

FRIDAY MAY 8, 2015  
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# THE EDGE™ PROPERTY

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14+15 DEALMAKERS

Estate agent v2.0



20 LEGAL

The 5 fundamentals  
of GST on property  
transactions



28 HOME IDEAS

Let's sing the blues

## TO GATE OR NOT TO GATE?

That is the question posed to participants of the recently held The Edge Investment Forum on Real Estate 2015.



Listen to their responses  
at [theedgeproperty.com](http://theedgeproperty.com)

# MONT'KIARA continues to shine

The high-end high-rise residential suburb has shown its resilience and remains a favoured address among homebuyers and investors. [theedgeproperty.com](http://theedgeproperty.com) research has found that the expat enclave's non-landed residential sales in 3Q2014 outperformed the rest of Kuala Lumpur. See Pages 16 and 17.



Check out a video on this hotspot at [theedgeproperty.com](http://theedgeproperty.com)  
and see current listings in this area on [Market Watch Page 18](#).



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Mont'Kiara  
continues to  
shine



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Real Estate  
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Forum 2015

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The Edge Property is published and distributed with The Edge Financial Daily every Friday. For more property data, listings and news, go to [theedgeproperty.com](http://theedgeproperty.com).

## Editor's note

Welcome to the inaugural issue of *The Edge Property* — a weekly property pullout that comes free with *The Edge Financial Daily* on Friday.

The pullout's debut is in conjunction with the re-launch of our property portal [theedgeproperty.com](http://theedgeproperty.com). This is a deliberate move as the pullout aims to complement the contents of [theedgeproperty.com](http://theedgeproperty.com) and vice versa. For those who have already checked out our FREE portal, you would know that there are a number of features there including news, listings, desk-top valuation tools, transaction and rental data, and much more.

All these information and tools are meant to help you make better decisions in the property market in Malaysia and Singapore.

If you have not already noticed, we have over the past week also introduced [theedgeproperty.com](http://theedgeproperty.com) daily Property Snapshots. These appear every Monday to Thursday in the property page of *The Edge Financial Daily*. In these snapshots, our research team has chewed on the data and given you the juicy bits that they have found in a specific market, presented in a bite-sized format.

As far as possible, what you read in those snapshots will be digested a little further in this pullout in the form of more in-depth articles. Other than this, this pullout is for all who are interested in real estate, be they young professionals looking to own or rent their first home or those aspiring to upgrade and eventually own their dream home.

This varied group of readers would also be house-proud home owners who are constantly looking to improve the look

and living environment of their properties. Hence, readers can expect a mix of both industry and home improvement news and features.

We have also dedicated a column, called Dealmakers, to real estate agents and agencies. In this segment, readers can get to know some of these professionals better.

We also have regular monthly columnists: Chris Tan of Chur Associates who will talk about the law and real estate; Datuk Joey Yap of Mastery Academy of Chinese Metaphysics who will talk about feng shui-related issues and Raymond Lee of Xceptional Interiors who will give us an idea on the latest home design trends. Tan and Yap are [theedgeproperty.com](http://theedgeproperty.com)'s experts helming the legal and feng shui Q&A sections, respectively, of the Tips column on the portal. So, do pose your questions to them if you have any and they will be answered on the portal within two working days.

We would also like to mention that the listings you see in this pullout are taken from the [theedgeproperty.com](http://theedgeproperty.com).

If you have an interesting topic, launches or real estate events that you think would be of interest to readers, feel free to share it with us by dropping us a note at [propertyeditor@bizedge.com](mailto:propertyeditor@bizedge.com).

Thank you in advance for your support. Have an enjoyable read!

**Sharon Kam**  
Contributing editor,  
*The Edge Property*



## REIF 2015 participants get sneak preview of theedgeproperty.com

PETALING JAYA: More than 750 readers of *The Edge Malaysia* who attended The Edge Investment Forum on Real Estate 2015 here on Saturday, April 25, were given a sneak preview of the new property portal [theedgeproperty.com](http://theedgeproperty.com).

Attendees took the opportunity to check out the features of the portal at [theedgeproperty.com](http://theedgeproperty.com) booth set up outside the hall. Created by The Edge Media Group, the portal provides property news, listings, information and analytic tools for free.

The Edge Media Group executive chairman Datuk Tong Kooi Ong, in his presentation entitled, "Democratising Property Investments", briefed the audience on the reason for setting up the [theedgeproperty.com](http://theedgeproperty.com) and its features.

"[theedgeproperty.com](http://theedgeproperty.com) aims to give you the tools, to teach you and to help you find opportunities, make the right decisions, know the risks and help you discover the gems," Tong told the audience. He also offered his outlook on the Malaysian property market.

Officially launched on May 7, the portal is now accessible online



KENNY YAP/THE EDGE PROPERTY

New property portal generates keen interest among forum participants Photo by Kenny Yap/The Edge

Hot Spots - Heating Up Or Cooling Down?" This was followed by Tong's presentation.

After the break, *The Edge Malaysia* managing director Au Foong Yee moderated a panel discussion on "Post-GST — The Real Impact on Buyers", featuring Sunway managing director of property development division for Malaysia and Singapore Sarena Cheah; Real Estate And Housing Developers Association (Rehda) Malaysia deputy president Datuk Soam Heng Choon; and Reapfield Academy Group CEO and president Gerard Kho.

The Edge Media Group publisher and group CEO Ho Kay Tat gave the opening address at the forum.

via web and mobile app.

The forum, in its ninth year, was themed, "Investing In Uncertain Times: Make Better Decisions". It was organised by *The Edge Malaysia* and presented by [theedgeproperty.com](http://theedgeproperty.com) with support from Malaysia's top property developer Sunway Bhd.

The first speaker, Zerine Properties Sdn Bhd CEO Prevedran Singh, gave his views on the property market outlook and what to expect this year.

Next up were Ho Chin Soon Research Sdn Bhd chairman Ho Chin Soon and its CEO Ishmael Ho, who presented the topic, "Property

For the full details of The Edge Investment Forum on Real Estate 2015, read the current (May 4) issue of *City&Country*, the property pullout of *The Edge Malaysia*.

Also, check out the news snippets and videos of the event at [theedgeproperty.com](http://theedgeproperty.com)

# Levelling the playing field for property investors

PHOTOS BY KENNY YAP/THE EDGE PROPERTY

KUALA LUMPUR: Professionals in the property sector who were recently given a preview of theedgeproperty.com came away excited about the transaction data and analytics the portal offers for free on top of breaking news and classified listings. Launched by The Edge Media Group on May 7, theedgeproperty.com seeks to level the playing field for property investors.

Presentations are being conducted for real estate agents to help them navigate the website and use the free tools so that they can help investors make decisions. Among them are those from Metro Homes Sdn Bhd, CBD Properties, ZerIn Properties, Hartamas Real Estate Group and Reapfield Properties.

Metro Homes Sdn Bhd director K L See says the agency's team is looking forward to fully utilising the tools and content of theedgeproperty.com "I believe these tools will benefit both agents and consumers," says See. "The portal can provide us [with] what we need to gain an edge and serve our clients better. Most of our clients seek out the best property deals using the Internet, and the features offered by theedgeproperty.com will allow us to assist them in their decision making.

"One of the portal's features allows agents to assess property hotspots and best bargains by enabling a search for a specific property's market performance and past transactions," he observes enthusiastically.

Metro Homes senior group manager Steve Yeap says while it will take time for the portal to establish itself in the market, the features of theedgeproperty.com and industry awareness of *The Edge* will stand the portal in good stead.

"The aim of theedgeproperty.com is to help agents generate sales by providing clients with tips and analysis picked up from the portal," says Yeap.

ZerIn Properties private wealth realtor Fauziana Siebel McKenna welcomes the launch of theedgeproperty.com, describing it as a comprehensive portal for industry professionals.

"It's such a good idea and a new platform



Au: theedgeproperty.com is a one-stop free property portal



Heads, agents and negotiators from Hartamas Real Estate (above), Metro Homes (right) and ZerIn Properties (far right) attended the presentations on theedgeproperty.com led by The Edge Property Sdn Bhd executive director Claudia Lee.



for realtors. The main selling point of this portal is the availability of property data and analysis [which] are usually really hard to get," she says.

"We can provide our clients with valuable figures that are as accurate as possible."

Meanwhile, Christopher Chan, associate director of Hartamas Real Estate (Malaysia) Sdn Bhd says as a company, the agency is impressed with theedgeproperty.com. "It presents the best set of tools for us agents and negotiators. Tools such as valuation data, transacted data, rental rates, bar chart presentations and analysis, which I believe are pertinent in making sales, especially in the secondary market," he says.

Hartamas Real Estate negotiator Chan Kok Hoong believes that besides the website's features, theedgeproperty.com can help agents and negotiators gain better exposure in the industry. "It provides another important avenue for us to advertise our listings, especially for our corporate and affluent clients, who are mostly readers and subscribers of *The Edge*," he adds.

The Edge Communications Sdn Bhd managing director Au Foong Yee says theedgeproperty.com seeks to democratise property investment, helping investors make better decisions.

"The access to data and analytics is a

powerful tool for the making of discerning investment decisions. One should never leave property investment decisions to mere gut feeling or advice from uninformed sources.

"Besides data and analytics, theedgeproperty.com also provides breaking and research-driven news and analysis. One is also able to track new project launches. All these tools are for free.

"We also have, of course, classified listings, which agents and negotiators can post for free.

"In short, theedgeproperty.com is a one-stop free property portal, which is the first of its kind in Malaysia," adds Au.

## LAUNCHES & EVENTS

If you have any real-estate related events, email us at [propertyeditor@theedgeproperty.com](mailto:propertyeditor@theedgeproperty.com). Events listed here will also appear on [theedgeproperty.com](http://theedgeproperty.com).

### A tour of Icon City by Mah Sing Group

**Date:** Saturday and Sunday  
**Venue:** Icon City Show Gallery, 1, Jalan SS8/2, Sungai Way, Petaling Jaya  
**Time:** 11am to 6pm  
**Contact:** 1300 88 3993 / (012) 227 1998 or RSVP to register your interest at [www.icon-city.com.my](http://www.icon-city.com.my)

The event, organised by the Mah Sing Group, is a tour of its Icon City development in the new Mini Cooper. The remaining serviced apartments and SoVo units of the development's first phase are up for grabs. The serviced apartments have built-ups ranging from 1,400 sq ft to 1,800 sq ft and are priced at RM1.2 million to RM1.8 million. The 745 sq ft duplex SoVo units, meanwhile, are priced from RM847,000. At the event, a purchase of any unit at Icon City comes with special incentives. Other events at the venue include the iconic art corner, live band, mixologist bar cocktail, Lego class for kids, yummy treats and drinks and a door gift from Mini Cooper.

### Official launch of Desa Seri Vista

**Date:** Saturday  
**Venue:** 22 Jalan ST 1C/4, Medan 88 Bandar Baru Salak Tinggi, 43900 Sepang  
**Time:** 10am to 6pm  
**Contact:** (03) 8706 3634 / (017) 347 2018 (Shafiq)



A project by OIB Group, Desa Seri Vista is a Malay reserve freehold residential development comprising 40 units of 20 x 70 sq ft double-storey terraced houses. The units have a built-up of 1,862 sq ft with four bedrooms, three bathrooms and are priced from RM485,000 to RM647,000.

### Iskandar Waterfront exclusive properties roadshow

**Date:** Saturday and Sunday  
**Venue:** Meeting Room 6, The Magellan Sutera, Sutera Harbour Resort, Kota Kinabalu, Sabah  
**Time:** 10am to 6pm  
**Contact:** (012) 738 3865 (Adrian)  
This event is organised by the Iskandar Waterfront Holdings and will feature remaining units at the Aquaint Residences at Danga Bay and Botanika at Bayu Puteri developments. The condominium units at Aquaint Residences range from built-ups of 569

sq ft to 6,000 sq ft and are priced at RM1,000 psf. The serviced apartments at Botanika@Bayu Puteri offer unit built-ups of 1,200 sq ft, 1,400 sq ft and 1,600 sq ft and are priced at RM550 psf onwards.

### Bumiputera Property Exhibition 2015

**Date:** Friday to Sunday  
**Venue:** Hall 3, Mid Valley Exhibition Centre (MVEC)  
**Time:** 11am to 9pm  
**Contact:** (03) 4142 1151 / [tim\\_amo@yahoo.com.my](mailto:tim_amo@yahoo.com.my)  
The event is a home ownership drive for Bumiputeras organised by Medimesra Care Management Sdn Bhd. The exhibition will highlight properties from various developers to sell their Bumi lots to potential customers. The exhibition is segmented into three regions, namely, Kuala Lumpur, Selangor and Klang Valley.



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2000

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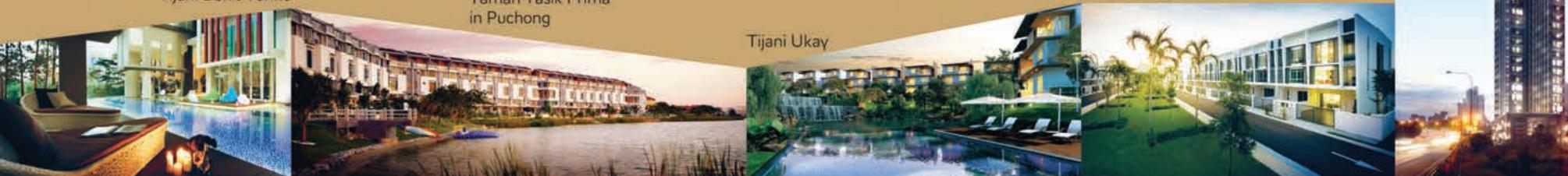
TWY  
in Mont' Kiara

Arata @  
Tijani Bukit Tunku

Taman Tasik Prima  
in Puchong

Desiran Bayu

Tijani Ukay



**2010**  
Launched 3 award-winning projects: 6 Ceylon, The Wharf and Arata of Tijani

**2012**  
Embarked on its first build-then-sell project, Desiran Bayu

**2013**  
Rebranded as Symphony Life Berhad

**2014**  
Launched TWY in Mont' Kiara & Star Residences in KLCC

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## Q&amp;A with Malaysia's top developers and theedgeproperty.com launch partners

# A time of adjustment and opportunity

The Malaysian property market is expected to pick up sometime in the second half of the year, some property developers polled by *The Edge Property* say. They believe that those looking to buy property are still adopting a “wait and see” mode, taking this time to adjust to the implementation of the Goods and Services Tax. People are also hoping for a clearer picture of the local economy to emerge and where the global economy is taking us.

