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PRINT + DIGITAL

EP  
**04**  
FEATURE



Hotels facing headwinds

EP  
**06**  
NEWS



Eco Grandeur mulls serviced apartment to serve tourism needs

EP  
**10**  
FEATURE



Five free indoor playgrounds in the Klang Valley



**INSIDE**

Don't miss our **SPECIAL FOCUS** on **BUKIT JALIL**

# Smells Good

As demand for durian soars, plantation owners have seen the value of their land go through the roof! **Find out more on Pages 7 to 9.**

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**S P Setia cuts sales target**

With less than five months remaining for 2019, S P Setia Bhd has revised its sales target for the year downward to RM4.55 billion from RM5.65 billion as the property slump has yet to show significant easing.

At the same time, the property developer has earmarked non-strategic land bank in second-tier cities such as Batu Pahat and Muar in Johor for divestment to focus on bigger cities.

S P Setia's new sales target also comes amid a nearly 69% fall in net profit for the second quarter ended June 30 to RM139 million against RM442.74 million in the same period last year, mainly due to a one-off provisional fair value gain. However, revenue for the quarter grew 44.3% to RM1.34 billion versus RM925.97 million a year ago.

At the financial review of the group's first-half performance for the financial year ending Dec 31, 2019 on Wednesday, president and CEO Datuk Khor Chap Jen acknowledged that it would still be challenging to achieve the lower target given poor sentiments and economic uncertainties.

**Axis REIT to buy two industrial properties in Johor**

Axis Real Estate Investment Trust is planning to acquire two industrial properties for a total of RM55.8 million in Taman Teknologi Nusajaya, Johor, according to a Bursa Malaysia filing.

**Country Garden and Perdana ParkCity unveil Lake City @ KL North**

China property developer Country Garden and Malaysian developer Perdana ParkCity have unveiled the master plan for a joint development named Lake City @ KL North.

Located in Taman Wahyu, near Kepong in Kuala Lumpur, Lake City @ KL North will be an 80-acre project that includes a hotel, office, park, shopping mall, connectivity and apartment community (HOPSCA) and transit-oriented development (TOD) to be undertaken by Country Garden Malaysia and Perdana ParkCity, the developer of Desa ParkCity in Kuala Lumpur.

"HOPSCA projects essentially create the ideal habitat model and



address the needs of homeowners who are looking for inter-connectivity to its surrounding areas," said Country Garden Malaysia regional president Jason Fu.

He added that properties in KL North saw strong price appreciation largely due to the upcoming mass rapid transit or MRT 2 line.

"More specifically with seven out of the 26 proposed MRT 2 stations slated to be within the vicinity, urban transformation efforts will be put into place as the need for more residences and updated infrastructure start to surface," said Fu.

The development is also well-connected by several highways such as the Damansara - Puchong Highway, the DUKE Highway and the Middle Ring Road 2.

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The first property with a purchase price of RM42 million has a land area size of around 1.47 hectares, with a lettable area of

104,694 sq ft. It is currently leased to global engineering leader GKN Aerospace.

The second property, which will cost the company RM13.8 million, has a land area of 0.6585 hectares and lettable area of 42,067 sq ft. It is now leased to Sternmaid Asia Pacific Sdn Bhd, which is involved in the manufacturing and development of ingredients and additives for the food and nutritional supplements industry.

**DBKL replacing PPR lifts of more than 10 years old**

Kuala Lumpur City Hall (DBKL) is in the process of identifying and

replacing lifts older than 10 years at People's Housing Projects (PPR) and the Kg Kerinchi PPR will be given priority, said Lembah Pantai lawmaker Fahmi Fadzil.

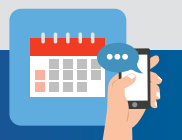
According to him, there are about 500 lifts at various PPRs in KL, with each lift costing DBKL RM100,000 to RM200,000 to replace.

Meanwhile, Federal Territory Minister Khalid Abdul Samad said the full report of the forensic investigation into the incident where a lift plunged at the Kampung Kerinchi PPR will be submitted today.

He noted that the Department of Occupational Safety and Health which is handling the investigation will submit a report to DBKL.



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**LAUNCHES + EVENTS**

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**Crisantha show unit preview**

**Date:** August 17 (Sat)  
**Time:** 10am to 3pm  
**Venue:** Matrix Galleria, PT 12653, Jalan Pusat Dagangan Sendayan 1 71950, Bandar Sri Sendayan, Negeri Sembilan  
**Contact:** (06) 792 2868

Matrix Concepts Holding Bhd will showcase the Crisantha landed homes project at a preview this Saturday. Light refreshments will be served.

**Pandura launch at Alam Impian**

**Date:** August 17 (Sat)  
**Time:** 9am to 5pm  
**Venue:** Alam Impian Welcome Centre, No. 1, Jalan Panglima Hitam 35/26, Alam Impian, Seksyen 35, Shah Alam, Selangor  
**Contact:** (03) 5162 7600  
New double-storey terraced

**EdgeProp + Berjaya Land Fitness, Fruits and Fun Day**

**Date:** August 18 (Sun)  
**Time:** 8.30am to 12pm  
**Venue:** Berjaya Property Gallery Bukit Jalil, Lot 36471, Jalan Jalil Perkasa 7, Bukit Jalil, Kuala Lumpur  
**Contact:** (03) 8994 4866

Suffering from chronic back pain and eagerly looking for solutions? Come join us for a talk by physiotherapist Carolyn Hum to understand the causes of back pain and learn the dos and don'ts. Other fun activities include trampoline jumping sessions and free body composition checks.

houses called Pandura will be launched in the Alam Impian township by S P Setia Bhd. Built-ups of the houses start from 1,851 sq ft. Find out more

about Pandura at the Alam Impian Welcome Centre.

**Garden to Table's community relations day & artisan market**

**Date:** August 17 (Sat)  
**Time:** 9am to 6pm  
**Venue:** Garden to Table PJ, No. 8, Lorong 14/37B, Section 14, Petaling Jaya  
**Contact:** (012) 936 9738  
Garden to Table's community relations day is back with a mini artisan market featuring local fresh produce and artisanal food products such as pesticide-free vegetables, sustainably-sourced local honey as well as cooking demos and talks on DIY fertilisers using kitchen and garden waste.

**GoPlay Toys & Games Fair**

**Date:** August 17 & 18 (Sat & Sun)  
**Time:** 10am to 7pm  
**Venue:** Sunsuria Forum, No.1, Seksyen U13, Jalan Setia Dagang AL U13/AL, Setia Alam, Shah Alam, Selangor  
**Contact:** (03) 2282 0093  
The school holidays just got a lot more fun. The Toys & Games Fair features exciting activities such as

the Beyblade Competition by the Wyvern Beyblade Club, Sony PS4 demoplay and Tiny Whoop micro drones demo.

**'Coffee on Us for Coffee Lovers'**

**Date:** August 18 (Sun)  
**Time:** 10am to 5pm  
**Venue:** TemasyaGlenmarie Welcome Centre, Jalan Pengaturcara U1/51a, Temasya Glenmarie, Shah Alam, Selangor  
**Contact:** (03) 5870 1300  
Enjoy freshly brewed coffee, cakes, pastries and sandwiches at TemasyaGlenmarie while learning more about new offerings by S P Setia Bhd such as Temasya 8 Business Suites and Temasya Niaga.



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Of course, you could hike the waterfall on your own, but doing it in a group is so much more fun!

Not only will you be rewarded with a completion medal but we are throwing in **FREE light refreshments and lunch!**

### EVENT DETAILS

**Date:** 25 August 2019

**Time:** 7.30am - 1.30pm

**Meeting point:**



Setia Eco Templer Sales Gallery

Choose your preferred hike route

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FEATURE



# Hotels facing HEADWINDS

BY CHELSEY POH

Visit Malaysia Year 2020 (VMY2020) is around the corner, but the hospitality sector does not have high hopes that it will be a key performance driver for the sector.

The Malaysian Association of Hotels (MAH) CEO Yap Lip Seng says promotional initiatives are yet to be seen, with less than six months until the year 2020.

“Nevertheless, hotels are constantly strategising through participation in travel and trade shows around the world, and will continue to do so regardless of VMY status,” he tells EdgeProp.my.

The Ministry of Tourism, Arts and Culture Malaysia aims to bring in 30 million international tourists and RM100 billion tourist receipts in 2020 under the Visit Malaysia 2020 campaign.

### Gloomy outlook

Yap, who seems pessimistic about the short-term outlook for the hotel industry, especially over the next six months, says this is because there are no concrete forthcoming measures to mitigate the headwinds faced by the industry, such as oversupply of rooms, illegal hotels and short-term rentals.

According to Tourism Malaysia’s data, the number of hotel rooms grew from 168,840 in 2009 to 308,210 in 2018, a growth of over 80%, whereas the number of hotel guests increased by less than 35% over the same period to 82.44 million in 2018. In 1Q2019, the number of hotel guests increased by 1.8% y-o-y to 18.34 million.

The hotel industry is also facing fierce competition from short-term rental homes that are flooding the market due to a property glut.

Yap says that due to their unregulated nature, short-term rentals are not subjected to the same industry requirements as hotels, allowing them to operate at a much lower cost.

“Irresponsible pricing could disrupt the entire market, but this is not a concern for short-term rental hosts as they can leave the market anytime they wish, with no commitment or obligation. Hotels will be the ultimate losers,” he adds.

Airbnb has disclosed that more than 3.25 million guests stayed with the home sharing platform in Malaysia over the 12 months ended July 1, 2019, which is a 73% y-o-y surge. Airbnb has 53,000 listings in Malaysia as of July this year, compared with 44,000 as of end-2018.

As there is no control over hotel room supply in the market, the best scenario for the hotel industry here is to sustain their current performance over the next five years amid growing supply and demand, which does not look promising, Yap says.

