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FRIDAY, SEPTEMBER 6, 2019 . ISSUE 2963/2019 . PP19055/06/2016(034530)

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## What ails JOHOR?

Property developers spell out the issues that are holding back the real estate sector in the state. See Pages 6 and 8.

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EdgeProp.my pullout is published

by The Edge Property Sdn Bhd. It is

available with *The Edge Financial**Daily* every Friday. The pullout

is also distributed at more than

200 offices, shopping complexes,

condos, medical centres and F&amp;B

outlets in the Klang Valley. You can

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**Challenging outlook for office sector**

Office rents in the Kuala Lumpur city centre (KL City) saw a marginal decline of 0.2% in the second quarter of 2019 (2Q2019) from the previous quarter and 0.7% compared with a year ago, according to Knight Frank's Asia-Pacific (APAC) Prime Office Rental Index Q22019.

"Faced with the high impending office supply driven by new construction, prime grade office rents in KL City continue to be under pressure with landlords competing to attract new occupiers as well as to retain existing tenants," Knight Frank Malaysia executive director of corporate services Teh Young Khean said in a press release on Sept 4. Prime net headline rent in the city centre stood at RM5.80 psf per month and is forecasted to remain under pressure in the next 12 months.

Overall, office markets rents across the 20 APAC cities tracked by the index recovered slightly in 2Q2019, rising 0.9% q-o-q.

**S P Setia receives highest IBS score in Malaysia**

Setia Precast Sdn Bhd, a wholly-owned subsidiary of S P Setia Bhd has received an Industrialised Building System (IBS) score of 93.95, the highest in the country, for the construction of the Kementerian Kesihatan Malaysia Government Quarters building in Setia Federal Hill, Kuala Lumpur.

The Construction Industry Development Board (CIDB) chief executive Datuk Ahmad 'Asri Abdul Hamid presented the award recognising the achievement to S P Setia president and CEO Datuk Khor Chap Jen on Sept 3 at the newly completed government quarters. Also present at the ceremony were CIDB senior general manager of construction technology development sector Datuk Elias Ismail, and S P Setia deputy president and chief operating officer Datuk Wong Tuck Wai.

**CIDB MALAYSIA Setia**  
**Best IBS Score in Malaysia**  
**Certificate Presentation**  
3 September 2019

The 15-storey government quarters building houses only 24 units with the standard built-up size of 2,800 sq ft and has four bedrooms. The construction only took two years to complete.

"We are very proud to have achieved another significant milestone for the Setia group. Setia

always strives to be the best in all we do, and this award is another testament to our commitment to the vision," said Khor.

He added that the award would spur the developer to further incorporate the IBS method in future construction projects.

"To date, we have built more than 25,000 homes using IBS. We are currently looking to use this method for the construction of upcoming landed linked-houses, and have started to incorporate PBUs (Prefabricated Bath Unit) in some of our recent projects.

"IBS has been proven to increase speed, improve quality, reduce noise level at the sites and improve construction reliability by taking site safety and housekeeping to a new level," Khor noted.

**Get BREAKING PROPERTY NEWS delivered to you daily via WhatsApp!****TO SUBSCRIBE****1. Add +6018 290 2116 to your contact list as EdgeProp News. Or scan this QR code.****2. Send us a WhatsApp with "NEWS" and your full name in the message.****PAM calls for better fire safety measures for heritage buildings**

The Malaysian Institute of Architects (PAM) has called for upgrades to fire and life-safety measures at all heritage buildings, particularly older buildings following the recent fire that saw loss of lives and buildings in the heritage town of Sungai Lembing on Aug 31.

Fire safety upgrades are particularly important for timber buildings that are constructed in terraced form or in very close proximity as they are deemed at risk of rapid fire

spread, said PAM president Lillian Tay and the institute's heritage and conservation committee chairman Steven Thang in a joint statement on Sept 4.

"PAM calls on relevant authorities, architects, engineers and specifiers to ensure adequate fire safety provisions for heritage buildings or historical towns such as Sungai Lembing and many similar towns in Malaysia," they said.

PAM is also in the midst of completing a guideline on fire safety for heritage buildings together with Fire and Rescue Department of Malaysia and other stakeholders.

**Sunsuria CEO Koong steps down**

Sunsuria Bhd CEO Koong Wai Seng has resigned from his executive position effective Aug 30, after helping the property developer for about three years.

In a filing with Bursa Malaysia, Sunsuria said Koong, 52, resigned "to pursue other personal goals and interests".

In May 2016, Koong, who was the group's deputy CEO at the time, replaced Ho Hon Sang as the CEO.

How do I get past issues of this weekly pullout?  
Go to [www.EdgeProp.my](http://www.EdgeProp.my) to download for free**LAUNCHES + EVENTS**If you have any real estate-related events, email us at [editor@edgeprop.my](mailto:editor@edgeprop.my). Events listed here will also appear on [www.EdgeProp.my](http://www.EdgeProp.my).**Sunsuria City Mid-autumn Festival****Date:** Sept 7 (Sat)**Time:** 12pm to 10pm**Venue:** Celebration Centre @ Sunsuria City, Persiaran Sunsuria, Bandar Sunsuria, Sepang, Selangor**Contact:** (03) 6145 7777

Celebrate the Mid-autumn Festival with Sunsuria Bhd and enjoy the Bunny Petting Zoo, Mid-autumn Workshop Fun, colouring contest, traditional performances, mooncakes and lantern walk.

**Tropicana Aman Mid-autumn Festival****Date:** Sept 7 & 8 (Sat & Sun)**Time:** 11am to 5pm**Venue:** Tropicana Aman Property Gallery, No. 2, Persiaran Aman Perdana 3,

Bandar Tropicana Aman, Telok Panglima Garang, Selangor

**Contact:** (1700) 81 8868

Bring your kids along to try their hand at making lanterns and mooncakes at Tropicana Aman. You can also enjoy traditional mooncakes, Chinese tea and light refreshments.