All this waiting, say some developers in the poll of top developers in the country, may result in more transaction activity in the latter half of the year due to pent-up demand.

The developers also advise homebuyers to view this time of consolidation positively as they may find properties on

their wishlist being more easily available.

We can also expect developers to offer more affordable properties on the market soon but buyers should choose carefully and go for properties in well-placed locations with good connectivity and reputable builders.

Another piece of advice to investors and homebuyers is to be well-prepared before putting down their money by doing their research before making informed decisions.

Read on for the views of Malaysia's top developers namely Gamuda Land, IJM Land Bhd, IOI Properties Group Bhd, Mah Sing Bhd, MKH Bhd, Sime Darby Property Bhd, S P Setia Bhd, Sunway Bhd, Tropicana Corp Bhd and UEM Sunrise Bhd. They are also the launch partners of theedgeproperty.com

**Tan Sri Eddy Chen**  
MANAGING DIRECTOR, **MKH BHD**  
SHAHRIN YAHYA/THE EDGE PROPERTY



## How would you describe the current Malaysian property market?

There is a perception gap about how the market is doing. While the market has slowed due to the cooling measures introduced over last few years, and now GST, generally developers are still meeting their sales targets. The shift towards affordable housing, be it high-rise or landed terrace, has been massive. Developers have been quick to adjust to all these measures by building more affordable apartments, while township builders will emphasise on building more landed terraces albeit smaller ones to fit the financial capacity of their buyers.

## Do you foresee either more challenging or better times ahead in the next 12 months?

Although developers will continue to face challenges, the most current being the implementation of GST, the “wait and see” mood is likely to blow over in the next three to six months. As has always been the case in the property market, a bear [would be]

followed by a robust market. Malaysia is not likely to see drastic changes in its economic fundamentals.

## What would you advise property investors and homebuyers to do in the current market?

Buyers are not likely to see a sharp drop in house prices as supply has always been restrained by our capacity (e.g. labour shortage) to build excessively. Malaysia is one of the cheapest countries [among the emerging economies in which] to own a house.

## How important are information and research or data, and analysis to property investment?

Given the dearth of property data and organised information, buyers generally have little to go by to make an informed decision. Most would be guided by whatever information provided by the developers. One would do well to do some research to maximise returns on a home purchase.

## What are your thoughts on theedgeproperty.com's endeavour to provide tools to help buyers and sellers make better investment decisions?

The buying public would welcome any initiative to provide timely property information. Decision-making tools provided by theedgeproperty.com would certainly contribute to this process.

## Mohd Salem Kailany

SENIOR VICE-PRESIDENT (PROPERTY MALAYSIA),  
**SIME DARBY PROPERTY BHD**

## How would you describe the current Malaysian property market?

The property sector in general is still resilient despite facing challenges. The primary industry driver will be the progress of major national infrastructure for better accessibility, transportation and connectivity. Sime Darby Property believes the growing young population will be the key driver as they will be driving demand for the affordable and

SIME DARBY PROPERTY



mid-market segments. Overall, the market is still resilient due to the nation's projected GDP of 5%.

## Do you foresee either more challenging or better times ahead in the next 12 months?

With the implementation of GST and perceived economic uncertainty, affordability will be an issue on the minds of potential property buyers. The “wait and see” approach is apparent and will continue for a few months. As part of our efforts to educate the market on the importance of buying property as a means of wealth creation, we look forward to reassuring the public that purchasing a property with Sime Darby Property will be a sound investment. We are committed to not only creating homes but also developing a thriving and sustainable community, contributing to great value appreciation of the properties over time.

## What would you advise property investors and homebuyers to do in the current market?

Explore properties that have great value potential in the future, outside of highly

congested urban areas. Many are constantly looking for property in the city centre, but a rapid increase in property rates could lead to affordability issues. A good example are our developments in Negeri Sembilan, which present a viable alternative for potential investors or buyers. City-centric folks may be quick to dismiss its suitability as a destination for property investment, but in fact it offers a lot of value. [With its] proximity to Kuala Lumpur, accessibility is excellent owing to highly developed highway links and access to systematic and efficient public transportation, leading to appreciation of property value in time to come.

## How important are information and research or data, and analysis to property investment?

It is very important to ensure a good return on investment. An investment strategy needs to be developed to suit personal financial situations and risk profiles. One key factor to consider is whether the area or property for the planned investment could provide capital growth potential. For instance, properties close to existing or planned transportation links and amenities have greater value, hence Sime Darby Property's emphasis on its Transit-Oriented Developments (TODs) and Transit-Adjacent Developments (TADs). In-depth research helps to assess investment risks, and relevant data are easily available from property developers or experts to help investors in planning for their investment future. Information, research and data analysis are also key for those who are looking at purchasing a home as a lifetime investment to be passed down to future generations.

## What are your thoughts on theedgeproperty.com's endeavour to provide tools to help buyers and sellers make better investment decisions?

theedgeproperty.com provides potential investors and homebuyers with better insights into the property market, to help them with their investment or purchase decisions. This is important as buying a property is a ma-

MKH



Affordable properties with good connectivity and by reputable developers should continue to do well

for investment decision. Through clear and transparent presentation of current property rates, it could re-establish confidence in the property market which, in turn, boost interest and the number of transactions. For us, it is an excellent opportunity to engage with potential clients and present our development portfolio to generate more interest and business opportunities. It is also a good platform for us to convey our pledge to build sustainable communities, enriching lives for all.

### **Dato' Khor Chap Jen** ACTING PRESIDENT & CEO, **S P SETIA BHD**

S P SETIA



### **How would you describe the current Malaysian property market?**

The Malaysian market will continue to be resilient this year although buyers are taking a cautious approach in view of the recently implemented GST and global economic volatility.

The market is underpinned by a young demographic and rising affluence, so we are confident that with the right product to

suit market needs, demand for properties will continue to stay strong.

With the right product mix, we believe demand for property will remain healthy despite lower volume. Demand should normalise within six to nine months after the implementation of GST as people adjust their lifestyles and spending patterns accordingly.

### **Do you foresee either more challenging or better times ahead in the next 12 months?**

We expect the property sector to remain challenging amidst various cooling measures and the recently implemented GST, but demand for affordable and quality properties with a good concept, location and attractive price-points will remain strong. This is evident from our recent launch of Crista, 3-storey terraced home located in Northern Setia Alam, which recorded a 95% take-up rate when it was launched on April 18.

### **What would you advise property investors and homebuyers to do in the current market?**

[This] will be a good year for property buyers as the property market is expected to adjust its offerings due to the various cooling measures, so potential buyers should not miss out on this opportunity. S P Setia recently launched the Triple A campaign as part of its 40th anniversary celebrations. It offers affordable home ownership packages coupled with attractive incentives for referrals and also fantastic loyalty customer rewards.

### **How important are information and research or data, and analysis to property investment?**

The right information and data provide insights that will translate into better informed decision-making related to major investment decisions, such as property investment.

### **What are your thoughts on theedgeproperty.com's endeavour to provide tools to help buyers and sellers make better investment decisions?**

[It] is highly commendable as the digital space is booming and more people are tak-

ing to the internet for news and information to aid spending decisions. We are confident that theedgeproperty.com, backed by its many years of news reporting, especially in the property market, will bring better options to potential buyers and investors [seeking] information.

### **Tan Sri Leong Hoy Kum**

GROUP MANAGING DIRECTOR & GROUP CEO,  
**MAH SING GROUP BHD**

KENNY YAP/THE EDGE PROPERTY



### **How would you describe the current Malaysian property market?**

We believe that the demand for new properties in Malaysia is still healthy, especially for properties that are well-located, highly accessible and reasonably priced. This is because the strong fundamentals driving the property market's growth in recent years have not changed. For example, a younger population leading to new household formation, rising middle-income group, supply-demand gap, continued urbanisation, attractive mortgage rates and stable employment conditions.

### **Do you foresee either more challenging or better times ahead in the next 12 months?**

Real demand will continue to be strong for property buyers who are buying to own or to invest for long-term rental income. Based on information from the National Property Information Centre (Napic), we believe there is still a large supply-demand gap. Napic reports that only 70,000 to 90,000 units of new homes are completed each year, while more than 200,000 units of new properties are required annually to meet household formation arising from new marriages.

### **What would you advise property investors and homebuyers to do in the current market?**

Property remains the preferred wealth preservation and investment option in Malaysia, supported by healthy GDP growth, household income growth, a young demography and stable employment conditions. Given this climate of stability, investing in the right property in the right locations will serve as a good call to action.

### **How important are information and research or data, and analysis to property investment?**

[As in] business, making informed decisions is key in property investment. The more information one has, the higher the chances of that person making the right decisions.

It goes without saying then that information is paramount to understanding a property's surrounding market and its market value to help justify one's buying value in terms of capital appreciation and rental yield.

### **What are your thoughts on theedgeproperty.com's endeavour to provide tools to help buyers and sellers make better investment decisions?**

This is indeed a very progressive endeavour as it will aid both buyers and sellers with data that will enable them to make wise and informed decisions in property investment.

**CONTINUES ON PAGE 8**

## Q&amp;A with Malaysia's top developers and theedgeproperty.com launch partners

## Always a ripe time for long-term buyers

## FROM PAGE 7

We are of the opinion as well that many prospective investors out there will find this an effective tool to thoroughly gain information on a certain property, its surrounding amenities and its estimated value.

## Ung Lay Ting

HEAD OF MARKETING &amp; SALES, TROPICANA CORP BHD



## How would you describe the current Malaysian property market?

It is generally agreed that the Malaysian property market is going through a challenging time owing to various cooling measures introduced by the government to curb excessive speculation. The banks have also been more stringent with their lending policies towards the property sector. Given such a scenario and the implementation of GST, it was not surprising to see a softer property market.

However, we observe that buyers' interest remains healthy, sustained by a growing middle-income population. Landed properties and integrated developments that are strategically located, and have good accessibility and connectivity have generally fared well compared with other developments.

For example, our first two serviced apartment blocks in Tropicana Gardens are almost fully sold, and we have just launched our third serviced apartment block. Tropicana Gardens is a mixed residential project in bustling Kota Damansara, and it has a direct link to the MRT station.

We have also enjoyed positive take-up of Tropicana Metropark in Subang Jaya. Our first and second phases have recorded a take-up rate of more than 85%.

## Do you foresee either more challenging or better times ahead in the next 12 months?

Honestly, it is really hard to tell how things will pan out in the next 12 months, as a large part has to do with external market environments that the industry players have no control over, such as the state of the country and global economy, bank lending policies and interest rate movement. However, there will always be buying interest from genuine property buyers with good financials. If you have good financials, are taking a longer-term view and are buying for own-stay or upgrading

from smaller homes, anytime is a good time to buy.

## What would you advise property investors and homebuyers to do in the current market?

Like I said earlier, it is always a good time to buy property for genuine buyers with good financials. The key is not the pricing [of the] level of entry, or state of the property cycle, but rather location, location and location!

## How important are information and research or data, and analysis to property investment?

All these are important considerations in framing a good buying decision that one will not regret later on. It's like doing your homework before buying into anything. The more research you do, the better informed you will be, and the less likelihood you will make a bad investment later on.

## What are your thoughts on theedgeproperty.com's endeavour to provide tools to help buyers and sellers make better investment decisions?

It is a right move in the right direction. As *The Edge* has, over the years, built up a solid reputation [as] a third-party, unbiased, opinion leader [in] the property industry, it is high time that this knowledge, wisdom and information be passed on to more property investors alike so that everyone can be an informed property investor!

## Teh Chin Guan

CHIEF OPERATING OFFICER (PROPERTY DEVELOPMENT), IOI PROPERTIES GROUP BHD



## How would you describe the current Malaysian property market?

The market is undergoing a consolidation, triggered by weak sentiments caused by the imposition of GST, the ringgit depreciation, stringent loan approvals, and partly by the challenging global economic situation.

## Do you foresee either more challenging or better times ahead in the next 12 months?

People are [adopting] a "wait and see" attitude in view of the [factors I've given]. When the situation becomes clearer and stabilises, and people have adapted to the new policy, the market will come back and experience activity from pent-up

demand. Nevertheless, affordable properties will still receive a healthy response, underpinned by shortage of properties in this sector.

## What would you advise property investors and homebuyers to do in the current market?

Investors and homebuyers should be able to get good value properties during this time as developers are offering innovative sales packages and more affordable properties to stimulate sales. As there is plenty of choice, they should be selective in terms of location and only buy from established developers.

## How important are information and research or data, and analysis to property investment?

These are important to enable the developer to design and market properties that meet the selected market segment's needs or expectations, and to cater to customers with specific preferences.

## What are your thoughts on theedgeproperty.com's endeavour to provide tools to help buyers sellers make better investment decisions?

This is a good initiative as these tools would certainly contribute to a more buoyant property market. Equipping potential buyers and sellers with more relevant information means quicker decisions on both sides and hence more transactions.

## Chow Chee Wah

MANAGING DIRECTOR, GAMUDA LAND

MOHD IZWAN MOHD NAZAM/THE EDGE PROPERTY



## How would you describe the current Malaysian property market?

Since 4Q2013, the market in general, especially in urban regions, has been normalising itself from all the cooling measures imposed by the government. However, the supply and demand bearings vary if you take a more in-depth view of different market segments. The supply of commercial properties has outstripped present market needs, but it's a very different situation with residential properties. While the incoming residential supply has increased 8.5% in the Greater KL, newly completed projects have decreased 13.8%, and new launches are down 18.3% from 2012. So, currently,

there is actually more demand than supply in this segment.

## Do you foresee either more challenging or better times ahead in the next 12 months?

"Stabilised and sustainable growth" will be a more suitable [description of the market]. The market needs to revamp and reinvent itself to meet the demands and expectations of a more mature property landscape.

