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Seeing the light

KELANA JAYA moving upmarket

The neighbourhood's affordability, accessibility and ready amenities make it one of the most attractive addresses for homebuyers in Petaling Jaya. Analysis of transaction data by theedgeproperty.com shows that the average price psf of high-rise homes in Kelana Jaya reached RM455 psf in 3Q2014. With more high-end supply coming in, how will it impact the property market there? See story on EP8.



Check out a video of this hot spot at www.theedgeproperty.com and see current listings for this area on [Market Watch EP10](#).



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Kelana Jaya goes upmarket



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NEWS ROUNDUP

For more news go to theedgeproperty.com

Agile Real Estate Development to launch Agile Mont'Kiara

China-listed developer Agile Property Holdings Ltd launches its debut project in Malaysia in the third quarter of 2015 (3Q2015). Called Agile Mont'Kiara, the project will be developed by its wholly owned subsidiary, Agile Real Estate Development (M) Sdn Bhd.

Agile Real Estate Development CEO Wilson Ren said in a statement that the company was "very excited to be a part of the Malaysian property landscape", citing its "huge potential, stable economy, regulatory environment, social security, market and price points, especially in Kuala Lumpur".

These factors, he added, "make Malaysia a new frontier for property development in Asia".

Agile will source 100% of its on-site workers locally. With two projects in the pipeline – in Mont'Kiara and Bukit Bintang – the company is looking to create at least 1,000 jobs in six years.

"Our aim is to become a leading developer in Malaysia within five years," said Ren.

Agile Mont'Kiara is a high-end residential project with a gross development value (GDV) of RM1.4 billion. It will comprise 11 towers with a sky deck, jogging track and 24-hour security surveillance.

OSK Holdings shareholders approve acquisitions

OSK Holdings Bhd has obtained shareholder approval to acquire OSK Property Holdings Bhd and PJ Development Holdings Bhd for RM346.4 million and RM223.6 million, respectively.

CEO Tan Sri Ong Leong Huat said the move will see OSK Holdings emerge as a first-tier property group in Malaysia with GDV of RM13.3 billion.

He said the combined landbank of the two entities is 524.88 ha (1,297

acres) of undeveloped land in Malaysia and 2.02 ha in Australia.

Tan expects the financial services and property segments to be the main revenue and profit contributors for OSK Holdings, which plans to unveil between three to four property projects in Malaysia with a total GDV of over RM1 billion. — *Bernama*



AlloyMtd to start RM2.67 bil One Crown project by November

Infrastructure development company AlloyMtd Group has obtained approval from London Borough of Hackney (LBH) to redevelop One Crown Place, London EC2, in the UK.

The redevelopment project marks AlloyMtd's re-entry into the London real estate market. The group had a one-third stake in the Spitalfields development between 1996 and 2000.

President and CEO Datuk Dr Azmil Khalid said on July 6 that the redevelopment project should commence this November. It has an estimated GDV of £451 million (RM2.67 billion).

One Crown Place will feature two residential towers located above podium offices and a boutique hotel.

The net internal area is 373,091 sq ft, comprising 141,890 sq ft of office space and 200,041 sq ft of residential space with 247 apartments. The boutique hotel will be built on a heritage block, the early 19th century Georgian Terrace.

AlloyMtd, through its subsidiary AlloyMtd (Jersey) Ltd, acquired One Crown Place two years ago from Sun Street Properties Ltd, a unit of UBS, in 2013.



Hua Yang launches inaugural MyHome project

Property developer Hua Yang Bhd has launched the first phase of its Seri Andaman homes under the government's MyHome Scheme that was announced in Budget 2014.

In a statement on July 7, Hua Yang said buyers must fulfil certain criteria set by the Ministry of Urban Wellbeing, Housing and Local Government to qualify for the RM30,000 subsidy for the homes.

Seri Andaman is located in the Bandar Universiti Seri Iskandar (BUSI), which is the Hua Yang's 777-acre township in Perak.

Its first phase comprises 186 units of 22' x 65' 1-storey terraced homes, with a built-up area of 850 sq ft and above. Prices of these leasehold units range from RM180,000 to RM200,000. Of the 186 units, 56 are bumiputera lots. — *theedgemarkets.com*

Bina Darulaman to develop Langkawi projects worth RM1.5 bil

Kedah-based oil palm plantation and property group Bina Darulaman Bhd (BDB) is planning to launch four projects in Langkawi with a total GDV of RM1.5 billion to be realised over the next five to seven years, said BDB group managing director Datuk Izham Yusoff on July 7.

The first project will be an affordable housing development of 500 apartment units in Kuah by year-end. The other three include the development of a 200-acre (80.9ha) parcel of hillside land and another 13-acre tract near the island's mangrove area for ecotourism villas.

BDB expects top-line growth of

10% for its financial year ending December, 2015, mainly driven by its affordable housing projects in Kedah.

The group has about 2,000 acres of undeveloped land in Kedah, after replenishing its landbank with the recent acquisition of its substantial shareholder, Perbadanan Kemajuan Negeri Kedah.



Berjaya Land's Jesselton Villas 40% sold

Berjaya Land Bhd has sold more than 40% of the first parcel of its Jesselton Villas development in Penang since the official launch in May last year.

Executive director of Berjaya Land Eason Phan said buyers are mainly local owner-occupiers and investors.

Located on Penang Island, Jesselton Villas is a 58-acre guarded freehold development comprising three parcels. The first, dubbed Kensington Gardens, covers 26 acres and offers 69 bungalow lots sized between 5,995 and 9,634 sq ft. The average selling price is RM674 psf.

Construction on the RM321 million Parcel 1 and major infrastructure works will commence by year-end, Phan said on July 8. The developer offers several design options for purchasers.

Parcel 2 covers 18 acres, and Parcel 3, 14 acres. Jesselton Villas has a total GDV of RM900 million, with 207 bungalow lots, or four bungalow lots per acre.

Jesselton Villas is located next to the Penang Turf Club and is the developer's first bungalow lot development in Penang.

It proposes communal living, security, and a liveable and sustainable environment for residents.

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.



"Buy-to-let" hotel room investment talk by PPC International

Date: Tomorrow and Sunday
Venue: Matahari 2, 5th Floor, Cititel Mid Valley, Kuala Lumpur
Time: 11am to 12pm (Session 1); 2.30pm to 3.30pm (Session 2)
Contact: (03) 2692 3236
Representatives of Silverton Global Limited will give a talk on the individual hotel room investment opportunities in Holiday Inn Express Birmingham, UK.

Modern Home Fair

Date: Today, tomorrow and Sunday
Venue: Mid Valley Exhibition

Centre, Halls 1, 2 and 3, Mid Valley City, Kuala Lumpur.

Time: 10.30am to 9pm
Contact: (03) 7772 6132 / (012) 281 8266

Modern Home Fair is a common platform for manufacturers, dealers, suppliers, sellers of home and living products, as well as housing and property-related services.

i-City Family Day

Date: Sunday
Venue: i-Gallery @ i-City, Shah Alam.
Time: 11am to 6pm
Contact: (016) 233 8739 / (014) 968 9040

i-Berhad invites the public to join in the fun at its event this Sunday. Activities include a clown act, sand art, cotton candy and lucky draw.

Canada Property Investment Seminar

Date: Sunday
Venue: One World Hotel, Petaling Jaya.

Time: 10.30am to 1pm (Session 1); 2.30pm to 5pm (Session 2)

Contact: (011) 222 1998

(For registered participants only) This seminar is sponsored by TFDC Asiacorp Bhd. Topics include: Where are the hotspots: Toronto, Vancouver, Montreal, Halifax, and Calgary; Do currency and diversification really matter; Tax efficiency; and, Avoid the 10 most-ignored costly mistakes.



Preview of Shama Medini

Date: Tomorrow and Sunday
Venue: Marble 8, Lorong Kuda, Kuala Lumpur
Time: 10am to 6pm

Contact: (012) 388 9901

United Malayan Land Bhd has collaborated with Onyx Hospitality Group to bring the first Shama property to Malaysia. The Shama Medini lifestyle serviced apartments, which will have a lakeside view, is the 11th property under the Shama brand, which has a presence in Shanghai, Hangzhou, Hong Kong and Bangkok.

Darulaman Realty Sdn Bhd Open House

Date: July 25, 2015
Venue: Taman Tunku Intan Safinaz, Jitra, Kedah
Time: 10am to 5pm
Contact: (04) 917 8080

Darulaman Realty Sdn Bhd, a property development and construction arm under Bina Darulaman Bhd, welcomes visitors to a Hari Raya Open House to showcase its Taman Tunku Intan Safinaz development in Kedah. This township project comprises 1,615 units of affordable apartment units and houses.

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Venue :
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• Light refreshments will be served •



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Sunway to launch RM1.5b worth of properties in 2H

Developer achieved sales of RM500 million in first half of the year

BY LAM JIAN WYN

SUBANG JAYA: Sunway Property, the real estate arm of Sunway Bhd, plans to launch six new projects and phases of existing projects worth RM1.5 billion in the second half of this year, said its managing director of property development for Malaysia/Singapore Sarena Cheah yesterday.