**Setia Safiro Moon Festival****Date:** Sept 7 (Sat)**Time:** 6pm to 9pm**Venue:** Setia Safiro, Persiaran Rimba Permai, Cyber 10, Cyberjaya, Selangor**Contact:** (03) 8008 2228

S P Setia Bhd invites you to its Moon Festival at Setia Safiro featuring exciting activities including mooncake-making workshops, delicious food stalls, Cyr wheel performances and fun LED train rides.

**Secrets to perfecting your rental prospect****Date:** Sept 7 (Sat)**Time:** 2pm to 4pm**Venue:** Southbay Sales Gallery, No. 1, Southbay City, Jalan Permatang Damar Laut, Bayan Lepas, Penang**Contact:** (04) 628 8188

Mah Sing Group Bhd brings in interior design studio

Interspace to share tips on furnishing your property, from an investor's perspective, to maximise rentals and values.

**Cyberjaya Multimedia Festival 2019****Date:** Sept 7 (Sat)**Time:** 11am onwards**Venue:** Tamarind Square, Persiaran Multimedia, Cyberjaya, Selangor**Contact:** (03) 8312 8000

Organised by the master developer of Cyberjaya, Setia Haruman Sdn Bhd, the event themed 'Light Up!' promises a carnival-like atmosphere with fun activities across arts, animation and music for all age groups including

a projection mapping show, performances by local artists, free movie screenings, mascot appearances and sing-along sessions for the younger ones.

**Diamond City Mid-autumn Lantern-making Contest****Date:** Sept 8 (Sun)**Time:** 3pm to 8pm**Venue:** Diamond City Sales Gallery, Diamond City Phoenix Club House, Jalan Diamond City, Diamond City, Semenyih, Selangor**Contact:** (1300) 80 6666

Join Country Garden at a special mid-autumn celebration at Diamond City. Test your skills at the lantern-making contest and win cash prizes. Food trucks, various traditional performances and DIY activities for kids await.





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# Country Garden to launch Aradia, first phase of Lake City

BY RACHEL CHEW

KUALA LUMPUR: Country Garden Malaysia is looking to launch the first phase of its Lake City @ KL North development in Taman Wahyu, Kuala Lumpur soon.

The 80-acre township is a joint development with Perdana ParkCity Sdn Bhd.

Dubbed Aradia, it offers 1,003 condominium units and 23 shoplots located within three 43-storey blocks.

Aradia will be on a 4.38-acre site and has an estimated gross development value of RM700 million. The project is expected to be completed in 2023.

The condominium units will have built-up sizes ranging from 943 sq ft to 1,687 sq ft. Every unit comes with fully-fitted kitchen and bathrooms, air-conditioners in each bedroom and living room, as well as smart home features such as smart locks. Units of 1,000 sq ft and above will come with two car park bays. The average selling price is at RM700 psf.

The project's show gallery has been open to the public since Sept 1 and interested buyers have been given queue numbers for unit selection at the upcoming launch. "More than 400 queue numbers were snapped up in just two days," said Country



The 80-acre township lies beside a lake.

Garden Malaysia brand and culture director Emma Han during a media tour of the sales gallery on Sept 4.

"Given the overwhelming interest from potential buyers who are not only locals but also from Petaling Jaya and other areas in Kuala Lumpur, we are looking to officially launch Aradia within a month," she noted.

Aradia will have more than 37 facilities located on level nine such as swimming pool, tennis court, basketball court, BBQ area, darts room and a maze garden. The maintenance fee will be around 35 sen psf.

Lake City is designed to be a HOPSCA (Hotels, Offices, Parks, Shopping Malls, Connectivity and Apartments) project. It is envisioned to be a complete neighbourhood linked by an efficient transportation system.

The development is well connected via the Middle Ring Road 2, Jalan Kuching and Jalan Kepong. It is also served by the existing Taman Wahyu KTM station and the upcoming Sri Delima MRT (mass rapid transit) station which is slated for completion in 2021.



A scale model of Lake City @ KL North.

This story first appeared on [www.EdgeProp.my](http://www.EdgeProp.my)

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An artist's impression of the semi-detached units of Althea.



I &amp; P

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## FEATURES OF ALTHEA @ ALAM IMPIAN

- **GDV:** RM64 million
- Freehold
- Double-storey semi-detached houses
- 4 bedrooms and 5 bathrooms
- 32 units
- **Lot size:** 40ft by 90ft
- **Built-up area:** 3,384 sq ft to 3,580 sq ft
- **Price starts from:**  
**RM1,934,800**

Often, urban living means having to sacrifice space and comfort. Hence, many urban dwellers yearn for a home that offers them abundant space both within the home as well as outside, for their leisure and recreation.

Certainly, life is about enjoying spaces, says S P Setia Bhd divisional general manager Datuk Zaini Yusoff, who oversees I&P's operation. I&P is a member of S P Setia.

"Homebuyers want to enjoy spaciousness not just inside their houses but also from the amenities nearby. City life is already very stressful, so people should enjoy comfortable spaces at home," he adds.

The township of Alam Impian in Shah Alam undoubtedly offers generous spaces for living and recreation including Althea, one of the newest homes in Alam Impian. The township is developed by I&P.

Althea, a freehold low-density project, offers 32 double-storey semi-detached houses, each with four bedrooms and five bathrooms. The units come with a lot size of 40ft by 90ft and a minimum built-up size of 3,384 sq ft. Prices start from RM1.93 million.

All Althea homes face a park shared only by residents in the guarded precinct. The park has a jogging track and a playground.

"Every guarded housing precinct in Alam Impian has its own recreational area. Also, being situated on higher ground gives Althea even better Fengshui," Zaini says. Positioned as the "City of Arts", all project names at Alam Impian are inspired by the world of art.