More incentives have been implemented by neighbouring countries to drive tourism, such as easing or freeing up of visa requirements. In contrast, Malaysia has not rolled out sufficient initiatives despite VMY2020. “With limited marketing efforts in comparison to neighbouring countries, Malaysia will likely lose out,” Yap laments, adding: “We have been losing out to Thailand, In-

donesia and Cambodia. Now, Vietnam is growing stronger.”

On July 31, the Malaysia Productivity Corporation (MPC) announced that Malaysia will now provide Visa on Arrival entry (VoA) at the Miri International Airport and Sungai Tujoh entry points, particularly for China tourists and expatriates from Brunei entering the country.

Several other requirements have also been relaxed, including an increase in stay from seven to 15 days, proof of money reduced from US\$1,000 to US\$500 in the form of travellers’ cheques, credit card, debit card or eMoney as accepted by Bank Negara Malaysia, and a visa fee reduction to RM200 from RM330.

While the move is a positive one, Yap opines that it is still insufficient compared to visa allowances in neighbouring countries. “A quick comparison with Thailand and Indonesia will show how restrictive we still are,” he says.

Recent news reported that Thailand’s

LOW YEN YEING | EdgeProp.my



Yap: Malaysia’s tourism has been losing out to Thailand, Indonesia and Cambodia. Now, Vietnam is growing stronger.



Previndran: It requires the efforts of everyone involved to make our country more attractive to tourists.

Ministry of Tourism intends to provide visa-free travel for Chinese and Indian tourists later this year.

Yap deems the most straightforward approach would be to provide VoA without any extended restrictions. “We understand the government’s concern about immigration abuses, such as overstaying and illegal foreign workers, but that can be addressed by proper enforcement,” he notes.

### Improve connectivity

Meanwhile, real estate agency Zerin Properties managing director and CEO Previndran Singhe says, to boost tourism in Malaysia, both the private and public sectors have to work together to make the country more attractive to tourists, with friendly immigration procedures, clean toilets and so on.

Yap says that while the hotel industry is more than willing to support and provide marketing assistance for VMY2020, policy enhancements are needed for visa requirements and connectivity.

He notes that Malaysia does not have direct flights to numerous key cities in Europe, unlike neighbouring countries such as Singapore and Thailand.

Previndran concurs that

Malaysia should try to improve its connectivity. “Better connectivity could help to attract visitors from Europe,” he says, noting the fact that tourists from West Asia and Europe are the most generous spenders in terms of expenditure per capita.

On the other hand, direct connectivity to key tourism destinations also needs to be improved upon. “One example is Langkawi. While it is a popular destination, it is not directly connected to key countries,” Yap points out.

### Focus on quality

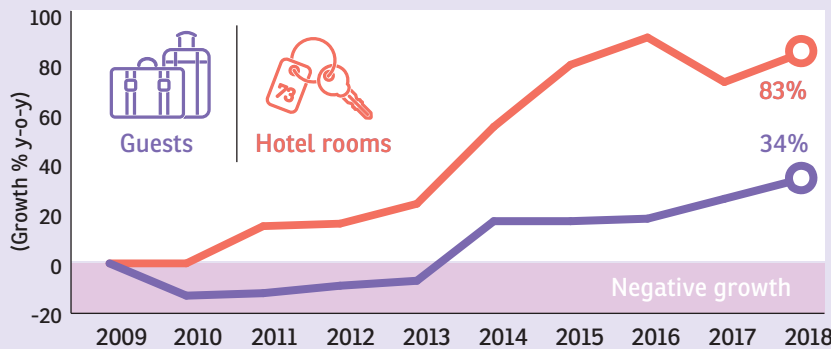
For hotels to sustain their business, Yap feels that they need to focus on what they do best and should not consider short-term rentals to be direct competition. “There needs to be a concerted effort from the industry to educate the public on the consequences of unregulated accommodation and the satisfaction standards that hotels can provide,” he says.

He also deems diversifying target markets an important strategy for hotels, a hard lesson learnt from the two aviation disasters involving the country in 2014.

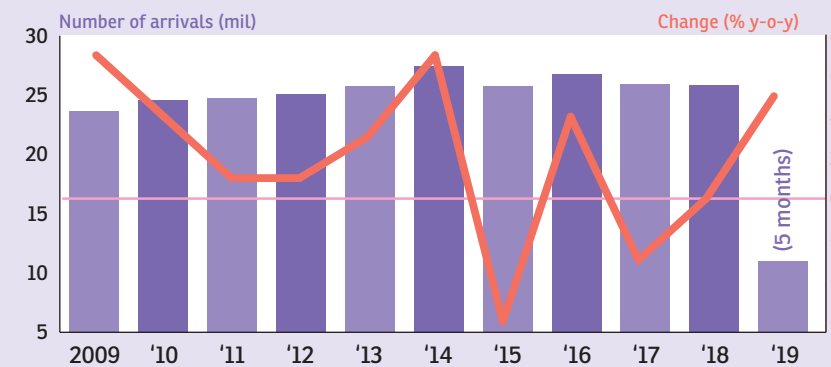
In the near future, lifestyle hotels that cater to trends and specific needs of the market would be a growing segment,

CONTINUES ON PAGE 6

### Growth of hotel guests and rooms



### Tourist arrivals to Malaysia



TO BUILD A NEST, IT STARTS WITH FINDING THE FIRST TWIG...



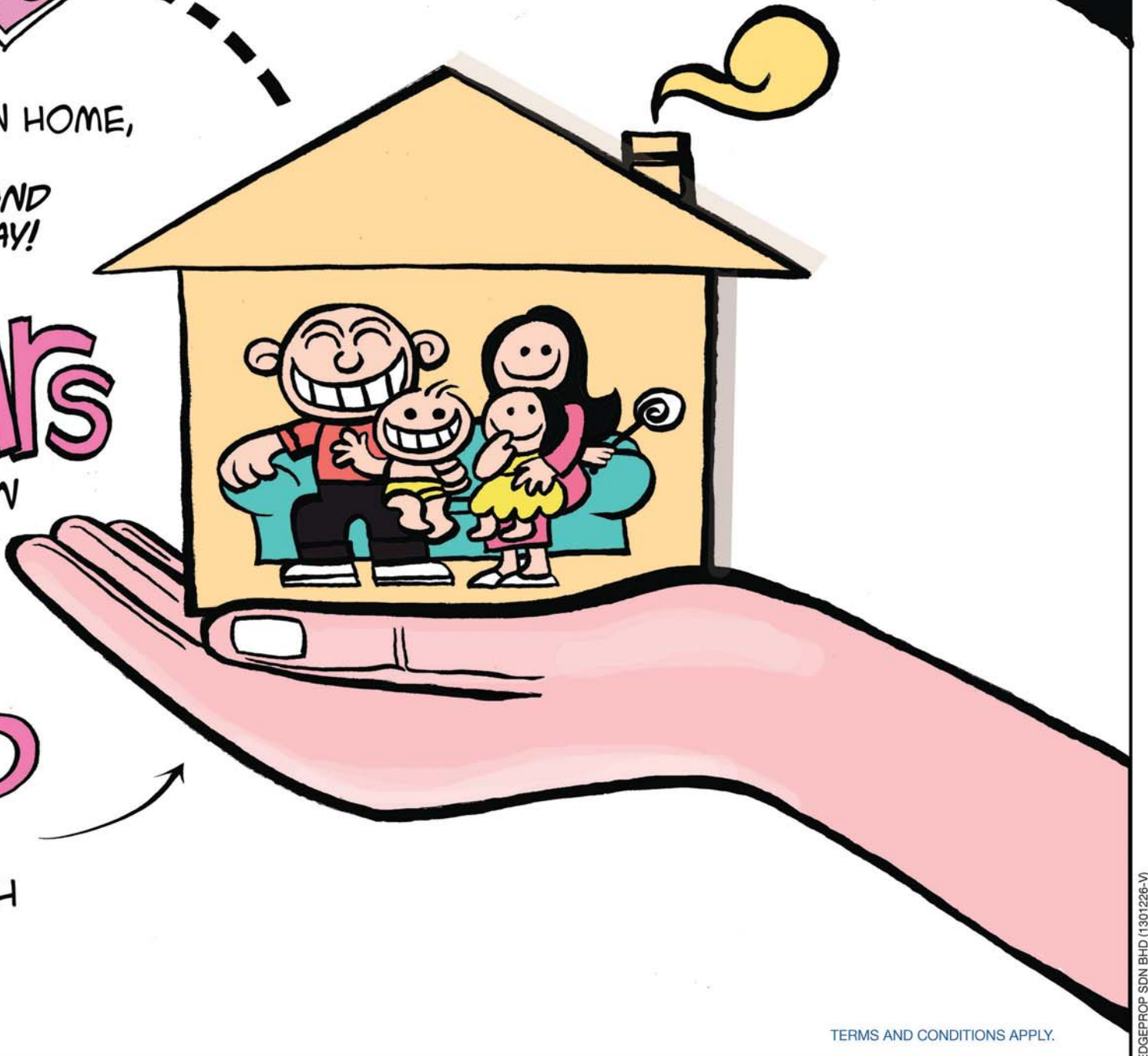
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# Eco Grandeur mulls serviced apartment to serve tourism needs

BY CHELSEY POH

PUNCAK ALAM: Eco World Development Group Bhd (EcoWorld) is mulling the launch of a serviced apartment project at Eco Grandeur in Puncak Alam, Selangor, to cater to tourists' accommodation needs in the Kuala Selangor area.

According to Eco World's Eco Central Divisional General Manager Ho Kwee Hong, the company is looking at the serviced apartment concept to provide short-stay accommodation for tourists or long-term rental for students or staff of Universiti Teknologi Mara (UiTM) in Puncak Alam.

