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EP5 NEWS

'Brave' river barrier city design wins architectural award



EP9 FENG SHUI

Six tips for sussing out an apartment's interior feng shui



EP10 HOME IDEAS

More than meets the eye

VINTAGE GOLD

First developed in the 1970s, Taman Desa remains one of the most popular residential suburbs in Kuala Lumpur for both homeowners and developers. Its appeal lies in its location and connectivity to the city centre and other areas in the Klang Valley. See story on EP6.



Check out a video of this hot spot at www.theedgeproperty.com and see current listings for this area on [Market Watch EP8](#).



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Any plans for overseas property buys this year?



Taman Desa — growing old gracefully

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USM, CIDB to promote sustainable infrastructure developments

Universiti Sains Malaysia (USM) and the Construction Industry Development Board (CIDB) will join forces to strengthen public awareness of sustainable infrastructure development.

A memorandum of understanding (MOU) will be signed between both parties within the year to promote the idea of sustainable infrastructure projects, said Dr Choong Kok Keong, organising chairman of Awam International Conference on Civil Engineering (eco-AICCE '15) and associate professor at Universiti Sains Malaysia.

eco-AICCE '15 is held in conjunction with International Construction Week (ICW) 2015, which kicked off on Sept 7 and ends today at Putra World Trade Centre. ICW is an annual event organised by CIDB and supported by the Ministry of Works.

"The collaboration will see more activities being held to promote the concept of infrastructure sustainability," Choong told theedgeproperty.com after his opening remarks at eco AICCE.

Choong said both organisations are looking at ways to establish a checklist, or reference tool, to evaluate project development sustainability.

Choong said Malaysia has a good vision of infrastructure planning, but industry players still lack awareness when it comes to sustainable infrastructure development.

He emphasised that government enforcement has to be done to ensure routine maintenance and conservation activities to prolong the lifespan of infrastructure.



Rehda expects RM300 mil sales from final part of Mapex

The Real Estate and Housing Developers' Association Malaysia (Rehda) has a sales target of at least RM300 million for the year's third and last Malaysia Property Expo (Mapex), which will be held from Oct 30 to Nov 1.

Mapex is jointly organised by Rehda Malaysia, Rehda Wilayah Persekutuan (KL) and Rehda Selangor.

"There is no larger property expo than Mapex, bringing together the nation's developers both big and small, to offer purchasers huge selections and quality developments that suit their budgets. Mapex is organised to allow property players to support the property industry together," said Rehda past president and Mapex organising committee chairman, Datuk Ng Seing Liong.

He was speaking at a press conference on Mapex on Sept 9.

The first Mapex was held from April 2 to 5, and the second from July 31 to Aug 2.

Sales figures of both expos are still being compiled but they currently stand at RM108 million for the first Mapex and RM51 million for the second.

Rehda said the second Mapex had lower sales as the event had fewer visitors.

To date, 90% of 260 booths at the third Mapex has been taken up. Ng said that he expects more than 40,000 visitors at the event.

Software development company to develop first property project

Software development company The

Media Shoppe Bhd (TMS) is venturing into the construction and property development segments with the development of a 12.14ha land parcel in Kemaman, Terengganu.

TMS, via its wholly owned subsidiary Exonion Sdn Bhd (ESB), has entered into a managing contract agreement worth RM192 million with Johor-based developer Total Merit Sdn Bhd to build on the land.

"The diversification of the business into the property development and construction industry is aimed at providing another source of income for the company, which has been dependent on the IT business. With the additional stream of income, we strive to turnaround TMS into a profit-making company in the next few years," said TMS executive director Datuk Low Lion Kian.

ESB has been appointed the managing contractor of the mixed-use development project, which will comprise 43 units of 2-storey shop lots or offices, five blocks of 12-storey apartments, an 11-storey block of affordable apartments, and related infrastructure. The project is expected to be completed in 48 months.

CIDB aims to mandate use of 3D building plans by 2019

The Construction Industry Development Board (CIDB) will compel construction firms to use 3D building plans for any construction work by 2019.

CIDB presented a detailed policy direction on the full implementation of the building information modelling (BIM) system at the launch of the Construction Industry Transformation Programme on Sept 10.

CIDB IT construction technology division senior manager Mohd Harris Mohd Ismail said the BIM system can reduce errors and wastage with automated generation of drawings and reports, design analysis, schedule simula-

tion and facilities management.

He said the BIM system is used widely internationally and has been proven to have zero rework and variation orders, or amendments to the original scope of work, as stipulated in a building contract.

In Malaysia, only about 5% to 10% of construction firms use the BIM model. One of the factors for the low rate of adoption is cost.



Penang property market expected to contribute 50% of E&O's FY2016 sales target

Eastern & Oriental Bhd expects the Penang property sector to contribute 50% to its total annual sales of between RM1 billion and RM1.5 billion from among its various projects nationwide.

Its general manager for Penang Christine Lau said this projection is based on the group's three-year business target until 2016, as well as the roll-out of current launches, and the maturity of projects.

"Penang contributed 50% to E&O's total revenue in FY2015, making it a major driver for the group," she said. E&O's unbilled sales in the state stood at RM868 million as at March 31, 2015.

She notes that the revenue pattern will evolve from year to year as E&O nurtures its three other key growth engines in Kuala Lumpur, Iskandar Malaysia, and the UK.

One of its next launches is Amaris, comprising 29 luxury terraced houses by the sea and 20 units of linked villas, with a GDV of RM80 million. Amaris is the first phase of its Seri Tanjung Pinang project.

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.

Malaysia Day Carnival

Date: Sept 16
Venue: Bandar Seri Coalfields Gallery, Jalan Kuala Selangor, 47000 Sungai Buloh, Selangor
Time: 11am to 4.30pm
Contact: (013) 673 3030
KLK Land Sdn Bhd is back with its annual Malaysia Day celebrations in Bandar Seri Coalfields in Sungai Buloh. There will be fun-filled activities such as live bands, cultural and modern dances, sand art, henna tattoo and game stalls for the whole family to enjoy.