### NEW VIBRANCY FOR ALAM IMPIAN

First launched in 2006, Alam Impian now has a population of more than 12,500 people with a traffic volume of 30,000 to 34,000 vehicles during weekdays, and between 22,000 and 29,000 during weekends, says the developer.

The 1,235-acre township is easily accessible via the Lebuhraya Kemuning-Shah Alam (LKSA), the KESAS Expressway, the Federal Highway and ELITE Expressway. The West Coast Highway that is under construction will further enhance its connectivity once completed.

About 60% developed to date, there are around 520 acres of land available for future development in the township. Currently, with 3,166 residential

# Enjoy the luxury of space at Alam Impian

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- Lebuhraya Kemuning-Shah Alam (LKSA)
- Shah Alam Expressway (KESAS)
- Federal Highway
- ELITE Expressway
- West Coast Highway (estimated completion of main link in 2022)

### NEARBY AMENITIES

#### UNIVERSITIES

- UiTM Shah Alam – **10km**
- Management & Science University – **11km**
- Taylor's Lakeside Campus – **20km**

#### HEALTHCARE CENTRES/ HOSPITALS

- KPJ Selangor Specialist Hospital – **7km**
- AVISENA Specialist Hospital (DEMC) – **9km**
- Hospital Shah Alam – **12km**

#### RETAIL CENTRES/ ATTRACTIONS

- SACC Mall – **8km**
- Shah Alam National Botanical Park – **11km**
- Aeon Mall, Shah Alam – **13km**
- Sunway Pyramid – **19km**

units completed, a total of 20,226 residential units are expected upon the township's full development.

Currently, amenities at Alam Impian include a mosque, petrol station, retail stores, community police station and parks.

Noting that the township was introduced more than 10 years ago, Zaini reveals that some changes are in store



An artist's impression of the amphitheatre with a floating stage

Zaini: Being situated on high ground gives Althea even better Fengshui.

at Alam Impian to give the township renewed vibrancy, including introducing new facilities and a fresh look.

Enhancements mulled by the developer involve the township's retail, recreation and education components.

The good news for residents is that a town centre for Alam Impian is finally taking shape. The company plans to launch the first phase of about 48 shophouses dubbed Impian Prisma this November. "Although there are some neighbourhood shops in the township, it has yet to have a town centre," Zaini says.

A new Alam Impian Welcome Centre will also be completed by June 2021 to house a 1,000-pax ballroom, retail shops, sales gallery, as well as a full-fledged club house that will offer facilities such as swimming pools, badminton courts and other recreational facilities.

I&P is also in talks to bring in a private school to be operational in the near future.

At the same time, under its tagline of "Where Nature Embraces Art", I&P is planning to revitalise the township's landscape. The upgrading of the 32-acre Alam Impian lake park has already

begun since June this year and the works are expected to be completed in June 2021. When ready, residents will have an active park offering facilities such as a food truck area, alfresco area, an amphitheatre/floating stage, outdoor cinema, kids' sensation garden, a par course, yoga area and cascading water features. There will also be new jogging and cycling trails, a mirror garden, skate park, gallery garden, canopy walk, light garden and treehouse playground.

### STRONG VALUE APPRECIATION

Despite the current slowdown in the Malaysian property market, homes at Alam Impian are well sought after. Double-storey terraced houses called Fleita and Clarino, the township's latest launches before Althea, have seen about 90% and 100% take-up rate, respectively.

The company also recently soft launched Pandura in mid-August. Around 32 out of 97 units of double-storey terraced houses were taken up within the first day of the soft launch.

Older houses in Alam Impian have

enjoyed decent appreciation in value. For instance, the value of terraced houses at Pentas 6 in Alam Impian has increased about 10% to 20% as of August 2019 from when the homes were handed over in early 2019.

According to EdgeProp.my's data, prices of semi-detached houses in Alam Impian went up by over 30% from the period 2011 to 2019.

Zaini is confident that the upcoming commercial developments and facility upgrades will further fuel value appreciation of residential units in Alam Impian.

"When more facilities, shops and recreational places are available after we rejuvenate the landscape and introduce the new Alam Impian Welcome Centre, the value of existing properties could easily go up, based on our past experience at our other townships like Bandar Kinrara in Puchong," he elaborates.

Althea is poised to ride on Alam Impian's upcoming revitalisation. Already close to completion, it is set to be handed over early next year. About half of its units have already been sold.

Visit Alam Impian Welcome Centre in Shah Alam or go to [www.inp.my](http://www.inp.my) to learn more about Althea.





BY TAN AI LENG

The second most populous state in Malaysia, Johor has remained attractive to investors. However, the latest data by Iskandar Regional Development Authority (IRDA) shows that there are some factors that are holding its real estate sector back from its true potential.

In the first half of 2019, Iskandar Malaysia secured committed investments of RM16.75 billion, contributing to the RM302.09 billion total cumulative committed investments from 2006 to June 2019. Around 47% of investments came from the manufacturing sector while 53% came from the services and other sectors.

IRDA chief executive Datuk Ismail Ibrahim at a recent media briefing said the latest investment figure has translated into an impressive compound annual growth rate of 9.7% over the past five years.

Johor's advantages lie in its proximity to Singapore, rich natural resources, being a self-sustaining state with various economic activities such as tourism, services, manufacturing and its real estate sector.



Chong: More needs to be done to catalyse the Johor property market.

Established overseas development companies like China-based Greenland Group, Country Garden, R&F Properties Co Ltd and Singapore-based Hao Yuan Pte Ltd, have rolled out developments in Johor while Toppen Shopping Centre by Ikea Southeast Asia, Legoland, Marlborough College and Hello Kitty theme park also operate there.

Despite all these and IRDA's impressive figures, Johor's property developers fail to see a spillover onto the property development sector as many still have high inventory levels.

Johor state housing, communications and multimedia committee chairman Dzulkefly Ahmad has revealed that Johor currently has the highest number of unsold completed properties in Malaysia, with 6,066 units worth about RM4.06 billion floating in the market for over two years now. Nearly 60% of these units are priced at RM500,000 and above.

