neighbourhoods who have visited and were inspired by KKB including Taman Desa, Medan Damansara, Setiawangsa, Sri Hartamas and Pematang Pauh which have indicated they would like to start similar efforts.

“Many housing estates today create more separation than bringing people together. We hope to change that with projects like these,” Ng concludes.



Kebun-Kebun Kerinchi constitutes the land along the Klang River reserve that leads all the way to Klang, Selangor.



Ng: New housing estates today separate rather than bring people together. We hope to change that with projects like these.

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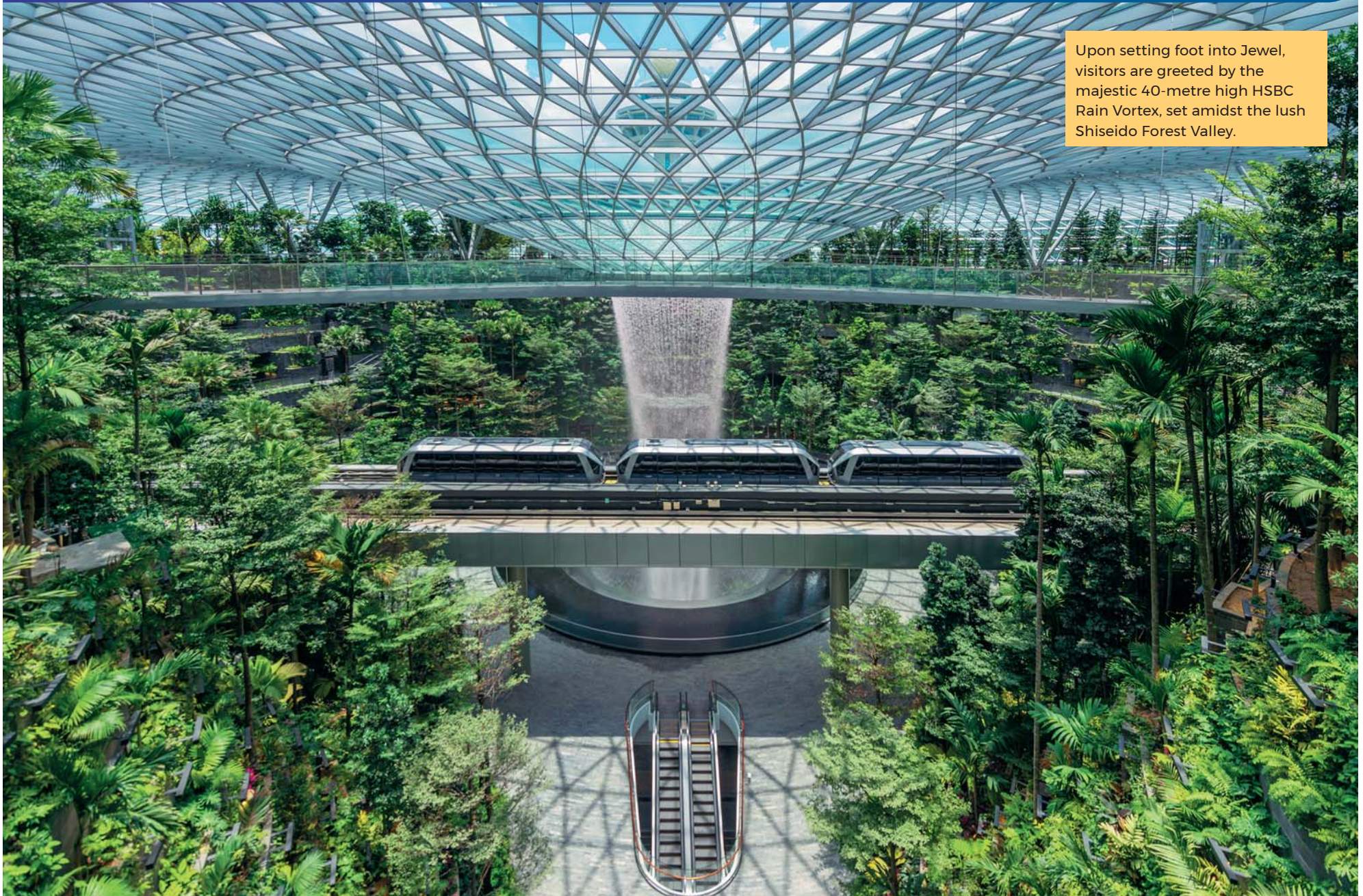
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INSTA-SPOTS



PICTURES BY JEWEL CHANGI AIRPORT DEVELOPMENT



Upon setting foot into Jewel, visitors are greeted by the majestic 40-metre high HSBC Rain Vortex, set amidst the lush Shiseido Forest Valley.

Jewel Changi:

Singapore's latest 'wow' attraction



Discovery Slides is a structural playscape with four slides, offering panoramic views of the Canopy Park at its 6.5-metre high viewing platform.