"We are pleased to see that there is still demand for our properties [despite softer market sentiment]. We believe that the positive reception that we have received is due to our build, own [and] operate business model, displaying our commitment as a holistic master community developer," said Cheah.



An artist's impression of Sunway Velocity in Cheras. Photo by Sunway

She added that Sunway will continue to monitor the market for the next six months and the new launches will be priced from RM500,000.

The relevant projects are Sunway Geo Residences 3 in Sunway South Quay at Bandar Sunway; Sunway Gandaria, Bangi; Casa Kiara 3 at Mont' Kiara; new office and retail units in Sunway Velocity, Cheras; landed homes in Sunway Cassia at Batu Maung, Penang; and, Sunway Emerald Residence landed homes in Sunway Iskandar, Johor.

Sunway Geo Residences 3, which has a gross development value (GDV) of RM480 million, is the final residential phase in Sunway South Quay and will comprise 420 condominium units and 44 townhouses.

Meanwhile Sunway Gandaria (GDV: RM226 million), is a leasehold project in Bangi which will comprise 259 units of serviced apartments and 34 retail units.

Meanwhile, Casa Kiara 3 condo (GDV: RM336 million) will comprise 288 units which include dual-key units, whereas Sunway Velocity's latest launch (GDV:

RM170 million) will feature 24 units of shops and 40 units of office suites.

Sunway Cassia's newest phase (GDV: RM90 million) will comprise 48 units of landed homes while Sunway Emerald Residence (GDV: RM330 million) will comprise 196 units of landed homes at Sunway Iskandar's Lakeview Precinct.

Meanwhile, the developer has achieved sales of RM500 million in the first half of the year despite poor market sentiment, Cheah said.

Sunway Property has a sales target of RM1.7 billion this year, but will decide in the next two months if there is a need to review this figure.

The developer typically sees better sales in 2H and has previously achieved its targets despite only 30% sales in the first six months.

Sunway will use recurring income from its investment assets worth RM7 billion as a buffer if the market softens.

Cheah says Sunway Group's earnings from its investment assets, such as Sunway Pyramid and Sunway Medical Centre, contribute around a third of total income from property.



Cheah: We are pleased to see that there is still demand for our properties. Photo by Chu Juck Seng

The real bubble behind China's selloff

BY EVELYN CHENG

SHANGHAI (July 10): A real estate bubble may be one of the culprits behind the Chinese stock selloff.

In the run-up to seven-year highs on the Shanghai Composite prior to its recent collapse into a bear market, some analysts attributed the rally to the diminishing attractiveness of real estate as an investment product. "We believe that asset rotation by onshore investors (from real estate, wealth management products and cash deposit to equities) is a much more significant factor in driving A-share performance in months ahead," Tai Hui, chief market strategist Asia for J.P. Morgan Funds, said in an email in May.



The Shanghai Composite was up more than 150% from last June to its June 12 peak. It has lost more than 30% since then.

Last December, China announced real estate owners would need to register their holdings in a unified system. The move was an effort to prevent corrupt officials from hiding wealth in property.

At the same time, oversupply and a slowing Chinese economy put pressure on property values. Chinese regulators attempted to slow a slide in property prices with new regulation in late March.

The economic slowdown continues to weigh on Chinese real estate. Beijing prime rents slipped 7% in the first quarter from the same period last year, Knight Frank said in a release on July 7. — CNBC

For more, visit www.cnbc.com

Saville@Cheras records 48% take-up rate

BY RACHEL CHEW

KUALA LUMPUR: MKH Bhd is banking on the upcoming mass rapid transit (MRT) connectivity to its Saville@Cheras development to boost sales.

The 2-acre freehold mixed development in Cheras will have a 7m covered direct link-bridge from its retail floors to the soon-to-be-ready Sri Raya MRT station, said MKH Bhd's managing director Tan Sri Eddy Chen. Saville@Cheras has recorded a 48% take-up rate since its official launch on July 4.

Chen told *The Edge Property* that 175 out of 352 units of serviced apartments and 25 out of 62 units of retail units have been sold.

The 43-storey serviced apartment block of Saville@Cheras comes in six layouts, from 3- to 6-bedroom units with built-ups ranging from 1,130 to 4,670 sq ft. Prices start from RM650,000. The built-ups of the retail units range from 291 to 1,827 sq ft, with prices from RM502,000.

The development has a gross development value of RM307 million. It is equipped with a three-tiered security system and luxury condominium facilities such as gymnasium, decks for yoga and sunbathing, zen



The 43-storey serviced apartment block of Saville@Cheras comes in six layouts. Photo by MKH

garden as well as a swimming pool at the recreational podium.

Besides the Sri Raya MRT station, the area also has good connectivity via multiple highways including the Cheras Kajang Highway, Silk Highway, MRR2 and Connaught East West Link.

"Slated for completion by end-2017, the integrated Sri Raya MRT station, which is

expected to have a ridership of 400,000 passengers per day, will boost the business catchment area in Saville@Cheras, thus benefiting the retail owners when the retail units are ready in the same year. At Saville@Cheras, convenience is definitely the very last thing to worry about," said Chen in a statement earlier.

The surrounding amenities include hy-

permarkets such as Cheras Leisure Mall, Cheras Sentral Mall and Giant, as well as international and local educational institutions such as Cheras Cempaka International School, REAL Schools Suria campus, USCI University and Tunku Abdul Rahman University.

Moving into the second half of 2015, Chen believed the property market will remain slow and challenging, so the right product, pricing and strategic location are crucial for a new project.

"We focus largely on landed and affordable residential properties priced below RM600,000, notably Hillpark@Shah Alam North, Kajang East, Pelangi Semenyih 2, Hillpark Home 3 and Saville@Cheras, the only high-rise, mixed-use development launch for us this year. Apart from this, we also launched Avenue shop offices at Hillpark@Shah Alam North in this 2H," shared Chen, adding that the company had a landbank of 900 acres with an estimated GDV of RM10.8 billion.

Some projects lined-up for next year include Saville@Puchong, Kajang 2 Meridien Suite, Hillpark@Shah Alam North (Mapel), Hillpark Residence, MKH Transit and Hillpark Home 4, said Chen.

Foreign buyers help drive DC Residency's 60% take-up rate

GuocoLand expects full take up of its high-end project by year-end

BY TAN AI LENG

KUALA LUMPUR: GuocoLand (M) Bhd, the property development arm of Hong Leong Group, is optimistic that its Damansara City Residency (DC Residency) Tower A will be fully taken up by year-end.

DC Residency Tower A achieved a take-up rate of 60% during its pre-launch for foreign investors in May, said GuocoLand managing director Tan Lee Koon.

"We expect the remaining 40% to be fully taken up by year-end. This may be an ambitious expectation, but we have received encouraging response from both local and international buyers," said GuocoLand general manager of sales and marketing Kenny Wong at a press briefing yesterday.

He said Singapore and Cambodia investors showed "great interest" in the project and half its 60% take-up rate was from Singaporeans.

Damansara City, with a gross development value of RM2.5 billion is located in Damansara Heights. It comprises two Grade-A office towers; two 28-storey residential towers called DC Residency; an F&B-centric lifestyle mall; and, a 5-star hotel. The entire project sits on 8.5 acres of freehold land and will be fully operational by mid-2016.

The flagship integrated development by GuocoLand, will be officially launched this weekend.

The selling price for Tower A is RM1,350 psf. GuocoLand expects capital appreciation of around 8% after completion, said Wong.



Tan: Half the 60% take-up rate so far comprises Singaporeans. Photo by Patrick Goh/The Edge Property

DC Residency will have 370 serviced apartments of a contemporary design with a built-up area of between 899sq ft (1 bedroom) and 2,705 sq ft(3+1 bedroom).

Tower B of DC Residency will be open for sale after completion.

Meanwhile, Hong Leong Bank Bhd will be moving into Tower A of the office towers after acquiring the building. The 33-storey Grade-A office tower block with a useable

area of 530,000 sq ft will be occupied by the Hong Leong Group.

Tan said GuocoLand has already secured agreements in principle with well-known local and international brands for half Tower B's 240,000 sq ft net lettable area. He did not disclose information of future tenants.

GuocoLand is planning to launch three residential projects in Alam Damai, Sepang and Rawang before the end of the year.

Xiamen University to open in Sunsuria City, Sepang, in 1Q2016

BY LIM KIAN WEI

SEPANG: Xiamen University Malaysia Campus (XMUMC) will open in Sunsuria City, a RM6.4 billion township development by Sunsuria Bhd, in the first quarter of next year (1Q2016), said its president Wan Rui Fang here yesterday.

XMUMC's 150-acre campus will be located in the 525-acre township in Putrajaya South. It has a planned floor space of 470,000 sq m and a total estimated investment value of RM1.3 billion. It will be built in two phases.

The first phase comprises student accommodation, a lake, swimming pool, indoor basketball, tennis and badminton courts, café, cafeteria, multimedia rooms, library, classrooms, laboratories and administrative offices. Phase two will comprise seven research laboratories.

The first phase is scheduled to be fully operational by next September, and phase two by 2020.