At a media briefing by the Real Estate and Housing Developers' Association Johor Branch (Rehda Johor) in August, its chairman Datuk Steve Chong Yoon On said that Johor has accumulated 51,000 unsold properties worth around RM36 billion as at 1Q2019 with an estimated 16,000 being bumiputera quota units.

Rehda Johor members are concerned with the sluggish market and the lack of possible catalysts for brisk sales and lower overhang.

What could be hindering the development of Johor? Here is what Rehda Johor members have to say about it.



Over 10,000 units of incoming supply will be added to the JB high-rise residential market this year.

PICTURES BY LOW YEN YEING | EdgeProp.my

# Five things the Johor property sector COULD DO WITHOUT

## 1 Negative perception of the state

The southern state's property market has seen cooling measures such as the increase in property price threshold for foreign buyers and a blanket ban on high-rise residential developments in the Johor Bahru city centre by the state government since December 2014.

These measures, on top of the rising number of unsold properties and cancellation of mega projects, have affected consumer sentiment and investor confidence.

However, like the IRDA figures, to many, the more positive news coming out of Johor seems insignificant. For instance, property transactions in 2018 actually improved last year with a growth in volume recorded for the first time since 2015.

The 2018 Property Market Report released by the National Property Information Centre 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.

Will the growth momentum continue? Rehda Johor admits that local demand for landed homes and commercial properties are still strong albeit limited to properties with the "right" pricing and those located in desired locations.

Landed houses priced between RM500,000 and RM750,000 in well-established locations continue to attract buyers with some projects even attracting overnight queues during their launches.

For industrial and commercial properties, business owners are looking for new properties priced below RM2.5 million, with easy access, with good infrastructure and which are close to various amenities.

Approximately 400,000 Malaysians commute to Singapore to work daily.

## 2 Unclear bumiputera unit release mechanism

The National Affordable Housing Policy or Dasar Perumahan Mampu Milik handbook which was unveiled in May this year, states that the bumiputera quota for developments in Johor ranges between 20% and 40%, depending on selling price.

For housing or commercial properties priced less than RM200,000, developers must allocate 40% of units for bumiputera buyers; 30% for properties priced above RM200,000 and 20% for properties priced above RM300,000.

Rehda Johor says the real problem lies within the unclear timeline for the release of these units that has impacted developers' cash flow and revenue.

The association said in some projects, the bumiputera unit allocation in Johor could be as high as 50% but it is estimated that only 20% of bumiputera buyers are eligible to purchase these units.

They call for authorities to review the current bumiputera release mechanism, and to provide transparent and clear guidelines in order to help ease property overhang in the state, enabling eligible buyers to purchase their desired units in preferred locations, and allowing developers to better manage their inventories and cash flow.

PATRICK GOH | THE EDGE

## 3 High minimum property purchase price for foreigners

In the 2010 - 2012 market boom, Johor saw new launches almost every weekend and news of people queuing up overnight for a unit was the norm.

However, the global economic slowdown and concerns regarding household debt and market overheating led to cooling measures, introduced to prevent speculative property investments.

One such measure was that foreign property purchasers in Johor were only allowed to buy property priced RM1 million (effective March 1, 2014) and above, compared with RM500,000 and above previously.

Unfortunately, there is little appetite for properties priced above RM1 million on the secondary market, and the global market slowdown was also hurting investors' pockets.

The weakened ringgit against major currencies, especially the Singapore Dollar, discouraged investors further. Some Singapore investors made losses or insignificant profits after selling their properties in Malaysian Ringgit. The republic's currency has been around RM3 since October 2018 compared with RM2.53 in August 2014.

CONTINUES ON PAGE 8







Left: An artist's impression of Ferringhi Residence 2, Batu Ferringhi, Penang

Below: An artist's impression of M Centura, Sentul, Kuala Lumpur



# MahSing

Reinvent Spaces. Enhance Life.

Check out these participating projects under **"Lock and Win"**

PROJECT	TYPE	HOME OWNERSHIP CAMPAIGN (HOC)
<b>KLANG VALLEY</b>		
M Vertica, Cheras Tower C	High-rise residential	✓
M Centura, Sentul	High-rise residential	✓
M Aruna, Rawang	Double-storey link homes	✓
Sensory@Southville City, KL South	High-rise residential	✓
D'Sara Sentral, Sungai Buloh	High-rise residential	
Lakeville Residence, Taman Wahyu	High-rise residential	✓
Cerrado, Southville City	High-rise residential	✓
<b>PENANG</b>		
Ferringhi Residence 2, Batu Ferringhi	High-rise residential	✓
M Vista, Bayan Lepas	High-rise residential	✓
Legenda, Bayan Lepas	Resort bungalows	
<b>JOHOR</b>		
Meridin@Medini, Iskandar Puteri	High-rise residential	✓
Meridin Bayvue in Sierra Perdana	High-rise residential	✓
Meridin East in Pasir Gudang	Double-storey link homes	✓
i-Parc in Tanjung Pelepas	Factory/industrial units	

# Lock in a property with Mah Sing and win prizes

Your dreams of owning a new home has just become sweeter. Those who purchase a property from Mah Sing Group Bhd's (Mah Sing) array of projects in various locations in the country can win prizes worth a total of RM2,000,000, including cash and hotel vouchers.

The Lock and Win campaign launched on July 19, 2019 in conjunction with Mah Sing's 25th anniversary is open to all customers who book a Mah Sing property from March 1, 2019 to Dec 31, 2019.

Purchasers need to sign the Sale and Purchase Agreement (SPA) for a property of their choice and pay a minimum booking fee required in accordance with the SPA during the campaign period to be eligible for the exciting campaign.

On top of that, eligible buyers of selected projects will also have the benefit of winning additional prizes that include a range of sports utility vehicles.