"We are now working with the state government on this idea. It is still in the planning stages. We expect to unveil the project in 2020," Ho told EdgeProp.my.

Eco Grandeur is a 1,400-acre township first launched in 2016, with the early phases of its residential components to be handed over to buyers in September this year.

Ho said that as a township developer, EcoWorld wants to contribute its fair share in promoting tourism in Selangor, including starting the commercial components at Eco Grandeur sooner than scheduled.

"This place [Eco Grandeur] is located near



The signature Dragonfly Park of Eco Grandeur.

tourism hot spots like Kuala Selangor with attractions like the Sky Mirror.

"Tourism destinations here have limited accommodation, so places to stay are always full during peak seasons," Ho said. She believes that Eco Grandeur has the potential to fulfil the accommodation demand and even become a tourism spot itself.

"We have started to design the project and have submitted the plans to the authorities for approval. However, it is now too early to disclose further details," she said, adding that EcoWorld is looking at

selling the project to investors.

"The project will be designed in such a way that we can sell it as a whole, or separately to investors," she revealed.

With elements such as Grandeur Labs, T Rex Bike Park and the Dragonfly Park, Ho said Eco Grandeur has become a place for families to spend leisure time in. There are about 200,000 to 250,000 people staying within a 5km radius of the township.

However, to attract tourists to stay, Ho noted that the company will need to add other recreational and entertainment ac-



Ho: Eco Grandeur has the potential to fulfil tourists' accommodation demands and even become a tourism spot itself.

tivities such as events at night.

"By building Eco Grandeur as a tourist destination, we hope that it will provide us with a source of passive income," she added.

"It ties back to our business, which is to create a township where people can enjoy proximity to relevant amenities."

## FEATURE



# Capturing hearts through the stomach

FROM PAGE 4

while classic hotels with high-quality products and services will sustain their business.

More hotels may also adopt robotics and artificial intelligence to enhance their services and back-end operations although Yap believes technology could never replace the human touch in the service industry.

### Enhancing F&B

Based on past industry reports, hotel revenue can typically be broken down into: 60% to 70% room revenue; 30% to 40% food and beverages; and a small percentage from other areas.

F&B revenue usually comes from MICE (meetings, incentives, conferencing, exhibitions) activities and banqueting.

According to Yap, food generally takes up 75% to 90% of total F&B revenue, while another 5% to 15% comes from beverages and the balance from others such as tobacco.

Over the past five years, independent F&B operators that are not in hotels

have grown, changing and influencing consumer habits, while at the same time drawing much business away from traditional hotel F&B offerings.

"While dependency on F&B is generally lower in a hotel, it does make a difference in fulfilling guest satisfaction, creating jobs as well as contributing to the profit or loss of the hotel.

"Improvements to F&B will influence room performance indirectly, as hotel guests' decisions may be influenced by the quality of the hotel's F&B," Yap says. He has seen newer luxury and boutique hotels doing well in product differentiation and brand building for F&B.

For example, the Four Seasons Kuala Lumpur has done well in their F&B differentiation with the Bar Trigona, which has gained fame among both locals and foreigners.

The Wet Deck bar lounge at W Hotel Kuala Lumpur is also doing well thanks to its funky design, modern concept, cool music, well-trained associates and good food and drink.

## Visa requirements for China passport holders

COUNTRY	VISA	PERIOD OF STAY	FEE
Phu Quoc Island, Vietnam	No visa required	Up to 30 days	—
Laos	Visa on Arrival	Up to 30 days	US\$20 (about RM83.83)
Cambodia	Visa on Arrival	Up to 30 days	US\$30
Timor-Leste	Visa on Arrival	Up to 30 days	US\$30
Indonesia	Visa on Arrival	Up to 30 days	US\$35
Myanmar	Visa on Arrival	Up to 30 days	US\$50
Malaysia	eNTRI (Programme ends Dec 31, 2019)	Up to 15 days	RMB160 (RM95.51)
Thailand	Visa on Arrival	Up to 15 days	THB2,000 (RM271.48)
Brunei	Visa on Arrival	Up to 14 days	BN\$20 (RM60.27)
Singapore	Visa required (eVisa available)	Up to 30 days	S\$30 (RM90.62)

## FOUR KEY STRATEGIES for hotel F&B

As recommended by Yap Lip Seng, CEO, The Malaysian Association of Hotels

**BRANDING** — Branding becomes essential even if you have a great product or service. The F&B of a hotel needs branding strategies that could make it the talk of the town, and at the same time carry part of the hotel's image.

**DIFFERENTIATION** — Luxury hotels, for instance, could offer premium food products that are not easily available in the market. Hotels could invite

acclaimed chefs to cater to niche market demands. While in some cases, the food offerings may not be profitable, it could still create an impression on the difference in quality that is only available in hotels.

**BEVERAGE** — The game changer, as consumer trends are leaning towards lifestyle beverage offerings. Hotels have recently done well in offering bars with unique

concepts. This could be done by hiring award-winning mixologists or providing premium wines that are rare in the market.

**SERVICE** — Service should always be a unique selling point for hotels, and it needs to be marketed well. In terms of both capacity and expertise, the standards of hotel F&B should always be consistent and of a higher level than their non-hotel competitors.

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EdgeProp.my

AUGUST 16, 2019

# Bukit Jalil:

## An avenue for wellness, education, businesses and more

**M**ention Bukit Jalil and the first thing that comes to mind is the stadium. This small suburb which lies approximately 20km south of Kuala Lumpur city centre was a former rubber plantation estate known as Bukit Jalil Estates.

It was acquired by the government in the 90s to develop the Kompleks Sukan Negara (National Sports Complex) which hosted the 1998 Commonwealth Games. Along with it, the area was spruced up to welcome the international visitors.

Just over two decades later, the nation's beloved "sporting capital" has become one of the most prime locations for property in Kuala Lumpur. How so?

For a start, Bukit Jalil is easily accessible via major highways such as the Damansara-Puchong Expressway (LDP), Shah Alam Expressway (KESAS), Maju Expressway (MEX), New Pantai Expressway (NPE) and the toll-free Bukit Jalil Highway. It is also well-served by public transportation with Rapid KL bus and four Light Rail Transit (LRT) train stations within a 3km radius: Bukit Jalil, Awan Besar, Sri Petaling and Muhibbah.

### IT'S NOT JUST A SPORTS HUB

With sports coursing through its veins, Bukit Jalil houses not one or two, but four stadiums. Taking centre stage would be the Bukit Jalil National Stadium, the largest stadium in the country and the second largest in Southeast Asia.

And in conjunction with the 29th Southeast Asian Games in 2017, the entire sports complex was rejuvenated as KL Sports City in two phases. The first phase mainly focused on the national stadium, Putra Indoor Stadium (now renamed Axiata Arena), National Aquatic Centre and the National Hockey Stadium. In addition, Phase 1 also saw better pedestrian access as well as added jogging and cycling trails.

The second phase comprising serviced apartments, convention centre, sports-centric retail mall and many more is due to be completed by 2021.

Senior negotiator at Reapfield Properties Prabu Jai Balan tells EdgeProp.my that Bukit Jalil has grown by leaps and bounds since the 1998 Commonwealth Games. "Today, with developments such as Bukit Jalil City and Pavilion Bukit Jalil, we can anticipate a completely self-sustaining township. With greater commercial activity, this means greater inflows into the area.

"Moreover, with the advent of Technology Park Malaysia, a large number of tech companies (both local and MNCs) operate here in Bukit Jalil, including MIMOS, SIRIM, IRIS Corp Bhd, Astro and more," says Prabu.

According to Prabu, two new office towers neighbouring the upcoming Pavilion Bukit Jalil are in the midst of commencing operations and this would attract businesses too.

There is no shortage of educational institutions as well. Besides the Bukit Jalil Sports School (first sports school in Malaysia), there are a few local and international schools in the area such as the well-reputed SJK (C) Lai Meng. Institutions of higher learning such as



**Prabu: Today, with developments such as Bukit Jalil City and Pavilion Bukit Jalil, we can anticipate a completely self-sustaining township. With greater commercial activity, this means greater inflows into the area.**

the International Medical University (IMU) and Asia Pacific University (APU) also add to the diverse demographic of Bukit Jalil.

Despite all the developments, Bukit Jalil has maintained its green lungs. The sprawling 80-acre Bukit Jalil Recreational Park is very popular with joggers. Managed by Kuala Lumpur City Hall (DBKL), a notable highlight of the park is the international garden which showcases themed gardens from 10 countries. There is also a dedicated exercise area for people with disabilities.

According to Raine & Horne International Zaki + Partners Sdn Bhd associate director James Tan, there are not many areas in the Klang Valley that has a big park like this as land prices are high. "[Parks] have become a necessity, no longer a luxury," says Tan.

Next to the park lies the Berjaya Clubs' Bukit Jalil Golf and Country Resort. The 18-hole golf course is located on a 165-acre site amidst lush greenery which offers scenic views not just for its members, but its surrounding high-rises. One of the most talked about golf courses in the Klang Valley, it is touted as an ideal recreational getaway for avid golfers.

### PROPERTY HOT SPOT

According to Reapfield's Prabu, those who buy properties in Bukit Jalil are generally millennials from the upper-middle class income bracket seeking to raise a family. "They invest here because of the accessibility to the city centre, wide range of amenities and the

**CONTINUES ON PAGE 4**

For those considering settling down in Bukit Jalil, Tan has this simple advice: "Go for it. You have schools, a toll-free highway, shopping and recreational facilities and it is not that far from the city. It has LRTs too."

BROUGHT TO YOU BY



BERJAYA



## SPECIAL FOCUS



Encircled by a settled landscape of greenery, The Tropika buyers don't have to worry about any disruptive construction displacing this lushness.

