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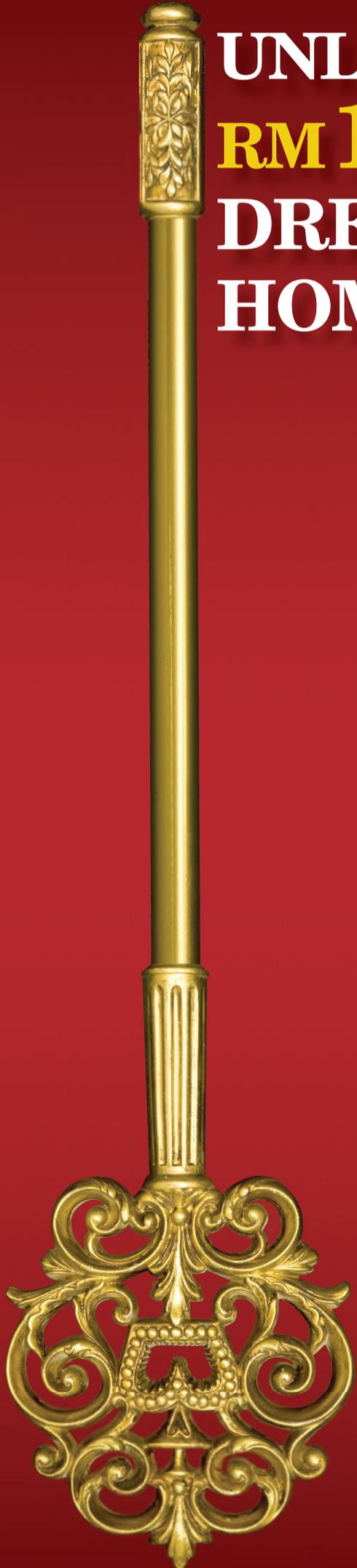
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EP5 NEWS

The Edge and Mah Sing launch
RM1 million property contest



EP10 DEALMAKERS

The well-rounded agency

WHERE WOULD YOU INVEST IN JOHOR?

That is the question posed to participants of the Malaysian Secondary Property Exhibition Johor Baru.



Listen to their responses at theedgeproperty.com

Affordable luxury at DUTAMAS

The established Kuala Lumpur enclave with a strong mid-market segment has seen strong value appreciation in recent years. Data collated by theedgeproperty.com shows that the average price of its non-landed residential property rose 16% in 3Q2013 y-o-y to RM493 psf, but moderated in 3Q2014, up by only a marginal 0.2% year-on-year. What does the future hold? See story on Pages EP6 & 7.



Check out a video of this hot spot at www.theedgeproperty.com and see current listings for this area on **Market Watch EP8**.

ON
THEEDGE
PROPERTY TV
at www.theedgeproperty.com



Potential awaits
in Dutamas



The rise of the
areas south
of Bangsar

THEEDGE

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NEWS ROUNDUP

For more news go to theedgeproperty.com

Magna Prima and subsidiary sued over alleged poor quality of The Avare

Property developer Magna Prima Bhd and its subsidiary Embassy Court Sdn Bhd (ECSB) are being sued by 24 people for RM25 million over the alleged poor quality of its six-star luxury condominium, The Avare, at KLCC.

Magna Prima's filing with Bursa Malaysia on June 9 shows that the suit, led by Dr Adam Victor, has been lodged at the Kuala Lumpur High Court.

The plaintiffs' claim is based on "alleged poor and defective facade design design, low quality material, poor workmanship, failure to fully rectify the defect in the parcel and common property, structurally unsound construction, and breach of the implied term to build and deliver a six-star luxurious condominium".

They also allege misrepresentation by Magna Prima and Embassy Court.

Magna Prima was named first defendant, and Embassy Court, second defendant.

Embassy Court is the developer and vendor of the said development, while Magna Prima is the proprietor of the land on which the development is located.

Magna Prima says it has instructed its solicitors to file an application to strike out the plaintiffs' claim against the company, and for Embassy Court to file a defence in respect of the plaintiffs' claim.

Battersea Power Station public park unveiled

Battersea Power Station Development Co unveiled on June 9 an image of the redevelopment of a new public park in London that is part of the £8 billion (RM46.08 billion) Battersea Power Station site.

The six-acre (2.43ha) public park is due to open in stages from 2017. It is the size of nearly three-and-a-half football pitches and will play a key role in the developer's place-making strategy. It will connect Batter-



sea Power Station, Circus West and Phase 6 to the River Thames, via a riverside promenade.

The park, designed by LDA Design, will feature large event lawns, terraced river gardens and form a highly flexible, "multi-programmable" space for use throughout the year.

Battersea Power Station is owned by a consortium of Malaysian investors, comprising S P Setia Bhd, Sime Darby Bhd and the Employees Provident Fund.

Malton unveils RM1.5b Bukit Jalil City project

Malton Bhd and Kuala Lumpur Pavilion Sdn Bhd unveiled the RM1.5b Bukit Jalil City integrated development in Kuala Lumpur on June 9. The project will cover 50 acres.

Its four main components are three and 5-storey "Signature Retail Offices", 44 units of two and 3-storey "Park Point Retail" and 1,098 units of luxury apartments known as The Park Sky Residence @ Bukit Jalil, and the Pavilion Bukit Jalil Regional Shopping Mall, according to Malton executive director Hong Lay Chuan.



The Pavilion Bukit Jalil will be the largest mall in the Southern Corridor of the Klang Valley and

offer two million sq ft of retail space over five floors and more than 6,000 parking bays. It is expected to be completed in 2018.

The Park Sky Residence features partly furnished serviced apartments with two and three bedroom and dual-key unit layouts. They have a built-up area between 868 sq ft and 1,565 sq ft. The average selling price is RM775 psf. The residential components are expected to be launched this September and be completed in 2019.

Malton says the project will benefit from the planned Awan Besar LRT station (Line 2), which Prasarana Malaysia Bhd informs theedgeproperty.com will be operational by October.

Eager registrants for Eco Sanctuary units in Kota Kemuning

Eco World Development Group Bhd's Eco Sanctuary in Kota Kemuning, Selangor, had more than 300 registrants, some coming as early as 6.35am on the morning of June 8, to queue for choice units on June 13.

Eco Sanctuary general manager Ho Kwee Hong says an SMS blast to over 6,000 registrants for units in phase one of the RM8 billion project was sent out at 6.30am on the Monday morning. By 6.35am, 10 registrants who live in Kota Kemuning had already lined up outside the sales office. By 10am, there were 200 registrants.

The SMS informed registrants they would be given a queue number when the sales gallery opened at 10.30am if they already had cheques for RM30,000 made out to the project's lawyers. The queue number entitles them to select a unit when the project is officially launched this Saturday. Registrants have until June 12 to get a queue number.

Ho added that this money would be converted into a booking fee upon the successful selection of a unit.

Eco Sanctuary is a 308.7-acre

leasehold project. Its first phase features two parcels of land that will comprise terraced villas, semi-detached houses and bungalows.

OSK Property launches second township in Kedah

OSK Property Holdings Bhd officially launched the first precinct of its second township project in Sungai Petani, Kedah, called Yarra Park last weekend.

The precinct is dubbed Fairfield Villas and offers 122 units of 2-storey bungalows.

According to OSK Properties Sdn Bhd branch head Paul Tan, Sungai Petani is the fastest-growing town in Kedah, where demand for quality residential products has increased significantly in recent years.



He added that those who came to view the show unit comprised locals from Sungai Petani, Alor Setar and Penang.

Yarra Park, which has a gross development value (GDV) of RM1.3 billion, will cover 430 acres. Once completed, it will have eight precincts and extensive landscaping, including 18 acres of lakes and greenery, said Tan.

Fairfield Villas bungalows have 3,460 sq ft of gross floor area and a total land size of 5,400 sq ft. There are two different styles of facade. Both designs have in common a double-volume living area, five bedrooms and 4+1 bathrooms. Selling prices starts at RM821,800. The development is due for completion in two years.

There will also be a one million sq ft shopping mall by OSK Property to cater to residents of the township.

LAUNCHES & EVENTS

If you have any real estate-related events, email us at propertyeditor@bizedge.com.

Events listed here will also appear on theedgeproperty.com.

Launch of Melbourne's Kew Square

Date: June 13 & 14

Venue: Westin Hotel KL,
Level 2, Straits II & III

Time: 10am to 7pm

Contact: (016) 232 1099 /

(012) 208 693 / Sabah &

Sarawak (016) 263 3054

Kew Square is in a high-demand location just next to Hawthorn, 6km to CBD, at the centre of Kew Junction in Melbourne. Sixty-two units of one and 2-bedroom apartments from A\$475,000 (RM1.38 million) are on offer; all with parking bays.

There are more than 10 schools within a 5km radius, such as Kew Primary, Kew High School, Xavier College, Methodist Ladies College, Melbourne High School and Swinburne University of Technology. There are many retail, shopping and eating outlets in the area, and direct trams to RMIT and the CBD.

Estimated completion date is mid-2016. The units are now available at a 10% down payment and no further payment till completion.

Celebrate the Dumpling Festival with Sunway

Date: June 13 & 14

Venue: Sunway Eastwood Sales

Gallery, Puchong South

Time: 10am to 5pm

Contact: (012) 214 8748

Celebrate the dumpling festival this weekend at Sunway Eastwood with fun activities such as dumpling-making lessons.