The Salak Tinggi Express Rail Link (ERL) connects the campus to Kuala Lumpur in 30 minutes, and to Kuala Lumpur International Airport in seven minutes.

The campus is about 50km from the city centre and accessible via Elite Highway and Maju Expressway.

It can accommodate 10,000 students once fully completed in 2020. Wang expects about 30% local student enrolment, with 30% from China and the rest from other countries. All of its courses will be conducted in English, except for Chinese Studies and Chinese Traditional Medicine. XMUMC hopes to get all its courses approved by the government by next September.

XMUMC is the university's fourth campus, and its first in Malaysia.

Meanwhile, Sunsuria Bhd executive director Koong Wai Seng tells *The Edge Property* that the company will launch Phase 1B of Sunsuria City township located near the campus this year. It has a gross development value of about RM300 million, and comprises residential, commercial and retail components. Details are being finalised.



Wang: All of its courses will be conducted in English, except for Chinese Studies and Chinese Traditional Medicine. Photo by Mohd Izwan Mohd Nazam/The Edge Property



The campus has an investment value of RM1.3 billion. Photo by Sunsuria

UEM Sunrise brings Mont'Kiara its first hotel

BY ZATIL HUSNA WAN FAUZI

KUALA LUMPUR: UEM Sunrise Bhd has entered into a management agreement with Hyatt Hotels & Resorts for a Hyatt House hotel in Mont'Kiara, to be called Hyatt House Kuala Lumpur, Mon'tKiara. The agreement was signed between wholly owned UEM Sunrise subsidiary Arcoris Sdn Bhd and Hyatt.

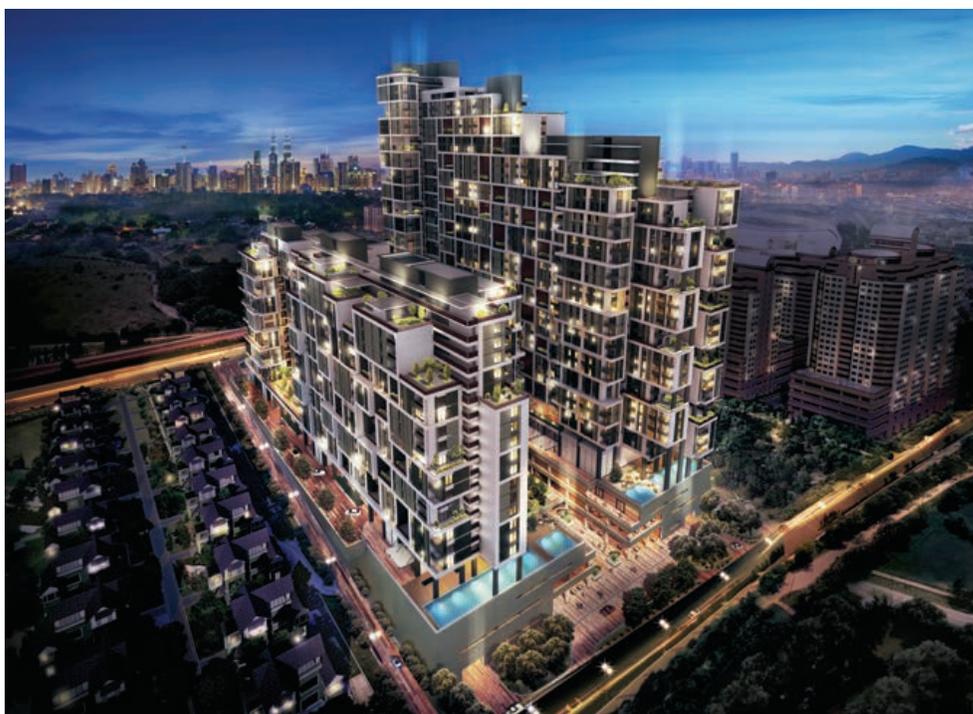
"Hyatt House Kuala Lumpur, Mont'Kiara completes the overall implementation plan of our award-winning Arcoris Mont'Kiara development, which is designed by the London-based architectural firm, Foster + Partners," said UEM Sunrise managing director and CEO Anwar Syahrin Abdul Ajib.

"It is a significant milestone that marks UEM Sunrise's inaugural venture into the hospitality industry as we expand our business portfolio," he added.

The hotel will be part of a mixed-use development, Arcoris Mont'Kiara, which will also have business suites, SoHo units, residential units and a retail plaza.

Hyatt House Kuala Lumpur, Mon'tKiara, is expected to open in 2017. The hotel will have 298 guestrooms (of 350 sq ft to 750 sq ft), restaurant, meeting space, fitness centre and sky pool. Room rates are being finalised.

"We are delighted to bring the Hyatt House brand to Kuala Lumpur and honoured to start our relationship with UEM Sunrise, one of the largest real estate developers in Malaysia," said Hyatt Asia Pacific vice-president of



Hyatt House Kuala Lumpur, Mon'tKiara will occupy level 16 and above, sitting atop of the business suites within Arcoris. Photo by UEM Sunrise

real estate and development, Patrick Finn.

"We believe Hyatt House Kuala Lumpur, Mont'Kiara will be able to cater to a growing extended-stay market in the Kuala Lumpur area. We look forward to welcoming guests

and making them feel at home," he added.

"We are proud to enter into a management services agreement with Hyatt, and to bring Hyatt's extended stay experience to Malaysia," said Anwar.



01. The 2015/17 MIEA Council members.

02. Kho: You always start with the end in mind. **Photo by Haris Hassan**03. Kho planted the MIEA flag at the summit of Mount Kinabalu. **Photo courtesy of Erick Kho**

01

02

This man wants to recruit you

Erick Kho plans to make the MIEA the go-to place for agents and negotiators

BY HANNAH RAFEE

On Mount Kinabalu in early May, Erick Kho witnessed the sunrise of the gods, inhaling the crisp breath of life.

"I couldn't help but feel a sense of freedom and achievement. I felt like there were no obstacles in life that I could not handle," says Kho, current president of the Malaysian Institute of Estate Agents (MIEA).

At 13,438 ft above sea level, Kho planted two flags at Low's Peak, the summit of Southeast Asia — of MIEA and Mapleland Properties, of which he is principal — marking his commitment to his challenge to be the institute's new chief and to continue leading his real estate agency.

It was fitting culmination to a climb that he says, "took a lot of effort on my end."

He does his damndest to keep fit despite his busy schedule, and maintain a busy social life, by walking his dogs.

"At 54, age is slowly catching up," he says, but I still want to pursue my dreams and I am very much young at heart," he catches himself.

Kho took office on April 25, succeeding MIEA immediate past president, Siva Shanker. He's since planted several initiatives, including an MIEA academy, a public awareness campaign of MIEA's programmes, and the ongoing construction of www.mieaproperty.com to allow members to advertise their listings.

"Our goal is essentially to be the largest professional body to serve the needs of real estate agents (REA) and real estate negotiators (REN) in Malaysia. It is our

wish to bring the REAs and RENs under one roof," says Kho.

It also aims to combat illegal agents. "There is still very little public awareness of illegal agents and negotiators. A lot of people are quite ill-informed about the industry, especially with regard to commissions."

Kho explains that many are unaware that the standardised commission for REAs and RENs is 3%.

"The public needs to understand the [components] of their transactions to fight off illegal dealings," he urges.

Kho also affirms the importance of representation and branding.

"This is why education is very important. I believe REAs and RENs really need to have a stronger grip on the profession. It is not just about selling properties; they have to exemplify good qualities, be well-mannered, well-dressed and cultured in order to be really successful."

Kho identifies three important components in the real estate industry: recruitment, training, retention.

"We are in the midst of recruiting more REAs and RENs through our programmes such as REN tag registration, [a] 40-hour training [programme]."

Members of the institute can enrol for academic programmes offered by MIEA, such as its Professional Diploma in Estate Agency.

"In terms of retention, we hope to sustain our industry by attracting more youths to the industry, through the formation of MIEA Youth," says Kho.

Last year, MIEA Youth attracted over 300 budding REAs and RENs under the age of 40, across Malaysia.



03

Art, scale models, real estate and a lake in a crater

ERICK Kho admits to a weakness for art, being "involved in the business many years ago," as he shows over 50 intricate pieces displayed on his office wall.

In 2000, he was part of local art company Arch Collection that sold two-dimensional, art pieces (made of wood veneer) of historic world landmarks. He was also executive director of Arch Models Sdn Bhd, one of the largest architecture scale-model builders in the country.

"I developed a passion for buildings and real estate from my previous ventures. I feel that my involvement in real estate was never an accident. In fact, it was a natural progression," he remarks.

Kho's 31-year track record in the industry includes established companies such as Teamwork Corporation Sdn Bhd, Taylor Woodroll International (UK) Limited, Berjaya Land Berhad and Tropicana Corporation Berhad.

Mapleland Properties, which Kho

founded 10 years ago, was recently restructured and expanded to include the company's newest office space in Petaling Jaya.

Its new 8,000 sq ft office space has facilities such as a showroom, F&B rooms and training rooms for negotiators, says Kho. It also boasts a spacious property gallery for the company's projects.