Marvellous Night @ Bandar Sri Sendayan

Date: Tomorrow (Sept 12)
Time: 5pm
Venue: Elymus Show Unit in Bandar Sri Sendayan, Seremban, Negri Sembilan
Contact: (012) 661 0256

Matrix Concepts Holdings Bhd invites you to enjoy a marvellous night for free with lots of fun activities to enjoy, such as a 12D cinema, YoYo rides, Minion inflatable playland, hot air balloon, paddle boats, floating baseball challenge, basketball challenge and many more.



Official launch of Secoya Residences

Date: Tomorrow and Sunday (Sept 12 & 13)
Venue: IJM Land Sales Gallery, Jalan Yong Shook Lin, Petaling Jaya, Selangor
Time: 10am to 5pm
Contact: (03) 7952 9848
IJM Land will be officially launching the second phase of its Pantai Sentral Township, Secoya Residences. The first 50 buyers stand to win RM50,000 "cash reward". Refreshments will be served.

Botanicca Corporate Precinct Exclusive Launch

Date: Tomorrow and Sunday (Sept 12 & 13)
Venue: Bermuda Room, Level 12, Sunway Resort Hotel & Spa, Bandar Sunway, Selangor

Time: 10am to 6pm
Contact: (012) 464 7296
An exhibition for buyers interested to invest in Botanicca Corporate Park in Melbourne. There will be two seminars conducted by Danny Clark, associate director of Knight Frank, and Neil Migliorisi, principal of Allied Group at 11am and 3pm. Organised by CBD Properties Sdn Bhd.

Reapfield Career Talk

Date: Tomorrow (Sept 12)
Venue: Reapfield Taman Sea (PJ)
Time: 2.15pm
Contact: (03) 7803 1590 or (012) 238 6915
Reapfield Properties is organising a career talk for those looking for a sustainable and successful alternative career. Please RSVP to the numbers above for confirmation of seats.



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SECOYA
RESIDENCES

Date : 12 & 13 September 2015
Time : 10.00am – 5.00pm
Venue : IJM Land Sales Gallery
Lot 27, Jalan Yong Shook Lin
46050 Petaling Jaya
(Opposite Bank Islam)
GPS : 3.09897S6 101.643333

• Refreshments will be served •



SECOYA

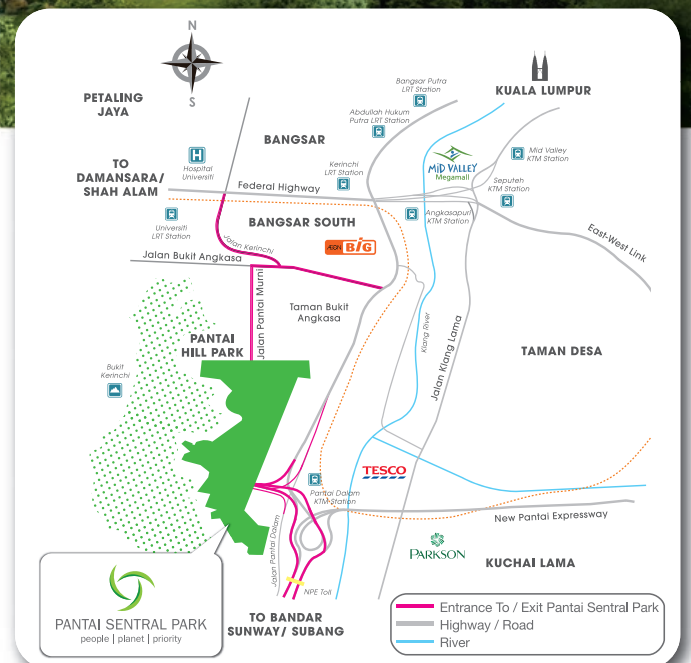
RESIDENCES

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Blueprint to transform the construction industry by 2020

CITP to create industry players that can compete in international arena

BY RACHEAL LEE

KUALA LUMPUR: The Construction Industry Transformation Plan (CITP), which aims to create industry players that can compete in the international arena while being sustainable at home, was launched yesterday by prime minister Datuk Seri Najib Tun Razak.

CITP is part of the 11th Malaysia Plan and was formulated by the Construction Industry Development Board (CIDB) and the Ministry of Works to help transform the construction industry by the year 2020. It is a comprehensive plan that encompasses four strategic thrusts — quality, safety and professionalism (QSP), environmental sustainability, productivity and internationalisation.

“Each of the four strategic thrusts seeks to transform and improve the public and international image of the industry,” said Najib at the opening ceremony of International Construction Week (ICW) 2015.

Held from Sept 7 to 11 at Putra World

Trade Centre, ICW is an annual event organised by CIDB, and supported by the Ministry of Works.

The enhancement of QSP will be a prerequisite for a responsible and developed industry, Najib said.

The CITP will push for the adoption of the Quality Assessment System in Construction (Qassic) to measure the quality of workmanship in building construction.

“The CITP targets to make Qassic a mandatory element in all government projects by 2018,” he added.

The CITP will also regulate the minimum level of construction workers’ amenities.

A Centre of Excellence for Sustainable Construction will be set up to develop, promote and implement sustainable construction systems and practices.

“The goal is to transform the infrastructure projects in Malaysia towards economic, social and environmental sustainability,” Najib said.

For productivity, the CITP will focus on

three key drivers, namely workforce, technology and process.

The CITP will work to enhance human capital development so that dependency on foreign labour can be done away with, while it collaborates with the governing body and industry players to create a highly-qualified workforce.

Technology and process, meanwhile, will encourage the faster adoption of industrialised building systems (IBS), by recommending easier and simpler procurement processes.

Meanwhile, the construction industry is expected to maintain a double-digit growth this year and has surpassed the performance of other economic sectors in the country, said Najib.

“In 2012, at the height of the 10th Malaysia Plan, the construction industry achieved its peak growth of 18.1% and from then on, the industry had maintained its double digit growth at 10.8% in 2013 and 11.8% in 2014,” added Najib.



Sunsuria's The Forum enjoys good take-up

BY ZATIL HUSNA WAN FAUZI

SHAH ALAM: The offices and shop lots at Sunsuria Bhd's The Forum @ Sunsuria Seventh Avenue in Setia Alam have been 50% taken up since being launched in July.