Buyers and investors alike...are much more discerning and cautious; they will be looking for products that will not only create short-term gains, but that are also long-term value-generating properties in various aspects.

## What would you advise property investors and homebuyers to do in the current market?

Deep research. Look beyond the obvious. Act upon real data and omit hearsay from your decision-making. Price point and location aside, actual value-for-money products have to offer beyond quantifiable numbers. Whether you are a seasoned investor or a first-time homebuyer, you need to analyse the qualitative values of your investment to ensure quantum gain over a longer investment period.

## How important are information and research or data, and analysis to property investment?

Absolutely critical. Other than reliable information sources, the ability to do research analysis in property investment plays a crucial role to assist both homebuyer and investor to make a wiser decision on buying properties. Only with verified data in hand will you have a clearer picture of market trends to predict the appreciation rate of properties.

## What are your thoughts on theedgeproperty.com's endeavour to provide tools to help buyers and sellers make better investment decisions?

While the explosion of information accessible through various mobile devices may have helped to create greater transparency in property transactions, the platform itself can be easily muddled by irresponsible profiteers. Hence, with the backing of a reliable and proven record of The Edge Media Group, the establishment of theedgeproperty.com will be exceptionally informative and useful for homebuyers and investors to do thorough research on buying properties.

## Anwar Syahrin Abdul Ajib

MANAGING DIRECTOR/CEO, UEM SUNRISE BHD

## How would you describe the current Malaysian property market?

The performance of the market during 1Q2015 has been very much in line with our expectations. It follows an active year for the residential market in 2014 and while demand for property has slowed somewhat, properties in popular areas such as Kuala Lumpur, Penang and Nusajaya remain popular among domestic and foreign investors. Demand for properties in the middle-income range also remains stable as private domestic interest has been supported by an employment rate that has been increas-

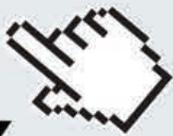
CONTINUES ON PAGE 12

# HOW MUCH IS YOUR PROPERTY WORTH?

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**1** Find a property – for sale or rent

**2** Track new property launches

**3** Read the latest news and data driven reports

**4** Get tips from fengshui, legal and home-fix experts

**5** FAIR VALUE OF YOUR PROPERTY

**6** Watchlist

**7** EVENT CALENDAR

**8** ANALYTICS

**2** LAUNCHES

**4** TIPS

**1** SEARCH LISTINGS

**3** Jho Low's luxury portfolio includes S\$43 mil Singapore penthouse

**3** MALAYSIA'S TOP PROPERTY DEVELOPERS

**6** LOGIN REGISTER

**7** MORE EVENTS

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A member of UEM Group

## 5 THE EDGE FAIR VALUE

Find out the indicative value of the property you have in mind. It is based on historical transaction data and adjusted listing data.

EDGE FAIR VALUE				
Property Name	Verve Suites			
Address	-16-3 Jalan Kiara 5			
Area	829 sq ft (As declared)			
Edge Fair Value	RM 780,000 (RM 941 psf)			
SUPPORTING DATA				
Date	Address	Area (sqft)	Price (RM)	Price (RM psf)
7 Nov 14	X-X-X, JALAN KIARA 5	678	700,000	1,032
27 Oct 14	X-X-X, JALAN KIARA 5	1,238	1,100,000	889
14 Oct 14	X-X-X, JALAN KIARA 5	829	1,000,000	1,207
10 Oct 14	X-X-X, JALAN KIARA 5	861	588,000	683

(Captured on 20 April 2015)

## 6 WATCHLIST

Create your own watchlist. Be notified via e-mail when the tracked property is transacted or added to the property listings.

The screenshot shows a 'Watchlist' interface with a 'Your Watchlist' section. Below it are two buttons: 'Add By Project' and 'Add By Location'. The 'Add By Location' button is active, showing a map of Kuala Lumpur with a search box and a 'Track' button. A notification box indicates that transactions will be pushed to the user's email.

(Captured on 20 April 2015)

## 7 EVENT CALENDAR

What's happening where.

EVENT CALENDAR	
<b>Temasya 8 in Temasya Glenmarie opens for registration</b>	Friday, April 24, 2015 All Day
<b>Hermitage Showcase</b>	Saturday, April 25, 2015 to Sunday, April 26, 2015 10am - 6pm
<b>Property GST and taxation talk</b>	Sunday, April 26, 2015 to Sunday, April 26, 2015 10am-6pm (Talk starts at 1.30pm)
<a href="#">MORE EVENTS ▶</a>	

(Captured on 20 April 2015)

## 8 ANALYTICS

HEATMAP – A tool that helps you identify the property hot spots.



(Captured on 20 April 2015)

NEARBY PROPERTIES – Price and rental comparison

Nearby Properties											
PRICE AND RENTAL COMPARISON (UP TO 50)											
<small>Note: Excludes properties with no transactions in the past 6 months. *Prices and rentals are based on data in the past 6 months. Source: <a href="http://www.theedgeproperty.com">http://www.theedgeproperty.com</a></small>											
Marker	Project Name	Tenure	Completion Date	Distance (m)	Min Price* (RM psf)	Avg Price* (RM psf)	Max Price* (RM psf)	Min Rental* (RM psf pm)	Avg Rental* (RM psf pm)	Max Rental* (RM psf pm)	Rental Yield (%)
V	Verve Suites	Freehold	2013	-	683	1,124	1,594	3.48	5.09	8.23	5.4
H	Hijauan Kiara	Freehold	2008	103	582	644	711	2.14	2.74	3.62	5.1
C	Case Kiara 2	Freehold	2009	177	535	634	726	2.22	2.75	3.24	5.2
G	Gateway Residences @ Gateway Kiaramas	Freehold	2010	187	535	713	922	2.60	3.62	4.44	6.1
K	Kiaramas Suteria	Freehold	2004	230	436	520	608	1.49	2.42	3.00	5.6
C	Case Kiara 1	Freehold	2006	276	461	563	595	1.81	2.40	3.85	5.1

(Captured on 20 April 2015)

Location of properties near the identified address



(Captured on 20 April 2015)

Learn all about the amenities in the surrounding area



(Captured on 20 April 2015)

## Q&A with Malaysia's top developers and theedgeproperty.com launch partners

# Access to information is essential for good decisions

FROM PAGE 8



ing year-on-year, economic growth and a fast-growing middle class, and new household formation.

### Do you foresee either more challenging or better times ahead in the next 12 months?

We expect the property market to remain stable on the whole. Malaysian property, especially the residential market, is not volatile; and by 2H2015, sales are expected to regain momentum, driven by the desire for home ownership, especially among the younger demographic, and by affordable prices. While the cooling measures announced as part of the national budget may have discouraged some foreign buyers, those with a long-term view do not appear deterred by the minimum price of property. Many of them are already investing in properties that are worth more than RM1 million, particularly in Kuala Lumpur. Similarly, the higher capital gains tax is not discouraging serious long-term investors or those purchasing properties to live in. We believe there is demand, and with the right products and value proposition, the market will reward us.

### What would you advise property investors and homebuyers to do in the current market?

When investing in a property, we would advise that buyers carry out comprehensive due diligence: this means considering the reputation of the developer and the location, as well as the quality and design of the property itself. Long-term property investors might want to consider markets with strong returns and lower entry costs. Just as regeneration areas and places outside Central London are already benefitting from the forthcoming Cross-rail project, the catalytic developments in Nusajaya and the potential high-speed rail are likely to attract savvy investors as they seek properties that offer capital appreciation potential.

### How important are information and research or data, and analysis to property investment?

Research and data analysis will complement public information as investors will have better knowledge of the property outlook and be able to make a more informed decision. This is one of the reasons that we recently commissioned a leading consultant to conduct research on the real estate situation of Nusajaya and Iskandar Malaysia. The report

found that Nusajaya's potential growth is forecast to be more robust owing to population growth and economic catalysts, which are deduced from the confidence that the demand for housing will outstrip the current supply. From the public point of view, we are encouraged [by] the emergence of various information and research portals on property. This development demonstrates that prospective buyers and investors are very discerning and their decision-making process will be exhaustive.

### What are your thoughts on theedgeproperty.com's endeavour to provide tools to help buyers and sellers make better investment decisions?

theedgeproperty.com is a powerful platform and is expected to be widely used by investors, developers and sellers as they seek more information and research on the property market. This initiative will empower property players [and give them access] to better and more quality news, data and analytics. At the same time, it should aim to increase transparency, which will benefit all parties.

**Edward Chong**  
MANAGING DIRECTOR, IJM LAND BHD



### How would you describe the current Malaysian property market?

The Malaysian property sector is undergoing a consolidation phase as a result of softening consumer sentiment caused by the "wait and see" attitude adopted by purchasers towards the implementation of GST, the depreciating ringgit, low crude oil price and the measures implemented by Bank Negara Malaysia to promote a sustainable property market.

However, this phase is expected to be temporary as the property market will continue to be underpinned fundamentally by [a] young population base which [is driving] demand for housing and Malaysia's continued positive economic outlook.

### Do you foresee either more challenging or better times ahead in the next 12 months?

We envisage the overall property market to remain soft for the next couple of months while people adjust to the "new normal" of GST being part and parcel of their daily lives. However, choice projects that are strategically located with great accessibility and

connectivity and appropriately priced will continue to garner strong interest.

Some of our new notable launches such as Waterside Residences in The Light Waterfront Penang, Wisteria (landed gated and guarded 2-storey link homes) in Bandar Rimbayu, Shah Alam, and mixed development Seban Cove Resort in Pengerang, Johor, fall into the abovementioned category of projects.

### What would you advise property investors and homebuyers to do in the current market?

As the market is experiencing a consolidation phase, this will be an excellent opportunity for property investors and homebuyers to purchase their choice investment or own their dream home which may be difficult to secure during property upcycles.

### How important are information and research or data, and analysis to property investment?

[As with] all forms of investment, an astute property investor is going to perform his or her own detailed analysis and study of the type of investment he or she is going to invest in in order to make an informed investment decision. Having access to proper, updated market information and research or data, such as an overview of the surrounding neighbourhood, transaction histories, unique selling points and rental trends, is essential to a proper decision-making process.

### What are your thoughts on theedgeproperty.com's endeavour to provide tools to help buyers and sellers make better investment decisions?

We at IJM Land applaud the efforts of theedgeproperty.com to bring together various sources of pertinent market data and information for consumers to access with ease. Consumers will surely benefit from these remarkable tools, features and comprehensive information to help them understand the property market in Malaysia and to make better-informed decisions.

### Sarena Cheah

MANAGING DIRECTOR (PROPERTY DEVELOPMENT DIVISION FOR MALAYSIA & SINGAPORE), SUNWAY BHD  
MOHD IZWAN MOHD NAZAM/THE EDGE PROPERTY



### How would you describe the current Malaysian property market?

The market overall seems to be taking a "wait and see" stance and is expected to

be slightly weaker compared with last year — a trend that continues from the property cooling measures introduced in 2013. Additionally, purchasers are taking a cautious stance owing to the implementation of GST and concerns about the overall macro-economic outlook. Developers too, have been cautious and are pacing launches from the end of last year till now. However, there are still tangible, good opportunities in the market, particularly those with strong products in good locations — such as in properties that are integrated and have good transport connectivity. These will arguably offer more sustainable and resilient value under tougher market conditions.

### Do you foresee either more challenging or better times ahead in the next 12 months?

It is likely that the property market will see more activity in the second half of this year as developers ramp up launches, as purchasers adjust to GST, and as long as economic growth continues with stable employment, inflation and interest rates. Property markets in key urban locations such as Klang Valley, Penang and Johor Baru should continue to have inherent demand and will be lead growth drivers of price and transaction volume. However, purchasers are going to be more discerning in their purchasing decisions — weighing the value to be derived against the asking price. They will also be keeping a close eye on how our economy develops over the next few months. Developers will have to work harder and smarter to offer something compelling to purchasers.

### What would you advise property investors and homebuyers to do in the current market?

Barring unforeseen shocks, the property market is still expected to grow; what is less certain is at what pace it will grow. There will still be opportunities in the market, and there should be a pickup of activity in the second half of this year.

Both investors and homebuyers should be well prepared and be clear on what types and locations of properties they are seeking and how they fit their purchasing needs or objectives. They should be looking for properties in good locations, and for developers that are reputable and with strong records.

### How important are information and research or data, and analysis to property investment?

Information and doing your homework are extremely important as buying properties is a significant investment. You would want to be sure there is upside to the investment, that it meets all your needs and objectives, and that all the risks have been considered.

### What do you think of theedgeproperty.com's endeavour to provide tools to help buyers and sellers make better investment decisions?

We think it's a great idea as it will be an important source of information and research tool for buyers and seller of properties. Having more information and research tools for buyers and sellers will help make the market more open and transparent, and give developers another avenue to better understand what is happening in the market.

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# Estate agent v2.0

BY HANNAH RAFEE

Young realtors are more likely to use tech and social media tools to do business and to seal deals compared with veterans in the field. Not only are they extremely internet and social media savvy, they are also hungry for knowledge and eager to learn. While they respect and strive to learn from more experienced colleagues, the internet is likely their most accessible source of information. *The Edge Property* spoke to several committee members of the Malaysian Institute of Estate Agents' (MIEA) youth wing (see sidebar) about their thoughts on the contemporary profession. All are 40 years old and below.

## Amanda Goh

PRINCIPAL, REALPROPERTY.MY

"I started off my career in 2009 as a chartered accountant but was drawn to the real estate industry which I thought was exciting.

"The real estate market is expanding at a rapid pace and the industry is attracting more professionals such as lawyers, accountants and engineers.

"Modern forms of marketing such as social media and online property portals are taking over from the flyers and banners of traditional media.

With social media, we are able to show our listings to a wider audience. Personally, I tend to rely on Facebook to reach clients. I do know of many agents and negotiators who use Twitter and Instagram to market their properties.

"With technology, there is also greater emphasis on photography. I have come across agents and negotiators who use DSLR cameras to get good quality images for marketing purposes."



## Hansen Yeo

DIRECTOR, MARQUE ASSET AND PROPERTY MANAGEMENT SDN BHD

"There is greater transparency [in the industry] today because of greater self-regulation by BOVAEA.