"The recent extension of the National Home Ownership Campaign (HOC) until Dec 31, 2019 shows that the government is committed to assist aspiring homeowners in getting a leg up on the property ladder," said Mah Sing founder and Group Managing Director Tan Sri Leong Hoy Kum.

"To support the HOC and to celebrate Mah Sing's Silver Jubilee in 2019, we have crafted the Lock and Win campaign to reward our property purchasers by allowing them to participate in a lucky draw offering a wide array of prizes to be won," he added.

There are 14 participating projects under the campaign. Projects in the Central region include M Vertica in Cheras, M Centura in Sentul, M Aruna in Rawang, D'Sara Sentral in Sungai Buloh, Lakeville Residence at Jalan Kuching as well as Sensory and Cerrado, both at Southville City in KL South.



Mah Sing's senior management team unveiling the poster for the "Lock and Win" campaign in Mah Sing HQ, KL

In Penang, participating projects include Ferringhi Residence 2 in Batu Ferringhi, M Vista in Bayan Lepas, and Legenda in Bayan Lepas, while participating projects in Johor are Meridin@Medini in Iskandar Puteri, Meridin Bayvue in Sierra Perdana, The Orchid@Meridin East in Pasir Gudang and i-Parc in Tanjung Pelepas.

The property market seems to be at a turning point where many believe that a recovery is on the way. "We hope that homebuyers who have not purchased a Mah Sing property will take advantage of this additional perk as, who knows, it could be their lucky day," Leong said.

Apart from the Lock and Win campaign, Mah Sing has also recently launched the Refer N'Reward (RnR) campaign on July 1, 2019 to reward eligible referees who introduce Mah Sing properties to their family and friends, with up to RM60,000 in cash.

So if you are looking for a property, you should definitely consider Mah Sing's projects and take advantage of the various ongoing campaigns to turn your dreams of owning a home into reality.



i-Parc factory units in Tanjung Pelepas, Johor

## Going digital for a better customer experience

Since end of 2018, Mah Sing has been offering its new property owners paperless and hassle-free Vacant Possession (VP) with the company's Digitised VP processing system.

Mah Sing is one of the first property developers to introduce such a system in Malaysia, thanks to its customer-focused DNA.

After taking delivery of VP, several documents will have to be signed by buyers, including the VP form. Once signed, a property will enter the Defects Liability Period (DLP), when defects inspection is carried out.

With the digitised VP processing system, property owners could sign the VP documents digitally, and they will instantly be sent to their emails for their record.

This shortens the time taken to sign the required documentation and paperwork to allow more time for owners to interact with Mah Sing's customer service personnel and express their needs. The system also helps to enhance efficiency and transparency of communication between homeowners with

the property management team and customer service team.

With such a system, contractors can plan their resources better, so that they could attend to the purchasers' queries more effectively.

Besides, customer data can be stored more securely and easily for future references, thus providing a better analysis of customer needs. Last but not least, going paperless reduces paper consumption and wastage.

Also available to property owners is the My Mah Sing app that will update purchasers about their properties from the moment they sign the SPA to the time they receive the keys to their unit.

Among the app's features are an Integrated VP scheduler, timely photo updates on the construction progress of a purchaser's property, a Defect Management Report, Property Management Administrator, and more.

The app is now available for download on the Apple App Store and Google Play Store.

Register your interest at [www.mahsing.com.my/lockandwin](http://www.mahsing.com.my/lockandwin) or call 1300-80-6888 to find out more.





BY TAN AI LENG

Getting the keys to your new home is one of the most exciting moments in life but there are some things that have to be settled before you celebrate. The first thing to do is to inspect the property for defects.

Under the Housing Development Act (HDA), residential property owners have 24 months during the Defect Liability Period (DLP) to check for any defects or faulty workmanship on the new property that has been handed over to them. They have to report the defects to the developer so that the latter can fix the problems.

Although many homebuyers know they need to check their properties, there are some things that could prevent them from conducting a proper inspection.

Here are five things you should NEVER do:

### 1. Never ignore the SPA

Some buyers feel deceived when they compare the completed unit with the impressions given to them when they bought the unit.

Architect Centre Sdn Bhd accredited architect and trainer Anthony Lee Tee observes that many homebuyers are “seduced” by the artists’ impressions or finishes in the show units and assume that what they see is what they would get.

“Not many owners would have read the Sale and Purchase Agreement (SPA) thoroughly before signing on the dotted line, especially Schedule 1 (Approved Building Plans) and Schedule 4 (Description of Building Specifications and Finishes) in the SPA, which list the details of the property design and specifications,” he tells EdgeProp.my.

### 2. Never be ill-equipped for the inspection

Many property owners who carry out their own inspections may not have the expertise and may overlook certain things that need to be rectified, which could cause bigger problems in future, says MIP Properties Sdn Bhd senior negotiator Chong Teck Seng.

“Property investors especially, will just do some simple inspections of visible defects,” he adds.

Lee concurs that most of the owners being

# What NOT to do when checking for defects

LOW YEN YEING | EdgeProp.my



Lee: Common area inspection is equally important as any defect can cause bigger problems in future, and be too costly to fix.

PATRICK GOH | THE EDGE



Chong: Neglecting defects may affect the property value as buyers may ask to reduce the price or choose another property.

non-technically equipped may only check the finishes or the things they could see and touch but what lies beneath or is hidden from view, such as the floor or wall tiles, the ceilings, cables and pipes, are missed.

“Property inspection is not about checking the visible faulty workmanship but also to identify the root causes of major defects to prevent skin-deep cosmetic repairs,” he says.

For instance, checking the water meters could tell you of possible leaking water pipes.

He says owners who conduct their own inspections should equip themselves with basic technical knowledge and useful tools such as a ladder, a long shank screwdriver, a good torchlight and a power point tester as well as a DIY checklist.

### 3. Never damage the property

A unit owner can request the developer to fix defects but the unit belongs to you and any destructive action on your part is only causing more damage to your unit.