Launch of Opus @ Lake Vicinity, Cyberjaya

Date: June 13

Venue: 2, Opus Residence,

Perdana Lakeview East Cyber 7,

63000, Cyberjaya, Selangor.

Contact: (03) 6201 8680

Opus is a gated residential



development by Crystalville Group, comprising 62 units of semi-detached homes and a clubhouse. The launch of the first phase showcases semi-detached homes called Blues and the Opus Clubhouse. There will be a mini funfair for children as well as reflexology for adults. Food and drinks will be served from food trucks.



Launch of Champs Elysees serviced suites

Date: June 13

Venue: Bandar Agacia,

Kampar, Perak (search for

"UTAR Kampar" on Waze)

Time: 12.30pm onwards

Contact: (012) 288 6693 (Liyana Tan)

A new project of serviced suites in Bandar Agacia by Agacia Land Sdn Bhd that consciously takes its name from the world-famous avenue in Paris. It is located in the university town of Kampar, Perak. The launch will see 472 units of serviced suites priced from RM206,600 up for sale.



Two-Storey Lake Vicinity Semi-D

**13 June 2015 (11am - 5pm)
@ Opus Show Village**

Special Launching Price from **RM1.58 Million****
(Limited Units)

Unwind & relax
at our
Launching

Enjoy **Exclusive Offers** on launch day.



First 20 visitors get a **Gift Pack** worth RM200*

Each visitor gets a **Door Gift**

Be rewarded with an **iphone 6 plus** or **Samsung Galaxy S6***

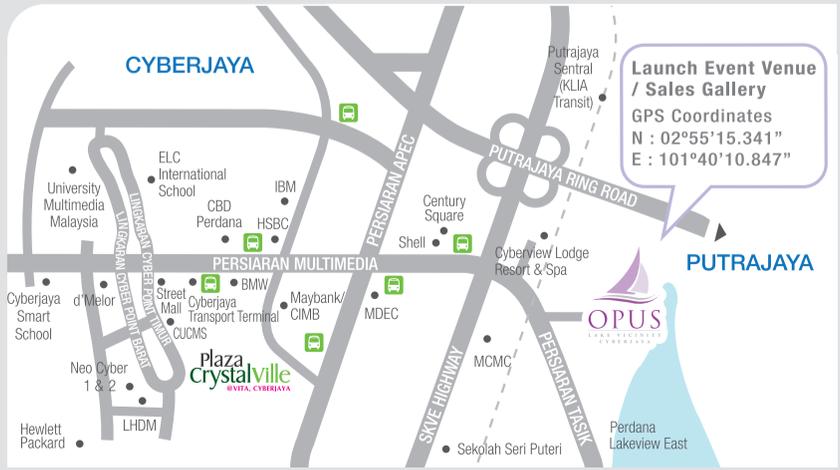
Kids Games (Giant Water Ball, VR Games & Fun Fair Booth), **Reflexology Session** & **Grubs from Food Trucker** are on us!

* Terms and conditions apply. First come first serve basis. While stocks last.
** Bumiputera price.

Opus is a low density guarded development. Situated at the prestigious postcode of Perdana Lakeview East, in the vicinity of Putrajaya Lake. With a clubhouse offering a myriad of recreational activities.



Freehold | 40' x 88' | from 3,000 sq. ft.



SALES GALLERY
No.2, Opus Residence,
Perdana Lakeview East, Cyber 7,
63000 Cyberjaya, Selangor.
Tel: 03-8318 5668
Email: enquiries@crystalvillegroup.com
www.crystalvillegroup.com

HEAD OFFICE
Suite 10.08, Block B,
10th Floor, Plaza Mont' Kiara, No. 2,
Jalan Kiara, 50480 Kuala Lumpur.
Tel: 03-6201 8680 (Omar / Hayyu)



Developer License No.: 13983 - 1/05 - 2017/0375 (L) | Validity Period: 08 - 05 - 15 to 07 - 05 - 17 | Sales & Advertising Permit No.: 13983 - 1/05 - 2017 / 0375 (P) | Validity Period: 08 - 05 - 15 to 07 - 05 - 17 | Approving Authority: Majlis Penbandaran Sepang | Building Plan Approval Reference No.: MP,SPG 600-34/2/60(6) & MP,SPG 600-34/2/61(6) | Tenure of Land: Freehold | Restriction-in-interest: The Land cannot be transferred, charged, without prior consent from the State Authority | Expected Date of Completion: April 2017 (Phase 1) | Phase 1, Total No. Unit: 36 Units | Selling Price: Type A & B (Min. RM1,900,000.00 – Max. RM2,500,000.00) | Bumiputera Discount 7% | Land Encumbrances: Public Bank Bhd | Disclaimer: All Information contained herein including the measurements and illustrations are subject to amendments without notifications as may be required by the authorities or the developer's consultants and are not intended to form and cannot form part of an offer or contract. All measurements are approximate. All illustrations are artist's impression only.



01

LBS' BSP21 records 60% take-up rate

Affordable "modern-style living" in Bandar Saujana Putra

BY RACHEL CHEW

PETALING JAYA: LBS Bina Group Bhd's BSP21 project has recorded a 60% take-up rate since its soft launch in December last year.

Purchasers have been attracted by a "modern style of living" in an "affordable setting" and by the project's wins at the 2015 Asia Pacific Property Awards (APPA), said managing director Tan Sri Lim Hock San.

He was speaking at the official launch of BSP21 in Bandar Saujana Putra, Jenjarom on June 9.

BSP21 sits on 21 acres of land within LBS' Bandar Saujana Putra development.

The four-phase project comprises 10 blocks of serviced residences of 18 and 21-storeys. There will be a total of 2,602 units of serviced residences and 28 shoplots.

The serviced residences have a built-up area ranging from 610 sq ft to 1,558 sq ft, in one to 4-bedroom layouts. Selling prices start at RM255,657.

BSP21 will be built on three podiums linked by sky bridges and green spaces. It will be equipped with over 70 fitness and recreational amenities spread over eight



02

01. Aerial view at night.
02. Aqua reflexology.
03. Tree house pavillion.



03

acres, such as aqua gym, aerial runway, tree house pavillion, maze gardens, skate park, kid futsal and rock climbing.

The project is due for completion in December, 2018.

Lim believes BSP21 will cater well for singles and young families looking for a home.

Launched in 2003, Bandar Sau-

jana Putra is a self-contained township with population of over 30,000. It won the "Development Marketing, Malaysia" award at APPA 2015 which took place earlier this month.

CIDB to increase IBS training to cap foreign labour dependency

BY LIM KIAN WEI

KUALA LUMPUR: The Construction Industry Development Board (CIDB) plans to increase training for the use of the Industrialised Building System (IBS) to cap the country's foreign labour dependency at 15% by 2020.

To encourage the use of the system, users will be given discounts and levy exemptions, said CIDB senior general manager Sariah Abdul Karib.

The CIDB will ensure that the training provided will be for the skills most required by the industry, she said at a press conference on the International Construction Week (ICW).

The event will take place from Sept 9 to 11 at the Putra World Trade Centre in Kuala Lumpur.

ICW is an annual event for the construction industry in Southeast Asia organised by CIDB in collaboration with United Business Media (M) Sdn Bhd (UBM) and the Ministry of Works.

Its 15th edition this year is themed "Building a Greener Future" and is expected to attract over 15,000 visitors.

According to UBM chairman Tan Sri Ahmad Mustafa Babjee, ICW is important because it shows the industry that it is imperative to implement sustainable building standards. He added that the industry has a moral obligation to build responsibly.

"Make sure the world is a better place, a liveable place, particularly for the poor. Some of the apartments and buildings

[made] for poor people are not very practical anymore.

"We have created an urban ecosystem and we should make it work. And to make it work we need to look at nature. There's a need for much deeper thinking and a holistic approach to [development]," he said.

Director of business development for UBM Asean Elaine van Doorn says ICW is a platform for regional firms to network with peers from countries such as Hong Kong, Saudi Arabia, Qatar, UAE, the UK, Germany and Portugal.

"We are trying not only to create an exhibition for commercial purposes but also a networking platform for people to learn [best practices from one another]," she said.

ICW will feature 300 exhibitors from 24 countries. It is expected to attract architects, building consultants, contractors, developers, engineers, factory owners, quantity surveyors, financiers, policymakers and professionals from related industries.

There will be seminars covering key topics such as sustainable water resources development, challenges for sustainability in Malaysia and energy management for buildings, among others.

Master Builders Association Malaysia vice-president Chuan Yeong Ming also announced the first Asean Construction Summit that will be held in conjunction with ICW.

"We will bring speakers from various Asean countries to Malaysia to [share] what they have been doing [for] sustainability," he said.



(From left): Chuan, Sariah, Ahmad Mustafa and van Doorn at a press conference on the upcoming International Construction Week. Photo by Lim Kian Wei

London property market expected to pick up



London continues to appeal to Middle East buyers.

BY RACHEL CHEW

DUBAI: London house prices are expected to increase between 2% and 3% this year, and likely approach 18% to 20% in the next five years, according to global real estate services company, Cluttons LLP.

Due to the surprise win by the Conservatives in the recent UK election, and the number of Middle East investors in the country for the summer, Cluttons expects overall UK property activity will be in an upturn.