"Before the introduction of property portals and search engines, we used to call up prospective buyers individually. Technology has made our lives easier but it also means clients expect us to know everything about property.

"Despite the competitive market, I believe younger agents and negotiators are generally more open and friendly. Some of us share our listings on WhatsApp groups to assist one another."



## Amelliah Turner

NEGOTIATOR,  
KNIGHT FRANK MALAYSIA SDN BHD

"People are now more educated about real estate because of the internet. You can check out prices and listings online. Everything is on the go. You give your clients a good impression when you know how to obtain information [over the internet].

"The internet allows you to use different platforms. I created a blog called [kualalumpurrealstate.wordpress.com](http://kualalumpurrealstate.wordpress.com) and I use property portals to provide references to my clients."



## Muzaffar Bahir

PROBATIONARY ESTATE AGENT,  
COMPASS REAL ESTATE SDN BHD

"I joined the real estate industry about 12 years ago. I was in the UK in 2002 and became fascinated by the booming housing market in London. When I returned in late 2004, I ended up joining a real estate agency through a friend's recommendation.

"The real estate industry has evolved over the past 10 years. Agents and homeowners can now do research using property portals. Law enforcement has been strengthened; it is compulsory to qualify to be a legitimate agent and registered as one. As for property products, the variety of development projects available today is more numerous than ever.

"Some of the more exciting marketing tools for agents today are apps such as Wonderlist, for property listings."



## Raphael Wong Wai Kit

TEAM MANAGER,  
REAL ESTATE FINDERS (MY) SDN BHD

"I joined an estate agency at age 20. Things were tough at the beginning. It took me three months to get my first deal. I nearly went broke, but after the first year, things started picking up.

"Agents now use social media and viral marketing rather than traditional advertising to gain clients. I am an avid user of WhatsApp to communicate with my colleagues and clients, schedule meetings and present proposals.

"Young agents need to be aware of industry changes. I strongly advise agents and negotiators to receive professional accreditation. The licensing regime by the Board of Valuers, Appraisers and Estate Agents Malaysia (BOVAEA) ensures clients are served by legitimate agents and negotiators. If an agent is registered with the board, clients can check the agent's or negotiator's profile online."



## Melanie Kok

SENIOR NEGOTIATOR,  
CAREY REAL ESTATE SDN BHD

"It was Nixon Paul, the immediate past president of MIEA, who encouraged me to join the real estate industry.

"In general, young people are attracted to the industry because they think there is a lot of money to be made from it and they get to enjoy flexi-hours, but it really is not that simple. It is a very challenging industry and you have to be persistent and hardworking to survive in it.

"I use Facebook to build my clientele. You need to post consistently [to cultivate an audience]. I have my own Facebook page for my clients where I post real estate news. I also refer to Facebook groups such as KL Property, KL/PJ Property and KL Selangor Property to gain information. Membership is open to all Facebook users."



PHOTOS BY SAM FONG/THE EDGE PROPERTY



## Platform for budding industry leaders

BY ELENA TUNKU SHERIE

RECOGNISING the need to give its younger members a sense of ownership of the organisation, the Malaysian Institute of Estate Agents (MIEA) set up a youth wing two years ago.

The idea for MIEA Youth was mooted by MIEA committee member Amanda Goh. With the support of then MIEA president Siva Shankar, she founded the youth wing.

"We wanted to make this a platform for knowledge sharing, networking and support for young agents," she says.

"Its main objective is to groom young agents to become leaders so that together, we can move the industry forward."

Besides getting to know your fellow agents and exchanging ideas, having a youth wing makes it easier to facilitate training as well, says Goh.

MIEA members who are between 21 and 40 years old are considered MIEA Youth members.

"All categories of members, including affiliate members such as property developers, engineers and architects, are also welcome to join the new wing," explains MIEA Youth head councillor Raphael Wong.

There are currently 322 youth members nationwide, making up some 25% of MIEA members, he adds. The MIEA Youth committee consists of 11 members, including senior committee member Goh and head councillor Wong.

Response to the setting up of the youth section has been "enthusiastic and energetic," says Goh. "We have seen an overall change in the members' level of energy, even among senior members."

The first MIEA Youth branch was set up in Sabah last September, followed by the Penang branch in February this year and the Johor branch in March. Perak and Sarawak are expected to set up MIEA Youth branches soon.

The youth wing has so far organised social, sports and professional development events, as well as festive get-togethers. "We're still quite new but we are lining up more events for this year," says Wong.

MIEA Youth is in the midst of organising a charity run with proceeds to be donated to a children's institution. It is now lining up sponsors.

It is also planning an "Office Walk" where members get to visit office buildings around KLCC. "We will take the agents from one building to another to view the architecture and learn about the leasing aspects of the buildings," says Wong, adding that they hope to get 20 to 30 participants.

Wong sees the youth wing as training ground for newcomers in the industry. "When young lawyers are starting out, they have to do chambering. Medical doctors have to undergo housemanship. So here we have our senior agents, who have been in the industry for a long time, to guide us," he says.

Being a member of MIEA also adds to an agent's credibility and a client's confidence in the agent.

Both Wong and Goh hope that with the direct participation of youths in MIEA, more young real estate agents will be encouraged to join the professional body.

### Derrick Hum

VICE-PRESIDENT,  
MAPLELAND PROPERTIES SDN BHD

"I was previously a banker at Citibank and decided to change my career because I would like to eventually set up my own business.

"The creation of property portals has changed the behaviour of agents and negotiators. Because of easy access to technology, you now see a rise in the number of agents and negotiators who are area specialists, such as for Mont'Kiara or Shah Alam.

"Today, more agents and negotiators are adopting packages offered by WhatsApp, at five sen per message, and Instant Messaging, to blast thousands of messages to their clients. Traditional marketing channels such as distributing flyers in housing areas are growing less popular. Personally, I find Facebook and LinkedIn very useful in expanding my clientele."



### Ben Lee

PRINCIPAL,  
THREE ACRES REAL ESTATE SDN BHD

"I have been in the industry for 5½ years and was previously an agent in Singapore.

"Budding agents and real estate negotiators are technologically inclined. I prefer to use my smartphone to send out messages, emails and photos to my clients.

"They (agents today) are also more flexible, versatile and adventurous. For example, if the secondary market is not doing well, they will explore the auction and rental markets instead.

"More property developers are also reaching out to agents and negotiators for assistance in marketing new projects. This shows they appreciate and want to harness our expertise.

"My advice to youths interested to join the industry is to pick a good agency and have a good mentor, someone they can emulate. Joining MIEA would be an excellent way to network. It is the one platform where youths can socialise inter-agencies."



BY RACHEL CHEW

**M**ont'Kiara is a far cry from what it was over 25 years ago. Carved out of what was then known as Segambut Dalam Rubber Estate, Mont'Kiara has grown rapidly into a self-contained, high-end, high-rise residential suburb in Kuala Lumpur.

The neighbourhood is surrounded by and accessed from a number of highways, shortening the commute for residents to the city centre and Petaling Jaya.

Mont'Kiara's comprehensive amenities and strategic location are the main draws for property buyers and investors. Despite the recent slowdown in the non-landed residential segment of the property market, it remains a property investment hotspot.

According to theedgeproperty.com/Napic (National Property Information Centre) data for the third quarter of last year (3Q2014), Mont'Kiara recorded the highest sales volume in the high-rise residential category in Kuala Lumpur, with 148 units sold, outperforming larger hotspots such as Cheras (see Chart 1).

**Self-contained neighbourhood**

Real estate agency Fernstate Sdn Bhd director Shawn Fernandez says Mont'Kiara is a mature neighbourhood, and this has contributed to its strong transaction volumes and prices over the past few years.

"[Mont'Kiara] has the added benefit of international schools and commercial areas such as Desa Sri Hartamas, Plaza Damas and Publika being within easy reach. This level of convenience draws people to live in the area," says Fernandez.

A host of amenities within a 2km radius of the neighbourhood caters for the community of more than 50 nationalities that lives there. There are three international schools, three malls and a good supply of commercial space for small and medium enterprises as well as multinational corporations. Being self-contained adds to Mont'Kiara's attractiveness, Fernandez adds.

"The neighbourhood is beginning to look especially attractive to those who work there too. The convenience of residing in an area where one can work, shop and socialise cannot be underestimated," he says.

Hiroko Keitomaro, who has been staying in Mont'Kiara for over 10 years, agrees the neighbourhood is a complete and convenient place to live.

"I don't need to drive out for my daily needs and activities. My children's school is a five-minute walk from my condominium and getting to the supermarket takes less than a 10-minute walk. Everything I need is within walking distance," she says.

**Shortage supports the price**

Data collated by theedgeproperty.com as at April 27 also showed the average transacted price of non-landed residences in Mont'Kiara rose by 7.8% in 3Q2014 from a year ago to RM685 psf. This compares with Kuala Lumpur's High-Rise House Price Index growth of 7% over the same period.

A real estate agent familiar with the area believes this is due to its relatively high occupancy rate of above 80%. "Of this percentage, 30% to 50% of Mont'Kiara properties are owner-occupied. Therefore [there is] limited supply [for tenants]," says Kiara Realty principal Lee Meng Tuck.

Critics say the residential property market in Mont'Kiara has become saturated and expensive and offers few units priced below RM1 million. Meanwhile, the high prices in Mont'Kiara are having a spillover effect on neighbouring areas.

An analysis of transaction data by theedgeproperty.com found that projects in Mont'Kiara's neighbouring areas have also recorded strong sales performance in 2014. Among these were Royal Domain Sri Putramas 2 (Dutamas), Villa Orkid (Bukit Prima Pelangi) and Royal Regent Sri Putramas 3 (Dutamas). In Mont'Kiara itself, Verve Suites was the best-selling project in 2014 in terms of volume (see Chart 2). All four projects generally offer some units with prices below RM1 million for sale). Verve Suites by Bukit Kiara Properties offer fully-furnished small-sized units.

"I see this trend continuing because the idea of owning property below RM1 million with a Mont'Kiara address is very attractive. For owners and investors, there isn't enough below-RM1 million stock in supply," says Kiara Realty's Lee. (See Market Watch on pg 18 for Mont'Kiara properties below RM1 million for sale).

On the near-term outlook for the secondary market in Mont'Kiara, Lee believes both its resale and rental values will hold. "This is because there will be no completed new supply in 2015/2016, except the Signature in nearby Hartamas. The rental yield in Mont'Kiara should remain healthy and outrun other areas in (KL) for the time being."

According to property management services provider Bagoose Management Sdn Bhd founder Sherwin Cheong, the rental yield in Mont'Kiara currently averages close to 5%.

"Mont'Kiara has a wide range of properties. Rental returns could be very different depending on location, type of property and its facilities," says Cheong, who is familiar with the area. She estimates that current rents of high-rise units range between RM2,600 and RM15,000 monthly and are valued at between RM680 and RM1,300 psf.

*Note: Information and data by theedgeproperty.com as at April 27, 2015.*

# Darling Mont'Kiara

This high-rise residential suburb continues to draw property investors and homebuyers



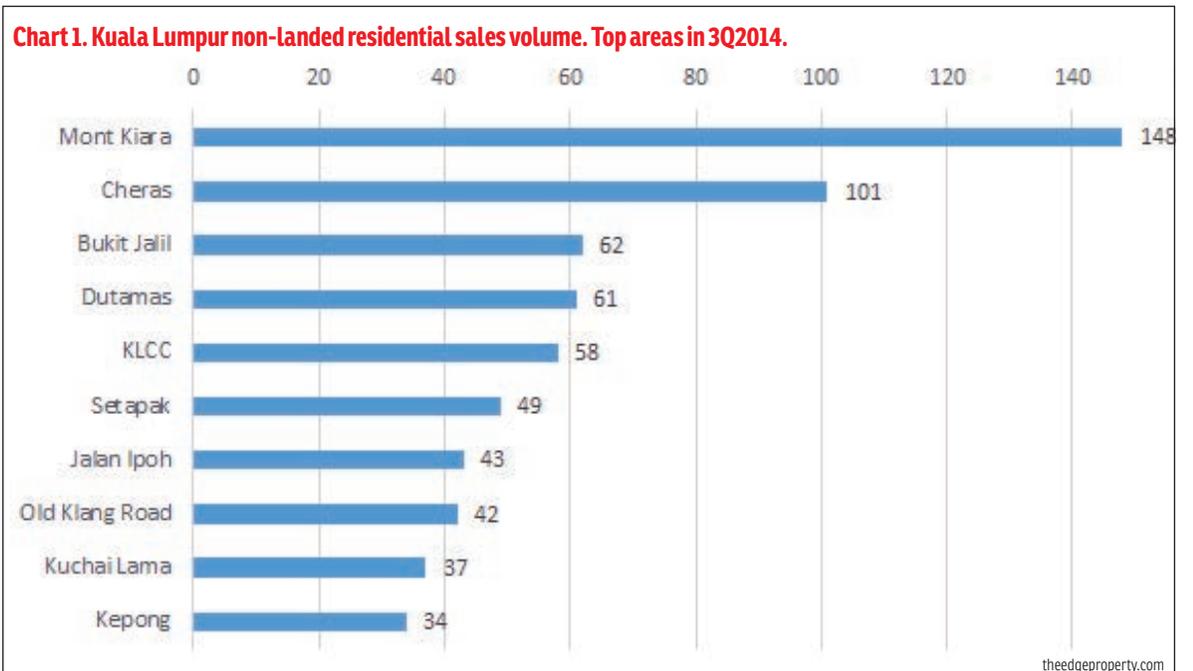
Fernandez: The convenience of residing in an area where one can work, shop and socialise cannot be underestimated.



Lee: The rental yield in Mont'Kiara should remain healthy and outrun other areas in KL for the time being.



Cheong: Rental returns could be very different depending on location, type of property and facilities.



PHOTOS BY SUHAIMI YUSUF & SHAHRIN YAHYA/THE EDGE PROPERTY



Solaris Mont'Kiara (above)

The main highway that leads to Mont'Kiara is the Sprint Highway (left)



Plaza Mont'Kiara (below)



# How it all began



The rubber estate land located northwest of Kuala Lumpur failed to catch anyone's attention except that of Datuk Alan Tong Kok Mau, Malaysia's "Condo King" and founder of Mont'Kiara.