“We launched The Forum to create a self-sustainable development for the local catchment to enjoy,” Sunsuria head of sales and marketing, Simon Kwan tells *property+*.

“The Forum is the second retail outlet to be built in Setia Alam. We see The Forum complementing the existing Setia City Mall. The Forum will offer an 80% food and beverage tenant mix when completed,” he adds.

The Forum has a gross development value (GDV) of RM300 million. It is a 3-storey mall, with the first and second floors being retail shops, and a third floor of offices.

The Forum's 61 units of retail shops have a built-up area of between 2,700 sq ft and 5,300 sq ft, and its 172 office units, of between 630 sq ft and 1,230 sq ft.

Selling prices start at RM3.1 million for the retail shops, and RM365,000 for the offices.

The Forum will be completed in the first quarter of 2019.

The Forum is the first sub-phase of the second phase of Sunsuria Seventh Avenue. It sits on seven acres of freehold land on the 13.5-acre tract allocated for the second phase.

Apart from the retail shops and offices for sale, 25,000 sq ft of the mall to be leased to anchor tenants, one of which will be a grocery store.

Kwan says Sunsuria is in negotiation with several interested parties.

The second sub-phase will consist of another retail mall, two residential towers and an office tower. Plans for the second sub-phase are still being finalised.

Kwan says Sunsuria hopes to launch the residential towers by year-end.

Director of Oregon Property Consultancy Sdn Bhd, Kok Chin Yee, says a project such as The Forum is essential to any self-sustained township because it is a step-ladder for growth in the area.

On the commercial viability of The Forum, Kok says the mall management and tenant mix will be decisive for the liveliness of the mall.

Director of ECS Valuation & Property Consultancy Sdn Bhd Eu Chee Siang says The Forum will catalyse growth in Setia Alam when completed.

“We believe that with good F&B tenants, it will be a different shopping experience [and] is expected to transform the lifestyle and bring more excitement to the people in the area and nearby neighbourhoods,” said Eu.

Eu and Kok concur that Sunsuria Seventh Avenue development will likely attract future investors and buyers to the area by offering more commercial activity and employment opportunities.



From left: Dr A Hezri Adnan, director, technology, innovation, environment & sustainability, Institute Of Strategic and International Studies (Isis) Malaysia; K Kanand Gopal Menon, CTO, Smart Grid & head of engineering, energy management division Asean, Siemens, Malaysia; McCarthy; Lee; and Boyd Dionysius Joerman, senior vice president, Iskandar Regional Development Authority. Photo by Abdul Ghani Ismail

Make it compulsory to build green buildings

BY ZATIL HUSNA WAN FAUZI

KUALA LUMPUR: The authorities have been urged to give mandates to developers to build sustainable buildings as the country aims to transform its town centres into smart cities, said panelists at the “Smart Cities: Tackling Urbanisation and Climate Change” forum yesterday.

Petaling Jaya City Council (MBPJ) director of Solid Waste and Public Cleanliness Lee Lih Shyan said the council has already made it mandatory for new commercial and industrial buildings in Petaling Jaya to fulfil several green criteria, including being Green Building Index (GBI) compliant.

“Other than buildings, we also touch

on transportation. For every development built in Petaling Jaya, we make it compulsory for developers to provide shuttle services from the respective offices or buildings to the nearest terminal,” said Lee.

Some of the initiatives undertaken by MBPJ are free PJ community bus, PJ city food bank for underprivileged communities and household waste composting.

These initiatives are part of Local Agenda 21, which was introduced by the Environment Protection Society Malaysia in 1996. MBPJ aims to turn PJ into a sustainable city by 2030.

Meanwhile, Carbon Trust Implementation Services Ltd (UK) managing director Myles McCarthy said authorities and de-

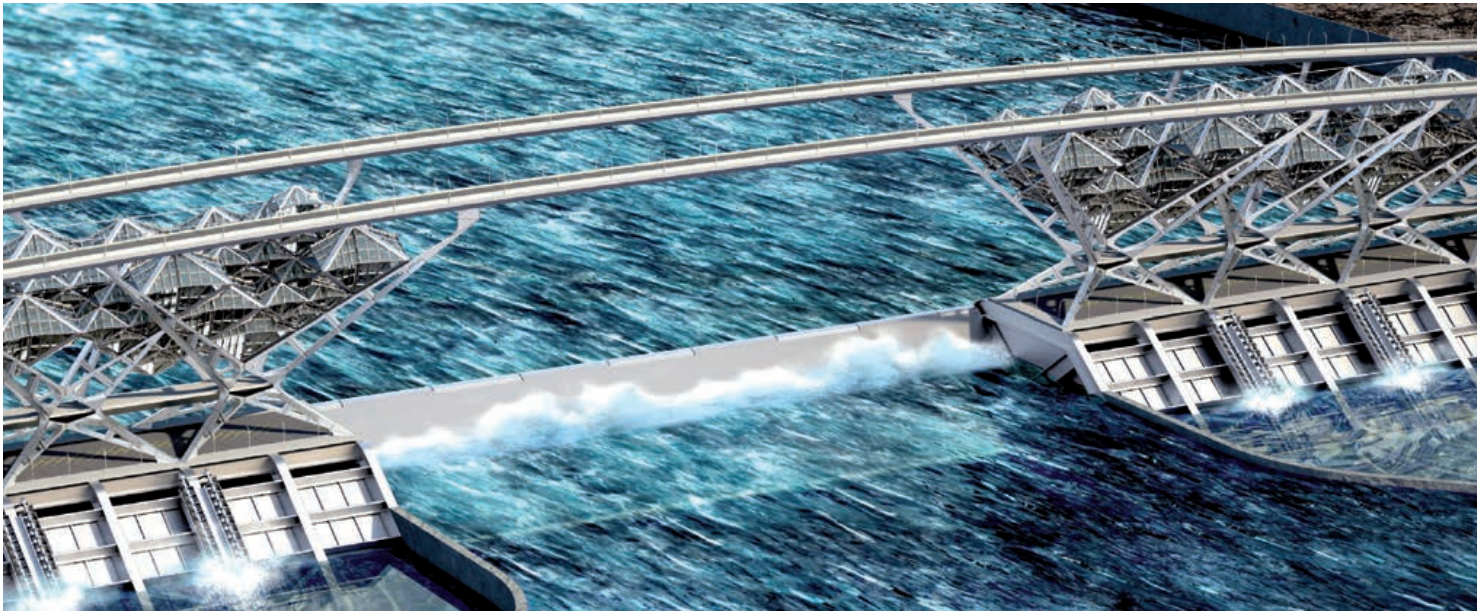
velopers alike should recognise the benefits and importance of investing in green and sustainable buildings.