"We have traditionally seen heightened activity from Gulf Cooperation Council investors during

the summer, as they migrate to the UK in search of a cooler climate or, in many cases, return home for a seasonal break.

The UK continues to hold strong appeal for GCC buyers, as the strength of the US Dollar now holds an 8% to 10% advantage on the British Pound," said Cluttons head of international residential markets Joanne Leverett in a recent statement.

Cluttons believes the coming summer provides an opportunity for Dubai investors to assess real estate prospects in the UK. London was the most popular city destination from Dubai International Airport last year.

However, it says it will be crucial for investors to understand London's real estate market dynamics in order to identify the most suitable investment for themselves. The firm also advises buyers to be fully aware of the financial, legal and taxation landscape.

Cluttons, which celebrates its 250th anniversary this year, has a presence in over 50 countries. It provides a wide range of commercial and residential property and facilities management, valuation, agency, telecoms and consultancy services to international corporations, institutional investors, private individuals and families.

Chance to win a dream home

The Edge Media Group and Mah Sing Group launch RM1 million property contest

BY RACHEL CHEW

PETALING JAYA: The Edge Media Group and Mah Sing Group Bhd today announced the official launch of The Edge-Mah Sing Millionaire Contest, the biggest property contest in the country.

The Edge-Mah Sing Millionaire Contest will see one lucky winner walk away with a RM1 million prize voucher to purchase any Mah Sing residential property in Malaysia.

"We are excited by the opportunity to showcase the diverse range of residential products that we have to offer in the property hotspots of the Klang Valley and Greater KL, Johor Baru, Penang and Kota Kinabalu," said Mah Sing executive director and CEO Ng Chai Yong at the launch event.

"Working together with *The Edge*, we think this contest is like no other because it is a once-in-a-lifetime opportunity for any person to own a million-ringgit dream Mah Sing home," he added.

The Edge Media Group publisher and CEO Ho Kay Tat said that The Edge Media Group would use its media outlets and resources to get as many participants as possible.

"With RM1 million as a prize in such challenging times, I think a lot of people would participate. I am quite confident the contest will enjoy very good participation



From left: Mah Sing commercial COO Andy Chua, The Edge managing director Au Foong Yee, Mah Sing deputy general manager of marketing and special project Rachel Leong, Ng, Ho, Mah Sing general manager of corporate communications Lyanna Tew and The Edge senior managing editor Azam Aris during the official launch of The Edge-Mah Sing Millionaire Contest. Photo by Kenny Yap

and create a lot of buzz in the market," said Ho.

Ng said 84% of the group's planned residential launches this year are priced below RM1 million, 71% below RM700,000 and 44% below RM500,000.

The Edge-Mah Sing Millionaire Contest will run from June 20 to July 31 and is open to Malaysians and Malaysian permanent residents, and also to Singaporeans and Singaporean permanent residents aged 21 years and above, subject to

terms and conditions.

The contest is being held in conjunction with the recent launch of theedgeproperty.com by *The Edge* on May 7, and is designed to introduce the one-stop property portal's unique features to the public.

"We hope that through this contest, the participants and the public will learn about the vast array of proprietary news, research, data, analytics and tools available on theedgeproperty.com," said Ho.

To take part in The Edge-Mah Sing Millionaire Contest, participants must register at www.theedgeproperty.com. All contestants will be required to use The Edge Fair Value tool on theedgeproperty.com to check the indicative fair value of a property as the starting point for the contest. They will then be directed to the contest webpage on the Mah Sing website.

The Edge Fair Value tool is powered by a proprietary algorithm

based on actual transactions.

Participants who have not registered at www.theedgeproperty.com will be directed from the Mah Sing facebook page (www.facebook.com/mahsing) or from web links on related pages and the contest website, www.theedgemahsing-millionaire.com.

They are encouraged to take part in various games on the contest website to win tokens that give them a chance to be selected as one of 21 finalists, who will be announced on August 14.

The finale of the contest is a "Survivor Challenge", a mix of simple and engaging games, on August 22 at Southville City@KL South, Bangi, where the winner will be announced.

Apart from the RM1 million grand prize contributed by Mah Sing, *The Edge* will also be contributing 20 consolation prizes.

"Members of the public should take this opportunity to not only vie for the RM1 million grand prize, but also get to know Mah Sing the corporate citizen, our various corporate social responsibility initiatives, and what we are doing to become a world-class developer," said Ng.

Catch a video of this event at theedgeproperty.com



Maspex Johor draws over 18,000 visitors

BY LIM KIAN WEI

SKUDAI: The Malaysian Secondary Property Exhibition (Maspex) in Johor held over last weekend hit its target of 18,000 visitors.

"There were more young professionals this year compared with last year [which recorded 10,000 visitors]," Malaysian Institute of Estate Agents (MIEA) Johor branch chairman Liew Toh Sen tells *The Edge Property*.

The three-day exhibition is an annual event organised by MIEA to promote secondary properties in attractive locations in the state to owner-occupiers and investors.

MIEA president Erick Kho says the event offered over 6,000 properties worth RM2.5 billion in total.

Maspex took place amid a backdrop of cautious sentiment arising from negative press of the state's property sector.

During a press conference on June 5, Iskandar Regional Development Authority CEO Datuk Ismail Ibrahim said the state has continued to experience rapid economic growth since 2006.

He added that various sectors — including tourism, creative, logistics, healthcare and education — had generated over 500,000 jobs in the state which, in turn, has fuelled



Maspex, which drew over 18,000 visitors in Johor Baru, is an annual event organised by MIEA to promote secondary market properties. theedgeproperty.com was one of the exhibitors there. Photo by Abdul Ghani Ismail

demand for property.

Held at Sutera Mall, Maspex also featured seminars on property hotspots, feng shui and the impact of the Goods and Services Tax on the property market.

Exhibitors included real estate agencies, property services firms and financial institutions such as Malayan Banking Bhd, the event's main sponsor.

theedgeproperty.com was one

of the exhibitors at the event. The new one-stop property portal by The Edge Media Group features news, listings, and a full range of analytical tools which include indicative valuations, past transactions, rental rates, trends, hotspots, and new project launches.

Its booth drew many property agents and negotiators who signed up to list their properties and avail themselves of the free and exclusive

agent tools on the portal.

Singaporean billionaire entrepreneur and Valencia CF football club owner Peter Lim recently bought a 20% stake in theedgeproperty.com for an undisclosed consideration.

Maspex will next be held in

Penang in August and in Kota Kinabalu in October.

For more news and a video of the event, go to theedgeproperty.com



Villa Grandis @ Taman Duta, KL For Sale/Rent

No.10 Jalan Cemerlang, Villa Cemerlang, Taman Duta, 50480 KL.
Land Area Size: 9,217 sq/ft Freehold
Built of Area: 13,395 sq/ft
Price: RM 18,000,000 (nego) Rental: RM 40,000 fully furnished
Contact Person:
Mr. Alex Leong (012- 366 6677) Encik Khasnun (012- 655 1361)

Potential awaits in Dutamas

Strong mid-market segment and mega project
KL Metropolis attract homebuyers and investors

BY HANNAH RAFEE

Dutamas is an upcoming, upscale neighbourhood in Kuala Lumpur flanked by Mont'Kiara and Segambut. Compared with high-end Mont'Kiara next door, Dutamas offers alternative options for homebuyers and property investors who enjoy the perks of luxury living at lower prices.

Once a lush part of Kuala Lumpur, the enclave has gained much popularity in recent years, thanks to new commercial developments in the area.

Anchoring Dutamas is the Malaysia External Trade Development Corporation (Matrade) complex, which is currently undergoing redevelopment. Other landmarks include the Ministry of International Trade and Industry, the Kuala Lumpur Courts Complex, other government offices and the Federal Territory mosque. Situated not far from these are the gates of Istana Negara. The establishment of these landmarks in Dutamas has attracted government servants and professionals to work and live here.

Another notable landmark is Solaris Dutamas and Publika mall, developed by Sunrise Bhd (as it then was) along Jalan Dutamas 1. Not only has the eclectic mixed-use development attracted more than 250 premium retailers to the Dutamas area, it has also drawn more upper class patrons and expatriates. Noted for its wide selection of wine and dine bistros and art galleries, the retail mall has made the once-quiet neighbourhood into a trendy address.

Dutamas predominantly features mainly mid to high-end, high-rise residential properties. At the higher-end of the mix are

01. Dutamas has gained much popularity, thanks to its new commercial developments.
02. Solaris Dutamas' famed retail mall, Publika, has drawn more upper class patrons and expatriates to the area.

Solaris Dutamas, Royal Regent, Hartamas Regency, Hartamas Regency 2, Anggun Puri and Changkat View (see Chart 2). Based on average price psf in 3Q2014, their prices range from RM490 to RM902 psf, according to data collated by theedgeproperty.com. The least-expensive mid-end condominiums include Antah Tower, Menara Duta 1, Menara Duta 2, Duta Ria and Prima Duta, aptly priced from RM314 to RM359 psf.

Part of the attraction of Dutamas is its strategic location. With a network of connecting highways such as NKVE, Duke, Sprint and Penchala Link, Dutamas is virtually at the doorstep of Kuala Lumpur city centre and Petaling Jaya.