# A CONNECTED ENCLAVE curated for comfort and convenience

As one of the pioneering developers of Bukit Jalil, Berjaya Land Bhd (BLand) has played a major role in turning the sports city into a sought-after residential address. Having established a string of successful housing enclaves in the area, such as KM1 East & West, The Link 2, Savanna and Covillea, the subsidiary of Berjaya Corporation Bhd is now looking to fulfil the needs of the next generation of homeowners focusing on wellness, convenience and comfort.

Sited on 6.5 acres of freehold land, The Tropika @ Bukit Jalil is a RM781 million GDV mixed development of residential and commercial components.

Sitting midway between Petaling Jaya and the Kuala Lumpur city centre through an artery of highways and transit services, the location of Bukit Jalil itself is undoubtedly one of its best selling points.

"This is a tranquil environment well-served with urban conveniences, and it's only less than 30 minutes from the heart of the capital city," says BLand senior general manager of property, sales and marketing, Tan Tee Ming.

Envisioned to be a lifestyle hub, The Tropika comes with nine double-storey dual-frontage shop lots and 11 retail lots. Anchoring them is a 23,695-sq ft Jaya Grocer.

## AN ENSEMBLE OF RECREATIONAL PROVISIONS

With an emphasis on wellness, the developer has planned a recreational and relaxation deck for residents of all ages to enjoy within a secure environment.

Boasting a spread of 68 facilities, mostly located on level six, the 2.9-acre podium includes a 50m pool, a 1km jogging track, a par course, an outdoor gym, a jungle gym, a dance studio, a boxing ring and a half basketball/futsal court to cater to exercise aficionados.

Young children will get to expend their energy with a wide paraphernalia such as the rock climbing wall, trampoline, tree house, flying fox, themed playgrounds, camping ground, water play area, kid's pool and more.

Several spheres are purposed to foster community



**Tan: We have many hard-core followers who have prospered along with the appreciation of the land [in Bukit Jalil] and are now buying for their children, even their grandchildren.**



The units measuring 1,318 sq ft with three bedrooms and three bathrooms are suitable for growing families.

bonding, among which are the skywalk, nested viewing deck, pebble pool, sun deck as well as a variety of gardens. Additionally, there are spaces for social gatherings such as the BBQ area, picnic spot and a dining room.

"As they chill out in the relaxing sanctuary, we hope neighbours can connect and form a strong community to enhance their living experience here," Tan notes.

In a touch of foresight, the list also includes two e-charging stations each for the residential and commercial sections to facilitate the growing popularity of more sustainable vehicles.

Inspired by the biophilic design, the sanctuary is neatly spaced out and partitioned by trees and turfs to allow enough privacy for users to enjoy each facility peacefully, just like the characteristic of certain tree species which, though growing close together, still leave gaps between them where the outline of sunlight channels through their crowns.

## EMBRACED BY MOTHER NATURE

The Tropika is lush with generous greenery both within and without. The facade of the residential towers are adorned with planter boxes every three floors. A Zen garden, flora trail, herb spice garden, vegetable patch, vertical green and tropical green trail form part of the facility podium.

"Unlike most property hot spots, where rapid developments brought on by the popularity of the area would eventually turn them into a concrete jungle, The Tropika is encircled by a settled landscape of greenery.

"The first thing BLand did when we bought the land in Bukit Jalil was to build an 18-hole golf course. The Tropika is sandwiched between this 165-acre fairway and the 80-acre Bukit Jalil Recreational Park, so you don't have to worry about any disruptive construction displacing this lushness. It is very refreshing. Traffic noise is minimal too," Tan enthuses.



SPECIAL FOCUS

Sitting midway between PJ and the KL city centre through an artery of highways and transit services, plus abundant amenities, the location of Bukit Jalil itself is undoubtedly one of its best selling points.



UPCOMING GROWTH STIMULATORS

A number of impending developments are expected to contribute positively to the future appreciation of this gated-and-guarded mixed development.

“The upcoming Pavilion Bukit Jalil will be open by the time The Tropika is completed. As will the new IMU (International Medical University) Hospital, which will be the first private hospital in Bukit Jalil. It is an extension of the existing IMU Healthcare Centre which offers a range of treatments under medical, dental, chiropractic, Chinese medicine and dialysis,” Tan offers.

Another interesting chrysalis emerging in 2020 is the Tzu Chi International School, which will be sited on 7.67 acres between Bandar Kinrara 9 and Bukit Jalil.

The existing road system along the toll-free Bukit Jalil Highway is also undergoing upgrade to facilitate smoother traffic flows in and around Bukit Jalil City.

With all these enhancements, Tan foresees a positive return-on-investment for The Tropika. “We expect The Tropika to fetch no less than the current rental yield of 4% around the vicinity, which will be in greater demand when the new IMU hospital opens its doors in 2021.”

BEST TIME TO BUY

The Tropika was unveiled in February this year with the launch of its Tower A featuring three layouts. To date, all 66 of the 732-sq ft units have been sold out.

“We have many hard-core followers who have prospered along with the appreciation of the land [in Bukit Jalil] and are now buying for their children, even their grandchildren,” states Tan, adding that there are also many buyers from the surrounding locales who know the advantages of living in Bukit Jalil.

“The units measuring 974 sq ft and 1,318 sq ft are very suitable for families and empty-nesters seeking to ‘upgrade’ to fuss-free homes equipped with lifestyle benefits. They cost only RM720 psf, which is considered very attractive for a prime location like this.”

The full development, comprising 868 units housed in four blocks, is slated for completion in February 2023.

“This is one of the best times for homeseekers as there are many housing financial schemes offered to stimulate the current soft market condition.

“BLand itself has launched the ‘Own a Home’ Easy Ownership Campaign, which offers low down payment, flexible financing, savings inclusive of free legal fees for Memorandum of Transfer, sale and purchase and loan agreements.

“We are also very excited to roll out the HouzKey Package soon, which allows buyers to lease the house from Maybank for five years, before deciding whether to purchase it at the locked-down initial price. Buyers who have difficulty applying for mortgages can take full advantage of this scheme,” Tan explains.

For Type C buyers, they will also receive a free holiday package to Taaras Beach and Spa Resort in Redang Island.



Empty-nesters seeking to ‘upgrade’ to fuss-free homes equipped with lifestyle benefits will find the 973-sq ft units an attractive option.



The Tropika is sandwiched between a 165-acre golf course and the 80-acre Bukit Jalil Recreational Park.

Quick-take for Tower A

Type A (sold out)	732 sq ft	2 bedrooms, 2 bathrooms	RM575,800	LEVELS	39
Type B	974 sq ft	3 bedrooms, 3 bathrooms	RM757,800	TOTAL UNITS	229
Type C	1,318 sq ft	3 bedrooms, 3 bathrooms; 1 balcony	RM992,800	UNITS PER FLOOR	7
				LIFTS PER FLOOR	4
				CAR PARKS PER UNIT	2
				MAINTENANCE FEES	RM0.40 psf

# SPECIAL FOCUS



The Bukit Jalil National Stadium is the largest stadium in the country and the second largest in Southeast Asia.



"There are not many areas in the Klang Valley that has a big park like this as land prices are high," says Tan.

### FROM PAGE 1

fairly affordable property prices," noting that condominiums priced between RM400,000 to RM700,000 are the most sought-after properties.

"We also see a trend of buyers from neighbouring mature townships relocating to Bukit Jalil. The older generations seek smaller homes while the young working adults leave the roost to seek properties with a wide array of amenities. Properties in Bukit Jalil offer both," adds Prabu.

Raine & Horne Tan concurs, saying that it is increasingly becoming a sought-after address for the middle- to high-income class and young working professionals. "This has encouraged many developers to come into [Bukit Jalil]. Thus, the locality has enjoyed rapid development over the past few years.

"The high-rise strata properties are generally the most popular when considering affordability and location," says Tan.

Despite the current slow property market, the prices of residential properties in Bukit Jalil are generally holding up. According to data obtained by EdgeProp.my, the average transacted price per sq ft for high-rise residences here has increased over the years and remained stable

Law: There are many local and international homebuyers moving into Bukit Jalil over the past five years.



from RM458 psf in 2015 to RM481 psf in 2018.

"As landed homes have become too pricey due to limited supply and high land prices, most of the newer properties are strata properties which are more affordable and targeted at the young and middle working class," says Tan.

He adds that the township is maturing steadily and despite the current economic slowdown, a number of high-rise developments still enjoy capital appreciation.

For instance, some units at Berjaya Land's

KM1 East Condominium in Bukit Jalil have seen capital appreciation of between 30% and 39% from 2013 to 2018, according to the developer. Serviced residences at The Link 2, another project by Berjaya Land in Bukit Jalil, have recorded price appreciation of about 12% to 18% from 2014 to 1H2019.

Condominium The Treez at Bukit Jalil has also held up well in the current market slowdown with units there having achieved a compound annual growth rate in transacted price per sq ft of about 7.1% over the period of 2015 to 2018, based on data by real estate firm Rahim & Co.

Meanwhile, Prabu says it is a matter of demand and supply. "With pre-existing and upcoming exciting developments and amenities in the area, owning a home in Bukit Jalil is enticing. The engine that kick-started this would be Pavilion Bukit Jalil.

"Bukit Jalil fits the puzzle with a number of catalysts such as freehold land status with a Kuala Lumpur address, great accessibility and attractive amenities.

"The high-rise residential market is still holding steady in Bukit Jalil and I expect a stronger market to pan out with the arrival of more commercial properties within the vicinity," notes Prabu.

### A GREAT PLACE TO LIVE

According to WEREG Properties' estate agent Wilson Law, who has been a Bukit Jalil resident since 2001, there are many local and international homebuyers moving into Bukit Jalil over the past five years.