Kho looks forward to fulfilling all MIEA's initiatives as its president for 2015/17.

"There is a famous saying by author Steven Covey: 'You always start with the end in mind'. That is how I look at all these initiatives. Everything is bound to change. I hope to level the playing ground for all estate agencies," he says.

And what's next, once he's done? The thrill-seeker shares his next quest. "In the next two years, I wish to climb the beautiful Mount Renjani on the island of Lombok, Indonesia, to see the crater lake."

A NEW STAR SHINES AT THE TOP



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Developer's Name : Damansara City Sdn Bhd Address: Level 19, Block B, HP Towers, 12, Jalan Gelenggang, Bukit Damansara, 50490 Kuala Lumpur Contact No : 03-2726 1000 Developer's License No.: 12315-1/01-2016/01215(L) Validity Period: 08/01/2015 - 07/01/2016 Advertising & Sales Permit No.: 12315-1/01-2016/01215(P) Validity Period: 08/01/2015 - 07/01/2016 Approving Authority: Dewan Bandaraya Kuala Lumpur Approved Building Plan No.: BP T2 2006 0194 Development Name: Damansara City Property Type: Service Apartment Land Tenure: Freehold No. of Unit: 370 Expected Completion Date: November 2015 Land Encumbrance: Public Bank Berhad Price: (min) RM1,269,100 - (max) RM9,135,000 Bumi Discount: 5%

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PHOTOS BY SAM FONG/THE EDGE PROPERTY



Kelana Jaya raises its game

Kelana Jaya will welcome more than 2,000 units of non-landed residences by end-2018. Many of these are in the high-end segment

BY ZATIL HUSNA WAN FAUZI

Kelana Jaya is a mature neighbourhood in Petaling Jaya, Selangor. It is mainly connected by Lebuhraya Damansara Puchong (LDP), which is often congested during peak hours. The areas that are commonly referred to as part of Kelana Jaya include Aman Suria, Taman Mayang, Taman Mayang Jaya, Taman Bukit Emas, Taman Kelana Idaman, SS3, SS4, SS6 and SS7.

Due to its easy accessibility and location, properties in Kelana Jaya are quite sought after, although properties here mostly consist of old landed terraced houses and shops. As for non-landed homes, many of the existing high-rise residences are mid-market condominiums that were built during the early 2000s. Many of them are located in the vicinity of SS7. These include Kelana Puteri, Kelana Mahkota and Sterling condominium. According to an analysis by theedgeproperty.com, transaction volume for non-landed residences on the secondary market in Kelana Jaya has been stable. Transaction values, however, have been on the rise.

In the third quarter of 2013 (3Q2014), transaction volume had fallen 14.1% from 249 to 214 units year-on-year (y-o-y) due to the overall property market slowdown. Nevertheless, the property market in Kelana Jaya enjoyed steady price growth, especially since Paradigm Mall was completed and opened its doors in 2012. Based on theedgeproperty.com's analysis, the average transacted price per square foot (psf) of non-landed homes grew 15.9% y-o-y to reach RM455 psf in 3Q2014. This follows a growth of 19.8% in the preceding year (see Chart 1). Paradigm Mall is part of a mixed devel-

opment by WCT Holdings Bhd, which sits on 12.5 acres of leasehold land. The mixed-use development — Paradigm Kelana Jaya — consists of the mall, a hotel, high-rise residences and office tower. The group has recently completed Ascent, a 31-storey office tower and is currently constructing the hotel and Azure Residences, a 30-storey luxury, high-rise serviced-apartment project that was launched last year.

Azure Residences will have 189 units of 1+1 bedroom and three-bedroom units. The built-ups range from 756 to 1,815 sq ft, with selling prices starting at RM950 psf, a benchmark price for the area. It is currently 70% taken up.

The current high-rise residential supply in Kelana Jaya is mostly priced between RM500,000 and RM600,000, accounting for the largest market share of transactions at 29.9%, while 22.5% are units priced between RM400,000 and RM500,000, according to theedgeproperty.com research.

While the current condos are mainly priced below RM1 million, Sterling Condominium saw one of its units transacted at slightly above RM1 million in April 2014. The development is also the most expensive condominium in Kelana Jaya, with an average transacted price of RM714,000 (Chart 2).

One can expect average prices of non-landed homes in Kelana Jaya to trend upwards in the near future as higher-end properties such as the Azure Residences come into the market. That also means that Kelana Jaya's current affordability may be affected. "Price growth



Kelana Jaya houses some schools and higher learning institutes.

has been strong for both newly launched high-rise residences and older condos but because prices have been increasing, transaction volumes are going the opposite direction as fewer people can afford the higher prices," says property advisor of Hartamas Real Estate (M) Sdn Bhd, Yoong Shiun Yan.

Why Kelana Jaya?

Yoong tells *The Edge Property* that Kelana Jaya's main attraction for home buyers and property investors is its location. It is an established suburb that is less than 30 minutes' drive to Damansara and Kuala Lumpur city centre. Kelana Jaya can be accessed via the LDP, the Federal Highway and the North Klang Valley Expressway. There

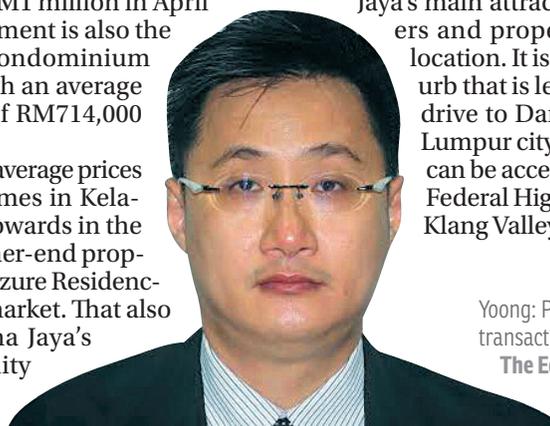
is also the Kelana Jaya LRT station.

Being a mature area, there are many ready amenities to offer such as Paradigm Mall, Giant hypermarket, commercial centres, Kelana Jaya Medical Centre as well as primary and secondary schools. There are also the Nobel International School, Universiti Tun Abdul Razak (UNITAR) and Lincoln University College.

Other notable landmarks include the Kelana Jaya recreational lake park, the Kelana Jaya LRT station, the PKNS Sports Complex and the Federal Territory KL Customs Complex.

Managing director of PA International Property Consultants, Jerome Hong concurs with Yoong that the accessibility of the area as well as the myriad of amenities available there make Kelana Jaya one of the most attractive residential suburbs in the Klang Valley.

Based on theedgeproperty.com's analysis of asking rents, the indicative rental yields for condos within Kelana Jaya are between 2.8% and 5.5%, led by Tiara Kelana (5.5%) and Suria Damansara (5.3%). The monthly



Yoong: Prices are increasing but transaction volume is lower.

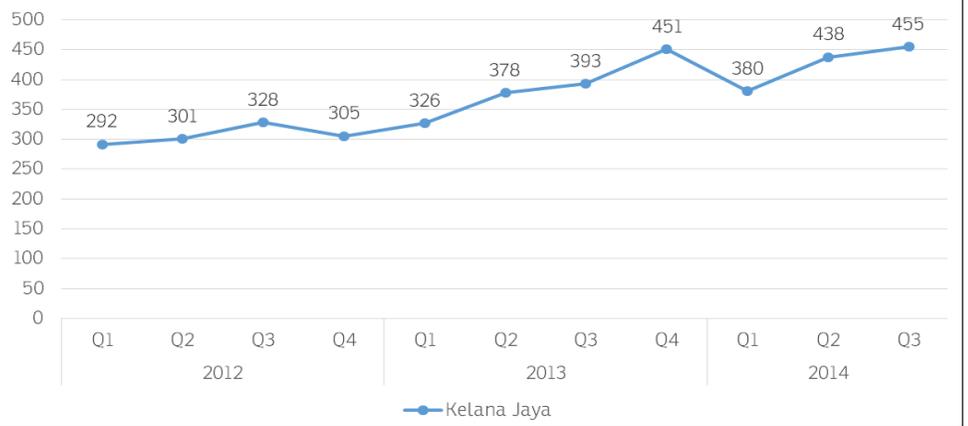
The Edge file photo



The completion of Paradigm Mall in 2012 has boosted property prices in the area.

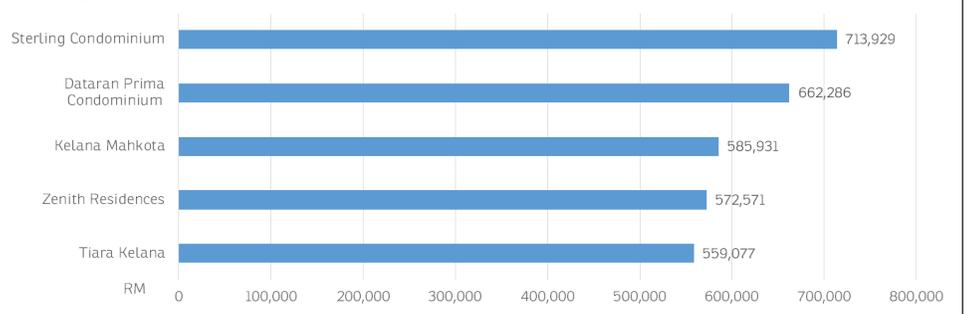
Source: theedgeproperty.com

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



Source: theedgeproperty.com

Chart 2: Kelana Jaya top 5 most expensive condominiums/apartments by average transacted price



Source: theedgeproperty.com

Table 1: Top 5 condominiums/apartments in Kelana Jaya 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
Tiara Kelana	321	1,940	1.46	60	5.5%
Suria Damansara	325	2,050	1.43	5	5.3%
Dataran Prima Condominium	481	1,321	1.77	7	4.4%
Kelana Puteri	385	2,000	1.34	6	4.2%
Kelana Sentral	416	1,908	1.44	26	4.2%



Tiara Kelana has the highest rental yield for high-rise homes in the area.