Its amenities are many. Besides the government offices and the mall, there are several schools nearby, including SMK Kiaramas, Sekolah Kebangsaan Kiaramas, and three international schools — Mont Kiara International, Garden International School and Kuala Lumpur French School. Indeed, Dutamas also benefits from the amenities and conveniences of its upmarket neighbour Mont'Kiara.

The prices of landed and non-landed homes in Dutamas have steadily increased over the years. Nonetheless, the number of transactions declined slightly recently due



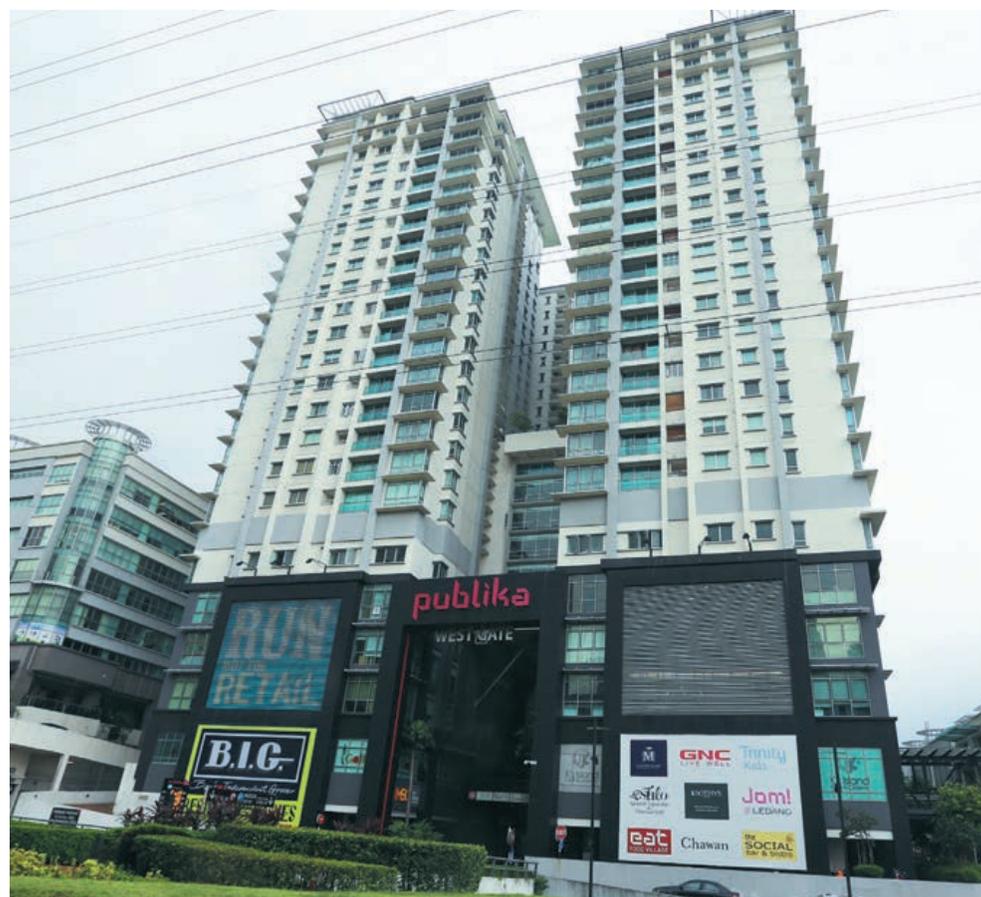
Lee: The addition of mixed developments in Dutamas will likely see overall property values continue to rise.



Chen: Dutamas' proximity to Matrade and the Kuala Lumpur Courts Complex has attracted local and foreign companies.



Wong: Most buyers in Dutamas are first-time homebuyers and young family types.



to the prevailing overall property market slowdown in the country.

Data from the theedgeproperty.com shows the total number of transactions of non-landed residences in the 12 months to 3Q2014 fell 23% to 328 units from 426 units previously. However, the average price psf of such residences remained stable at RM494 psf, up a marginal 0.2% from previously (see Chart 1).

Prices moderated after strongly appreciating in preceding years. Average price psf was up 16% in 3Q2013, from RM425 psf previously.

As with the decline in transactions, the price trend in Dutamas is a result of the overall property market slowdown, says managing director of Landserve Sdn Bhd, Chen King Hoaw. "Due to the cooling measures introduced by the government in 2013, the oil price fall, the depreciating ringgit and the introduction of the Goods and Services Tax, property prices in general have been moderating."

He expects transactions to remain subdued for some time but says Dutamas has an overall appeal and potential to become a prime residential address in Kuala Lumpur.

Strong mid-market segment

While Dutamas offers a number of high-end, high rise residences, notably the recent Solaris Dutamas serviced residences, the mid-end market is the stronger residential segment in the area.

Analysis by theedgeproperty.com for the 12 months leading to 3Q2014 shows that the market in Dutamas has plenty of options in the mid-market segment of non-landed residential properties. The most popular are those in the RM500,001-RM600,000 price range, accounting for 30.2% of market share during the period. The RM400,001-RM500,000 range is the second-largest by market share, at 22%.

Real Estate Finders (MY) Sdn Bhd team

manager Raphael Wong, who is familiar with the property market in Dutamas, says the area is attractive to first-time homebuyers.

"In my experience, most buyers in Dutamas are first-time homebuyers, young family types, with a budget of between RM400,000 and RM700,000."

Wong believes homebuyers in Dutamas are mostly owner-occupiers. "The boundaries of Dutamas extend to the borders of Segambut. If you take into account properties such as Changkat View [and] Prima Duta along Jalan Dutamas Raya in the deeper part of Segambut, a majority of the buyers are owner-occupiers.

However, some developments on Jalan Dutamas 1, such as Solaris Dutamas, have a 50% tenancy rate. This is because they are much closer to Mont'Kiara, which evidently offers higher rental returns. "Publika is also a key factor in this trend, with its integrated offices and retailers drawing more investors and tenants from neighbouring areas," says Wong.

Despite the poor overall market sentiment, non-landed residential property values and rental yields in Dutamas have remained steady overall.

Kiara Realty principal Lee Meng Tuck notes that Dutamas offers consistent yields of between 4% and 6%. "The average ROI (return on investment) for condominiums in Dutamas is around 4.3%, while those for the retail and office segments are 5.7% and 4.4%, respectively."

Based on rental listings as at February, 2015, theedgeproperty.com found that the highest indicative asking rental yields can be found at Hartamas Regency and Hartamas Regency 2, at 6.1% and 5.7%, respectively (see Chart 3). The family-sized units are able to fetch slightly higher-than-average rental rates due to their proximity to the international schools in the area.

However, Lee notes a few challenges to the

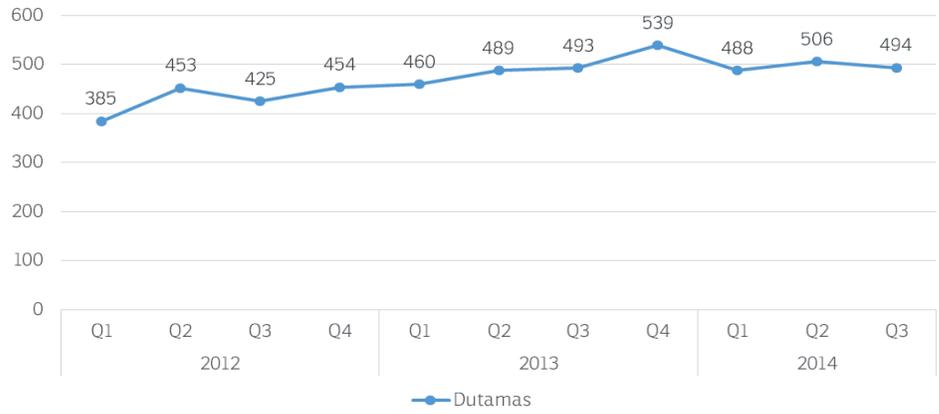
PHOTOS BY SAM FONG, SHAHRIN YAHYA & PATRICK GOH/THE EDGE PROPERTY



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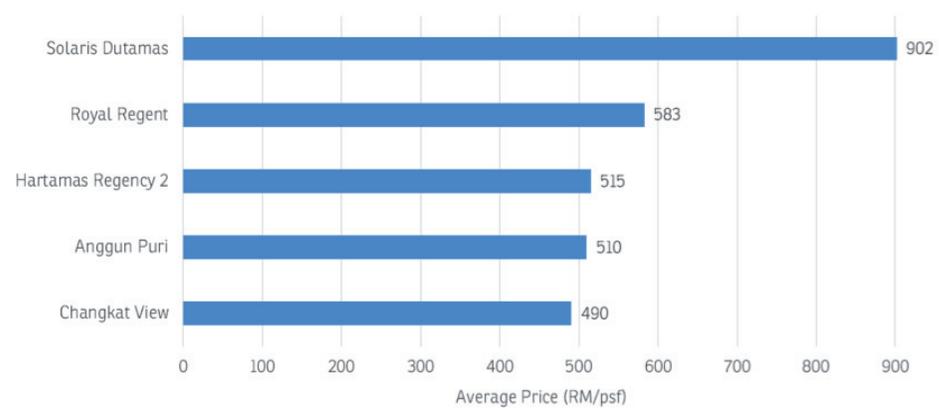
Source: theedgeproperty.com

Chart 1: Dutamas non-landed residential average price by average price (RM/psf)



Source: theedgeproperty.com

Chart 2: Dutamas top 5 most expensive condominiums/apartments by average price (RM/psf)



Source: theedgeproperty.com

Chart 3: Top 10 condominiums/apartments in Dutamas with highest indicative asking rental yield

Project Name	Average Transacted Price (RM/psf)	Average Asking Monthly Rent (RM)	Average Asking Monthly Rent (RM/psf)	No. of Listings	Indicative Asking Rental Yield
Hartamas Regency	489	4,356	2.51	41	6.1%
Hartamas Regency 2	515	4,233	2.44	33	5.7%
Solaris Dutamas	902	3,620	4.14	317	5.5%
Sutramas	490	4,407	2.12	28	5.2%
Menara Duta 1	355	2,614	1.50	22	5.1%
Duta Ria	358	2,333	1.50	12	5.0%
Anggun Puri	510	1,870	2.13	10	5.0%
Prima Duta	359	2,288	1.44	8	4.8%
Changkat View	490	2,087	1.92	94	4.7%
Sri Putramas 1	432	1,795	1.65	111	4.6%

growth of the Dutamas area. "There is still an undersupply of car parks and traffic congestion is a rising concern. Overall maintenance and upgrading of infrastructure, roads and landscaping are also needed," he adds.