For instance, when marking the defects in a unit during inspection, Lee from Architect Centre advises property owners to use removable masking tape or stickers instead of spray paint or marker pen.

Similarly, for the flooring, if the owner finds any problem such as hollow tiles or cracked tiles, Lee says it’s better to leave a removable sticker rather than breaking up the tiles further.

“Using your mobile phone to capture photos or short videos as part of a recorded compilation of defects could also be an effective way to communicate the problem to developers,” he adds.

### 4. Never be careless

According to Chong from MIP Properties, some property investors/owners appoint agents to collect the keys to their new properties and put up the units in the market for rent or sale without even seeing the unit themselves, what more to inspect them.

“The majority of them are foreign buyers or Malaysians who are staying abroad so they will authorise agents to do a simple inspection for visible defects while some of them will just ignore the inspection process altogether as they hope their unit would be sold quickly within the DLP period and the new owner can inspect the unit and deal with the developer,” he explains.

However, he notes that not doing a proper inspection may affect the property’s value as buyers may ask to reduce the price or choose another unit if they spot visible defects.

### 5. Never neglect the common areas and facilities

Lee says a majority of strata property buyers tend to inspect their own units and car parks only but forget about the common areas and facilities.

## CHECKLIST

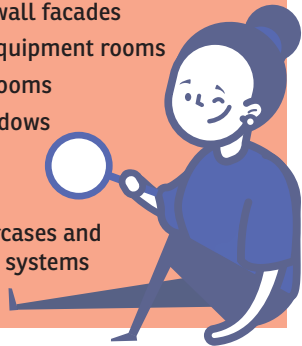
### Often overlooked areas during inspection

#### In the unit:

- Inside ceiling spaces
- Embedded wires, cables and pipes
- Gradient of bathroom tiles
- Inside floor traps
- Safety issues such as handrails and glass
- Compliance of electrical installations with requirements
- Gas pipes and terminations

#### In common areas:

- High-level wall facades
- Plant and equipment rooms
- Lift motor rooms
- Outside windows
- Water tanks
- Roofing
- Escape staircases and fire-fighting systems



“Inspection of common areas is equally important as any defect can cause bigger problems in future and could be costly to fix. It is advisable for owners to conduct a comprehensive inspection of all common property areas soonest possible before the end of the DLP,” he stresses. The common property areas include water tanks, equipment room, lift pits and motor rooms as well as the escape staircases and the functionality of fire-fighting systems.

## COVER STORY



# Market disappointed by unhappenings

FROM PAGE 6

## 4 Lack of significant catalysts

Postponement of the Kuala Lumpur-Singapore High Speed Rail (HSR) project and the review of the Johor Bahru - Singapore Rapid Transit System (RTS) link last year also severely impacted investment sentiments.

Those banking on the commencement of these two mega infrastructure projects to spur new business opportunities and

future growth and development for Johor were disappointed.

The RTS, crossing the Straits of Johor that connects Singapore’s Woodlands with Johor Bahru, was meant to provide alternative commute options between the entry points.

Recent news reports put the number of Malaysians making the commute to Singapore for work daily at 400,000 people.

The improved connectivity offered by the RTS has the potential to attract more Singapore businesses to Iskandar Malaysia, especially small and medium enterprises.

Market sentiments in Johor were also affected by Singapore’s economic growth. It slashed its GDP growth forecast this year to 0-1%, from 1.5% - 2.5%, due to the on-going trade war between the United States and China, signalling that Singapore companies may downsize their operations to weather economic uncertainties ahead.

In a recent news report, Johor South SME Association adviser Teh Kee Sin said Malaysians working in Singapore will be the first hit in a downsize, affecting over 700,000 Malaysians.

## Market sentiments in Johor has also been affected by Singapore's economic growth

## 5 Impact of global issues

Slower growth due to global economic uncertainties is currently being experienced by many countries.

The World Bank Global Outlook

Report released in June 2019 reveals that global growth in 2019 is expected to slow to 2.6%, reflecting weaker-than-expected trade and investment at the start of the year.

“Growth is projected to gradually rise to 2.8% by 2021 predicated on continued benign global financing conditions and a modest recovery in emerging markets and developing economies,” said the report.

In 2018, global economic growth moderated to 3%, from 3.1% in 2017. In Malaysia, GDP growth slowed to 4.7% from 5.7% in 2017, mainly supported by the services and manufacturing sectors.

The overall market slowdown and medium term uncertainties will affect the risk appetite of investors.



## SPOTLIGHT



## Properties for sale and rent



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**RM12,000,000****Jalan Gereja, Jalan Lekiu, KL City, Kuala Lumpur****Type:** Shopoffice **Tenure:** Freehold  
**Built-up:** 14,898 sq ft **Land size:** 3,541 sq ft**Joanne Soh** (REN 13124)

CBD PROPERTIES SDN BHD (E (I) 1197)

+6012 297 6506

**RM880,000****Cheras Batu 9, Cheras, Kuala Lumpur****Type:** Terraced house **Tenure:** Freehold  
**Built-up:** 2,866 sq ft **Land size:** 1,440 sq ft  
**Bedroom:** 6 **Bathroom:** 4**Terence Yap** (REN 10998)

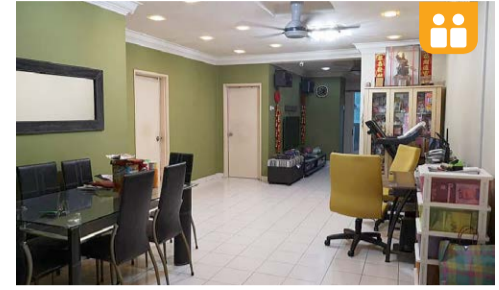
GS REALTY SDN BHD (E (I) 1307)

+6012 232 9042

**RM1,150,000****Land in Taman Melawati, Kuala Lumpur****Type:** Land **Tenure:** Freehold  
**Land size:** 8,000 sq ft**Terence Yap** (REN 10998)