“If you don’t educate them on sustainable buildings, then consumers and businesses won’t see the benefits. We need to promote sustainable buildings and encourage businesses to recognise that investing in efficient and sustainable buildings is important.

“Another thing is, not only do you have to build sustainable buildings but also use them in a sustainable way. We have trained both occupiers and corporations to understand how to utilise sustainable buildings, and they are happier to learn such ways,” McCarthy said.

'Brave' river barrier city design wins architectural award

The Living Thames Barrier thinks big to provide useful and profitable solutions



The Living Thames Barrier design looks into the possibility of using the area over the river to create a new 'barrier' city with residential and commercial components, which can possibly generate significant returns on investment by also functioning as a hydroelectric power generator.

BY CHAI YEE HOONG

KUALA LUMPUR: A new barrier city concept in the form of a bridge that addresses the growing concern about the rising Thames River levels and generate returns through the generation of hydroelectric power has won the PAM-Tan Sri Chan Sau Lai Architecture Award 2015. PAM is the acronym of the Malaysian Institute of Architects.

Wong Guan Xiong of the Architectural Association School of Architecture in the UK beat 92 contestants to take home the award and RM25,000 for his design scheme, 'The Living Thames Barrier'. The awards ceremony was held on Tuesday in Kuala Lumpur.

Wong's design attempts to tackle some of the concerns facing London, such as the underdeveloped east side, the preparation of the estuary airport and the need for a new flood defence barrier due to the rising sea level and unexpected North Sea surges due to climate change.

Wong's proposal for a bridge across the River Thames challenges the enormously costly conventional barrier typology. It looks into the possibility of using the area over the river to create a new 'barrier city' with residential and commercial components, which can possibly generate significant returns on investment by also functioning as a hydroelectric power generator for future developments in London.

According to the award benefactor, Tan Sri Chan Sau Lai, the winning entry is a visually dramatic structure and an exciting architectural solution. Chan, an architect, sits on the PAM Education Fund board of management and board of trustees, and is executive chairman of Beneton Properties Group.

Apart from Chan, the jury members for the award comprised the immediate past president of PAM, Chan Seong Aun; past president of PAM (2009-2011) and co-founder of the award Boon Chee Wee; current PAM president Mohd Zulhemlee An who is also chairman of the education committee; Malaysian Institute of Interior Designers (MIID) council member and chairman of MIID Awards for Design Excellence 2015 Lim Pay Chye; president of Institute of Landscape Architect Malaysia Dr Osman Mohd Tahir and past president of PAM (2011-2013) Saifuddin Ahmad.

"The dynamic-looking structure for the dam is designed as a metaphor of the vibrant and energetic city of London and is imbedded with the energy of the River Thames. Living pods incorporated into the dam enhance the functionality of the structure, bringing the element of the residential into the mainly utilitarian structure," Zulhemlee said.

Seong Aun said the proposal was a 'big idea' that attempts to resolve several challenges with an integrated solution that addresses the issues well. He hoped to see more of such thinking and solutions from architects in the future.

Although Wong's scheme is neither the cheapest nor most buildable, Chan commended its far-sightedness, and noted that it is "a proposal for something that one day may happen" besides being "a very stylish, engineering architectural solution" on the whole.

Boon said Wong's proposal bravely ventures beyond the traditional role of the architect as a builder and is encouraging for the profession, while Osman praised the designer's rigour in solving complex issues while turning a problem into an opportunity.

This year's award saw four commendation prize winners: Samuel Lee Chee Zin (Sibu Waterfront Redevelopment), Wong Yow Han (Reviving Kampong Phluk on Tonle Sap Lake), Mohammad Farhan Fahmie Mohd Radzi (Architecture Pedagogy: Penang School of Architecture) and Chua Khee How (Barrio Cultural Village: S-Long House). They won RM5,000 each.

In addition, there were four finalists: Chin Kah Meng (entry: Ananas Park), Chia Shook Qing (Orang Asli Community Centre in Gombak), Sia Hong Rui (Kayu Ara Organic Farming Learning Centre) and Lee Sim Chuan (Living Market). They won RM1,000 each.

Prizes were presented by Kuala Lumpur City Hall executive director for project implementation and building maintenance, Juminan Samad.

Inaugurated in 2012, the PAM-Tan Sri Chan Sau Lai Architecture Award recognises outstanding achievements in design by PAM student members who have just completed their architecture course in the immediate preceding year, in Malaysia or abroad.

"The award also recognises that transition from architectural school to architectural profession can be very daunting and possibly discouraging, especially for the super sensitive and super competitive Gen Y and Gen Z," said Boon in his speech. "The recognition conferred by an award such as this goes a long way in giving them the assurance and confidence as well as a head start in their career."

This year's competition attracted entries locally and from abroad, including the University of New South Wales, University of Sydney, University of Melbourne, University of Singapore, South China University of Technology, Taylor's University, University of Technology Mara, Universiti Teknologi Malaysia, Universiti Putra Malaysia, Universiti Tunku Abdul Rahman, Universiti Sains Malaysia and Universiti Malaya.