Positive outlook

Still, the future remains a positive one for Dutamas. With a strong mid-market segment and more upcoming developments in the area, real estate experts believe it has the right compo-



03



04

- 03. The Kuala Lumpur Courts Complex attracts more government servants to the area.
- 04. Matrade is the first building to be redeveloped under the KL Metropolis master plan.
- 05. Hartamas Regency, one of the more expensive condominiums in Dutamas.



05

nents to contribute to the value appreciation and steady yields of properties in the area.

"The future outlook is positive for Dutamas. Its proximity to the Ministry of International Trade and Industry, Matrade and the Kuala Lumpur Courts Complex has attracted many local and foreign companies, including legal firms, to open offices here," says Chen.

Research by theedgeproperty.com indicates that transaction activity is expected to pick up with the recent completion of Icon Residence by Mah Sing Group Bhd and new launches such as Concerto Kiara by BCB Berhad and Verdana by BRDB Developments Sdn Bhd on Jalan Dutamas Raya.

"Another prominent launch is Arte Mont Kiara by Nusmetro Group, near Solaris Dutamas. It is the first residential development in KL Metropolis," says Chen.

Unveiled in October, 2011, KL Metropolis is a commercial business district by Naza TTDI Sdn Bhd with a gross development value of RM15 billion. It is a three-phase integrated development on 75.5 acres of prime land in Dutamas that will consist of 22 condominium towers, five hotels, two regional retail centres and a landmark tower. The Matrade centre is the first building to be

redeveloped under the KL Metropolis master plan. The business district is expected to be completed in 2025.

Lee agrees that the addition of more mixed-use developments in Dutamas will likely see overall property values continue to rise, adding that it is already a self-sufficient township with steady demand.

However, Chen warns of a high possibility of an oversupply of high-end, high-rise residences in Dutamas.

In any case, projects with mass rapid transit (MRT) and light rail transit (LRT) stations in the vicinity, or with MRT and LRT access, are expected to remain in demand.

"There will be a price correction for large and less popular units, so price movements are expected to be mixed," says Chen. A proposed MRT station at KL Metropolis is said to be part of the future MRT Line 3. However, its date of completion is not expected to be sooner than 2022, he adds.

"If the KL Metropolis, the redevelopment of government [complexes] and the added MRT and LRT connectivity are realised, these would be some of the key drivers that should boost the prices and values of properties in here," says Chen.

FOR SALE [in Dutamas, Kuala Lumpur]



Solaris Dutamas

Type: Condominium/serviced residence
Tenure: Freehold
Asking price: RM1,272,000
Built-up area: 1,060 sq ft
Bedroom: 1
Bathrooms: 2
Description: High-floor unit, currently tenanted until December, 2015.
Agent/negotiator: Ame Turner of Knight Frank Malaysia
Tel: (012) 339 2125
Email: amelliah.turner@my.knightfrank.com



Solaris Dutamas

Type: Condominium/serviced residence
Tenure: Freehold
Asking price: RM1,040,000
Built-up area: 997 sq ft
Bedrooms: 2
Bathrooms: 2
Description: Fully furnished mid-floor unit with air conditioning, bath tub, cooker hob, hood and water heater. Being sold with tenancy. Solaris Dutamas is easily accessible via several major highways including the Sprint Highway, NKVE and Duke. Minutes from Jalan Duta and a stone's throw from Damansara Heights, Mont'Kiara, Desa Sri Hartamas and Kenny Hills.
Agent/negotiator: Jerret Wai of Oriental Realty (Mont'Kiara)
Tel: (016) 447 7339
Email: jerretwai@gmail.com



Royal Regent

Type: Condominium/serviced residence
Tenure: Freehold
Asking price: RM650,000
Built-up area: 860 sq ft
Bedrooms: 2
Bathrooms: 2
Description: Fully furnished, high-floor unit with one parking bay. Royal Regent is located on Jalan Kuching.
Agent/negotiator: Damon Ong of Asian Land Realty
Tel: (010) 219 9468
Email: damonongpropertysolutions@gmail.com



Royal Regent

Type: Condominium/serviced residence
Tenure: Freehold
Asking price: RM800,000
Built-up area: 1,590 sq ft
Bedrooms: 3
Bathrooms: 2
Description: Partly furnished mid-floor unit with kitchen cabinets by Signature Kitchen and five air conditioners. Balcony faces swimming pool. Two parking bays. Royal Regent (Sri Putramas III) is on Jalan Kuching and easily accessible via Duke, Jalan Duta-Sungai Buloh Highway, the North-South Highway, Sprint Highway and Jalan Segambut. Good rental rates. Owner wants quick sale.
Agent/negotiator: Kenny Lee of Reapfield Properties (Subang Jaya)
Tel: (012) 223 0382
Email: kennylee@reapfield.com



Sutramas

Type: Condominium/serviced residence
Tenure: Freehold
Asking price: RM1,900,000
Built-up area: 3,455 sq ft
Bedrooms: 4+1
Bathrooms: 4
Description: Fully furnished, 10th-floor duplex unit with AV and powder rooms. Also available for rent at RM8,800.
Agent/negotiator: Tiong of WorldMart Properties
Tel: (010) 297 0558
Email: tionghinghing@yahoo.com



Sutramas

Type: Condominium/serviced residence
Tenure: Freehold
Asking price: RM930,000
Built-up area: 1,808 sq ft
Bedrooms: 4
Bathrooms: 4
Description: Bright and airy high-floor corner unit. Only two units per floor. Two parking bays. Partly furnished, with fully fitted branded kitchen with hood, hob, oven and fridge, built-in

wardrobes, air conditioners, water heaters, lights, fans and curtains. Swimming pool view.
Agent/negotiator: Suan Yeap of Amax Real Estate Sdn Bhd
Tel: (010) 232 3608 (whatsapp preferred)
Email: toksuan@gmail.com



Hartamas Regency

Type: Condominium/serviced residence
Tenure: Freehold
Asking price: RM1,100,000
Built-up area: 1,881 sq ft
Bedrooms: 4
Bathrooms: 3
Description: Well-maintained unit with KLCC view and two parking bays. Strategically located on Jalan Duta Kiara in the Dutamas enclave, near Matrade, government complexes, Plaza Damas and Solaris Mont Kiara. Walking distance to Publika and many choice eateries and BIG supermarket. Easily accessible from Mont'Kiara, Desa Sri Hartamas and Jalan Kuching. Hartamas Regency 1 is the first high-end residential development by PJ Development Holdings and is equipped with SCADA E-Security system that features CCTV with individual home alarm, emergency panic button, perimeter security system, guard tour, secure access-point lift lobby and video intercom. Each floor lift exit is monitored on CCTV. Building has fibre-optic broadband access.
Agent/negotiator: Serene Sew of Portfolio Asia Properties
Tel: (012) 207 9593
Email: pasiaprop@gmail.com



Menara Duta 2

Type: Condominium/serviced residence
Tenure: Freehold
Asking price: RM950,000
Maintenance fee: RM0.22 psf
Built-up area: 2,820 sq ft
Bedrooms: 4 + 1
Bathrooms: 5
Description: Duplex penthouse being sold at only RM336.87 psf. Two parking bays
Agent/negotiator: Samuel Cheong of Reapfield Properties Sdn Bhd
Tel: (017) 351 7876
Email: samuelcheong@reapfield.com

FOR RENT [in Dutamas]

Solaris Dutamas

Type: Condominium/serviced residence
Tenure: Freehold
Asking rent: RM5,000
Built-up area: 1,236 sq ft
Bedrooms: 2
Bathrooms: 2
Description: Decently furnished. Practical layout suits young professionals or young family. Live, learn, play, shop under one roof! Nearby Publika is a chic lifestyle shopping mall with everything you need.
Agent/negotiator: Daniel of Chester Properties Sdn Bhd
Tel: (012) 298 6269
Email: klchok@gmail.com