GS REALTY SDN BHD (E (I) 1307)

+6012 232 9042

**RM519,000****Fortune Avenue, Taman Usahawan Kepong, Kuala Lumpur****Type:** Condominium **Tenure:** Leasehold  
**Built-up:** 1,137 sq ft **Bedroom:** 3 **Bathroom:** 2**Terence Yap** (REN 10998)

GS REALTY SDN BHD (E (I) 1307)

+6012 232 9042

**RM996,000****Aqua 3, Bandar Nusaputra, Puchong South, Selangor****Type:** Terraced house **Tenure:** Leasehold  
**Built-up:** 3,471 sq ft **Land size:** 1,500 sq ft  
**Bedroom:** 5 **Bathroom:** 5**Terence Yap** (REN 10998)

GS REALTY SDN BHD (E (I) 1307)

+6012 232 9042

**RM240,000****Flat Seksyen 4, Wangsa Maju, Kuala Lumpur****Type:** Flat **Tenure:** Leasehold  
**Built-up:** 527 sq ft **Bedroom:** 2 **Bathroom:** 1**Mohamad Nazeri Aziz** (REN 22743)

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

+6016 287 0975

**RM580,000****Menara Polo Condominium, Desa Pandan, Kuala Lumpur****Type:** Condominium **Tenure:** Leasehold  
**Built-up:** 1,485 sq ft **Bedroom:** 3 **Bathroom:** 2**Mohamad Nazeri Aziz** (REN 22743)

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

+6016 287 0975

**RM769,000****Seri Riana Residence, Wangsa Maju, Kuala Lumpur****Type:** Condominium **Tenure:** Leasehold  
**Built-up:** 1,259 sq ft **Bedroom:** 3 **Bathroom:** 2**Samson** (REN 29578)

MAXIMA REALTY (E (3) 0665)

+6011 5600 0000

**RM330,000****Prisma Perdana, Taman Midah, Cheras, Kuala Lumpur****Type:** Condominium **Tenure:** Leasehold  
**Built-up:** 817 sq ft **Bedroom:** 2 **Bathroom:** 2**Ernest Chuan** (REN 27765)

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

+6012 259 0251

**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** (REN 09433)

HENRY BUTCHER REAL ESTATE SDN BHD (E(I)0501)

+6012 236 3065

**RM800,000****Sutera Damansara, Ria 1, Damansara Damai, Selangor****Type:** Terraced house **Tenure:** Leasehold  
**Built-up:** 1,650 sq ft **Land size:** 1,650 sq ft  
**Bedroom:** 5 **Bathroom:** 4**Wennie Liew** (REN 16099)

IQI REALTY SDN BHD (E (I) 1584)

+6012 233 3013

**RM525,000****Taman Impian Putra, Bangi, Selangor****Type:** Terraced house **Tenure:** Leasehold  
**Built-up:** 1,800 sq ft **Land size:** 1,400 sq ft  
**Bedroom:** 4 **Bathroom:** 3**Mohd Faiz** (REN 04003)

TRUE VEST PROPERTY CONSULTANTS SDN BHD

(VE (I) 0249) +6013 308 3063

**RM1,399,888****Isola, Subang Jaya, Selangor****Type:** Condominium **Tenure:** Freehold  
**Built-up:** 1,927 sq ft **Bedroom:** 4 **Bathroom:** 3**John Oh** (REN 07002)

IQI REALTY SDN BHD (E (I) 1584)

+6012 298 6266

**RM690,000****M Residence, Rawang, Selangor****Type:** Terraced house **Tenure:** Freehold  
**Built-up:** 1,760 sq ft **Bedroom:** 4  
**Bathroom:** 3**Yijo Phoon** (REN 27634)

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

+6012 290 9100

**RM480,000****Taman Sri Gombak, Gombak, Selangor****Type:** Terraced house **Tenure:** Freehold  
**Built-up:** 1,400 sq ft **Land size:** 770 sq ft  
**Bedroom:** 3 **Bathroom:** 2**Segar Xavier Kuppusamy** (REN 04972)

SQUARE FEET REAL ESTATE (E (3) 1547)

+6014 338 3381

**RM1,680,000****Jalan Opu Daeng Merewah 9/3, Shah Alam, Selangor****Type:** Bungalow **Tenure:** Leasehold  
**Built-up:** 3,000 sq ft **Land size:** 11,743 sq ft  
**Bedroom:** 4 **Bathroom:** 3**Elvie Ho** (REN 22102)

REAPFIELD PROPERTIES (KL) SDN BHD (E (I) 0451/1)

+6012 303 3788



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**Properties for sale and rent**Pro Agents, get your listings featured here! Email [support@edgeprop.my](mailto:support@edgeprop.my) or call 03-7733 9000**RM5,000,000****Binjai on the Park, KLCC, Kuala Lumpur****Type:** Condominium **Tenure:** Freehold  
**Built-up:** 2,282 sq ft **Bedroom:** 3  
**Bathroom:** 5**Ian Tang** (REN 22803)REAPFIELD PROPERTIES (HQ) SDN BHD (E (I) 0452)  
+6018 278 3154**RM2,800,000****The Loft Bangsar, 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)  
+6013 555 7333**RM1,980,000****Amberhill, Amber Hill, Taman Melawati, Selangor****Type:** Bungalow **Tenure:** Freehold  
**Built-up:** 4,616 sq ft **Land size:** 4,316 sq ft  
**Bedroom:** 5 **Bathroom:** 4**Terence Tih** (REN 01644)TECH REAL ESTATE SDN BHD (E (I) 1537)  
+6017 668 2669**RM780,000****Mont Callista @ Taman Pulai Bayu - Skudai, Johor****Type:** Semidee house **Tenure:** Freehold  
**Built-up:** 3,080 sq ft **Land size:** 4,000 sq ft  
**Bedroom:** 4 **Bathroom:** 5**Usha Sha** (REN 17124)GATHER PROPERTIES SDN BHD (E (I) 1536/3)  
+6016 720 0135**RM600,000****Seksyen U2, Taman TTDI Jaya, Selangor****Type:** Terraced house **Tenure:** Freehold  
**Built-up:** 1,400 sq ft **Bedroom:** 4  
**Bathroom:** 3**Mohamad Nazeri Aziz** (REN 22743)REAPFIELD PROPERTIES (KL) SDN BHD (E (I) 0452/1)  
+6016 287 0975**SOLD FOR**  
**RM745,000**  
(RM451 psf)**Double-storey terraced house at Eco Majestic, Semenyih, Selangor****Concluded by:** Elvie Ho (REN 22102) of Reapfield Properties (KL) Sdn Bhd (+6012 303 3788) **When:** August 2019**Noteworthy**