"The locals are 'migrating' from nearby matured townships like Puchong, Taman OUG and Sri Petaling due to Bukit Jalil's [convenient] location and greenery.

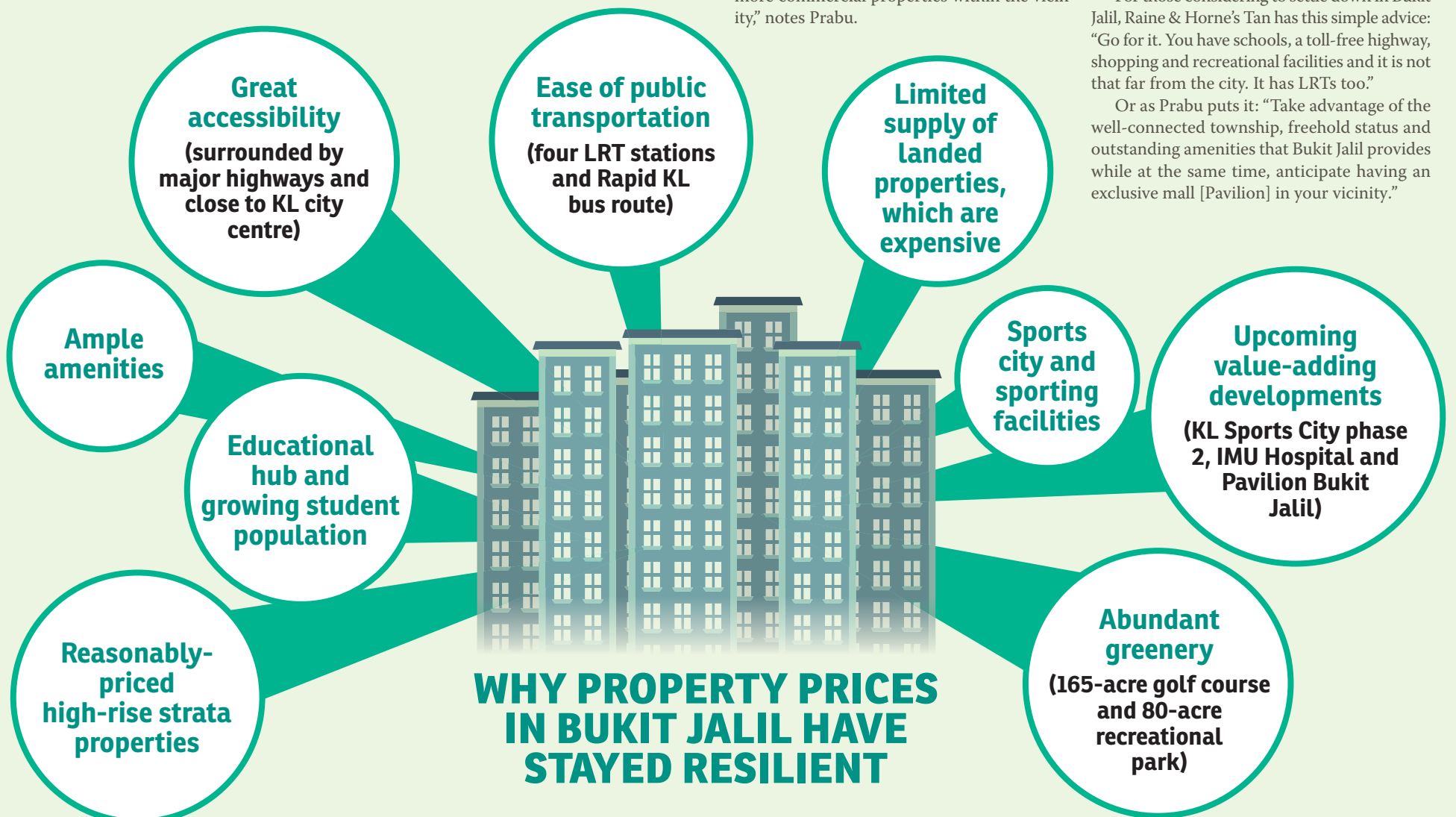
"We have served many [homebuyers] from Puchong and Kinrara who have decided to move here because they will have to pass by Bukit Jalil to get to the city (via MEX or KL-Seremban Highway). By relocating to Bukit Jalil, they can save half the time on traffic," Law explains.

Adding that Sri Petaling and Taman OUG are both rather matured townships, Law states that there are many retirees who buy properties in Bukit Jalil for their children to be able to live close to them.

Law stresses that demand will rise as more businesses enter the market via commercial properties, which in turn will increase the number of visitors, tenants, buyers, and residents in Bukit Jalil.

For those considering to settle down in Bukit Jalil, Raine & Horne's Tan has this simple advice: "Go for it. You have schools, a toll-free highway, shopping and recreational facilities and it is not that far from the city. It has LRTs too."

Or as Prabu puts it: "Take advantage of the well-connected township, freehold status and outstanding amenities that Bukit Jalil provides while at the same time, anticipate having an exclusive mall [Pavilion] in your vicinity."





# Frenzy over king of fruits spikes agri land prices

BY SHAWN NG

While the property sector is experiencing a prolonged cooling-off period in recent years, durian land, more specifically, agricultural land planted with durians, has stood out with astonishing price growth.

Driven by the surge in demand for the King of Fruits, the transacted prices of these lands in durian-growing hot spots such as Pahang and Negeri Sembilan have skyrocketed since 2013.

The durian land market is so hot that transaction prices have reached new heights, which could be at least partly attributed to speculation driven by the durian frenzy, says real estate consultancy VPC Alliance (East Coast) Sdn Bhd director Gary Wong.

According to data collated by the Mentakab, Pahang-based firm, the average transaction price of durian lands in Raub rose by 251% from RM2.80 psf in 2013 to RM9.83 psf in 2017.

In 2018, the average transacted price declined from its peak in 2017 to RM5.16 psf, owing to the fluctuation in durian prices, resulting in an overall increase of 84.29% from 2013.

“Durian prices have certainly affected durian land prices,” Wong tells EdgeProp.my.

Data from the Federal Agricultural Marketing Authority (FAMA) showed that the average retail price of Musang King, the most popular durian clone in the market currently, spiked by 93.15% to RM70.50 per kg in 2017 from RM36.50 per kg in 2013. The average retail price then fell by 35.53% to RM45.45 per kg in 2018 from a year ago.

In tandem with the rise of durian prices, durian lands have seen a steady increase in their valuations.

Wong notes that the transaction price of the lands in Raub was only about RM120,000 to RM150,000 per acre, or about RM2.56 to RM3.44 psf, before it went up to RM300,000 to RM400,000 per acre or about RM6.89 to RM9.18 psf in 2016.

Over the past two years, the transaction price of such lands in the district hovered at about RM400,000 to RM500,000 per acre, or about RM9.18 to RM11.48 psf, which is believed to have been driven by speculation in the market, he says.

“I have seen a SPA (sale and purchase agreement) signed at RM600,000 per acre in Raub, which is a record high. I know the durian farm is really



SIEW WENG HONG

**Siew: If the actual demand from China is not what is anticipated, then interest may die down. So, one should be cautious.**



well-managed, but the price is very, very high. I think a fair and reasonable price for these lands now is from RM300,000 to RM350,000 per acre to as high as RM450,000,” he adds.

A similar trend was observed in Negeri Sembilan. For instance, the Jelebu district recorded a new high in durian land transaction price at RM350,000 per acre last year, according to Henry Butcher Malaysia (Negeri Sembilan) Sdn Bhd director Siew Weng Hong.

The lands in the district saw an upward surge in transacted price from about RM200,000 (RM4.60 psf) per acre in 2015 and 2016 to the range of about RM300,000 (RM6.89 psf) to RM350,000 (RM8.04 psf) in 2018, an increase of 50% to 75%, he says.

“RM350,000 is a record for the lands here. The hike in durian land prices in Jelebu is mainly driven by the durian frenzy. The district is considered

one of the most suitable areas for durian planting [in the state] due to its slope terrain which is very conducive for durian planting,” he notes.

### Correlation between durian prices and land prices

There certainly seems to be a strong correlation between durian prices and durian land prices.

The prices of Musang King and the durian lands in Raub for example, have shown steady increases since 2013, reaching their peaks in 2017, before dipping in 2018 (see Chart 1).

Maxland Real Estate Agency senior negotiator Florence Yong, who specialises in agriculture lands in Pahang and Negeri Sembilan, says the spike in demand for durian lands started about six years ago.

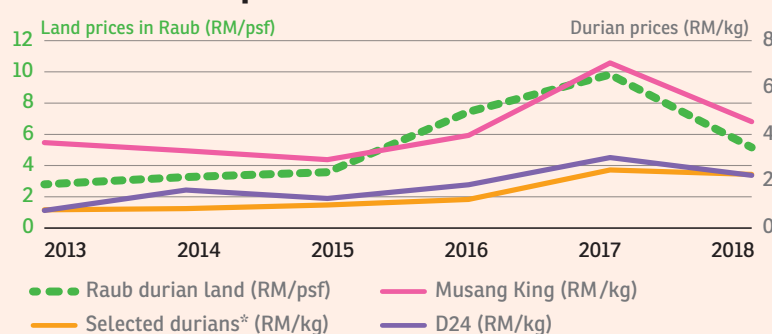
“At that time, many China tourists came to Malaysia and fell in love with the fruit. However, local supply was not enough to cater to them.

“Following that, many realised the potential of the King of Fruits which led them to buy durian plantation lands,” she says.

The King of Fruits has long been sought after by locals and Singaporeans, points out Henry Butcher Malaysia’s Wong, thus consumers from China drove durian prices even higher, especially popular clones such as Musang King and D24.