Solaris Dutamas

Type: Condominium/serviced residence
Tenure: Freehold
Asking rent: RM4,600
Built-up area: 1,060 sq ft
Bedrooms: 2
Bathrooms: 2
Description: Fully furnished. Solaris Dutamas is in the vicinity of the Matrade building, Wilayah Mosque and the government office complex on Jalan Duta. Solaris Dutamas comprises 2.14 million square feet of built-up space that houses over 400 retail outlets, 1,000 office suites and 800 designer suites. Easily accessible from Sprint Highway, NKVE and Duke. Also reachable from Jalan Duta. Within close proximity of affluent neighborhoods such as Damansara Heights, Mont'Kiara, Desa Sri Hartamas and Kenny Hills.
Agent/negotiator: Alvin Foo of GS Realty Sdn Bhd
Tel: (019) 327 1792
Email: everichguy@hotmail.com

Solaris Dutamas

Type: Condominium/serviced residence
Tenure: Freehold
Asking rent: RM3,900
Built-up area: 1,217 sq ft
Bedrooms: 3
Bathrooms: 2
Description: A very nice, cosy, furnished high-floor unit. Well-maintained, with a nice view of the new Palace. Convenient location right above Publika shopping centre. Good accessibility from North-South Highway and Jalan Kuching. Available now.
Agent/negotiator: Anthony Ng of Wang Lai Realty
Tel: (019) 399 6628
Email: ng-sw@hotmail.com

Duta Ria

Type: Condominium/serviced residence
Tenure: Freehold
Asking rent: RM2,300
Built-up area: 1,466 sq ft
Bedrooms: 3
Bathrooms: 2
Description: Renovated, semi-furnished unit with air conditioners and water heater. Faces south, with Publika, KLCC and Desa ParkCity views! One covered parking bay. Available immediately.
Agent/negotiator: Jensen Goh of MIP Properties
Tel: (016) 668 3742
Email: jensongoh@mip.com.my

Icon Residence

Type: Condominium/serviced residence
Tenure: Freehold
Asking rent: RM4,500
Built-up area: 1,180 sq ft

Bedrooms: 2
Bathrooms: 2
Description: Fully furnished. View of Publika and the Palace from balcony. Two parking bays.
Icon Residence is located near Mont'Kiara and a short drive to international schools, Publika mall and Solaris Mont'Kiara. Five minutes to KLCC.
Agent/negotiator: Jensen Goh of MIP Properties
Tel: (016) 668 3742
Email: jensongoh@mip.com.my

Changkat View

Type: Condominium/serviced residence
Tenure: Freehold
Asking rent: RM2,300
Built-up area: 1,100 sq ft
Bedrooms: 3
Bathrooms: 2
Description: High-floor unit in move-in condition, pool views and 24-hour security. Very tastefully fully furnished, with wooden flooring, ambient lighting, furniture, brand new beds, television, fully done-up kitchen and kitchen utensils. Must view to appreciate.
Agent/negotiator: Calvin Ng of Reapfield Properties Sdn Bhd
Tel: (012) 313 2587
Email: ngljjuan@gmail.com

Sri Putramas 1

Type: Condominium/serviced residence
Asking rent: RM1,900
Built-up area: 1,100 sq ft
Bedrooms: 3
Bathrooms: 2
Description: Fully furnished, with two parking bays and reasonable rent. Sri Putramas 1 has excellent, well-maintained facilities with beautiful landscaping and swimming pool. Kuala Lumpur, Mont'Kiara, Bangsar, Damansara and Petaling Jaya are easily accessible via Jalan Kuching, Jalan Duta, Jalan Ipoh, NKVE, Penchala Link and Duke.
Agent/negotiator: Jennifer Yap of Reapfield Properties Sdn Bhd
Tel: (012) 317 2248
Email: jenyap@reapfield.com

Hartamas Regency

Type: Condominium/serviced residence
Tenure: Freehold
Asking rent: RM4,100
Built-up area: 1,500 sq ft
Bedrooms: 3 + 1
Bathrooms: 3
Description: Fully furnished unit with two parking bays. Quiet area, good view. Available immediately.
Agent/negotiator: Michelle Tan of Oriental Realty
Email: micheltan02@yahoo.com
Tel: (012) 382 9535

Royal Domain Sri Putramas 2

Type: Condominium/serviced residence
Asking rent: RM2,000
Built-up area: 1,325 sq ft
Bedrooms: 4
Bathrooms: 2
Description: Semi-furnished unit, or fully furnished upon request. Extended living room encompasses balcony area. Nice unit number. Nearby Publika mall at Solaris Dutamas, Solaris Mont Kiara and Plaza Damas.
Agent/negotiator: Ms.Vince Lim of CBD Properties Sdn Bhd
Tel: (012) 813 8488
Email: vincelim@cbd.com.my

CASSIA

@ ANTARA GAPI

Signature Series

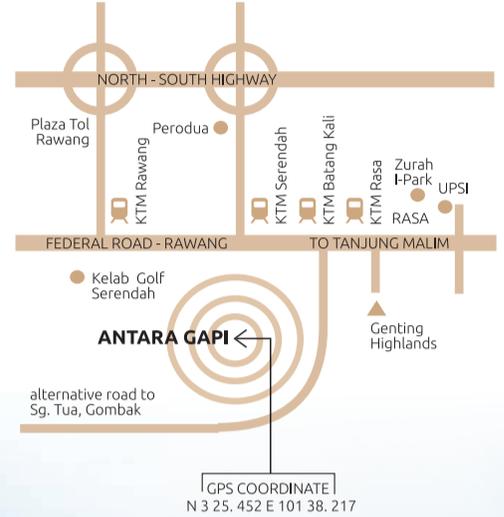


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01. The IQI management team (from left): CFO Shahid Saleem, CEO Kashif Ansari, COO Nabeel Mungaye, MD Daniel Ho and executive director Sheila Tan.
Photo by Kenny Yap

02. Training sessions for the IQI team with qualified professionals and celebrity speakers.

03. A team-building session at Escape Room.

01



02



03

The well-rounded agency

IQI Holdings does international business and contributes to the local community

BY ELENA TUNKU SHERIE

With property investments having gone global, investors now look to markets other than their own. This makes it imperative for them to engage a real estate agency they can trust, says CEO of IQI Holdings, Kashif Ansari.

IQI is a Malaysian-based global real estate consultancy that assists foreign investors in the country with their choices of purchase and the transaction process.

IQI was founded 10 years ago by partners from the UK, US, Malaysia and Singapore, under the Best World brand. The company was rebranded in 2011 and now operates in Malaysia, Singapore, Hong Kong, UK, US and Bahrain.

Besides international sales, IQI's scope of services covers project evaluation, sales and marketing for new and existing projects; secondary market sales, rent and management; and corporate and residential rentals. IQI has more than 600 agents and negotiators globally.

"How we differ from other companies is that we treat our agents differently. We train and treat them well as we want to teach them not only how to be good agents, but also to enjoy the perks and the quality of life that can come with it," says managing director Daniel Ho.

He adds that the company focuses on the wellbeing of all its members to motivate and retain young talent in the industry.

"There are many real estate agencies out there. Some agents are not well trained and are left to fend for themselves. They either sink or swim, and most will sink without proper guidance. That is why the turnover rate is so high," says Ho.

"But here, we hold their hands; we even carry and cradle them the whole way through," Ho says.

All agents that join the company have to undergo training whether experienced or not.

"They could be fresh with no experience or have been an agent before, it doesn't matter. We train them all the same way. We even provide grooming courses so that they not only behave but look the part of a professional," says Ho.

This contributes to the company's credibility, he adds.

"We work with big developers, investors and property experts [so] we need to take care of their [reputations]," says Ho.

Agents are also given recognition where it is due, and are rewarded with gifts including overseas trips, says Kashif.

"We do buy gifts for the top performers and also take the team for trips abroad so they can experience the environment and way of life there. It's not just about achieving strong sales. It's about understanding that you, as a person, deserves better in life and should not be afraid to reward yourself for your hard work," he says.

Giving back

With the company's success, it also knows the importance of giving back to society. IQI runs a home known, Rumah Aman, for underprivileged and orphaned children. Rumah Aman has two premises; one for boys in Saujana Putra, and for girls in Shah Alam.

Ho says Rumah Aman provides quality education for the children so they can avail themselves of the same opportunities as other children.

"At first we sent the children to regular schools. But when the van showed up bearing the name of the home, the other students bullied them and it was not a happy experience for the children. That's when we decided to [teach them here]. Teachers from regular schools heard about what we were doing and volunteered to teach the children, which is great. We can proudly say that these children have performed well in their exams and will indeed go far," Ho says proudly.

Kashif adds that while the children are given quality education, they are given a quality life as well.

"We make sure to take them to some of the best restaurants, hotels and on field trips so that they are able to say, yes, we have been to these places and we have experienced that side of life," he adds.

In the words of Ho, the company is more than a property agency that advises its investors or focuses on sales.

"It is a well-rounded company that looks out for its members and tries to give back as much as it can to society. So anyone who wants to join us is more than welcome. It is a full-time job; it is hard work but it pays."

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The 10 legal commandments of home buying (Part 2)

Thou art under no legal obligation to observe these 10 commandments. Nonetheless, by doing so, thou minimiseth thy risk of legal penalty during the sale and purchase process. In thy quest for thy Dream Home, these are thy tablets that keep you safe and sound.

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**.

Disclaimer: The information here does not constitute legal advice. Please seek professional help for your specific needs.