(Front row, from left): Former KL mayor Tan Sri Ahmad Pheal Talib, Zulhemlee, Juminan Samad, and Chan. (back row): Amzar Ahmad (far left), Boon (far right), a representative of Wong (fourth from right), and commendation winners and finalists of the award. Photos by PAM

AUCTION

Sold

Property type: Studio serviced apartment
Address: Unit No. B-05-01, Plaza Damas 3, No.63, Jalan Sri Hartamas 1, Taman Sri Hartamas, 50480 Kuala Lumpur
Tenure: Freehold
Reserve price: RM331,695
Transacted price: RM331,695
Built-up area: 500 sq ft
Auctioneer: Ehsan Auctioneers Sdn Bhd
Contact : (03) 2161 6649

Property type: Intermediate 3-storey townhouse (ground unit)
Address: No. 20-1, Park Ville Garden Townhouse, Jalan PJU 3/35, Sunway Damansara, 47810 Petaling Jaya, Selangor
Tenure: 99-year leasehold expiring on June 5, 2105
Reserve price: RM780,000
Transacted price: RM780,000
Built-up area: 1,755 sq ft
Auctioneer: Ehsan Auctioneers Sdn Bhd
Contact: (03) 2161 6649

Property type: 3-bedroom condominium
Address: Unit No. A-6-02, Block A, Menara Alpha Condominium, Jalan 4/27A, Seksyen 2, Bandar Baru Wangsa Maju, 53300 Kuala Lumpur
Tenure: 84-year leasehold expiring on Feb 24, 2083
Reserve price: RM300,000
Transacted price: RM300,000
Built-up area: 915 sq ft
Auctioneer: Ehsan Auctioneers Sdn Bhd
Contact: (03) 2161 6649

Up for bid

Auction date: Sept 17, 2015
Property type: 3-bedroom condominium
Address: Unit No. K3-04-4, Pantai Hillpark Phase 3, Jalan Pantai Dalam, 59200, Kuala Lumpur
Tenure: Leasehold
Reserve price: RM600,000
Built-up area: 1,335 sq ft
Auctioneer: Ng Chan Mau & Co Sdn Bhd
Contact: (03) 2162 3333

Auction date: Sept 17, 2015
Property type: Stratified intermediate 2-storey semi-detached house
Address: No. 13, Jalan 2, Sunway Puncak Melawati (Sunway Rydgeway), Taman Melawati, Ulu Kelang, 53100
Tenure: Leasehold
Reserve price: RM2 million
Land area: 3,595 sq ft
Auctioneer: Ng Chan Mau & Co Sdn Bhd
Contact: (03) 2162 3333

Auction date: Sept 17, 2015
Property type: Condominium
Address: Unit No. B-07-27 (East Wing), 10 Semantan, No. 10, Jalan Semantan, 50490.
Tenure: Leasehold
Reserve price: RM428,000
Land area: 990 sq ft
Auctioneer: Ng Chan Mau & Co Sdn Bhd
Contact: (03) 2162 3333

PHOTOS BY MOHD IZWAN MOHD NAZAM



The residential neighbourhood remains attractive to property developers, homebuyers and property investors due to its central location.



The most expensive project is Papillon Desahill with units rarely transacting under RM1 million.



Danau Impian showed the highest growth in capital values with a 26.2% increase to RM474 psf.

Growing old gracefully

High-rise residential property in ageing Taman Desa, Kuala Lumpur, some developed in the 1980s, are showing strong price appreciation

BY CHAI YEE HOONG

Developed in the 1970s as an upper-middle class residential enclave in Kuala Lumpur, Taman Desa mainly offered landed homes in the early days. Then the Faber Group, among the main developers in the area, gradually introduced mid to high-end non-landed residences in the 1980s.

Still lush with mature trees, the residential neighbourhood remains attractive to property developers, homebuyers and property investors due to its central location near Old Klang Road, a stone's throw away from Mid Valley City and Kuala Lumpur city centre.

Taman Desa also enjoys good connectivity to major roads such as Old Klang Road and highways such as the Smart Tunnel, North-South Highway, Maju Expressway, KL-Ser-

emban Highway, New Pantai Expressway, Federal Highway, KL Middle Ring Road 2 and the Cheras-Kajang Expressway.

According to DTZ Nawawi Tie Leung Sdn Bhd managing director Eddy Wong, residents in Taman Desa comprise mostly higher-income business owners and professionals. Unsurprisingly, it is an area which is popular among property developers and investors.

Wong says people who choose to live here like the central location, good connectivity and abundant neighbourhood amenities and facilities, including the Taman Desa Medical Centre and a large park at the heart of Taman Desa.

Savills (Malaysia) Sdn Bhd deputy managing director Paul Khong notes that Taman Desa's "strategic location in suburban KL and its convenient access to major roads and expressways are its main selling points".

Noting that many properties here are of freehold tenure, he adds that, "Many working

professionals and young families stay here due to its good location, with close proximity to malls and highways, while neighbourhood amenities are well-established."

A large proportion of residents are Chinese business owners and professionals, and the past several years have seen an increasing number of owner-occupiers here, says Wong.

Khong agrees that the neighbourhood is home to a large proportion of owner-occupiers but notes that there are some Japanese and Korean tenants in the area as well.

Lack of new completions fuels demand

The non-landed residential segment in Taman Desa is currently quite limited, Khong notes. However, he says there will be 1,388 strata units entering the market through UOA Group's Desa Green development in 2016. According to him, the current total supply of new of condominiums is around 7,000

units, while incoming supply will largely be focused on Old Klang Road.

The first two towers at Desa Green were reportedly launched at prices over RM600 psf, and the third tower, almost RM800 psf.

The latest addition to the non-landed residential segment this year was 24 units at Desa Eight luxury condominium also by UOA. Prior to that, Papillon Desahill by Zeus-TNB Properties Sdn Bhd was completed in 2011.

Given the lack of new completions between 2012 and 2014, values of non-landed homes in the area have been appreciating steadily.