The convenience of having readily available amenities is one of the attractions to buy in Kelana Jaya.



The LRT extension line will be the next growth catalyst for Kelana Jaya.

rents are between RM1.30 and RM1.50 psf, but the high-rise homes near Paradigm Mall command better rental rates. For instance, Dataran Prima Condominium saw rents as high as RM1.77 psf (see Table 1).

Incoming supply

Kelana Jaya will have more new non-landed residential developments to look forward to, with some already under construction such as The Pinnacle Kelana Jaya by Terra Mirus Sdn Bhd (formerly known as Mammoth Empire Property) and Azure Residences. According to PA International's survey, Kelana Jaya currently has 4,927 condo units, which represent just

3.59% of the total existing high-rise supply in Petaling District.

"In terms of incoming supply, Grand SoFo by OSK Property Holdings Bhd and I-SOVO in Icon City by Mah Sing Group Bhd, are expected to come into the market by 2016 with a total of 629 units, which translate into an increase of 12.8% of high-rise supply in Kelana Jaya," says Hong.

Hong notes that the supply for high-rise units will increase by another 988 units or 20.1% of the current existing supply, in 2017. In 2018, The Pinnacle Kela-

na and HighPark Suites by Gamuda Bhd are expected to contribute 1,252 units to the market.

"In summary, we expect 2,869 units to come into the market by end-2018, which will translate into 58.2% of the total existing high-rise residential supply in Kelana Jaya," says Hong, adding that these new launches are mainly priced around RM620 to RM1,000 psf with good take-up rates of above 60%.

Outlook

Yoong believes the upcoming LRT extension from Kelana Jaya to Putra Heights will give further boost to Kelana Jaya's property values.

"I'm optimistic about Kelana Jaya due to the LRT extension project, he says, adding that new developments will have a positive impact on the area.

Hong concurs. Besides Paradigm Kelana Jaya, Mah Sing's Icon City as well as the proposed mixed development comprising serviced apartments and retail shops on Sunway Bhd's recently acquired 17-acre site next to Western Digital in Sungai Way Free Trade Zone will change the landscape of Kelana Jaya, he says.

Hong adds that the limited land left for future development in Petaling Jaya especially for landed homes augur well for high-rises in good locations and near LRT stations.



Hong: Accessibility and amenities make Kelana Jaya attractive. The Edge file photo



Check out a video of this hot spot at theedgeproperty.com and see property listings for this area on [Market Watch EP10](#)

Go to theedgeproperty.com for more listings**FOR SALE** [in Kelana Jaya, Selangor]**Kelana Sterling**

Type: Condominium/serviced residence
Tenure: Leasehold
Asking price: RM780,000
Built-up area: 1,442 sq ft
Bedroom(s): 3 + 1
Bathroom(s): 2
Description: Partly furnished, low-floor unit with two parking bays, kitchen cabinet, cooker hob and hood, built-in wardrobe in master bedroom, plaster ceiling in living room, dining room and master bedroom. Three air conditioners and two water heaters.
Agent/negotiator: Victor Lim of Vivahomes Realty
Tel: (016) 441 8785
Email: vistaera@gmail.com

Kelana Sterling

Type: Condominium/serviced residence
Tenure: Leasehold
Asking price: RM820,000
Built-up area: 1,442 sq ft
Bedroom(s): 3 + 1
Bathroom(s): 2
Description: Renovated, designer-furnished unit with fully equipped kitchen, built-in washing machine and dryer. Bedrooms have built-in wardrobes, dressing table, study area and flat screen TV. Unit is sold lock, stock and barrel with living and dining furniture, beds, built-ins fixtures and fittings. Must view to appreciate.
Agent/negotiator: Sharmila Taluar of Reapfield Properties (S.J.) Sdn. Bhd
Tel: (017) 300 3406
Email: sharmila@reapfield.com
Website: www.sharmilaproperties.com

Zenith Residences

Type: Condominium/serviced residence
Tenure: Leasehold
Asking price: RM628,000
Built-up area: 990 sq ft
Bedroom(s): 3
Bathroom(s): 2
Description: Partly furnished, mid-floor unit in Tower A offering good views of of Saujana Golf Club. One parking bay. Also features plaster ceilings, air conditioning, built-in wardrobes, built-in kitchen cabinets, electric cooker (Electrolux) with two burners and cooker hob.
Agent/negotiator: Max Tan of Hartamas Real Estate Sdn Bhd
Tel: (012) 355 7729
Email: maxtan@hartamas.com

Zenith Residences

Type: Condominium/serviced residence
Tenure: Leasehold
Asking price: RM730,000
Built-up area: 1,024 sq ft
Bedroom(s): 3
Bathroom(s): 2
Description: Partly furnished with air conditioners, water heaters, built-in kitchen cabinet, hob and cooker. Near Paradigm

Mall, Giant, post office, LRT Station, hospital and school. Easy access to LDP, SPRINT Highway, NKVE and Federal Highway. Comes with three parking bays!
Agent/negotiator: Aaron Lee of Reapfield Properties
Tel: (012) 610 9993
Email: aaronlee@reapfield.com

Kelana Mahkota

Type: Condominium/serviced residence
Tenure: Leasehold
Asking price: RM900,000
Built-up area: 1,814 sq ft
Bedroom(s): 4
Bathroom(s): 3
Description: Fully furnished, duplex unit with pool view. Well kept, and comes with three parking bays. Currently tenanted at RM3,290. Just five minutes' walk to Paradigm Mall.
Agent/negotiator: Beatrice Low of Twincrest Properties
Email: beatpro@gmail.com
Tel: (012) 328 4510

Kelana Mahkota

Type: Condominium/serviced residence
Tenure: Leasehold
Asking price: RM760,000
Built-up area: 1,352 sq ft
Bedroom(s): 3
Bathroom(s): 2
Description: Well-kept, renovated unit with pool view, air conditioners and water heaters. Serene environment. Kelana Mahkota is easily accessible via LDP, NKVE, Federal Highway, Damansara Highway and Sprint Highway. Amenities: Giant mall, Kelana Square, Kelana Centre Point, Glomac Tower, schools (SJK Kelana Jaya and SMK Kelana Jaya), Kelana Jaya Medical Centre, LRT station. Sultan Abdul Aziz Shah (Subang) Airport is 15 minutes away.
Agent/negotiator: Edmund Liao of Kim Realty
Email: leongfuture@kimrealty.com.my
Tel: (012) 619 3102

**Kelana Puteri**

Type: Condominium/serviced residence
Tenure: Leasehold
Asking price: RM450,000
Built-up area: 1,055 sq ft
Bedroom(s): 3
Bathroom(s): 2
Description: High-floor, basic unit with nice pool view. Comes with kitchen cabinets at both dry and wet kitchens, original parquet flooring in bedrooms replaced with tiles. Many amenities nearby: schools, post office, food outlets, Giant and Paradigm Mall, serviced apartments and hotel, Parklane Commercial Hub. One bus stop to Kelana Jaya LRT station. Easily accessible via LDP Highway and Jalan Subang. Comprehensive facilities within 3-acre recreational space with swimming pools, tennis courts, BBQ pits, jogging track, playground, and 40,000 sq ft clubhouse (squash

courts, gym, mini market, cafeteria, launderette, multi-purpose hall).