6

Thou shalt not share the same lawyer

MANY parties are involved in a complex sale and purchase transaction, such as agent, seller, buyer, developer, management office, local authorities, stamp office, seller's bank, buyer's bank, buyer's bank lawyer, land office, etc. By engaging a lawyer thou shalt be saved the hassle of communicating with these parties. However, to save legal costs, most sellers and buyers decide to share the same lawyer without thinking of the consequences if a dispute arises between the parties. Lawyers are not allowed to represent both parties to a transaction. In such scenario, the seller will most often be left unrepresented in the transaction.

7

Thou shalt not commit to purchase without having the funds in place

WE live in a time when it is difficult to save for the deposit for thy first home. A mere 10% deposit is definitely insufficient. Thou are advised to also be prepared to pay the acquisition cost such as legal fees and stamp duty, and to secure a loan for the balance purchase price soonest possible.

8

Thou shalt not take enforcement into thy own hands

LIVING in civilised society, thou art required to obey and observe the restrictions set by the law. For example, if the seller fails to deliver the keys to the buyer in timely manner, the buyer is not empowered to break into the property and disturb the peace of the community because of the seller's breach. A more civilised remedy is to demand for the keys from the Seller or to break open the door with the aid of law enforcers. The civilised method may be troublesome but is a protection or insurance against further unfavourable circumstances.

9

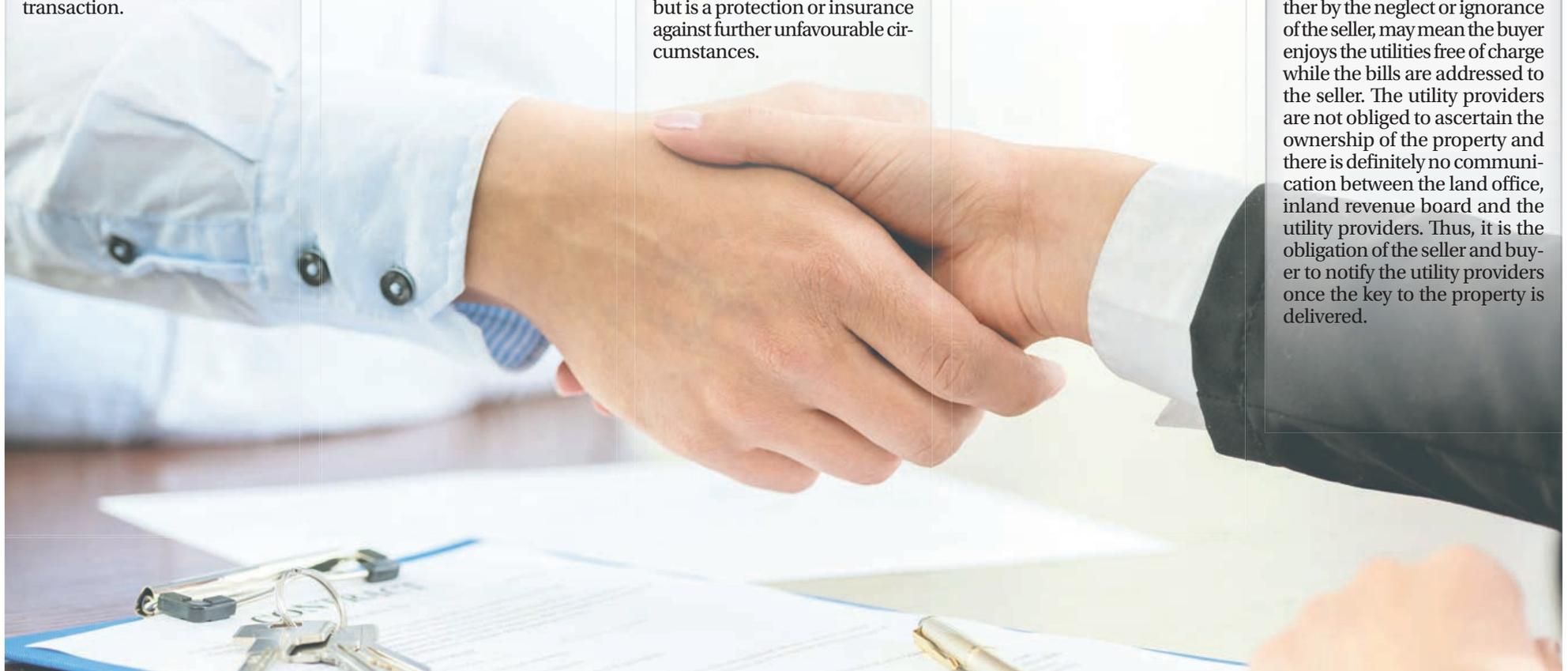
Thou shalt not bear thy late payment interests

IN a sale and purchase agreement (SPA), late payment is the least favourable thing to both seller and buyer. The seller would appreciate punctual payment, while the buyer is loath to pay additional interest charges. Thus to avoid mutual disappointment and to strictly adhere to commandment 4, it is always advisable for both parties not to delay any of their obligations under the SPA unless unavoidable. Communication is key.

10

Thou shalt not neglect thy utilities, upkeep, management and maintenance

A HANDFUL of sellers and buyers usually think that receiving the balance purchase price or keys from each other marks the end of the SPA, especially in secondary market transactions. No, this is not correct. There still exists a final obligation to notify the utility providers about the transfer of the ownership to the buyer. Any failure to do this, either by the neglect or ignorance of the seller, may mean the buyer enjoys the utilities free of charge while the bills are addressed to the seller. The utility providers are not obliged to ascertain the ownership of the property and there is definitely no communication between the land office, inland revenue board and the utility providers. Thus, it is the obligation of the seller and buyer to notify the utility providers once the key to the property is delivered.





High-rise feng shui

Not the same as for landed property, but grows more significant as apartment living becomes the norm

Apartment living has gained popularity among Malaysians in recent years, not just as a long-term investment but also as an affordable mode of living, particularly in Kuala Lumpur, Penang and Johor Baru.

But choosing the right property could turn into a nightmare without the know-how to evaluate a potential property purchase.

This problem becomes more apparent for high-rise buildings compared with landed properties, because the former are more complex and require a different method of assessment.

Here are some rules of thumb to gauge the feng shui of a high-rise property.

Is it facing the right way?

It can be hard to determine the Facing Direction of a high-rise property because the Facing Direction is not obvious. The solution is to assume that the whole apartment block is one house sharing a common roof. The Facing Direction should be the direction of the façade of the block itself.

To determine the direction of the block's façade, or Facing Direction, you have to use a Feng Shui Luo Pan while standing at the centre of the façade, facing outwards from it.

Mapping the Qi

Once the Facing Direction has been determined, map out the Qi of the unit by plotting the Flying Stars or Eight Mansions chart. Do note that even if the units in the apartment share the same Facing Direction, they will not share the same Qi map because each unit is not located at the same location in the building. When you have plotted either the Flying Stars or the Eight Mansions chart of your block, superimpose the chart over a copy of your unit's floor plan.

After you have used a compass

BY DATUK
JOEY YAP



to get the direction of your unit's Main Door, use the Flying Stars chart of the block's Facing Direction to get a general idea of the Qi affecting your potential unit. If the stars' indication is unfavourable, the collection of energy of your unit will too be unfavourable.

People frequently ask how Qi flows from the ground floor to the upper floors. The answer is that Qi also flows vertically, from high to low ground, and it will also expand upwards within a building.

External and internal factors

When gauging the feng shui of a high-rise building, observe the external forms that influence the Qi of the block and the ones around the block's Main Door as well. You also need to check the Water and Mountain formations and take into consideration the apartment's swimming pool. The corridors outside your unit have to be clear and wide. Also, ensure that the lift is not obstructed or blocked, because it is considered an internal Qi mouth.

A Main Door for a high-rise should be spacious, prominent and does not sink deep within the building. An inauspicious Main Door would be those with a hidden, sunken, or a low and narrow entrance. Additionally, a Main Door with steps leading to it could denote higher negative risks for the building. These stairs could cause the Qi to leak out rather than flow in. Also, if there are stairs at the main entrance, you should avoid this building at all costs!

Another external form to look out for is the Bright Hall. This is the space before the main entrance of any building. This space has to be ca-

spacious enough to allow Qi to gather and to be received into the building. The external Bright Hall should be level. If it appears to slope away, then the Qi will gradually flow away.

There is also an internal Bright Hall, which is inside the building just after the entrance. If this is small, then avoid having too many plants or furniture there as it can obstruct the flow of Qi. Generally, in order to have a unit with good features, you need to look for a small garden or patio area outside the unit.

This means that the unit is blessed with an External Bright Hall. Sometimes, the Bright Hall may not be located right outside your unit, but if it is still accessible via a window, your unit could still be considered a slightly superior unit.

Numbers, shapes and other taboos

First and foremost, remember that the unit number or the colour of the Main Door is of no significance. Living on the 13th floor is not taboo. Also, while owning a penthouse may offer you the best view of the area, it does not always mean that it has the best Feng Shui. Similarly, if the door of your unit faces a small garbage chute, it is not necessarily negative — it does not mean that your luck is being tossed away.