Based on analysis by theedgeproperty.com, prices of non-landed properties in Taman Desa achieved an average transacted price psf of RM479 in the third quarter of 2014 (3Q2014), up 8.7% y-o-y, while the average transacted price per unit was RM546,000. In the preceding year, the aver-



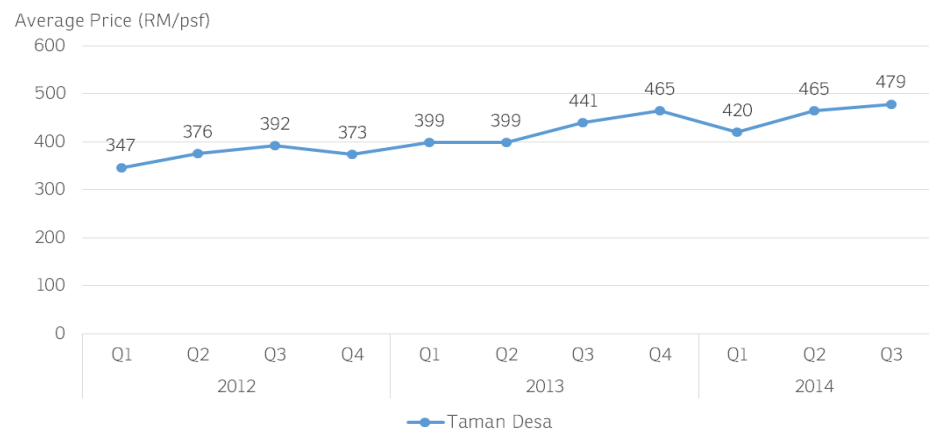
The market outlook remains positive due to the area's location, connectivity and ready access to amenities, Wong says. Photo by DTZ Nawawi Tie Leung



Neighbourhood amenities along Jalan 5/109f in Taman Desa.

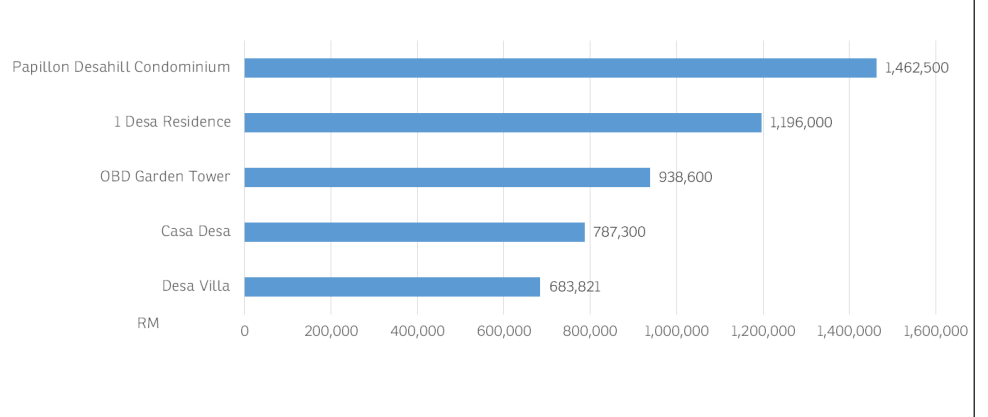
Source: theedgeproperty.com

Chart 1: Taman Desa non-landed residential average price



Source: theedgeproperty.com

Chart 2: Taman Desa top 5 most expensive condominiums/apartments by average transacted price (3Q2014)



Landed homes in Taman Desa

IN 1976, Faber Group Bhd (now known as UEM Edgenta Bhd, a 70%-owned subsidiary of UEM Group Bhd) first built around 110 semidees and 120 bungalow lots in Taman Desa. Two years later, it introduced 578 units of 2-storey terraced houses. This was followed by a number of apartment projects such as Faber Ria, Faber Heights, Faber Indah, Danau Idaman (a joint venture with Kuala Lumpur City Hall), Danau Impian, Danau Permai, and Tiara Faber.

There are currently about 1,900 units of landed homes in Taman Desa and Taman Bukit Desa. Some of the later landed projects include 64 units of 3-storey linked semidees at Danau Villa (in 2006), 40 units of 3 or 3½ storey semidees and six bungalows at Armada Villa (2013), and 31 units of 4-storey linked bungalows and three units of 4 storey bungalows at Prima Villa (2014). Danau Villa and Armada Villa are joint venture projects between Faber Group and KL City Hall.

Data courtesy of Savills (Malaysia) Sdn Bhd.



Check out a video of this hot spot at www.theedgeproperty.com and see current listings for this area on [Market Watch EP8](#).

The second-most expensive condominium is 1 Desa Residence, with an average transacted price of RM1.196 million. Completed in 2007, 1 Desa Residence is a high-end condominium with units of 2,142 sq ft and above. It was completed about eight years ago. Research of transaction data by theedgeproperty.com found two sales recorded last May at prices slightly below market value.

The least expensive projects are led by low-cost apartments and flats clustered together just off Jalan Desa in the south, namely Iris Apartment at RM187,000 or RM301 psf, Danau Murni at RM272,000 or RM377 psf and the Abadi Indah Apartments at RM294,000 or RM359 psf.

Units at Danau Murni are compact, measuring 714 sq ft. However, with sale prices ranging from RM200,000 to RM333,000 during the review period, theedgeproperty.com notes that the condominium appears very reasonably priced, offering a decent yet affordable option for living close to the city centre.

Strong capital appreciation

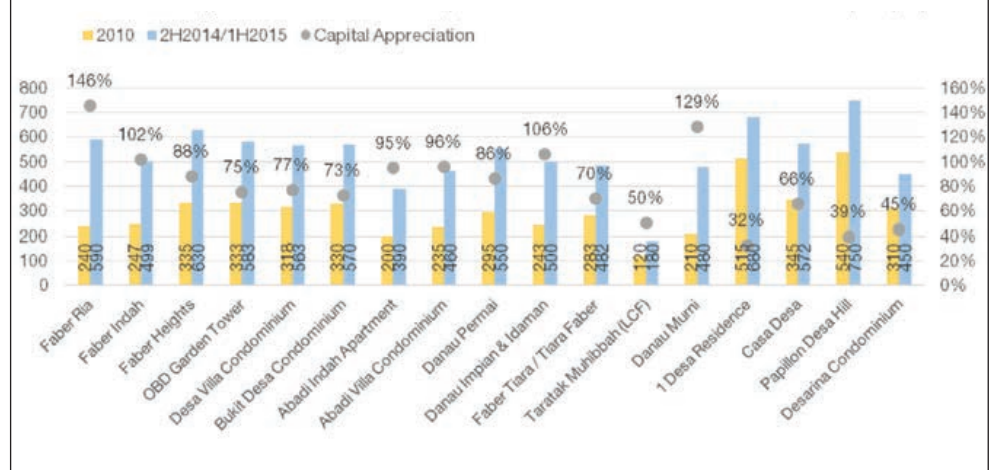
The highest growth in capital values is seen at Danau Impian, which saw a 26.2% increase to RM474 psf. A 3-bedroom unit here is between 918 sq ft and 1,000 sq ft, while its price quantum per unit falls within RM400,000 to RM470,000, still an accessible pricing level for the mass market. The development is within walking distance of shops and eateries.