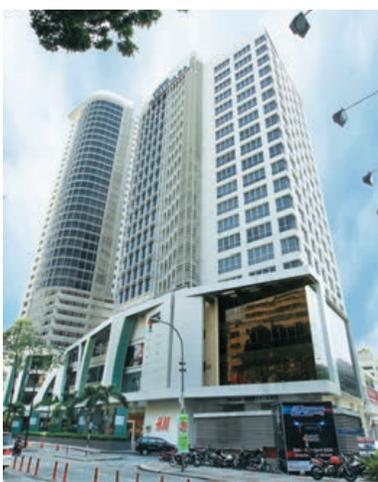
Tong, who founded what was then known as Sunrise Bhd, the master developer of Mont'Kiara, bought his first parcel of land there in the early 1990s and quickly acquired almost 100 acres before kickstarting his dream of building international-standard condominiums in Malaysia.

The first condominium project in Mont'Kiara was Mont'Kiara Pines. It was completed in 1993 and made an impression on buyers with its lush landscaping and residential facilities. With international schools and good facilities, the area began to attract the attention of expatriates and cultivate its reputation as an enclave for posh foreign workers.

Chart 2. Top five best selling projects in Mont'Kiara/Dutamas area in 2014

No.	Project Name	Area	Average Price (RM/psf)	Average Price (RM)	Volume
1	Royal Domain Sri Putramas 2	Dutamas	463	565,406	48
2	Verve Suites	Mont'Kiara	1,089	795,264	48
3	Villa Orkid	Bukit Prima Pelangi	418	734,824	37
4	Royal Regent Sri Putramas 3	Dutamas	589	633,288	26
5	Kiaramas Ayuria	Mont'Kiara	687	1,262,115	26

theedgeproperty.com



1 Mont'Kiara



Mont'Kiara International School

### Amenities within 2km of Mont'Kiara

Amenities	Details
International schools	The Garden International School Mont'Kiara International School Lycee Francais de Kuala Lumpur
Shopping malls	1 Mont'Kiara Publika, Solaris Dutamas Hartamas Shopping Centre
Schools	Sekolah Kebangsaan Segambut Makmur Sekolah Kebangsaan Bukit Damansara Sekolah Menengah Kebangsaan Kiaramas Sekolah Kebangsaan Kiaramas Sekolah Rendah Agama Sadina Umar Al-khattab Sekolah Menengah Kebangsaan Seri Hartamas. Sekolah Rendah Agama Segambut Dalam
Hospital	Global Doctors Hospital
Offices/shops	Solaris Mont'Kiara Mont'Kiara Avenue Business Centre Plaza Mont'Kiara

theedgeproperty.com



# Traffic a rising concern

Mont'Kiara is well known for traffic congestion. Karen Miller, a resident who has witnessed Mont'Kiara change over the years, tells The Edge Property that traffic has become worse in recent years.

"Staying in Mont'Kiara is very handy for everything, but traffic is an issue we are very concerned about. The distance to Kuala Lumpur [from Mont'Kiara] is less than 15km but sometimes you may need an hour to get there. Otherwise, everything is lovely."

Fernstate Sdn Bhd director Shawn Fernandez points out that the road system and traffic situation may affect the growth of property prices and sales in future.

"Should the road system and structure be left as it is and more high-rise projects are approved, traffic congestion will get worse and discourage purchasers.

"There are challenges in ensuring yields are maintained [but] capital values should hold given the convenience [of the location], especially for owner-occupiers. The volume of transactions may dip in the short term given the current economy but values should hold," says Fernandez.



Check out a video on this hotspot at [theedgeproperty.com](http://theedgeproperty.com) and see property listings for this area on [Market Watch Page 18](#).

**FOR SALE** [Selected listings of Mont'Kiara properties below RM1 million]**Verve Suites, Jalan Kiara 5, KL**

**Type:** Condominium/  
Serviced residence  
**Tenure:** Freehold  
**Asking price:** RM750,000  
**Built-up:** 462 sq ft  
**Bathroom(s):** 1

**Description:** Verve Suites Block D (Vox Tower). This unit comes with two car park bays. The project comprises four blocks with a 60,000 sq ft retail podium. The Sky beach is right at the top of this block. The project is located just across Garden International School and metres away from Mont'Kiara International School. It is close to Plaza Mont'Kiara and Solaris Mont'Kiara.

The fully furnished designer suite comes with kitchen cabinets with a Bosch hood and induction cooker, built-in Bosch oven, Bosch fridge, Bosch 2-in-1 washer dryer, retractable dining table, dining chairs, sofa and built-in storage cabinets.

**Agent/Negotiator:** Eve Shick of HSR Realtors (Malaysia) Sdn Bhd  
**Tel:** (016) 665 8537  
**Email:** eveshick.hsr@gmail.com

**Kiara Designer Suites, Jln Kiara 3, KL**

**Type:** Condominium/  
Serviced residence  
**Tenure:** Freehold  
**Asking price:** RM760,000  
**Built-up:** 1,128 sq ft  
**Bedroom(s):** 3 **Bathroom(s):** 2

**Description:** Nice and quiet area within walking distance of Garden International School and Plaza Mont'Kiara. It is easily accessible via the Penchala Link, NKVE and Sprint Highway. Also nearby are Hartamas Shopping Centre, Solaris Mont'Kiara, Garden International School and Mont'Kiara International School. The project has a stylish architectural design and modern landscaping. This unit is on a high floor, faces greenery and is well-kept and fully furnished.

**Agent/Negotiator:** Joyce Wong of Portfolio Asia Properties  
**Tel:** (012) 3099 266  
**Email:** joyce.wongkl@gmail.com

**Mont'Kiara Bayu, Jln Mont Kiara 2, KL**

**Type:** Condominium/  
Serviced residence

**Serviced residence**  
**Tenure:** Freehold  
**Asking price:** RM850,000  
**Built-up:** 1,280 sq ft  
**Bedroom(s):** 3 **Bathroom(s):** 2  
**Description:** The unit is on a high floor and comes fully furnished. It faces the pool.

**Agent/Negotiator:** Sonia of Hartamas Real Estate (M) Sdn Bhd  
**Tel:** (012) 239 7760  
**Email:** sonia@hartamas.com

**Lanai Kiara, Jln Kiara, KL**

**Type:** Condominium/  
Serviced residence  
**Tenure:** Freehold  
**Asking price:** RM738,000  
**Built-up:** 1,408 sq ft  
**Bedroom(s):** 3 **Bathroom(s):** 2

**Description:** Lanai Kiara is located right behind Plaza Mont'Kiara where you can find numerous cafés and restaurants. Hartamas Shopping Centre is just minutes away. It is near Sri Hartamas, Damansara Heights, Bangsar, Segambut, Taman Tun Dr Ismail and Bukit Tunku. Lanai Kiara is only a few doors from Garden International School. Other nearby schools include Mont'Kiara International School, SMK Taman Sri Hartamas, SJK Bukit Damansara and Sri Cempaka International School. The unit is on a high floor and comes with one covered car park bay. It is fully furnished and is currently tenanted at RM2,300 a month.

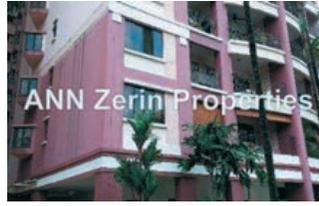
**Agent/Negotiator:** Jacky Chong of CBD Properties Sdn Bhd  
**Tel:** (012) 363 6864  
**Email:** jackychong@cbd.com.my

**i-ZEN@Kiara 1, Jalan Kiara**

**Type:** Condominium/  
Serviced residence  
**Tenure:** Freehold  
**Asking price:** RM970,000  
**Built-up:** 1,362 sq ft  
**Bedroom(s):** 3 **Bathroom(s):** 3  
**Description:** i-ZEN Kiara I is a compact condominium that is relatively affordable. Plaza Mont'Kiara and One Mont'Kiara shopping centre are within walking distance. Mont'Kiara International School is a little further away. The project is located near a highway.

i-ZEN is a lifestyle brand created by developer Ireka Development. There are five principles in creating the i-ZEN brand – style, service, security, sophistication and soul.

**Agent/Negotiator:** Jane Wong of Metro Homes Sdn Bhd (Puchong branch)  
**Tel:** (012) 305 0930  
**Email:** janewongar@gmail.com

**Lanai Kiara, Jln Kiara**

**Type:** Condominium/  
Serviced residence  
**Tenure:** Freehold  
**Asking price:** RM750,000  
**Built-up:** 1,700 sq ft  
**Bedroom(s):** 3+1 **Bathroom(s):** 3

**Description:** This partially-furnished unit is being sold with tenancy. It comes with one car park bay. The well-maintained unit is on a high floor in the South Tower. Currently, it is rented out to an expatriate family at RM2,800 (until June 2015). It is five minutes' walk to Garden International School and Plaza Mont'Kiara.

**Agent/Negotiator:** Ann Soh of Zerin Properties  
**Tel:** (018) 369 8650 (whatsapp/  
Viber) at (6010) 818 4182.  
**Email:** ann@zerinproperties.com

**i-ZEN@Kiara 1, Jalan Kiara,**

**Type:** Condominium/  
Serviced residence  
**Tenure:** Freehold  
**Asking price:** RM780,000  
**Built-up:** 913 sq ft  
**Bedroom(s):** 2 **Bathroom(s):** 2  
**Description:** The unit comes fully-furnished and is available for rent at RM 3,300. It has nice kitchen cabinets with a hob and hood.

**Agent/Negotiator:** Kelly Tan of CBD Properties Sdn Bhd  
**Tel:** (012) 266 0695  
**Email:** kellytyc@gmail.com

**Mont'Kiara Pines, Jln Kiara**

**Type:** Condominium/  
Serviced residence  
**Tenure:** Freehold  
**Asking price:** RM950,000  
**Built-up:** 1,428 sq ft  
**Bedroom(s):** 3 **Bathroom(s):** 2  
**Description:** The unit is on a high floor with an unobstructed KLCC view. It has been renovated and comes fully-furnished with two car park bays. It also has a new hot and cold-water piping system.

**Agent/Negotiator:** Shirley Ng of Metro Homes Sdn Bhd  
**Tel:** (012) 2291688  
**Email:** shirleynsk@hotmail.com

**FOR RENT** [in Mont'Kiara]**Mont'Kiara Sophia, Jln Kiara**

**Type:** Condominium  
**Tenure:** Freehold  
**Asking rent:** RM4,500  
**Built-up:** 1,209 sq ft  
**Bedroom(s):** 2 **Bathroom(s):** 2  
**Description:** The interior design of this fully-furnished unit is by a well-known designer. The unit is in showroom condition and offers a cozy and low-density resort living.

**Agent/Negotiator:** Alfred Cheah of VPC Realtors  
**Tel:** (012) 206 7323  
**Email:** alfred.cheah@vpc.com.my

**Lanai Kiara, Jln Kiara**

**Type:** Condominium/  
Serviced residence  
**Tenure:** Freehold  
**Asking rent:** RM3,500  
**Built-up:** 1,650 sq ft  
**Bedroom(s):** 3 **Bathroom(s):** 2

**Description:** Lanai Kiara is located right behind Plaza Mont'Kiara on the corner of Jalan Kiara 3 and near the Sprint Highway. This project consists of a single block with several wings housing a total of 181 units. Lanai Kiara is opposite Garden International School. Its proximity to Plaza Mont'Kiara means access to lots of restaurants, cafés and shops. This particular unit gets the morning sun and comes with one car park bay.

**Agent/Negotiator:** Serene Sew of Property Portfolio Asia Properties  
**Tel:** (012) 207 9593  
**Email:** pasiaprop@gmail.com

**Mont Kiara Pelangi, Jln Kiara 1**

**Type:** Condominium/  
Serviced residence  
**Asking rent:** RM3,400  
**Built-up:** 1,200 sq ft  
**Bedroom(s):** 3 **Bathroom(s):** 2  
**Description:** This fully furnished unit is available for rent immediately. It is on a high floor.

**Agent/Negotiator:** Joyce Tee of Hartamas Real Estate (M) Sdn Bhd  
**Tel:** (012) 642 3239  
**Email:** teh\_joys@yahoo.com

**Gateway Kiaramas, Jln Kiara 5**

**Type:** Condominium/  
Serviced residence  
**Tenure:** Freehold  
**Asking rent:** RM2,700  
**Built-up:** 743 sq ft  
**Bedroom(s):** 1 **Bathroom(s):** 1  
**Description:** Nice unit! Reasonable price. Must view! Facilities include a multi-tiered security system, sky lounge, fitness centre, Aquascape garden, sauna, hot water spa, lap pool, and children's playground. Located beside the Sprint Highway (Penchala Link) and bordering Sri Hartamas, this development is easily accessible via major road networks, namely the Sprint Highway (Penchala Link) North-South Highway (via Jalan Duta), Jalan Sri Hartamas 1 and Jalan Duta.

Nearby amenities include Mont'Kiara Business Centre, Hartamas Shopping Centre, Plaza Mont'Kiara, SMK Sri Hartamas, French International School, Garden International School, Bukit Kiara Equestrian Club, Pantai Medical Centre and Kuala Lumpur Golf and Country Club.

**Agent/Negotiator:** Eve Shick of HSR Realtors (Malaysia) Sdn Bhd  
**Tel:** (016) 665 8537  
**Email:** eveshick.hsr@gmail.com

**Mont'Kiara Meridin, Jalan Duta Kiara**

**Type:** Condominium/  
Serviced residence  
**Asking rent:** RM4,600  
**Built-up:** 1,787 sq ft  
**Bedroom(s):** 4 **Bathroom(s):** 3  
**Description:** This is a fully-furnished unit that comes with a 3+2 sofa set, 42-inch TV, microwave, oven, refrigerator, washing machine, several air-conditioners, ceiling fans, kitchen cabinets, beds and wardrobes. Immediate vacancy.