Agent/negotiator: Yoong Shiun Yan of Hartamas Real Estate (Malaysia) Sdn Bhd
Tel: (019) 288 2356
Email: wsyooong@yahoo.com

**Tiara Kelana**

Type: Condominium/serviced residence
Tenure: Leasehold
Asking price: RM670,000
Built-up area: 1,595 sq ft
Bedroom(s): 3
Bathroom(s): 2
Description: Mid-floor corner unit with pool view and one parking bay. Spacious unit in a low-density condo development located in a quiet area near amenities (shops, banks, Giant and Paradigm Mall, schools, recreational park, bus stop) and with easy access to LDP, Federal Highway and NKVE. Comprehensive facilities. Recently upgraded and access card system added at lift lobby for added security.
Agent/negotiator: Yoong Shiun Yan of Hartamas Real Estate (Malaysia) Sdn Bhd
Tel: (019) 288 2356
Email: wsyooong@yahoo.com

Dataran Prima Condominium

Type: Condominium/serviced residence
Tenure: Freehold
Asking price: RM720,000
Built-up area: 1,458 sq ft
Bedroom(s): 3
Bathroom(s): 2
Agent/negotiator: Jenny of Oriental Realty
Email: jenny.ngai.yl@gmail.com
Tel: (012) 334 4303

Kelana D'Putera

Type: Condominium/serviced residence
Asking price: RM488,000
Built-up area: 1,148 sq ft
Bedroom(s): 3
Bathroom(s): 2
Description: Well-kept partly furnished unit with one parking bay. Condo has full facilities, near amenities and shopping mall. Convenient location. Value buy.
Agent/negotiator: Shirley Ng of Metro Homes Sdn Bhd
Tel: (012) 229 1688
Email: shirleynsk@hotmail.com

Lily Rose Apartment

Type: Condominium/serviced residence
Tenure: Freehold
Asking price: RM380,000
Built-up area: 944 sq ft
Bedroom(s): 3
Bathroom(s): 2
Description: Renovated 5th-floor unit comes with wardrobe, kitchen cabinet, air conditioners and water heater.
Agent/negotiator: Jack Heh of Vivahomes Realty
Tel: (012) 911 6580
Email: jackheh@hotmail.com

FOR RENT [in Kelana Jaya, Selangor]**Tiara Kelana**

Type: Condominium/serviced residence
Tenure: Leasehold
Asking rent: RM2,200
Built-up area: 1,595 sq ft
Bedroom(s): 4
Bathroom(s): 3
Description: Newly renovated unit located near amenities: hypermarkets, restaurants, medical centre, school, golf club, petrol stations, clinic, Pasar Tani, colleges, etc. Easy access via NKVE, LDP and Federal Highway. Walking distance to Paradigm Mall; 10 minutes to Kelana Jaya LRT station. Resort-style condo with lots of greenery. Available now
Agent/negotiator: Anthony Ng of Wang Lai Realty
Tel: (019) 399 6628
Email: ng-sw@hotmail.com

Dataran Prima Condominium

Type: Condominium/serviced residence
Asking rent: RM2,200
Built-up area: 1,407.00 sq ft
Bedroom(s): 3
Bathroom(s): 2
Description: Fully furnished unit with 24-hour security, ample parking space, nice landscaping, swimming pool, cafeteria and convenient amenities. Two minutes to LDP, five minutes to NKVE and Kelana Jaya LRT, and 10 minutes to 1Utama, Tropicana City Mall and Giant Kelana Mall. Wet market three minutes away
Agent/negotiator: Danielle Soh of Metroworld Realty Sdn Bhd (Sunway)
Email: daniellesoh.property@gmail.com
Tel: (016) 626 0908

Kelana Sentral

Property Type: Condominium/serviced apartment
Asking rent: RM1,500
Maintenance fee: RM161 per month
Built-up area: 644 sq ft
Bedroom(s): 1
Bathroom(s): 1
Description: Fully furnished mid-level unit with air conditioners and one parking bay.
Agent/negotiator: Taq Latif of MIP Properties
Tel: (012) 613 1220
Email: taqlatif@mipproperties.com.my

Eve Suites

Type: Condominium/serviced residence
Tenure: Freehold
Asking rent: RM1,800
Built-up area: 680 sq ft
Bedroom(s): 1
Bathroom(s): 1
Description: Partly furnished studio unit with KLCC view. Two parking bays. New York-chic interior design concept. Link bridge to the LRT station (estimated completion 1Q2016).
Agent/negotiator: Chan YC of VPC Petaling Jaya
Email: cckyew@hotmail.com
Tel: (019) 319 9291

Kelana D' Putera

Type: Condominium/serviced residence
Tenure: Leasehold
Asking price: RM2,000
Built-up area: 1,250 sq ft
Bedroom(s): 3
Bathroom(s): 2
Description: Partly furnished with kitchen cabinets, built-in

wardrobe, fridge and water heaters. Internet-ready.
Agent/negotiator: Michael Choo of Hartamas Real Estate (M) Sdn Bhd
Tel: (016) 225 5467
Email: michaelchoohartamas@gmail.com

Kelana Mahkota

Type: Condominium/serviced residence
Asking rent: Price RM2,000
Built-up area: 1,360 sq ft
Bedroom(s): 3
Bathroom(s): 2
Description: Fully furnished unit in a resort-style condominium within walking distance of Paradigm Mall. Two parking bays. Excellent facilities: swimming pool, gymnasium, tennis, squash and badminton courts, convenience shop, cafeteria, BBQ area and others. Close to Tropicana Mall, 1Utama, IKEA and The Curve. The Kelana Jaya LRT Station five minutes away; access to LDP, NKVE and Federal Highway.
Agent/negotiator: Beatrice Low of Twincrest Properties
Tel: (012) 328 4510
Email: beatpro@gmail.com

D'Aman Crimson

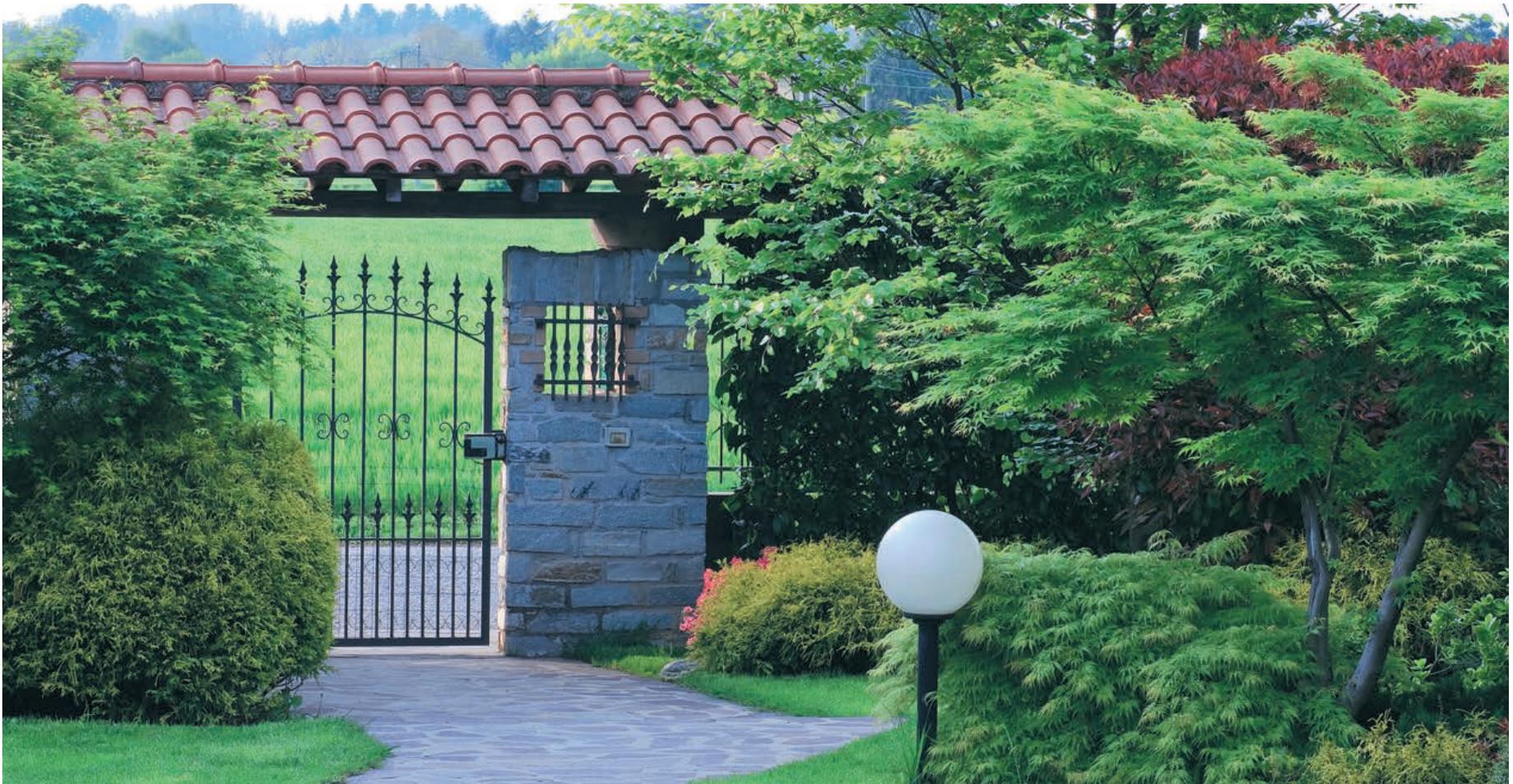
Type: Condominium/serviced residence
Asking rent: RM1,500
Built-up area: 1,100 sq ft
Bedroom(s): 3
Bathroom(s): 2
Description: Corner unit with washing machine, fridge, air conditioners, dining table, kitchen cabinet and two covered parking bays. D'Aman Crimson is a high-density development located adjacent to Ara Damansara. SMK Lembah Subang and SRK Lembah Subang 1km away. Accessible via LDP, Federal Highway and new elevated highway connecting Jalan Lapangan Terbang Subang to USJ. Upcoming LRT station nearby.
Agent/negotiator: Edmund Liao of Kim Realty
Tel: (012) 619 3102
Email: leongfuture@kimrealty.com.my

Puncak Nusa Kelana

Type: Condominium/serviced residence
Tenure: Leasehold
Asking rent: RM2,600
Built-up area: 1,327 sq ft
Bedroom(s): 3
Bathroom(s): 3
Agent/negotiator: Eric Ng of Twincrest Properties
Tel: (017) 208 7608
Email: ericng_hacienda01@yahoo.com

Zenith Residences

Type: Condominium/serviced residence
Tenure: Leasehold
Asking rent: RM2,200
Built-up area: 990 sq ft
Bedroom(s): 2
Bathroom(s): 2
Description: Renovated, partly furnished corner unit with plaster ceiling. Two air conditioners, water heater. One parking bay.
Agent/negotiator: Carmen Yong of Reapfield Properties (Taman Sea) Sdn Bhd
Tel: (012) 335 3338
Email: carmenyong@reapfield.com



The external environment of your home affects its feng shui significantly.