But you may want to stay clear of units located at the end of a corridor, opposite the fire escape, staircase or garbage chute or if it is too close to the lift area. Pay attention to the shape of the unit as well. A square or rectangular unit is highly preferable. As for the exterior of the apartment, a building with a "stable" shape is preferable to buildings that are lopsided, shaped like a wedge or overly thin or narrow. These structures are considered negative because they are of an imbalanced shape, causing the Qi to be stretched out or squeezed internally.

Hunting for a home may be frus-

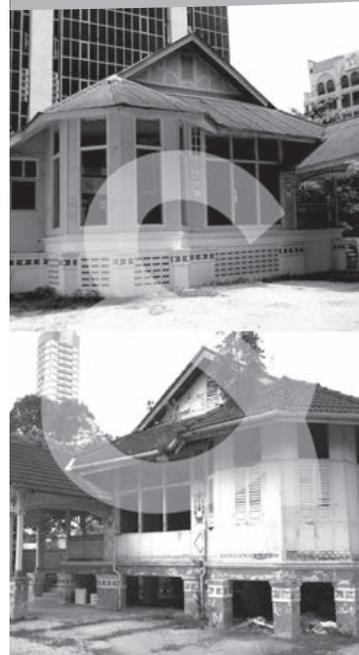
trating and confusing. But with a little knowledge and guidance, you can spot one that matches your budget and living needs. Remember that it is not about how much you spend or the amount of renovation you do to your home. It is about maintaining the general happiness of the occupants and creating a home that supports your aspirations in life.

Disclaimer: The feng shui consultant and The Edge Property do not warrant or guarantee that the intended results will be achieved by the adoption and application of the advice or information published.

Datuk Joey Yap is the world's leading Chinese Metaphysics practitioner. He is chief consultant of the Joey Yap Consulting Group and founder of the Mastery Academy of Chinese Metaphysics. Yap has worked with the likes of Microsoft, Sime Darby, UEM, Prudential and Citibank and has written more than 160 books which have sold over four million copies worldwide. An internationally renowned speaker, he is regularly seen on Astro, Bloomberg TV and other leading media. He has students in more than 30 countries and more than half a million followers on Facebook.

If you have any feng shui-related questions for Yap, please go to the Tips section of theedgeproperty.com

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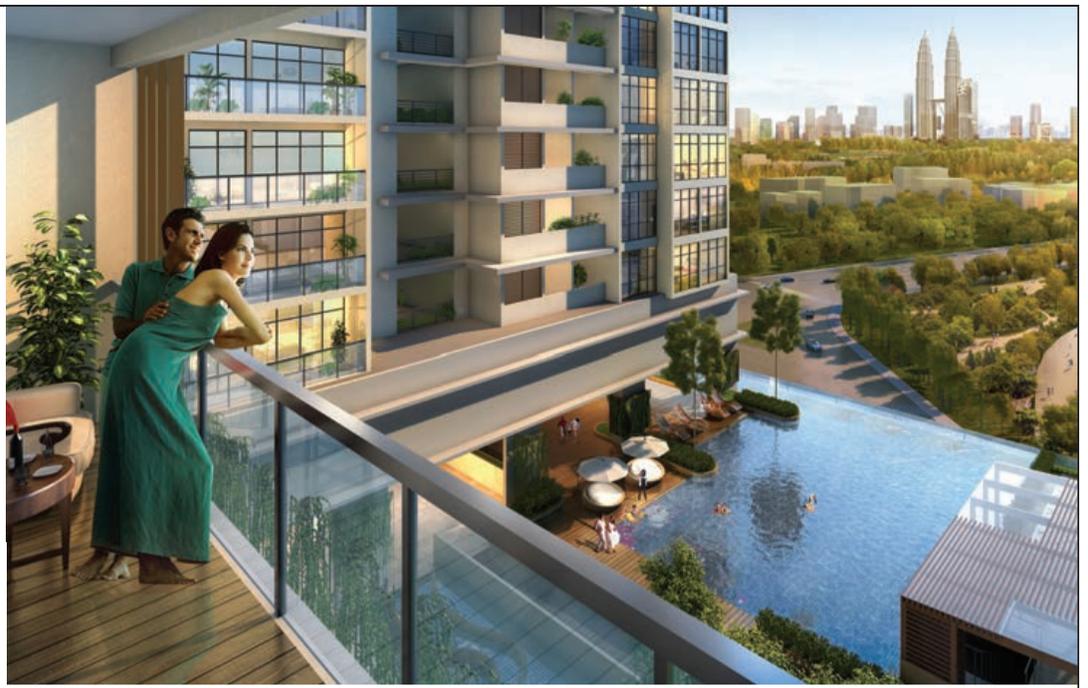
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Location
Jalan Kelawei/Cantonment Road,
Penang, Malaysia

Description of Property
Two (2) parcels of adjoining land together
with Two (2) units of bungalow

Land Area
Approximately 22,565 square feet

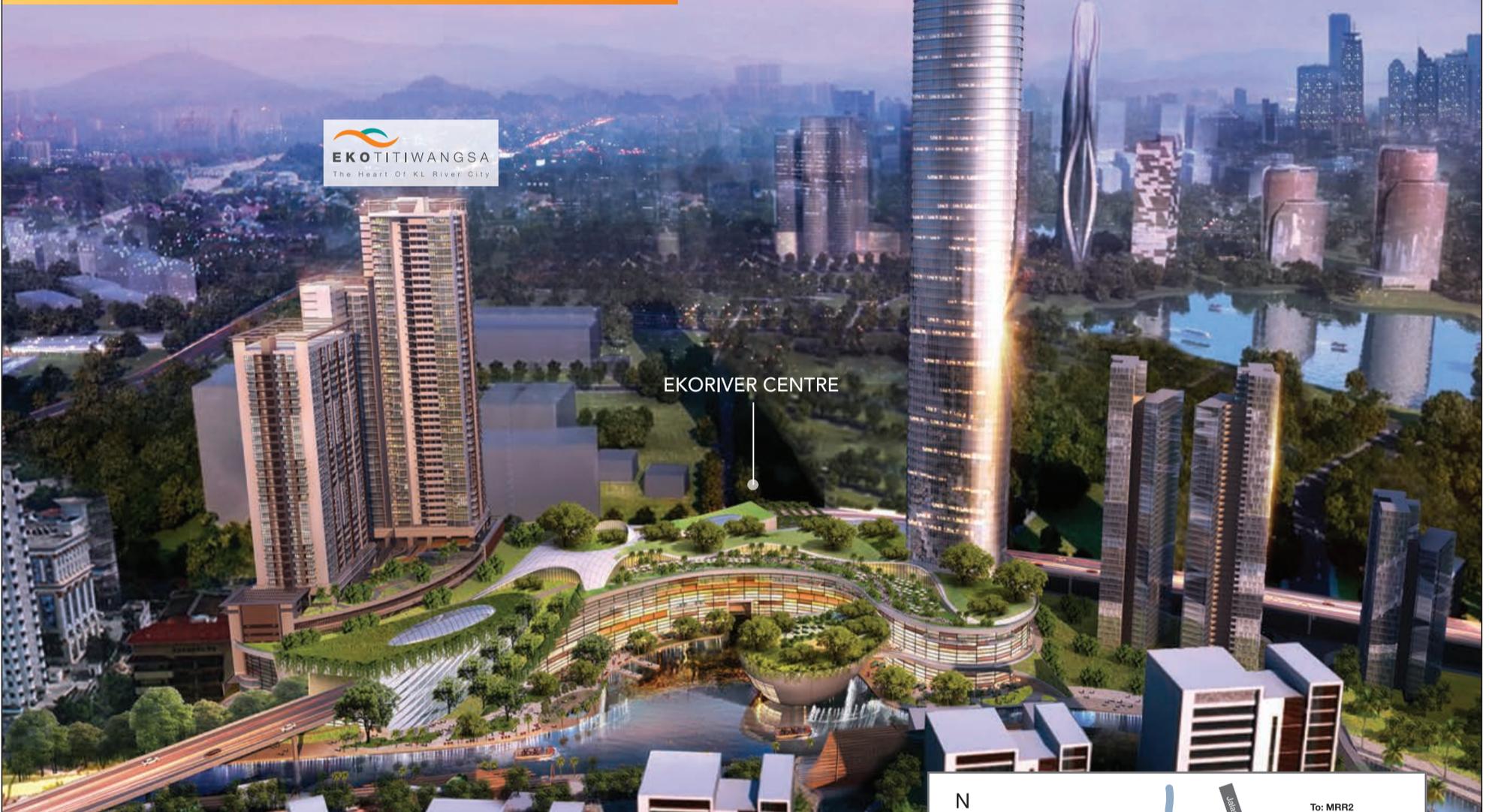
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Developer's License No: 13673-1/09-2016/0899 (L) • Advertising & Sales Permit No: 13673-1/09-2016/0899 (P) • Validity Period: 06/09/2014 – 05/09/2016 • Total Units: Block A – 246 (Service Apartment), Block B – 180 (Service Apartment), Block C – 270 (Service Apartment) • Approving Authority: Dewan Bandaraya Kuala Lumpur • Building Plan Reference No: BP U2 OSC 20132882 • Land Tenure: Freehold • Expected Date of Completion: July 2018 • Selling Price: RM591,986 (Minimum) • Selling Price: RM 1,725,630 (Maximum) • Land Encumbrances: Public Bank • Bumiputra Discount: 5%