Also displaying significant gains is Abadi Indah Apartments, with an increase in average price of 24.3% to RM359 psf, albeit from a low base.

Interestingly, fairly dated developments completed in the 1980s and 1990s, such as Faber Ria (up 23.9% to RM528 psf), OBD Garden Tower (up 20.4% to RM593 psf) and Danau Permai Condominium (up 19.7% to RM563 psf) continue to enjoy good capital appreciation despite their age.

Khong has seen capital appreciation of between 50% and 150% in the various projects in Taman Desa, which he says is due to location, upkeep and maintenance, and actual demand from buyers. He notes that this neighbourhood has achieved an average 15% to 20% price increment per annum over the last five years

Chart 3: Average transacted values of non-landed residences in Taman Desa in 2010 versus 2H2-14/1H2015



(2010 to 2014/2015). (See Chart 3). According to Khong, “The earlier stock was trading at rather low prices of just over RM300 psf. Due to the overall price increase in the property market and cost of construction, capital values have crept up to more acceptable levels.”

Newer projects in the vicinity such as 9 Seputeh and Desa Green have set a higher base price for this neighbourhood, he adds. Secondary market price growth, as well as new launches priced at a premium, show demand from buyers.

According to theedgeproperty.com’s analysis, in the 12 months to 3Q2014, the RM500,001 to RM600,000 price bracket accounted for the largest market share of transactions at 22.8%, with the second-largest being the RM600,001 to RM700,000 bracket, accounting for 15.5%. Some 7.3% of transactions were for homes over RM1 million.

On a psf basis, a majority or 54.9% of transactions fell within the RM401-RM600 psf range during the same period. Secondary market transactions had yet to breach the RM1,000 psf mark in the review period.

Although prices of units in Taman Desa on a psf basis seem to fall in the mid-end segment, theedgeproperty.com notes that unit sizes in the area tend to be quite large, hence the overall price falls in the upper-middle class bracket.

“The market is of course a little soft currently in terms of sentiment but the market outlook remains positive due to the area’s location, connectivity and ready access to amenities,” notes Wong.

According to theedgeproperty.com, rental yields in Taman Desa are quite good, with most condominiums and apartments returning yields of above 5%. Based on asking rentals as at June this year, Danau Murni appears to generate the highest asking rental yields, at 6.1%. It has a low capital price, at an average transacted price of RM377 psf, with an asking monthly rental of RM1.91 psf or just under RM1,400 for a typical unit. Its compact unit size translates into higher rents on a psf basis, theedgeproperty.com notes. The development is located within walking distance of shops. Other projects generating good asking rental yields are Iris Apartment and Abadi Indah Apartments, at 5.9% and 5.7% respectively.

Next change

Being one of the oldest and historically significant roads — it was the only link between KL and Port Klang several decades ago — Old Klang Road has been upgraded to serve the neighbourhood better.

According to Khong, an upcoming bridge near the 9 Seputeh development (by MRCB Group) will link Old Klang Road to the NPE and extend its connectivity. The upcoming monorail extension from Brickfields to Bandar Sunway, passing Old Klang road and Taman Desa, will further uplift the neighbourhood by improving public transport.

“Any redevelopment projects undertaken in the vicinity will also rejuvenate this ageing neighbourhood further,” he adds.

Khong notes there are still pockets of empty land parcels in the vicinity, which may see a few new projects in the near future.

“Given its strategic location between KL and PJ and its proximity to Mid Valley, this area should still be able to take some new developments if local market conditions still permit. [Moreover], this area still carries a freehold title,” he says.

Local developer Law Developments Sdn Bhd is planning a 48-storey condominium with 148 units and a 13-storey annexe block with a main lobby, car park and other facilities. This project is reported to have met with opposition, especially by worried residents of Casa Desa. They fear that the project, located 16 metres from their homes and on a hill slope, might pose a safety hazard to the structural integrity of their buildings.

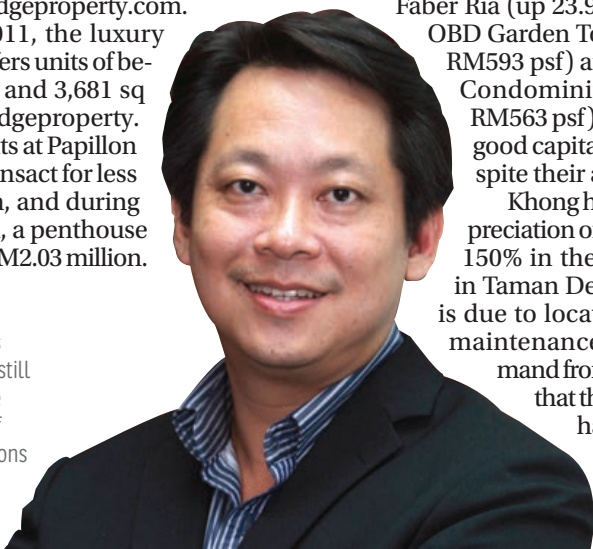
Nearby, Old Klang Road is currently in the limelight for redevelopment, with projects such as 9 Seputeh, Avantas Residence (by CPI Land Sdn Bhd), The Petalz and The Grainz (both by Exsim Group of Companies), and Verve Suites@KL South (by Bukit Kiara Properties Sdn Bhd).