As a result, more people began to venture into the business, lured by the lucrative returns from the crop, especially those who export them to overseas markets such as China, Hong Kong and Taiwan, he notes.

**Chart 1: Correlation observed between durian prices and durian land prices**



SOURCE: VPC ALLIANCE (EAST COAST) & FAMA

CONTINUES NEXT PAGE



## Top five most popular durian varieties in Malaysia (Prices as at end-June, 2019)



### D200 (Ochii/Black Thorn)

Origin: Unknown

Price: RM73.33/kg

The skin is green with accents of brown while the thick and amber flesh has a smooth texture and its sweetness is paired with bitterness.

### D197 (Musang King/Raja Kunyit)

Origin: Tanah Merah, Kelantan

Price: RM40.92/kg

The fruit is oval-shaped with skin that is a light shade green. The thick, yellow flesh tastes creamy, sweet and bitter.



### D168 (IOI/Hajah Hasmah)

Origin: Muar, Johor

Price: RM21.78/kg

This durian with a brownish green hue is easy to open. The thick flesh can range from yellow to orange. It tastes creamy, sweet and slightly bitter.

### D24 (Origin: Bukit Merah Reservoir, Perak)

Price: RM21.14/kg

This bright green fruit is medium-sized, oval-shaped, and features a thin skin protected by sharp and fine thorns. The skin is not easy to open and the flesh is thick and yellow. The flesh is of good quality and tastes creamy and sweet, with a tinge of bitterness.



### D175 (Udang Merah)

Origin: Penang

Price: RM19.73/kg

This oval-shaped durian has a brownish-green colour and short thorns. The flesh tastes sweet and creamy with a thick and smooth texture.



# Fuelled by overseas demand

LOW YEN YEING | EdgeProp.my



**Yong: Many realised the potential of the King of Fruits which led them to buy durian plantation lands.**

FROM PREVIOUS PAGE

“Last year, a client from Hong Kong told me that the Musang King can be sold for up to HK\$500 (RM263) per kg there – which is crazy! That was why he invested in a durian orchard in Jalan Manchis in Karak, Pahang and began importing the Musang King to Hong Kong last year,” he says.

In the meantime, rubber and oil palm estates are being converted into durian farms due to the weak prices of the two commodities.

“Durian is like the golden crop compared with oil palm and rubber which are suffering weak prices. So, the trend now is to buy rubber or oil palm plantations and convert them into durian lands.

“Currently, this is a very profitable venture. We noticed that there are small companies formed by professionals such as doctors and engineers venturing into this business,” he adds.

However, Siew of Henry Butcher Malaysia (Negeri Sembilan) believes the rise in durian land prices should not be fully attributed to the durian frenzy alone as agricultural land prices in general has been trending up since 2016 owing to the scarcity of land and urbanisation.

“But the increase in durian land price is higher than other types of agriculture land, such as rubber and oil palm, due to the durian frenzy,” Siew says.

According to the Malaysian Palm Oil Board, the price of crude palm oil on the Peninsula averaged at RM1,998.50 per tonne in the first half this year (1H2019), 15.91% lower than the RM2,376.50 per tonne in 2013.

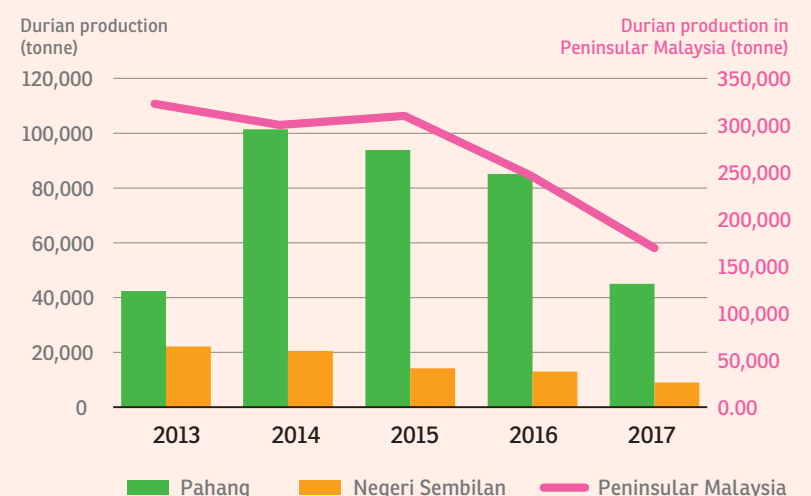
Meanwhile, Standard Malaysian Rubber 20 price has dropped by 23.31% from about RM7.75 per kg in 2013 to RM5.94 per kg in 1H2019, based on figures from the Malaysian Rubber Board.

### Frenzy continues

The durian frenzy does not seem as if it will be over anytime soon and durian lands are still being snapped up by investors eager to jump on the bandwagon.

Wong gathers that many lands totalling more than 10,000 acres in Pahang, particularly in Raub, Sang Lee and Kemasul, have been acquired by companies for commercial durian planting.

**Chart 2: Durian production in Peninsular Malaysia has gradually reduced since 2015**





## PROPERTY MANAGEMENT – Ask the experts



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### Q All the units in our strata development do not have strata titles after 15 years. Can the Management Corporation (MC) help the owners get the strata titles?

Pursuant to the Strata Titles Act 1985 (STA), the original proprietor (i.e. the developer) of the land shall be responsible for applying for the individual strata titles. However in cases where the developer has wound up, the owners may contact the appointed liquidator to assist them in applying for the strata titles from the land office.

Section 8(8) of the STA states that the original proprietor who is guilty of failure to apply for the strata titles shall on conviction:

(a) be liable for a minimum fine of RM10,000 but not more than RM100,000 or imprisonment for a maximum term of three years or both. In cases of continuing offence, they are liable to a further fine of not less than RM100 but not more than RM1,000 per day as long as the offence continues to be committed; and

(b) the court may order the original proprietor to apply for the strata titles within a period specified in the order.

The Joint Management Body (JMB) or MC could assist in the process of applying for the strata titles by liaising with the appointed liquidators/developer on behalf of the owners or to bring this matter up to the respective Land Office for consultation and to file a complaint against the developer so that the relevant authority may prosecute the developer.

Apart from the above, the JMB may gather all the owners to apply for a court order directing the original proprietor to apply for the strata titles. However, do bear in mind that the cost of applying for such a court order shall be borne by the respective participating owners and the JMB does not have locus standi to apply for such an order.



### Q What's the difference between by-laws and house rules?

Basically by-laws are regulations pertaining to the maintenance, management and use of the parcels and common property as prescribed in the Third Schedule of the Strata Management (Maintenance and Management) Regulations 2015.

These by-laws contained in the Regulations 2015 are also known as statutory by-laws which are not amendable by the developer, JMB or MC.

The by-laws shall bind

the developer, JMB, MC, Subsidiary MC, owners, chargees, lessees, and occupiers of the units.

House Rules are regulations set out by the developer (i.e. Deed of Mutual Covenants signed between the first purchaser and the developer).

Until and unless these House Rules have been passed as additional by-laws in a general meeting via special resolution, they only have the contractual binding effect on the first purchaser and developer only.



#### 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](mailto: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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## COVER STORY

Moreover, the demand for durians is expected to rise further following the approval from China allowing Malaysia to start exporting whole durian fruits to the country starting August this year. Before this, only frozen durian pulp was allowed to be exported to the Middle Kingdom.

"The approval from China was the catalyst that prompted everybody to go into the durian plantation business. Some durian farmers, who have only 20 or 30 acres of land, began to acquire more land. Even wholesalers were seen venturing into durian plantations," says Maxland's Yong.

Hence, she believes land prices will continue to rise due to the rosy outlook for durian demand and the scarcity of land.

"Durian farmers do not want to sell their land now due to the bright outlook for durians, and while demand for such land is high," she elaborates.

For a year now, new listings on the market have been scarce. However, there are still opportunities within areas located "deeper" in Pahang, such as Temerloh and Kuala Lipis.

"There are also opportunities in other states, such as Titi and Mantin in Negeri Sembilan. Compared with the durian planting hot spots of Raub and Bentong, these areas offer cheaper land prices," she says.

VPC's Wong also notes that old durian farmers in the Sungai Ruan and Klau areas not far from Raub may let go of their durian orchards. "In the Sungai Ruan and Klau areas, there are old farmers who may be retiring and their children are not interested in the farm. So they may be willing to sell off their farm and look after the farm for one or two years for the new owner before they retire.

"Usually, these old hands are very good because they have decades of experience so it would be a good idea to retain them to take care of the farm for one or two years and learn the skills and knowledge from them during the period," he says.



LOW YEN YEING | EdgeProp.my

A popular  
durian buffet in  
Petaling Jaya.

GARY WONG



**Wong: The trend now is to buy rubber or oil palm plantations and convert them into durian lands.**

### Will prices continue to rise?

In view of the sizzling market supported by the strong demand for durians, Siew believes that durian land prices will go up further.

However, he warns buyers to be wary of uncertainty in future demand from China for the fruit, as the actual demand could be weaker than expected.

"It is hard to tell if the current high land prices will be sustainable. If the actual demand from China is not what is anticipated, then interest may die down. So, one should be cautious," he adds.

On top of that, the supply of certain types of durian is expected to increase tremendously in five years' time considering the rush to plant popular durian clones such as Musang King now, Siew says.

"So, if the durian price goes down due to over-supply, it might not be worthwhile for one to invest RM400,000 to RM500,000 in a durian small holding now as the returns might not be good," he offers.

VPC's Wong does not expect durian land prices

to rise further as supply of durians is expected to spike due to the large scale commercial planting taking place in Pahang.

"The anticipated increase in supply would not augur well for durian prices and in turn, not good news for durian land prices.