Don't sweat the small stuff

Clearing the air on what feng shui is and isn't

There's been a rise in interest in feng shui in recent years, thanks to the availability of information online.

This has opened doors for the general public to approach the subject and discover what feng shui can do for their homes, and their lives.

However, this same easy access has also led to a much confused thinking about feng shui. Unfortunately, many homeowners now fret over things which have nothing to do with feng shui.

To clear things up, here are some things you shouldn't pay attention to:

The types of plants that you keep at home are generally harmless and have no effect in classical feng shui. Having several pots of money plant is not going to bring you more moolah. Conversely, planting cactuses at home does no harm. Just because it has pointy needles, this does not mean that it is emitting sha qi (inauspicious qi) at you or the occupants of your home.

The same applies to placing "auspicious plants", like peonies, in the home. Though beautiful to have in any home, peonies do nothing in feng shui to enhance your love life.

And fear not if you do not have peonies at home; it has no significance in feng shui for your love life (though giving flowers to your partner might win you brownie points or get you out of the dog house!)

Plants, figurines and furniture have their significance in Chinese culture, but this does not mean they actually have any feng shui significance. By all means, if you like having Chinese-inspired furniture or even a Chinese-styled garden, then go for it. However, if you do not, your feng shui will not be affected. Your taste in foliage or furnishing plays no part in feng shui at all.

Many people obsess incessantly about putting up paintings of waterfalls, deities, sailing ships and ponds with gold fishes because

BY DATUK
JOEY YAP



they believe this will attract good qi into their home. The truth is that paintings — like plants and furniture — are merely testament to your personal taste and expression. As long as the painting gives you pleasure to look at, then buy it and place it anywhere in your house.

There are really no feng shui rules when it comes to the placement of art in your home because it has nothing to do with feng shui to begin with. Remember, you're buying inspiration, not superstition.

Another common feng shui misconception concerns colours. Some people believe painting your house red and gold will immediately attract great wealth and fortune.

Painting your home in bold and bright colours is imaginative, and purely symbolic. Any supposed feng shui benefits said to come from this is a false interpretation of feng shui. The colour a building or its interior is painted in does nothing to attract good qi into the property. Have your roof or walls painted in any colour you like.

Now, we come to mirrors. Should you be concerned if your house faces a property that has a Ba Gua mirror? The answer is, no. While Ba Gua mirrors may have historical significance, they have no feng shui significance. Many people assume the Ba Gua is a feng shui tool when it is, in fact, nothing more than a diagram indicating a mathematical model of the universe. Symbols like the Ba Gua mirror only have power over those who believe in them.

What about house numbers? The phobia about certain "inauspicious" numbers has no bearing on whether you will have auspicious luck living in the property. If you live in

unit number 14 on the fourth floor of block number four, and you like it there, carry on.

Sure, we like our cherished possessions to have meaningful names and numbers, but with feng shui, we are talking about the qi in the environment — which has nothing to do with your house number.

What's relevant?

Now, we understand what's not relevant to feng shui and why, we can move on to the stuff that matters. The external environment of your home affects its feng shui significantly.

This is why a gorgeously landscaped garden and pathway with plants and trees that is the pride of any proud homeowner can make a difference to your home's feng shui too. Such a land feature can help direct auspicious qi into your property.

However, be careful with the placement of external bodies of water such as ponds created by landscaping, rock gardens or rock waterfalls. Water is a significant element in feng shui, and its placement according to the sectors of the compass will yield different outcomes. It is advisable to seek professional advice in the placement of water features in or outside your home.

One external structure that should be considered for evaluation is the presence of lamp posts and other tall structures, for example, electrical pylons located in the vicinity of the house. The concern here is the location of these lamp posts, not their symbolism. Their feng shui effect is accentuated when these tall structures could be blocking your main door of your home as you look directly out from it. As long as they do not block the view of the Main Door, then their negative effect on the feng shui of your property should be minimal.

After the external environment of your home, the main door, the kitchen and bedroom of your home are the three most important features that must be evaluated.

The importance of a main door is that

it is essentially the "qi mouth" or the main entry point for qi, of your home. This is the primary entrance for qi to flow in from the external environment.

The kitchen is the second-most important feature that needs to be evaluated because it is the "heart" of the home, and it governs the general health of those who live in it.

The same principle applies to the bedroom — the third most important feature of any home — for this is where all occupants go to at the end of the day to rest, rejuvenate their minds, bodies and generate good health and vitality.

Evaluating the feng shui of your house is not a hard thing to do once you're able to understand the principles by which you determine the positive and negative feng shui features in your home.

When you begin to understand what feng shui really is, you can start focusing your efforts towards identifying the positive features when evaluating the feng shui of your property.

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

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Property Excellence Awards 2015

- COMPRISING:**
- 1 *The Edge* Top Property Developers Awards 2015
 - 2 *The Edge*-PEPS Value Creation Excellence Award 2015
 - 3 *The Edge*-PAM Green Excellence Award 2015
 - 4 *The Edge* Affordable Urban Housing Excellence Award 2015

THEEDGE MALAYSIA *Top Property Developers Awards 2015*

The Edge Top Property Developers Awards, the anchor awards of *The Edge* Property Excellence Awards, was established in 2003 to rank Malaysia's best property players – from the consumer's perspective – based on their quantitative and qualitative attributes.

ELIGIBILITY

- *The Edge* Top Property Developers Awards 2015 is open to all listed and non-listed developers with property projects in Malaysia.
- Property companies listed on Bursa Malaysia will automatically be considered in the ranking exercise for the awards. They may submit additional material to support the evaluation of their qualitative attributes.

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THEEDGE-PEPS Value Creation Excellence Award 2015

The Edge-PEPS Value Creation Excellence Award 2015 is an exercise to measure the capital appreciation of properties between the property developers' selling price and the subsequent resale price in secondary transactions.

The award is divided into two categories:

- residential; and
- commercial.

Awards will be given to the property developer whose properties have the highest capital appreciation in the respective categories.

This exercise aims to help consumers discover which properties have the greatest value creation in terms of capital appreciation and to recognise the property developer whose properties have achieved the highest value creation.

ELIGIBILITY

- *The Edge*-PEPS Value Creation Excellence Award 2015 is open to all Malaysian developers, listed and non-listed, with property projects in Malaysia.

THEEDGE-PAM Green Excellence Award 2015

The Edge-PAM Green Excellence Award 2015 is an exercise to recognise property developments that demonstrate sustainable design that is innovative and outstanding while contributing positively to the community.

ELIGIBILITY

- *The Edge*-PAM Green Excellence Award 2015 is open to all Malaysian property developers, listed and non-listed, as well as all corporate members of Malaysian Institute of Architects (Pertubuhan Akitek Malaysia, PAM).

THEEDGE Affordable Urban Housing Excellence Award 2015

The Edge Affordable Urban Housing Excellence Award 2015 is an exercise to recognise outstanding affordable housing projects for the urban middle-income group undertaken wholly by private sector property developers in Malaysia.

ELIGIBILITY

- *The Edge* Affordable Housing Excellence Awards 2015 is open to all Malaysian property developers in the private sector only, listed and non-listed, with affordable housing projects in Malaysia.
- The property developer must be a company limited by shares incorporated under the Companies Act, 1965.



PHOTOS BY EVERINGHAM ROTATING HOUSE

Everingham's rotating house costs about A\$700,000 to build.

Everingham Rotating House, New South Wales, Australia

In 2002, electrician Luke Everingham and his family lived in an 87-year-old farm that had been ravaged by termites. They soon realised they would be better off building a new home than repairing the farm.

So Everingham built the family a rotating house in Taree, in the mid-north coast of New South Wales, Australia, in March, 2006. It cost them about A\$700,000 (RM2.02 million).

The octagonal structure is 24m in diameter with five bedrooms and two bathrooms on the ground floor, and a living room and observatory on the upper floor.

It rotates using 32 wheels on its bottom, using a rail track. Everingham tells *The Edge Property* the house weighs 50 tonnes, but the rail can support up to 360 tonnes. High-grade flexible cables are used with the wheels to rotate the house.