**Agent/Negotiator:** Ms Vince Lim of GBD Properties Sdn Bhd  
**Tel:** (012) 813 8488  
**Email:** vincelim@cbd.com.my

**SENI Mont'Kiara, Jalan Changkat Duta Kiara**

**Type:** Condominium/  
Serviced residence  
**Tenure:** Freehold  
**Asking rent:** RM8,200  
**Built-up:** 2,411 sq ft  
**Bedroom(s):** 3 **Bathroom(s):** 4  
**Description:** This unit is on a high floor with a view of the KL city skyline. Located in Block A away from the highway, the unit is well-maintained. It is within walking distance to Solaris Mont'Kiara, a 5-minute drive to Mont'Kiara International School and a 20-minute drive to KLCC.

**Agent/Negotiator:** Steve Lee of Marque Real Estate Sdn Bhd  
**Tel:** (012) 668 3623  
**Email:** steve.lee.property@gmail.com

**i-ZEN@Kiara 1, Jalan Kiara**

**Type:** Condominium/  
Serviced residence  
**Tenure:** Freehold  
**Asking rent:** RM4,800  
**Built-up:** 1,362 sq ft  
**Bedroom(s):** 3 **Bathroom(s):** 3  
**Description:** i-ZEN Kiara I is a compact condominium that is relatively affordable. The condominium is developed by Ireka Development. The project is within walking distance of Plaza Mont'Kiara. It is also close to the Mont'Kiara International School and near 1 Mont'Kiara shopping centre.

**Agent/Negotiator:** Jane Wong of Metro Homes Sdn Bhd (Puchong Branch)  
**Tel:** (012) 305 0930  
**Email:** janewongar@gmail.com

**Mont'Kiara Sophia, Jln Kiara 1**

**Type:** Condominium/  
Serviced residence  
**Asking rent:** RM4,000  
**Built-up:** 1,209 sq ft  
**Bedroom(s):** 2 **Bathroom(s):** 2  
**Description:** Set in 6.6 acres of award-winning landscaped gardens, Mont'Kiara Sophia offers the best of both worlds. With international schools, cafés and retail outlets just a short walk away. This is a cosy 2-bedroom unit that comes with a well-equipped kitchen and other furnishings. The balcony provides a view of trees. Facilities include an on-site jogging track, large free-form swimming pool, gym and playground.

**Agent/Negotiator:** Fauziana Siebel-McKenna  
**Tel:** (017) 622 2563  
**Email:** fuzzy@zerinproperties.com

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# The 5 fundamentals of GST on property transactions

The Goods and Services Tax (GST) is a consumption tax. Therefore, the more you spend, the more you pay. No consumer in Malaysia is spared, whether local or foreign. GST is collected by the Royal Malaysian Customs Department and not the Inland Revenue Board, which taxes you on your earnings.

BY CHRIS TAN



Chris Tan is a lawyer, author, speaker and keen observer of real estate locally and abroad. He is founder and managing partner of Chur Associates.

If you have questions that you would like to ask Tan, please go to the Tips section of [theedgeproperty.com](http://theedgeproperty.com). Disclaimer: The information here does not constitute legal advice, please seek professional help for your specific needs.

**1**

## Are you registered?

Vendors must be GST-registered and have a GST identification number in order to charge the tax. The identification number shall be reflected in their tax invoices. In other words, it is illegal to charge GST without being registered. Therefore, the very first question to the property developer and seller or even the landlord of a standard-rated supply is "Are you registered?"

**2**

## Types of supplies

Generally, for properties, there are two types of supplies under the GST regime:

### 1. Standard rated supply

- Commercial
- Industrial

### 2. Exempt supply

- Residential (include parking facilities)
- Agricultural (except for hunting & fishing activities)
- General use (burial, playground or religious building)

Supply in this context includes the purchase price, rent, management fee and sinking fund payment.

Are small offices/home offices (SoHos) residential?

The Customs Department issued the Director-General's Decision: 2 on March 25, 2015, stating that SoHos can be classified as residential if the development complies with the requirements of the Housing Development (Control & Licensing) Act 1966 (HDA) and Housing Development (Control and Licensing) Regulations 1989 (HDR):

- Letter of planning approval (surat kebenaran merancang) is issued under "residential";
- Approved layout plan and building layout is for a dwelling;
- The sale and advertisement permit is issued under the HDA;
- The developer and the buyer enter into a sales and purchase agreement enforced under the HDR;

Therefore, we can safely presume that all SoHos sold by developers are "residential".

**3**

## Price is GST-inclusive

Section 9(5) of the Goods and Services Tax Act 2014 states that displayed prices for all taxable goods and services shall be inclusive of GST unless the registered person has obtained exemption from the director-general of Customs. In other words, you pay what you see.

Nonetheless, item No 3 of the Director-General's Decision 1/2015 has relaxed such a requirement. It states that price displays by registered persons on any taxable supply of goods or services may be exclusive of GST provided that they state the words "goods or services are subject to GST 6% and the price payable is exclusive of GST" and the supply is made only to another GST-registered person.

**4**

## GST cannot be financed

Loan facilities from financiers or banks have always been based on the net purchase price. Therefore, the net purchase prices for standard-rated properties are exclusive of GST.

For instance, if you are buying a commercial property for RM1,060,000 (inclusive of GST) and successfully secure a finance margin of 80% from a bank, your loan shall be RM800,000 (80% of the net purchase price) and you will have to fork out RM260,000 for the purchase.

Therefore, purchasers of standard-rated properties should account for their cash flow wisely.

**5**

## The market

There are two types of vendors, purchasers, landlords and tenants in the market.

### GST registered

Vendors, purchasers, landlords and tenants

VS

### Non-GST registered

Vendors, purchasers, landlords and tenants

Non-GST-registered purchasers will opt to buy standard-rated properties from non-GST-registered suppliers. This is further amplified by the fact that they are required to fork out the amount of GST themselves as the same cannot be financed. Eventually, this may be detrimental to GST-registered suppliers and they may have to adjust prices to meet the non-GST-registered purchasers' expectations. Nonetheless, GST-registered purchasers will favour GST-registered vendors as they may be able to claim input tax on the GST they have paid. This adds another dimension to the decision-making in real estate investment.



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Restriction In Interest: This land is not capable of being transferred, conveyed or disposed, charged, leased or sub-leased in the 2 years from registration of the transfer to the first purchaser without the consent in writing of the State Authority. After this period consent from the State Authority is not required for any transaction. This restriction is in conformity with clause 17.1(f) (iii) of the Agreement. All art renderings shown are artist's impression only. All information and specifications are current at the time of going to the press and are subject to amendments as may be approved or required by the relevant authorities and/or the architect. Not to be treated as an offer for sale.

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# Raise the value of your property

Easy ways to make the best of your investment

BY LLEW-ANN PHANG

**T**he value of a property is determined by many factors. The macro aspects encompassing the economic factors, location, the security and safety of the neighbourhood and its amenities are the most crucial. Meanwhile, at the micro level, what can homeowners do to add a little bit more value to their property? Here are some pointers:

## 1. Renovations — get it right

Metro Homes Sdn Bhd senior general manager Steve Yeap shares that it's all well and good to carry out extensions and renovations to a home as they can create more space but keep them simple and pleasing to the eye. It is also absolutely crucial to get the proper approvals.

"Fundamentally, extending a landed property is good value but getting it done properly brings better value. You can start with getting a good architect, then the developer's approval, if necessary, and then the local council's approval for homes with individual strata titles. Documents proving that you went about the right way are always something extraordinary to show to future buyers."

## 2. Quality fittings

You might go the whole nine yards in beautifying your home and get only the best materials and/or customised furniture and imported fittings. While this does, undeniably, add value to the interior of your home, don't throw away the bills.

Yeap says while the design would be subject to the taste of potential buyers, if any, hanging on to the bills will prove the trouble you took to ensure that these fittings are only the best. The bigger the brand, the larger the value.

## 3. Good maintenance

What good is a beautiful exterior if the interior is a mess and vice versa?

"It's very crucial to keep your house well-maintained. A good coat of paint, no peelings or tile cracks, and presentable polished and varnished timber flooring would mean you are a good owner who cared about the upkeep of your home.

"A full extension of your backyard and kitchen could augur well for value but it would be no good if you did not keep your kitchen tiles, stove, hood and hob clean. A simple wipe two to three times a week will go a long way," says Yeap.

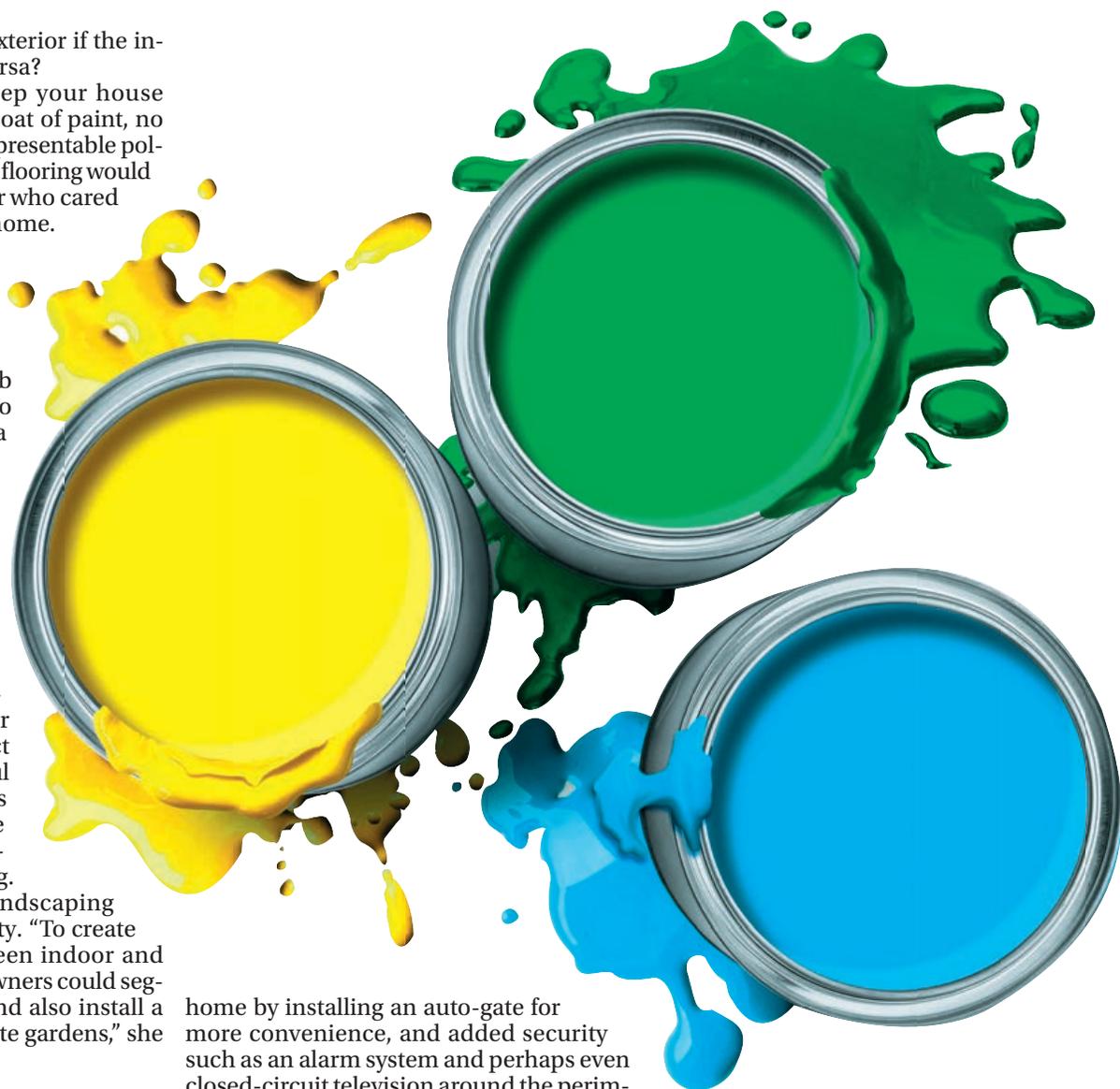
## 4. Exterior highlights

A landscaped garden, a koi pond or a garden water feature could enhance your property. In lending her expertise at the recent Malaysia Property Expo Klang Valley 2015, Gamuda Land Sdn Bhd manager of architecture and product development Khariza Abdul Khalid cited how investors spend 10% to 15% less time selling a property that incorporates smart landscaping. She notes that internal landscaping sets the tone of the property. "To create a seamless channel between indoor and outdoor functions, homeowners could segregate a large lawn area and also install a water feature in their private gardens," she told participants.

## 5. Security counts

Living in a gated-and-guarded community may count for a lot with the rising concern over crime. Boost the value of your

home by installing an auto-gate for more convenience, and added security such as an alarm system and perhaps even closed-circuit television around the perimeters of your home. It works towards providing peace of mind in ensuring the safety and security of the inhabitants of the home and their valuables.