BY CHIN WAI LUN

Jewel Changi Airport was officially opened to the public on April 17 this year. The latest addition to the Singaporean retail and architectural scene is a photographer's paradise.

The toroid-shaped building is located in between the two airport terminals of Changi Airport. With some S\$1.7 billion (RM5.18 billion) invested, construction began in December 2014 with the structural works being completed in 2017.

Since its opening, travellers through the airport have made it a priority to stop by here to visit the mall to admire what the state-of-the-art building has to offer.

Based on the geometry of a torus, Jewel is designed as a central connector between the airport terminals at Changi Airport. Jewel is directly accessible from the Terminal 1 Arrival Hall and connected to Terminal 2 and 3 via link-bridges.

The design and architectural vision

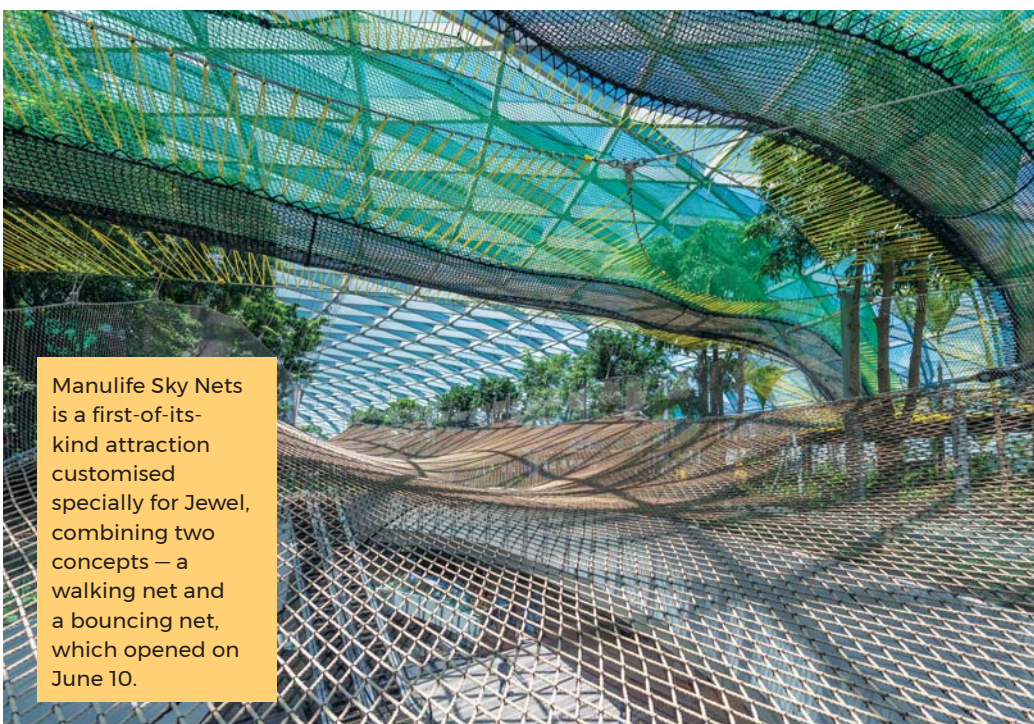
"Jewel Changi Airport juxtaposes the centre of being in nature and enjoying

a vibrant marketplace, dramatically extending the concept of an airport to serve as an urban centre, engaging travellers, visitors, and residents; echoing Singapore's reputation as 'The City in the Garden,' Moshe Safdie at Safdie Architects described in a recent press release.