"From 2013 to now, durian land prices have increased from RM150,000 to as high as RM600,000, so I think this is about the peak already," he opines.

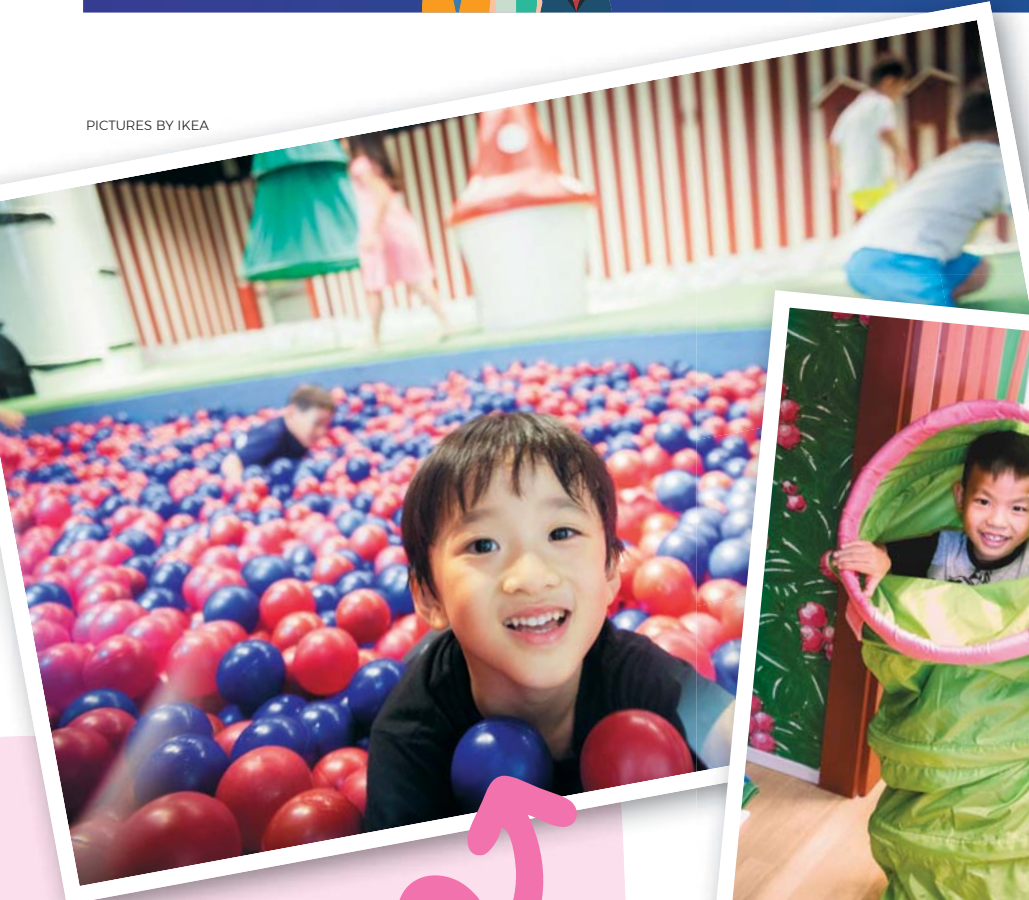
He also warns that durian farms are not an easy venture that can generate returns in the short term. It also involves a lot of cost.

"Durian plantations require professional care. If you are planting on a vacant land, you would need to wait about six years before the trees start to fruit. And the cost of maintaining the plantation can vary from RM60,000 to RM100,000 per acre in the first six years, which includes irrigation system, fertiliser, pest control and labour cost," he elaborates.

FEATURE



PICTURES BY IKEA



Children get to run, jump, climb and bounce to burn off all that youthful energy at Småland.



**Småland by IKEA**

While you are busy shopping for new furnishings at the Swedish furniture giant's outlets in Damansara and Cheras, you could let your children spend some time having active fun at Småland. Småland is available at all IKEA stores, including the ones in IKEA Batu Kawan and IKEA Tebrau.

Created for children who love to run around, Småland (named after a place in Sweden) is a charming little indoor play area run by IKEA for children aged between four and 12 years old. Parents can shop in peace, and be assured that their children are enjoying themselves under supervision.

Entry into Småland is free and open to the public. For safety reasons, children should be between the heights of 100 cm to 130 cm. Children get to run, jump, climb and bounce to burn off all that youthful energy in the "magical forest". Activities include climbing on spider webs, playing hide and seek under clogs, diving into the ball pit and many others. They can also choose to watch a movie, or rest under an enormous spruce tree. Entry to Småland is limited to 60 minutes per entry.

PICTURES BY 1 UTAMA

# Five free INDOOR PLAYGROUNDS in the Klang Valley



1 Utama's Kiddie Pool comes complete with a wading pool and dancing water fountains.



Though it may be good to have your kids spend some time outdoors for a bit of fresh air (when it is not hazy) and sunshine, we also know how unpredictable the Malaysian weather can be. One minute the sun is shining gloriously and the next it could be pouring cats and dogs.

So a few malls in the Klang Valley have given families with children another reason to visit the mall – free indoor playgrounds. Here's where you can find them.

BY NATALIE KHOO

## 1 Utama Shopping Centre

1 Utama E is a hip and trendy new wing at 1 Utama Shopping Centre in Bandar Utama, which is targeted at the young hipster Instagram generation with a specialised sports tourism, entertainment and F&B tenant mix. It houses two indoor playgrounds which give families the opportunity to bond over play.

Dubbed Playtime Kids, the ground floor indoor playground will see your kids swinging on monkey bars, sliding down the spiral tube, having a go at the tic tac toe puzzle and climbing up vertical ladders – just a small sample of the physical challenges

presented at each playground. Meanwhile, on the lower ground floor of 1 Utama E is a semi-outdoor and partially shaded water play area called the Kiddie Pool, complete with wading pools and dancing water fountains.

Kids will have to bring their own swimwear to enjoy some splashing, and while they play they can watch older kids surfing on the FlowRider next door. The FlowRider is an indoor surfing simulator and is the first to be located in a mall. A dryer is also conveniently provided for users to dry off.



Playtime Kids lets children enjoy a variety of activities such as swinging on the monkey bars, sliding down the spiral tube and climbing on the vertical ladders.



The public playground in MyTOWN has three areas in total – The Amazon, Home & Rescue and The Tower & Tree House



## IPC Shopping Centre and MyTOWN Shopping Centre

Besides Småland, within the vicinity of IKEA Cheras and IKEA Damansara are public indoor playgrounds, operated by MyTOWN Shopping Centre and IPC Shopping Centre respectively. At MyTOWN Shopping Centre, the public playground is situated within the link building to IKEA Cheras. There are three play areas — The Amazon, Home & Rescue and The Tower & Tree House. The Amazon area features an enormous and high tube slide while

the centrepiece of the Home & Rescue area is a fire truck. The Tower and Tree House is more toddler-friendly. Cafes nearby allow parents to watch while their children play.

Meanwhile, at IPC Shopping Centre, Level 2 is entirely dedicated to kids. Named Funland, children have access to a spinning carousel and slides that teleport them into a fairy tale land. A unique feature of this play area is the stores inside Funland which cater to children.



Above: IPC Shopping Centre's level 2 is entirely dedicated to kids.

## The Curve

The indoor playground at The Curve in Mutiara Damansara is on the first floor where the Kids Zone is located. Two free indoor playgrounds have been built to cater to different age groups. The larger indoor playground was built in 2014, measures about 2,000 sq ft and caters to children between the ages of five and 12 years old. The playground comes with a slide, monkey bars and a tunnel, so that kids can climb, explore and have hours of fun.

There is also a smaller playground measuring some 1,000 sq ft in the shape of a seafaring ship, suitable for younger children ages three to six. Around the playground, benches and sofas are provided for parents to unwind while they monitor their kids.



PICTURES BY THE CURVE

The indoor playground at The Curve is located on the first floor where the Kids Zone is located. The smaller playground in the shape of a seafaring ship caters to children ages three to six.

Below: Sunway Pyramid's playground features a "ship" called Leo Voyager which is partly outdoors, giving kids a unique experience when they play.



## Sunway Pyramid

Located on the lower ground floor 1 of the mall, next to popular coffee chain Starbucks, the playground features a "ship" called Leo Voyager which is partly outdoors, giving kids a unique experience when they play. Leo is the mall's lion mascot.

Kids will be able to enjoy wave and tube slides, a fireman's pole, ladders, spring riders, hammocks and more. The play area is fairly new, having opened only in February this year.