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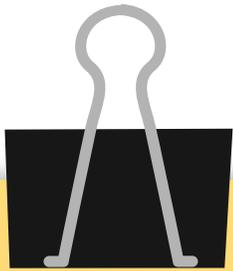


**Perennia** - Developer License No.: 12392-2/07-2015/0400(L) - Validity Date: 27/07/2013 - 26/07/2015 - Advertising & Sales Permit No.: 12392-2/07-2015/0400(P) - Validity Date: 27/07/2013 - 26/07/2015 - Approving Authority: Majlis Daerah Kuala Langat - Building Plan Approval No.: MDKL/JKB/3/KPB/OSC/4/1003 - Land Tenure: Leasehold 99 years (Expiring: 23/12/2111) - Expected Date of Completion: June 2015 - Type of Property: 2-Storey Terrace House (24'x80') - No. of Unit: 204 unit - Price: RM778,800 (Min) - RM1,498,800 (Max) - Type of Property: 2-Storey Terrace House (22'x80') - **Scarlet** - Developer License No.: 12392-4/08-2016/0798(L) - Validity Date: 13/08/2014 - 12/08/2016 - Advertising & Sales Permit No.: 12392-4/08-2016/0798(P) - Validity Date: 13/08/2014 - 12/08/2016 - Approving Authority: Majlis Daerah Kuala Langat - Building Plan Approval No.: MDKL/JKB/3/KPB/OSC/4/1041 - Encumbrance: Charged to RHB Bank Berhad - Land Tenure: Leasehold 99 years (Expiring: 23/12/2111) - Expected Date of Completion: Oct 2016 - Type of Property: 2-Storey Terrace House (24'x70') - No. of Unit: 80 units - Selling Price: RM966,800 (Min) - RM1,521,800 (Max) - Type of Property: 2-Storey Terrace House (24'x75') - Total Unit: 30 units - Selling Price: RM1,026,800 (Min) - RM1,560,800 (Max) - 7% discount for Bumiputra. Restriction-in-interest: This Land cannot be sold, leased, pledged or transferred with even manner whatsoever except with the consent of the State Authority. - **Periwinkle** - Developer License No.: 12392-3/04-2016/0415(L) - Validity Date: 01/05/2014 - 30/04/2016 - Advertising & Sales Permit No.: 12392-3/04-2016/0415(P) - Validity Date: 01/05/2014 - 30/04/2016 - Approving Authority: Majlis Daerah Kuala Langat - Building Plan Approval No.: MDKL/JKB/3/4/1017 (A) - Encumbrance: Charged to RHB Bank Berhad - Land Tenure: Leasehold 99 years (Expiring: 23/12/2111) - Expected Date of Completion: Apr 2016 - Type of Property: 2-Storey Linked Semi-Detached (Semi-Detached Cluster) (32'x70') - No. of Unit: 464 units - Selling Price: RM1,126,800 (Min) - RM1,630,800 (Max) - Type of Property: 1-Storey Bungalow - Total Unit: 3 units - Selling Price: RM2,100,800 (Min) - RM2,455,800 (Max) - 7% discount for Bumiputra. Restriction-in-interest: This Land cannot be sold, leased, pledged or transferred with even manner whatsoever except with the consent of the State Authority.



# Getting equipped for handover

Know what to detect when inspecting a property for defects



## Things to look out for:

**1** Spot for damp and water marks, especially at areas next to external walls, toilets, roofs, etc. Minor water seepage issues can be easily resolved by pressure grout injections.

**2** Inspect the plumbing: flush toilets, turn taps on, observe drainage discharge to detect clogging.

**3** Inspect walls for crack lines, verticality and evenness.

**4** Check tiles for "hollowness". This indicates a lack of bonding to its substrate, increasing the risks of cracking and falling off.

**5** Ensure floor levels at wet areas (e.g. toilet, yard, aircon ledge, landscape ledge, etc) are laid to proper fall. Simply wet the floors to see if water is discharged effectively without ponding.

**6** Open and shut all doors and windows to ensure they work properly.

**7** Check keys, flick switches, count and test power points, check appliances (e.g. aircon, water heater, hood, hob, etc).

## BY ORIENTIS SOLUTIONS

**B**uying property is always an exciting experience, particularly for first-time homebuyers. The signing of the Sale and Purchase Agreement (SPA) starts the clock ticking on a journey where you witness your property transform from a scale model to its actual physical form.

The much-anticipated day finally comes after you receive a letter from the developer to take vacant possession of your property. After settling all dues, you now have an appointment to enter your completed property for the very first time, filling you with a mix of anxiety and excitement.

The purpose of this pre-handover inspection of the property is to ensure you have been delivered exactly what's been agreed on in the SPA, and that the quality of materials, workmanship and design conform to acceptable building practices.

So, how do you prepare for this day? For a start, retrieve your SPA from the cabinet shelf. The layout plans of your unit, accessory parcel plans, common facilities plans and schedule of finishes appended in the SPA are among the documents you should refer to. Next, bring along a lot of colour-dot stickers and a camera (a smartphone suffices). You may omit these if the developer provides a handover team to walk you through the entire unit, to give you an orientation briefing and fill up the defects form on your behalf.

If you have to do the inspection on your own, then don't be lazy. This is where the colour-dot stickers come in handy. In cases where defects cannot be highlighted with a mere sticker (e.g. doors not closing properly), some form of description in the report is necessary. Be meticulous and thorough if you want a quick resolution before you renovate or move in.

Alternatively, if you prefer less hassle and don't mind spending a bit, get a professional building inspector to carry out the inspection for

you. This may cost a few hundred or thousand ringgit, depending on the unit size and scope of the service. These reports are usually very comprehensive and come with photographic evidence (as stickers may get peeled off).

Most defects are straightforward and easily addressed (e.g. chipped tiles, scratches etc). Some could be arbitrary. A good example are natural stone finishes such as marble and granite. Inherent characters such as veins, crystal formation and tonality issues can be grey areas when it comes to identifying a defect. (See pictures A & B)

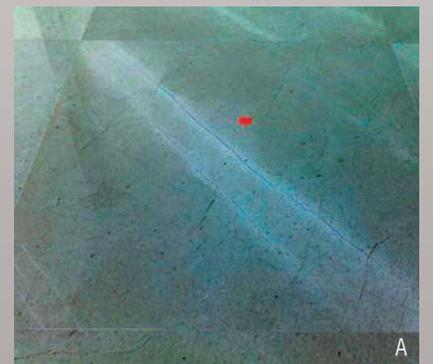
In case of disagreement between you and the developer, or if the problem cannot be easily fixed, an alternative solution or compromise may be needed. You may get an independent third party such as a professional body to assess the situation. If all fails, you may have to resort to a tribunal, arbitration or litigation.

What happens if the reported defects remain unaddressed by the developer? For residential properties, if the defects are not made good after 30 days, the contractual recourse is for you to inform the developer of the estimated cost of rectification and give the developer 14 days to do so, failing which you can rectify the defects yourself and charge the cost through the stakeholder lawyer who is holding 5% of the purchase price.

Lastly, it is important to remember the expiry date of the defects liability period. The developer's obligation to rectify defects, other than structural defects, ends after this date.

*Orientis Solutions Sdn Bhd is a property development consulting firm based in Selangor, Malaysia. It offers a diverse range of services, from the pre-planning to post-completion stages of a project. Its clients comprise property developers, land owners, investors and joint-venture companies.*

*If you have any questions for Orientis regarding defects in your new home, go to the tips section in [theedgeproperty.com](http://theedgeproperty.com) to pose your questions.*



White veins in marble



Tonality issue in marble

Apart from workmanship defects, there are also defects due to design that render an area unfit for its purpose or impractical. In one case, the developer did not provide sufficient floor traps in a toilet. A hole was then drilled in the kerb that supports the shower screen but obviously this was not effective in draining water.

Below: Water ponding after washing





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• Developer's License No.: 13695-1/09-2016/0945[L] • Validity Date: 19/9/2014 - 18/9/2016 • Advertising & Sales Permit No.: 13695-1/09-2016/0945[PI] • Validity Period: 19/9/2014-18/9/2016 • Approving Authority for building plan: Majlis Daerah Kota Tinggi • Building Plan Reference No.: MDKTOSC/P/0431 • Expected Completion Date: November 2016 [Phase 1], 2017 [Phase 2], 2018 [Phase 3] • Type of Property: 2 Storey Bungalow 1A1-a • Total No. of Units: 28 units  
 • Approved Selling Price: Phase 1 [Type A] Price [10]: RM2,803,800 [min]-RM 2,956,800 [max], [Type A1] Price [11]: RM 2,838,800 [min & max], [Type B] Price [12]: RM 2,667,800 [min] - RM 2,874,800 [max], [Type B1] Price [4]: RM 2,412,800 [min] - RM 2,502,800 [max], [Type C] Price [1]: RM 2,279,800 [min & max] • Type of Property: 2 Storey Bungalow 1A1-b • Total No. of Units: 22 units • Approved Selling Price: Phase 2 [Type A] Price [8]: RM 3,970,800 [min]-RM 4,243,800 [max], [Type A1] Price [3]: RM 3,782,800 [min]-RM 3,909,800 [max], [Type A3] Price [1]: RM 3,518,800 [min & max], [Type B] Price [5]: RM 3,820,800 [min]-RM3,956,800 [max], [Type B1] Price [5]: RM 3,499,800 [min]-RM 3,617,800 [max]  
 • Type of Property: 2 Storey Bungalow 1A1-c • Total No. of Units: 52 units • Approved Selling Price: Phase 3 [Type A] Price [3]: RM 4,979,800 [min] - RM 5,175,800 [max], [Type A1] Price [1]: RM 4,951,800 [min & max], [Type A2] Price [5]: RM 4,908,800 [min]-RM5,141,800 [max], [Type A3] Price [7]: RM 4,543,800 [min]-RM4,798,800 [max], [Type B] Price [3]: RM 4,871,800 [min] - RM 4,926,800 [max], [Type B1] Price [17]: RM 4,493,800 [min]-RM 4,762,800 [max], [Type C] Price [16]: RM 4,340,800 [min]-RM4,545,800 [max] • Land Tenure: Leasehold (expired on 14 May 2098) • Land Encumbrances: Nil • Bumiputera Discount: 15%

All photos and illustrations in this publication are artist's impressions only. The developer reserves the right to modify any part of the development/building and as directed or approved by the relevant authorities. In the event of any conflict or discrepancy, the contents of the Sale & Purchase Agreement shall prevail unless otherwise specified.



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**The Tiny, Australia**

(PHOTO CREDIT: ALICIA FOX)

With a A\$2,500 (RM6,971) budget, James Galletly used over 95% of recycled materials to build The Tiny last July. It has a built-up area of 53.82 sq ft and fits two adults.

The house comes with a fold-down bed, fold-down desk, fold-down shelf and is solar-powered. It has wheels and is attached to a trailer so it can be easily relocated. Galletly reveals that The Tiny can be sold for A\$4,000 because most of the construction materials are donated.

His inspiration for building tiny houses? "Initially, it was the creative challenge to come up with a liveable and aesthetically pleasing space while sticking to 'tiny house' principles. Once I began building them and explaining to others what I was doing, I began to really appreciate the deeper philosophy behind building small. This is what keeps me building them."

Galletly says he will continue building tiny houses to reduce the global carbon footprint as much as he can.

"Tiny houses offer their owners a great deal of freedom. They can facilitate living a life based on dreams and passions, not just working to pay a mortgage off," says a chuffed Galletly.

# Teeny-weeny homes

BY LIM KIAN WEI

In Malaysia's rapaciously expanding urban areas, property developers offer shoebox apartments that cramp our lifestyles. But you may be surprised to know that a growing number of people in developed countries are choosing to live in spaces way below 300 sq ft small.

A few are even making a living from building them. Not only do their buyers

save on mortgage repayments, maintenance and utilities, but they also get to do their bit for Mother Nature by reducing their carbon footprint.

Here is a varied selection of tiny homes from around the globe. They all seem like a brilliant idea and look comfortable enough but probably aren't for those with even a hint of claustrophobia! Have fun reading this and get inspired!



**A-frame tiny house, US**

(PHOTO CREDIT: DEREK DIEDRICKSEN)

Some tiny houses have foldable interiors, but the A-frame tiny house can transform one side of its roof into a porch. The single-bedroom house has 80 sq ft of living area and is 110 sq ft when expanded. Relaxshacks.com founder and builder Derek Diedricksen says it costs about US\$1,200 (RM4,279) to build a unit and around 700 hours to complete one. He often uses recycled materials to save cost.

Diedricksen grew up in a small house and is author of *Humble Homes, Simple Shacks and Microshelters*.

"Why work yourself to death to pay for a home that is beyond your needs? Getting a copy of Lester Walker's book *Tiny Houses* back in 1986 led me to take deep interest in small spaces, homes, shelters, and tree houses — which is what I now build for a living," he tells *The Edge Property*.



**Japanese-inspired luxury tiny house, Oregon, US**

(PHOTO CREDIT: CHRIS HEININGE)

Builder Chris Heininge was inspired by how the Japanese live a simple life in small spaces. "In recent years, many people are moving away from the idea of big McMansions and discovering the joys of living tiny. A tiny house not only costs less to build, but is also far cheaper to heat, cool and maintain. So you save money while reducing your environmental impact", and still enjoy all the luxury of a high-end home, Heininge observes.

He takes about three months to build a tiny house for one person and has built and sold high-end tiny houses for US\$70,000 each. He rents out a few units for US\$500 a month.

The house shown in the picture has a built-up area of 280 sq ft and comes with an electric fireplace, kitchenette, television, energy-efficient lightbulbs, jacuzzi and water-saving toilet.

Last winter, Heininge started building "The Hobbit House" (top picture), which measures just 128 sq ft in size.



**PODhouse, Switzerland**

(PODHOUSE [ABOVE + RIGHT] PHOTO CREDIT: ROBUST OUTDOOR BRANDS. TODA HUT [BOTTOM RIGHT], INDIA PHOTO CREDIT: PRATHEEP)

Created by Switzerland-based Robust Outdoor Brands, the PODhouse has a built-up area of between 103.3 sq ft and 155 sq ft. Its design is inspired by the traditional huts of the Toda tribes in Ooty, southern India. The thatched huts are about 10 feet high and typically built using bamboo and rattan.

PODhouses cost between €8,900 (RM34,513) and €17,900 each, inclusive of taxes. If you'd like a feel of what it's like to stay in one, check into the Zur Hasenkammer resort in North Rhine-Westphalia, Germany. Guests may choose between the two- and



three-bedroom layouts that accommodate between two and four adults. A holiday retreat in the countryside during winter can be biting cold, but the PODhouse's roof has been designed with thick shingles that easily shed snow.

# Myths + reality

Feng shui is not just about making money

It is natural for most people to want to be rich. There is nothing wrong in wanting more money in life or aspiring to be rich. Let's face it, no one aspires to be poor.

Society has created a perception that feng shui is about money and nothing else — from placing the “waving cat” on the cash register of shops and the “money frog” under the table to the practice of so-called secrets of feng shui formulas.

People are constantly bombarded with information on how to get rich by using feng shui. Many well-known tycoons in Hong Kong and Taiwan have used feng shui, thus perpetuating the view that it is all about making millions.

Sometimes, people are encouraged by superstitious practices, which bear little resemblance to feng shui. These may seem harmless but may turn out to be serious or even dangerous as they give people false hope.