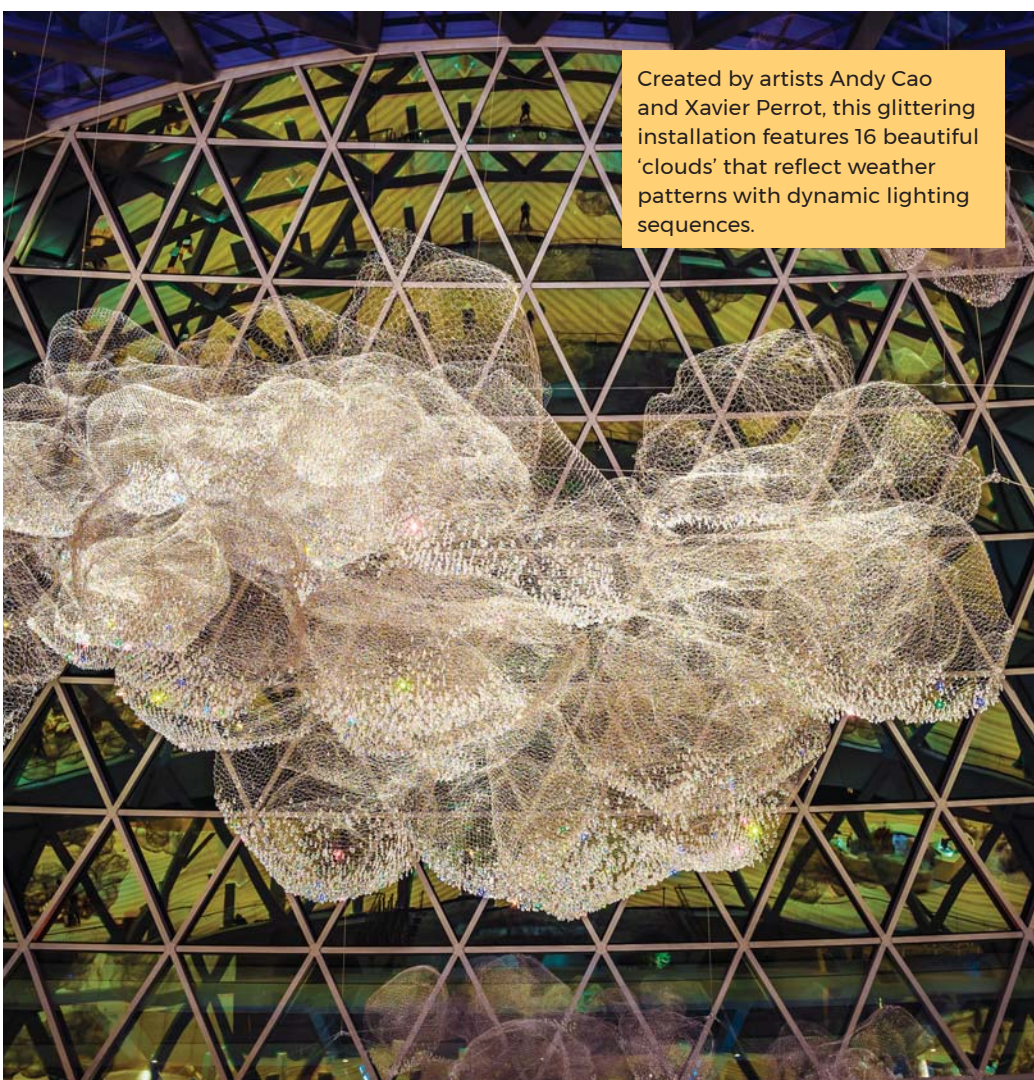
"Jewel demonstrates the potential for urban centres that offer the vitality of the traditional city square or galleria within a park setting. As an integrated whole, it creates a new typology — transforming the airport's principal function as a transit hub into that of an interactive civic and urban centre," said Safdie.

Meanwhile, head of projects at Jewel Changi Airport Development Ashith Alva said the goal in designing Jewel was to house a myriad of experiences all under one roof and to provide a seamless travel experience for the millions of people that pass through Changi Airport each year.

"To achieve this ambitious project, we brought together a team of visionaries and experts — a consortium led by Safdie Architects and partners; RSP Architects Planners & Engineers, Buro Happold Engineering, Lighting Planner Architects and Benoy.



Manulife Sky Nets is a first-of-its-kind attraction customised specially for Jewel, combining two concepts – a walking net and a bouncing net, which opened on June 10.



Created by artists Andy Cao and Xavier Perrot, this glittering installation features 16 beautiful 'clouds' that reflect weather patterns with dynamic lighting sequences.

Key design features of the Jewel

Facade

The dome-shaped roof facade utilises a glass material that has the dual ability of transmitting light and reducing heat gain, thus enabling plant growth in the indoor gardens while providing sustainable cooling. Each glass panel also has a 16mm air gap to insulate against noise emitted from airplanes and ensure that noise levels within the building are kept to a minimum. Notably, a series of tests were conducted to ensure that the glare emitted off the glass surface will not interfere with the daily operations of air traffic controllers as well as planes that are approaching the runways.

HSBC Rain Vortex

The show-stopper at Jewel is probably its iconic indoor waterfall in the Shiseido Forest Valley. The HSBC Rain Vortex is the world's tallest indoor waterfall. At the apex of the glass roof is an oculus that channels water down 40 metres. Rainwater is funnelled into the waterfall and harvested for landscape irrigation systems. The waterfall lies within the "forest".

Shiseido Forest Valley

Housing more than 2,000 trees and 10,000 shrubs sourced from several countries, the Shiseido Forest Valley is a lush terraced garden that offers walking trails, cascading waterfalls, and seating areas.

"Before they [the trees] were transported to Singapore, many of them had to be pruned to fit into containers for sea freight. Once they arrived in Singapore, they were nursed back to health at an off-site nursery and acclimatised to Singapore's tropical weather. The procurement of the trees took approximately nine months and another two years were given for the trees to be nursed locally," explained Jeremy Yeo, head of User Experience at Jewel Changi Airport Development Pte Ltd in the same press release.

Surrounding the garden is a retail marketplace across five levels, accessible through a series of vertical canyons while two nature trails meander through the garden with the rain vortex located in the heart of the valley.



The HSBC Rain Vortex is the world's tallest indoor waterfall.



Singapore's largest indoor hedge maze is located at Jewel's topmost level.



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- Surface material made of aluminium (champagne color) or stainless steel (silver color) gives a smooth metallic touch feel
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