The house takes between 30 minutes and two hours to make a complete rotation in either direction; the speed can be configured via a touch pad. There is also an option to follow the sun's direction as well.

How did the idea for a rotating house spring to Everingham's mind? "The idea

was born when our neighbours were expounding the virtues of their new home and commented that if they could start again, they would orientate the house 15 degrees more to the north to maximise the view and get more winter sun into the house."

He credits his wife, Debbie, for suggesting that having a house that moves would be "handy" to change the direction of the house to receive more sunlight during different seasons.

Everingham raised the money for the build and received council approval for the project in December, 2003. He set himself some design and budgetary criteria: the cost could not exceed that of a conventional house of the same size and level of appointment; the layout and finish had to be highly functional; the end result should require very little maintenance; the house had to be termite-proof; and the rotating aspect needed to allow occupants to withstand harsh weather conditions and still allow 360-degree views.

Dauntingly, Everingham says there is no room for error in building such a home. "Everything has to be perfect. It can't be an inch here or an inch there; it has to be perfect or it's a failure. There's nothing in between."



The home takes between 30 minutes and two hours to make a complete rotation in either direction.

Seeing the light

Around the world, people are beginning to build homes that turn with the seasons, literally.

By Lim Kian Wei



PHOTOS BY STEVE ARNOLD

The home costs US\$1.7 million to build and has a total of 13 bedrooms.

Around the Sea, Prince Edward Island, Canada

Inspired by the success of Everingham's rotating house, Steve Arnold met up with him and decided to replicate a similar concept with his 2-storey "condominium house" on Prince Edward Island, Canada.

Arnold's Around the Sea features four low-rise luxury condominium units on the ground floor and a large house on the second floor. It is adjacent to a half-acre beachfront property. Arnold tells *The Edge Property* that the total development cost was US\$1.7 million (RM6.38 million) and completed in the summer of 2012.

The condominium units have a built-up area of 625 sq ft and two bedrooms and a bathroom each. The second floor has five bedrooms and three bathrooms on 2,500 sq ft of living space. There is also an additional 200 sq ft loft area and a 3,000 sq ft basement as well. He and his family live on the top floor and rent out the four units on the ground floor for short-term stays.

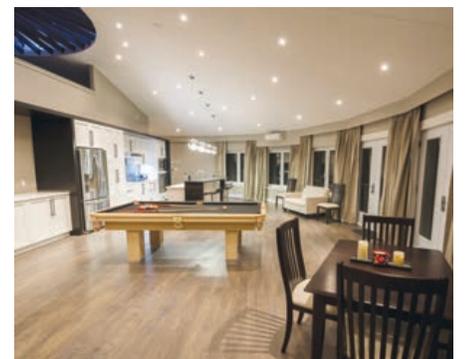
"We wanted to build a normal house where we could have rental accommodations for people in the summer time," says Arnold. "[We also] fell in love with Deltec Homes, a company who makes round, hurricane-resistant homes which are beautiful."

Deltec Homes is a US-based pre-fabricated structure supplier for residential and commercial projects. It specialises in producing circular shaped structures that are hurricane resistant.

Arnold would later meet Everingham in Australia. That's when he decided to build a Deltec house on top of Everingham's rotating rail, the Everingham Rotating Structure. "One thing led to another and Luke modified his existing platform to accommodate the 2-storey Deltec house. Now all of our four condos on the ground floor can have ocean views!"

Around the Sea takes about 45 minutes to complete a rotation in either direction.

Similar to Everingham's rotating house, Arnold's house is capable of fol-



The top floor has five bedrooms across 2,500 sq ft of living space.

lowing the sun to maximise sunlight and heat coming into the house and reduce dependency on the heater. It runs on 24 pairs of wheels (weighing 300 pounds a pair) and has a charging point in the parking lot for electric vehicles. Arnold says the monthly water and energy bills cost an average of US\$500 (RM1,875) despite 25 people living in the house.

Challenges? "The large amount of electrical cables posed a significant challenge as they wanted to go everywhere. The basement interface is also something new which has not been done before ... this is the first rotating house to be built in a winter climate where the weather drops to minus 40 degrees and where we had 17 feet of snow last winter!"

Arnold is currently collaborating with Everingham to build more rotating homes in British Columbia, Florida, Cape Breton and Australia.

"We anticipate the next ERS (Everingham Rotating Structure) to be built [around] 2016 ... depending on which project gets off the ground first. We have enhanced several aspects of the basement interface, the drive motors, the outer-wheel track system, and the rotation software to be more efficient and better adapted to a range of climates around the world," he says.

PHOTOS BY AL JOHNSTONE

The Rotating House, San Diego, California

Over in San Diego, California, Al and Janet Johnstone are the owners of the Rotating House. Al calls himself a hobbyist; he has previously built another home for himself. The retired couple responded to *The Edge Property* via email while travelling.

The Johnstones built their own rotating home in July, 2004, and did 75% of the physical works themselves. Why make a house that turns? "The inspiration for us to build a rotating home was the fantastic view from our lot location — we wanted every room to have every view."

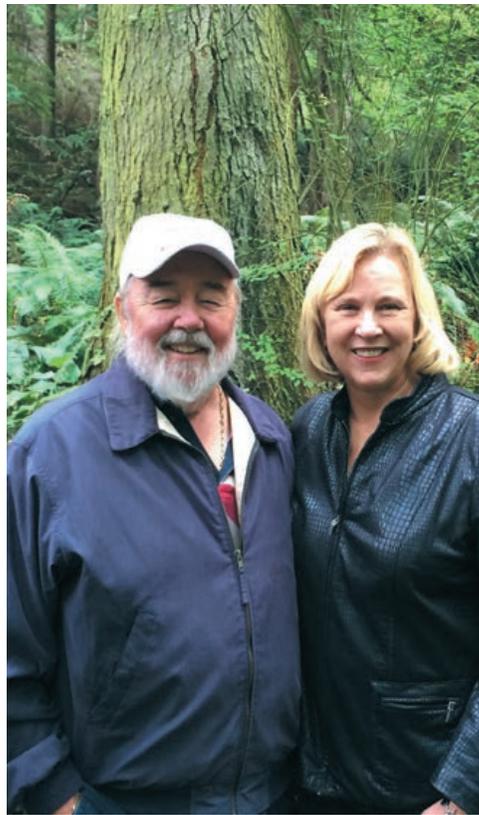
Al was the project's architect, engineer, contractor and main grunt, while Janet was accountant, bookkeeper, decorator and occasional grunt.

The couple don't have a formal background in engineering, and hired several engineers to verify Al's work. They received their building approval in June, 2000, and completed their dream home in July, 2004.

The Rotating House has about 8,900 sq ft of living area on two floors. The first floor comprises three bedrooms, three bathrooms, a living-dining area, kitchen, "great room", office, laundry, pantry and elevator equipment room. The ground floor (which does not rotate) has a living area of 2,100 sq ft that includes patio, putting green, garage and entry area.

The garage fits two cars on a turntable, enabling ease of access.

A 16-camera security system allows the Johnstones to check up on their abode from their iPhones from anywhere in the world. There is also a floodable roof for



Al and Janet Johnstones built their own rotating home, doing 75% of the physical works themselves.

fire protection and irrigation, voice-activated lighting and motion-activated lighting in the backyard.

The Rotating House is 80 ft in diameter and weighs about 600,000 pounds. Al adds that the cost to build the house amounted to about US\$1 million (RM3.8 million). Land cost was 25% of this amount. Rotation speed can be controlled at between 30 minutes and 24 hours for a full rotation, clockwise or anti-clockwise.

Rotating House is available for visits and corporate functions. Rental starts at US\$650 for up to 10 guests for every two hours.



The house has about 8,900 sq ft of living space across two levels.



It costs about US\$650 for corporate functions every two hours for up to 10 guests.

PHOTO BY KALTENEGGER & PARTNER ARCHITEKTEN



The Gemini Haus costs about €1 million to build.

Gemini Haus, Weiz, Austria

Meanwhile, in Austria, Roland Mösl has designed Gemini Haus, a sustainable home prototype. Mösl is founder of Planetary Engineering Group Earth and dedicates his time to invent, discover and advocate for innovative ways to help society achieve sustainable living.

The solar-powered home is equipped with 150 sq m of turning photovoltaic panels that follow the sun to optimise sunlight collection. It was completed in spring 2001 at a cost of about €1 million (RM4.22 million), including research work.

The rotation of the cylinder-shaped Gemini Haus is based on the direction of sunlight. It uses an average of 36 kWh per annum but is capable of collecting and storing up to 30,000 kWh yearly.

What was Mösl's primary motivation?

"How to change an industrial country like Austria and Germany to 100% renewable energy? Only electric power by sun (and wind) has enough yield per area ... Electric cars, house heating and warm water produced by heat pumps would double the [solar] electric power usage in Germany [and in turn increase demand for renewable energy]," he says.

Gemini Haus has a roof designed with an inhabited solar collector that enables heat to be transferred to below the ground to keep the structure cool. During winter, this energy is used to heat the floors to reduce energy consumption.

The building's 1,184 sq ft of living space includes two bedrooms and a bathroom. It is currently not available for stays but will be open for public exhibition in the near future.

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