Once heard of practitioners who claimed to possess the so-called “secret” water dragon formula that could turn average individuals into billionaires. They charged hefty fees for the formula. Many do not know that this “secret” can be obtained cheaply and easily in many Chi-

BY DATUK JOEY YAP



nese bookstores or on the internet. However, while the formulas may be easily available, creating a water dragon is not as simple as some practitioners say. Some may say it is as simple as digging a drain around your house that flows in a certain direction. Well, it is not. It has to be a natural formation, not water from the kitchen or water that drains away during a storm.

In some cases, the man-made water dragons create negative qi in the form of “cutting feet water”, which can be detrimental to the health of the property's occupants and create serious financial problems for them.

Another common feng shui practice is placing aquariums and “money fish” in certain sectors of the house. In ancient feng shui, the reason for placing certain elements in certain sectors of the home was to collect qi or qi flow and direct it to the right parts of the home and keep negative qi away. There is no mention of the flowerhorn fish, arowana, goldfish, “money frog” or aquarium that is supposed to make

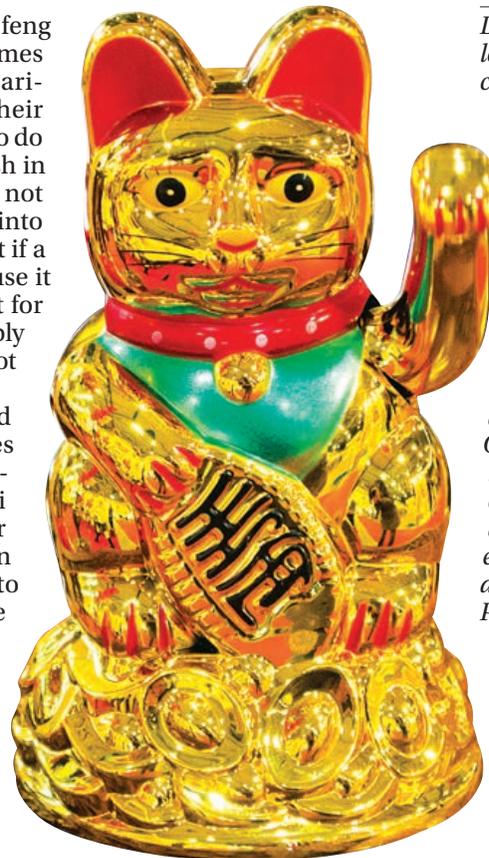


Aquariums are placed in certain sectors of the house to collect qi.

one fabulously rich. Today, feng shui practitioners do sometimes advise clients to place aquariums in certain sectors of their homes but this has nothing to do with the aquarium or the fish in it. The type of fish also does not help transform the owners into billionaires. Some claim that if a “money fish” dies, it's because it blocked the bad luck meant for the owner. But the fish probably died because the owner did not take good care of it.

Qi is dispersed by the wind and gathers at the boundaries of water, according to the classic *Book of Burial*. Feng shui consultants often place water (in the form of aquariums) in specific areas in the home to collect certain qi. As for the fish in the aquarium, it is to keep the water active and to avoid the aquarium from looking empty and out of place in the home or office.

The 'waving cat' that we often see on shop counters



Datuk Joey Yap is the world's leading Chinese Metaphysics consultant and bestselling author with more than 160 books which sold over four million copies worldwide. He's an international renowned speaker recognised in business communities globally and is regularly seen on Astro, Bloomberg as well as other leading media. He is the chief consultant of the Joey Yap Consulting Group and founder of Mastery Academy of Chinese Metaphysics. Yap has nearly two decades of professional consultancy and business advisory experience working with establish corporate giants such as Microsoft, Sime Darby, UEM, Prudential and Citibank, and has more than half a million followers and students from more than 30 countries.

If you have any feng shui-related questions for Yap, please go to the Tips section of [theedgeproperty.com](http://theedgeproperty.com)

## FEATURE | PROPERTY



### Tiny hOMe, United States

(PHOTO CREDIT: GABRIELLA MORRISON)

Many dream of living in large houses, but not the Morrissons. Andrew and Gabriella Morrison sold their house to live in a 220 sq ft home two years ago.

“We were living in a huge house that was costing us so much money that we didn't have time to enjoy our lives. We wanted something better for us,” Gabriella tells *The Edge Property*. She built “hOMe” with her husband at a cost of US\$33,000.

The house features a fully equipped kitchenette, a bath, a home office space and a staircase to the loft. Andrew, who was a builder for over 20 years, says paying someone to build a house typically costs double the total building cost.



CHRIS LEONG

01



PHOTOS BY RAYMOND LEE

02



03

01. Recently, I used a linen-textured Zoffany wallpaper (in cobalt blue) next to a white breakfast counter matched with faux leather bar stools featuring shiny chrome legs. Original artwork reminiscent of Matisse's Moroccan series, vintage-style glass pendant lights and a carved wooden bird sculpture add interesting touches to the setting. Note the glass vase, also in blue.
02. At Janine, cushions of various sizes and shapes sit comfortably on a soft grey French Provincial-style sofa alongside luxurious velvet throws
03. A vintage '50s armchair in a pale aqua-green upholstery sits pretty with a cushion in deep blue chenille alongside a bold cobalt blue-and-white print footstool. A "weathered and distressed" horse sculpture is placed on top of the rugged teakwood side table with polished chrome legs to provide contrast and interest.

# Let's sing the blues

Showcase the color blue in exciting variations and executions



BY RAYMOND LEE

**B**lue, in its many shades, is a colour that can create a variety of moods. Many colourists and interior design experts claim that when effectively used, blue reduces stress and can even create a sense of calmness, relaxation and order.

Cobalt blue pigments for example, are extremely stable and have historically been used as colouring agents in ceramics (Chinese porcelain), jewellery and paint. Blue often exudes elegance and a certain quiet charm, such as the popular shade of Royal Blue.

Blue in nature have been known to inspire many Impressionist artists, such as Renoir and Monet, not to mention others such as Gauguin, Turner and

more recently, David Hockney.

This season's range of fabrics and wallpapers showcases the colour blue in many exciting variations and executions. You will find linens, velvets, sheers and damasks featuring all types of motifs, both modern and traditional, in blue. Wallpapers of different textures and finishes — some in shimmering foil-like paper, others digitally printed with large scale flowers — are de rigueur for any stylish abode.

Blue can be cool or full of drama. Up the intensity when you clash Prussian Blue with a bright Chrome Yellow or make it smart and snappy when you contrast Navy Blue with Bright White.

Throw in a shiny gold braid or brass button into the mix and you'll certainly have some serious style and colour expression in your home. Install a neutral wallpaper as your background or up the ante when you hang long velvety curtains in a fresh Aquamarine shade.

How much of blue can you use? In liberal doses or with great restraint? Whilst

there are no hard and fast rules, sometimes it really does depend on the shade of blue and how you use it, likewise, the space or setting. Blend them all in or make sharp contrasts. Baby Blue is soft and inviting with lots of white. Kingfisher Blue can really fly with deep purples, strong yellows and greens. Just imagine a big bunch of bright yellow gerberas sitting pretty in a white vase in that very blue setting.

Cobalt, Aquamarine and Blue Sapphire are some of the more exciting colours and shades of blue that have surfaced recently in home furnishing fabrics for your curtains, cushions and upholstery. Keep within the same colour palate and you can mix patterns, prints and textures to create a most arresting combination.

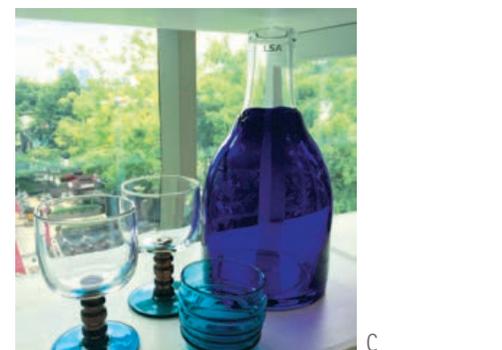
*Raymond Lee is an interior designer and founder of Xceptional Interiors. He can be contacted at Email: raymond@xceptional-interiors.com or check out www.xceptional-interiors.com*



A



B



C

Finnish brand Marimekko's new range of ceramic tableware is certainly more muted than usual. This collection of mugs and bowls features townhouses and scenes from a farmer's market executed in a quirky '50s style illustration (Pic A). The Mindscapes Collection (Pic B) plates depict waves and streams of life underwater, shown here next to an Alessi stainless-steel water pitcher. Its stemware collection, which also hints of mid-century nostalgia, make a fine pairing with the glass LSA water pitcher (Pic C). Marimekko and LSA are available at Gudang.



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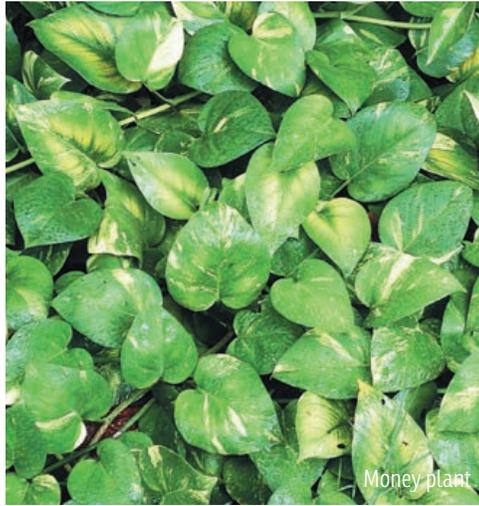
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PHOTOS BY SJH NURSERY & LANDSCAPING



Mother-in-Law's Tongue



Money plant



Chinese Evergreen

# Purifying the air *NATURALLY*

Plants as powerhouses of wellness

BY CARMEL DOMINIC

**J**ane Goodall, the famous primatologist, ethologist and anthropologist has this to say about greenery: "It's been proven by quite a few studies that plants are good for our psychological development. If you green an area, the rate of crime goes down. Torture victims begin to recover when they spend time outside in a garden with flowers. So we need them, in some deep psychological sense, which I don't suppose anybody really understands yet." As Goodall reveals, there's something innately life-giving about a natural environment.

Plants are more than just ornamental; they purify the physical and mental atmosphere.

According to SJH Nursery & Landscaping Sdn Bhd business development manager James Gan, there is a list of plants known to be natural powerhouses of wellness. Here are some.

**Mother-In-Law's Tongue**  
(*SANSEVIERIA TRIFASCIATA 'LAURENTI'*)

This is one of the best plants for filtering formaldehyde (products that have CH<sub>2</sub>O or HCHO) commonly found in cleaning products such as toilet paper, tissue paper and personal care products. Having one or two in your bathroom will help filter the air. It thrives in low or dim light and in steamy or humid conditions. This plant will grow even if neglected for a while.

**Care tips:** Enjoys gritty and infertile soil and lives without much water.

**Money Plant**  
(*EPIPHEMNUM AUREUM*)

Another good choice for eliminating formaldehyde. It grows rapidly and you can choose to place it in a hanging basket to let its stems and heart-shaped leaves fall nonchalantly down, giving your green area a sexy look. Gan suggests putting this plant around the car porch since car fumes are filled with formaldehyde.

**Care tips:** Needs water only when the soil is dry. The nearer the plant is to sunlight, the more water it needs, so keep it in between sun and shade. Overwatering can cause the plant to turn yellow and stems to rot and underwatering or dry air can cause brown patches and edges on the leaves.

**Chinese Evergreen**  
(*AGLOAONEMA NITIDUM 'SILVER QUEEN'*)

This easy-to-care-for plant can help neutralise a variety of air pollutants such as benzene and carbon monoxide. Plus, it blooms even in low light.

**Care tips:** Very adaptable plant. Tolerates low light and dry air better than other house plants but doesn't fare well in cold air. Consistently moist soil keeps it happy. In fact, it can grow in water alone.

**Bamboo Palm**  
(*CHAMAEDOREA SEIFRIZII*)

Easy to care for and helps in removing indoor air toxins, especially benzene, trichloroethylene and formaldehyde. It is resistant to insect infestation and can reach a height of about six feet. In addition, it boasts a high transpiration rate (rate of pumping moisture into the air).

**Care tips:** The Bamboo Palm is a shade plant but will grow taller in any lighted area, natural or artificial. Maintain your palm's fullness by rotating the container a quarter-turn every week to allow light to penetrate its leaves evenly. It is sensitive to soluble salts, so remove any fertiliser from the top of the pot and filter the soil thoroughly with water.

**Yellow Palm**  
(*CHRYSLIDOCARPUS LUTESCENS*)

This palm is rated among the best houseplants for removing all detectable indoor air toxins and cigarette smoke. Look for plants with a larger-calibre trunk at their base. Plants with stems under an inch in diameter are difficult to maintain.

**Care tips:** Needs indirect sunlight. Fertilise and mist regularly and water frequently. This vase-shaped plant prefers a humid room and likes to be pruned regularly.

**Lady Palm**  
(*RHAPIS EXCELSA*)

This plant is easy to care for, effective at removing indoor air toxins and highly resistant to insect infestation. Grows slowly and is easy to maintain.

**Care tips:** Another palm that needs indirect sunlight and should be fed monthly with diluted liquid fertiliser. Water frequently if



Bamboo Palm



Yellow Palm



Lady Palm



Bamboo fern

the plant is in a warm indoor environment. Clip the tips of the leaves if they are brown. (It indicates the accumulation of salt and minerals.)

**Boston Fern**  
(*NEPHROLEPIS EXALTATA*)

This fern should be kept by those who have more than 10 minutes a day to spare on plants. Its feathery ferns are best displayed as a hanging plant. It is effective at removing formaldehyde and adding humidity to an indoor environment.

**Care tips:** Prefers indirect sunlight and must

have frequent misting and watering or its leaves will go brown and drop. Prone to spider mites and whitefly, which can be controlled using a soapy water spray. Inspect new plants for bugs before bringing them home. Feed weekly with a weak liquid fertiliser. Water should be at room temperature and free of chlorine and fluoride. (Boston ferns are sensitive to water temperature and chemicals). Do not touch or move Boston ferns too vigorously because bumping it into walls, people or pets will cause the leaves to brown. Grows best in soil but requires constant watering.

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