PICTURES BY SUNWAY PYRAMID

PICTURES BY IPC SHOPPING CENTRE AND MYTOWN SHOPPING CENTRE

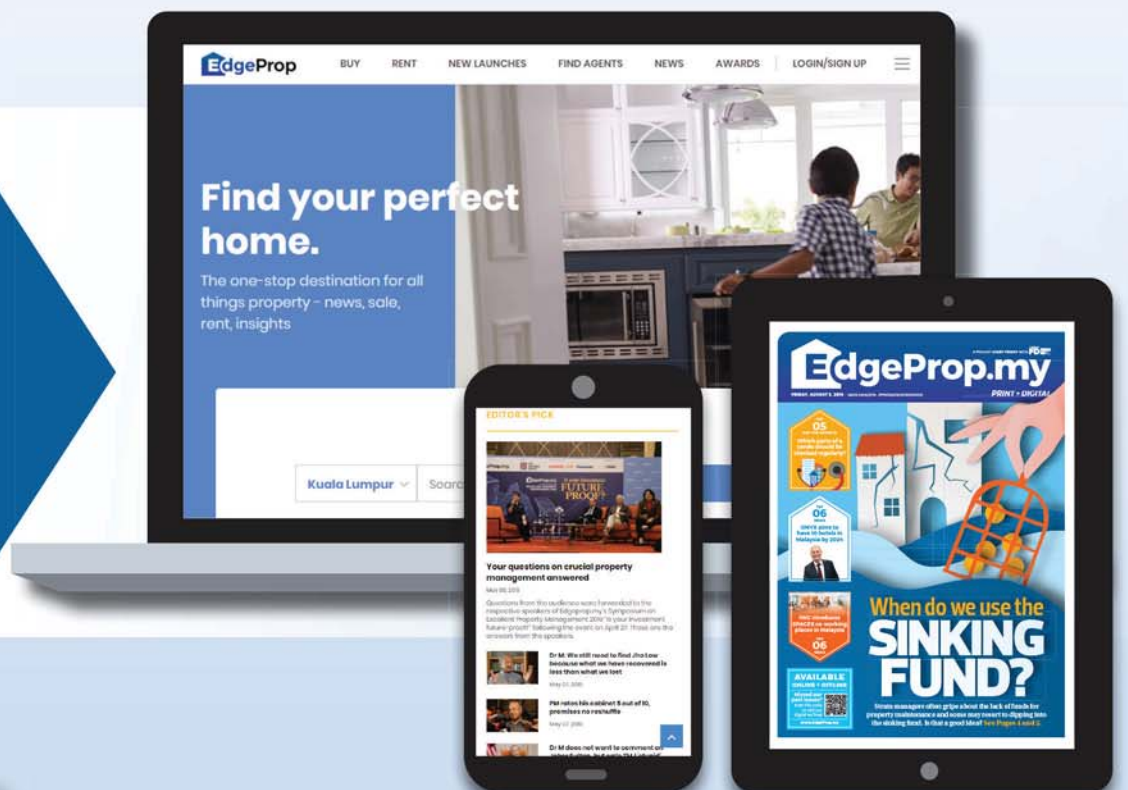
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**Properties for sale and rent**



Commercial



Residential



LIDM1125706

Adeline Teh

**RM1,300,000**

**Seputeh, Kuala Lumpur**

**Type:** Semidee **Tenure:** Freehold  
**Built-up:** 1,870 sq ft **Bedroom:** 4  
**Bathroom:** 3

**Adeline Teoh** (REN 04207)

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E (1) 1492

+60123206520



LIDM1128443

Yuan Ling

**RM950,000**

**CloudTree Residence, Bandar Damai Perdana, Selangor**

**Type:** Condominium **Tenure:** Freehold  
**Built-up:** 1,815 sq ft **Bedroom:** 5  
**Bathroom:** 4

**YL Lim** (REN 25667)

TECH REALTORS PROPERTIES SDN BHD  
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+60123729330



LIDM1090132

John Oh

**RM668,880**

**Riverdale, USJ, Selangor**

**Type:** Condominium **Tenure:** Leasehold  
**Built-up:** 1,242 sq ft **Bedroom:** 3  
**Bathroom:** 2

**John Oh** (REN 07002)

IQI REALTY SDN BHD  
E (1) 1584

+60122986266



LIDM1112649

Samson  
011 5633 1178

**RM769,000**

**Seri Riana Residence, Wangsa Maju, Kuala Lumpur**

**Type:** Condominium **Tenure:** Leasehold  
**Built-up:** 1,259 sq ft **Bedroom:** 3  
**Bathroom:** 2

**Samson Chin** (REN 29578)

MAXIMA REALTY  
E (3) 0665

+601156331178



LIDM1132582

**RM3,500,000**

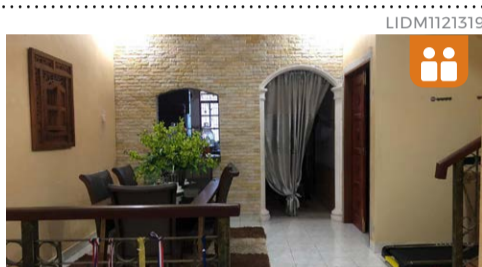
**Setia Eco Park, Selangor**

**Type:** Bungalow **Tenure:** Freehold  
**Built-up:** 4,100 sq ft **Land size:** 5,550 sq ft  
**Bedroom:** 5 **Bathroom:** 5

**YS Law** (PEA 2212)

CHESTER PROPERTIES SDN BHD  
E (1) 1321/1

+60102261608



LIDM1121319

**RM500,000**

**Masai, Johor**

**Type:** Semidee **Tenure:** Freehold  
**Built-up:** 2,500 sq ft **Land size:** 1,540 sq ft  
**Bedroom:** 4 **Bathroom:** 3

**Usha Sha** (REN 17124)

GATHER PROPERTIES SDN BHD  
E (1) 1536/3

+60167200135



LIDM1126334

**RM309,000**

**Casa Villa, Kajang, Selangor**

**Type:** Condominium **Tenure:** Freehold  
**Built-up:** 1,318 sq ft **Bedroom:** 3 **Bathroom:** 2

**Vivian Liong** (REN 17134)

TOTAL REALTY SDN BHD  
E (1) 1572

+60165100199



LIDM1114071

**RM620,000**

**Vina Versatile Homes, Cheras, Kuala Lumpur**

**Type:** Condominium **Tenure:** Freehold  
**Built-up:** 1,550 sq ft **Bedroom:** 4  
**Bathroom:** 4

**Kenny Lew** (REN 25411)

FULL HOMES REALTY SDN BHD  
E (1) 1501/8

+60122474805



LIDM1105351

**RM660,000**

**Superlink Impian Makmur, Kajang, Selangor**

**Type:** Townhouse **Tenure:** Freehold  
**Built-up:** 1,800 sq ft **Land size:** 1,650 sq ft  
**Bedroom:** 4 **Bathroom:** 3

**Zahari** (REN 33520)

IREAL PROPERTY SDN BHD  
E (1) 1747

+60136337535



LIDM1085508

**RM1,185,000**

**Reflection Residence, Mutiara Damansara, Selangor**

**Type:** Condominium **Tenure:** Freehold  
**Built-up:** 1,283 sq ft **Bedroom:** 3  
**Bathroom:** 2

**Yat Min** (REN 31294)

WTW REAL ESTATE SDN BHD  
E (1) 0507/6

+60186613088



LIDM1133880

**RM750,000**

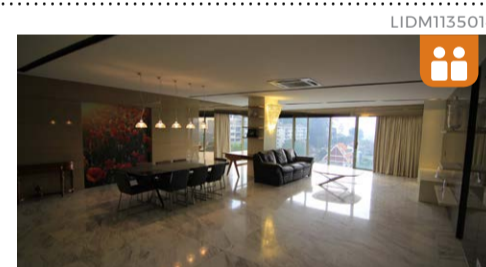
**Mei On The Madge, Taman U-Thant, Kuala Lumpur**

**Type:** Condominium **Tenure:** Freehold  
**Built-up:** 907 sq ft **Bedroom:** 3  
**Bathroom:** 2

**Linda Khoo** (REN 09433)

HENRY BUTCHER REAL ESTATE SDN BHD  
E (1) 0501

+60122363065



LIDM1135014

**RM2,800,000**

**The Loft, Bangsar, Kuala Lumpur**

**Type:** Condominium **Tenure:** Freehold  
**Built-up:** 3,349 sq ft **Bedroom:** 5  
**Bathroom:** 5

**Kevin Teh** (REN 02206)

PROPSTAR REALTY  
E (3) 1591

+60135557333



LIDM1094139

**RM1,800,000**

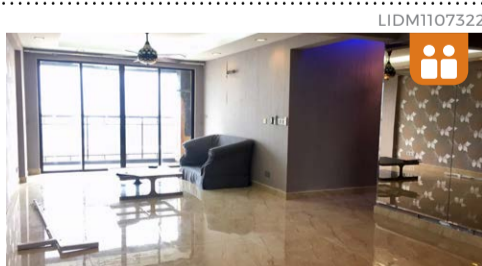
**Puncak Ukay, Ampang, Selangor**

**Type:** Townhouse **Tenure:** Freehold  
**Built-up:** 2,868 sq ft **Bedroom:** 4  
**Bathroom:** 3

**Jimmy Ng** (REN 02015)

REAPFIELD PROPERTIES (KL) SDN BHD  
E (1) 0452/1

+60162570886



LIDM1107322

**RM700,000**

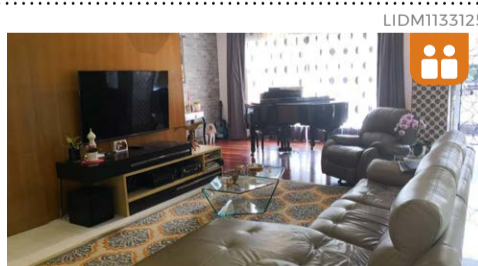
**Rivercity, Jalan Ipoh, Kuala Lumpur**

**Type:** Condominium **Tenure:** Freehold  
**Built-up:** 1,504 sq ft **Bedroom:** 3  
**Bathroom:** 2

**Terence Tih** (REN 01644)

TECH REAL ESTATE SDN BHD  
E (1) 1537

+60176682669



LIDM1133125

**RM2,580,000**

**The Rafflesia, Damansara Perdana, Selangor**

**Type:** Semidee **Tenure:** Leasehold  
**Built-up:** 4,000 sq ft **Land size:** 2,870 sq ft  
**Bedroom:** 5 **Bathroom:** 6

**Ganesha** (REN 04958)

SQUARE FEET REAL ESTATE  
E (3) 1547

+60122139009



LIDM1127958

**RM4,200,000**

**Sea Park, Petaling Jaya, Selangor**

**Type:** Bungalow **Tenure:** Freehold  
**Built-up:** 6,000 sq ft **Bedroom:** 7  
**Bathroom:** 4

**Bernice Lim** (REN 19013)

KIM REALTY  
E (3) 0211

+60126601616