- Freehold
- Land area: 1,650 sq ft
- Built-up: 2,683 sq ft (22ft x 75ft)
- Unfurnished
- 4 bedrooms and 4 bathrooms
- Amenities: AEON Mall (opening in 2020), Tesco Extra at Jalan Semenyih, Tenby International School (at Setia Ecohill), direct access via Lekas Highway from two intersections: Semenyih Interchange (from north via Setia Ecohill) and Eco Majestic Interchange (from south), 15 minutes to Kajang MRT station, 15 minutes' drive to Bangi, 35 minutes' drive to Kuala Lumpur.



Developed by Eco World Development Group Bhd (EcoWorld), Eco Majestic is a 1,089-acre township in Semenyih, Selangor. The sold unit is part of the Merrydale series (Type 8D) with a built-up of 2,683 sq ft.

The entire Merrydale project site is 50.82 acres with a total of 586 units of Straits era-inspired, two-storey terraced homes with colonial style architecture.

Some parts of the Merrydale precinct are dedicated to green open spaces such as a central park and linear park that doubles as a back garden for the houses. It is also flanked by two recreational lakes.

The Eco Majestic township is well connected via several highways such as the Cheras-Kajang Highway, Kajang Dispersal Link Expressway (SILK), Kajang-Seremban Highway (Lekas) and the North South Highway (PLUS). The dedicated Lekas-Eco Majestic Interchange provides additional entry into the township.

Reapfield Properties KL's negotiator Elvie Ho who concluded this sale said the buyer was

captivated by the environment at Eco Majestic. The buyer also liked the good security as it has its own auxiliary police office force patrolling the area around the clock.

"Furthermore, it was a good deal as the unit was sold below the developer sale and purchase agreement price of about RM820,000 back in 2016.

"The seller needed to offload this house quickly as he wanted to purchase another property in Petaling Jaya as his children are studying there," Ho said.

According to him, Eco Majestic will become much more desirable with the opening of AEON Eco Majestic in 2020.

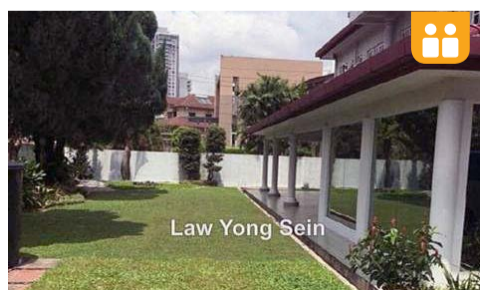
"At Merrydale, about 60% of owners have already moved in. Plus, the Setia Ecohill Taipan commercial hub has already begun operations. So, this is the right time to purchase a home here," he said.

Based on data obtained by EdgeProp.my, there were six transactions of Eco Majestic terraced homes in the first quarter of 2019. These transactions have an average transacted price of RM689,167.

For the second quarter, one terraced home was sold for RM570,000. For the whole of 2018, 20 terraced homes were transacted at the average price of RM696,900.

As at August 2019, there were 12 sale listings for Eco Majestic Merrydale homes on EdgeProp.my with asking prices ranging from RM650,000 to RM1,200,000.

There were also four rental listings with an average rent of RM1,550 per month or RM0.71 psf.

**RM1,500,000****Lakeside semidee, Kota Kemuning, Selangor****Type:** Semidee house **Tenure:** Leasehold  
**Built-up:** 4,000 sq ft **Land size:** 3,600 sq ft  
**Bedroom:** 5 **Bathroom:** 6**Rosie Woo** (REN 26730)ORIENTAL REAL ESTATE SDN BHD (E (I) 1503/1)  
+6017 681 9663**RM572,000****One Residences, Kuala Lumpur****Type:** Condominium **Tenure:** Leasehold  
**Built-up:** 888 sq ft **Bedroom:** 2 **Bathroom:** 2**Terence Yap** (REN 10998)GS REALTY SDN BHD (E (I) 1307)  
+6012 232 9042**RM4,500,000****Bungalow SS17, Petaling Jaya, Petaling Jaya, Selangor****Type:** Bungalow **Tenure:** Leasehold  
**Built-up:** 5,300 sq ft **Land size:** 11,865 sq ft  
**Bedroom:** 8 **Bathroom:** 6**Law Yong Sein** (PEA2212)CHESTER PROPERTIES SDN BHD (E (I) 1321/1)  
+6010 226 1608**RM309,000****Casa Villa Condominium, Kajang, Selangor****Type:** Condominium **Tenure:** Freehold  
**Built-up:** 1,318 sq ft **Bedroom:** 3 **Bathroom:** 2**Vivian Liang** (REN 17134)TOTAL REALTY SDN BHD (E (I) 1572)  
+6016 510 0199**RM18,500,000****Jalan Remis, Port Dickson, Negeri Sembilan****Type:** Hotel **Tenure:** Freehold  
**Built-up:** 10,458 sq ft **Room:** 50**Jimmy Ng** (REN 02015)REAPFIELD PROPERTIES (KL) SDN BHD (E (I) 0452/1)  
+6016 257 0886