Meanwhile, DTZ’s Wong adds that Taman Desa could do with more parking provision at the commercial areas.

The property consultant’s outlook for Taman Desa remains positive, as properties in the neighbourhood are in good demand due to its central location, accessibility and maturity. On average, property prices have doubled since five years ago, a reflection of its popularity.

Given its strategic location, Khong says Taman Desa should still be able to take some new developments if local market conditions still permit.

The Edge file photo



FOR SALE [in Taman Desa, Kuala Lumpur]

Faber Ria

Type: Condominium/ serviced residence
Tenure: Freehold
Asking price: RM685,000
Built-up area: 1,450 sq ft
Bedroom(s): 3
Bathroom(s): 2
Description: KLCC and KL Tower view. Well-kept, with built-in kitchen cabinets. Fully renovated and furnished; spacious layout. Strategic location. Amenities: kindergarten, schools, colleges, Giant, Tesco, Pearl Point, Parkson, Mid Valley Megamall. Easy access via East-West Link Expressway, Federal Highway, PLUS Highway and Old Klang Road.
Agent/negotiator: Admen Ng of Starcity Property
Tel: (012) 270 7228
Email: admenng.gs@gmail.com

Papillon Desahill Condominium

Type: Condominium/ serviced residence
Tenure: Freehold
Asking price: RM1,450,000
Built-up area: 1,784 sq ft
Bedroom(s): 3 + 1
Bathroom(s): 4



Description: Spacious, renovated. Interior design costs more than RM200k. Nice view. Two car park bays. Amenities: restaurants, mall, hypermarket, schools, clinics, banks, convenience stores, etc. Accessibility: Old Klang Road, Keras, KL-Seremban Highway, Kerinchi Link, Sprint and Federal Highway.
Agent/negotiator: Matson Wong of Tech Real Estate Sdn Bhd
Tel: (012) 680 2851
Email: rickyck@hotmail.com

OBD Garden Tower

Type: Condominium/ serviced residence
Tenure: Freehold
Asking price: RM880,000
Built-up area: 1,650 sq ft
Bedroom(s): 3
Bathroom(s): 2
Description: Fully furnished, with air-conditioning, built-in wardrobes, kitchen cabinets. Amenities: Mid Valley City, Desa Water Park. Japanese International School located a short drive away in Taman Seputeh; local government schools within 1 km radius. Accessible via Jalan Klang Lama and Smart Tunnel to Kuala Lumpur city centre and major shopping malls within 8km. Direct links to Federal Highway, New Pantai Expressway, Penchala Link, Maju Expressway to Putrajaya, Cyberjaya and KLIA. KTM Komuter Seputeh, KTM Komuter Mid Valley, KL Sentral and Abdullah Hukum LRT stations a short drive away.
Agent/negotiator: Ken Thong of Goldmine Properties
Tel: (012) 210 6699
Email: ken.thong@goldmine.com.my

Casa Desa

Type: Condominium/ serviced residence
Tenure: Freehold

Asking price: RM770,000
Built-up area: 1,192 sq ft
Bedroom(s): 3
Bathroom(s): 2



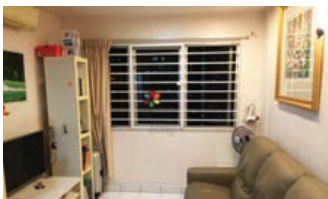
Description: Renovated and furnished high-floor unit in Casa Desa. Completed in 2008 by Faber Group. Accessible from KL-Seremban Highway via Faber Interchange; also via Keras and Federal Highway, KL-Seremban Expressway, New Pantai Expressway and Lebuhraya Damansara-Puchong. Taman Desa is a mature township of mostly middle to upper-middle class residents.
Agent/negotiator: Ricky Teh of Kimfield Properties
Tel: (012) 288 3533
Email: rickytehjw@hotmail.com

Desa Villa

Type: Condominium/ serviced residence
Tenure: Freehold
Asking price: RM788,000
Built-up size: 1,230 sq ft
Bedroom(s): 3
Bathroom(s): 2
Description: Renovated, fully furnished unit with pool view, built-in kitchen cabinets and plaster ceiling. Two car park bays. Close to OUG Plaza, Mid Valley City, The Scott Garden Parkson, Pearl International Hotel and others. Accessible via Jalan Klang Lama, Jalan Desa Utama and Jalan Desa Bakti. Easy access to East-West Link Highway and New Pantai Expressway. Walking distance to Taman Desa Town Centre, Taman Desa Medical Centre, Desa Water Park and Mid Valley Megamall.
Agent/negotiator: Lau of TPE Realty
Tel: (010) 366 9320
Email: lau3003@gmail.com

Danau Murni

Type: Condominium/ serviced residence
Tenure: Leasehold
Asking price: RM390,000
Built-up area: 714 sq ft
Bedroom(s): 3



Bathroom(s): 2
Description: Partly furnished, high-floor unit. Very well-maintained; nicely renovated with plaster ceiling and built-in kitchen cabinet. One car park bay.
Agent/negotiator: Joey Hoo of Tech Realtor Properties Sdn Bhd.
Tel: (012) 771 7691
Email: joeyhoo.techrealtors@gmail.com

Danau Impian

Type: Condominium/ serviced residence
Tenure: Leasehold
Asking price: RM499,000
Built-up area: 918 sq ft
Bedroom(s): 3
Bathroom(s): 2

Description: Renovated, partly furnished, corner unit. Accessible via Jalan Klang Lama, Federal Highway and KL-Seremban Highway. Easy access to KL from KL-Seremban Highway and Smart Tunnel; Kerinchi Link to Petaling Jaya; NPE to Sunway and Subang. In the centre of the Klang Valley -- best location.
Agent/negotiator: Steven Wong of Rina Properties
Tel: (019) 361 8806
Email: ultimate.property@yahoo.com
Website: www.stevenwong.iagent.my

Danau Permai

Type: Condominium/ serviced residence
Tenure: Leasehold



Asking price: RM520,000
Built-up area: 700 sq ft
Bathroom(s): 1
Description: Studio unit with extended kitchen. Faces swimming pool. Close to amenities.
Agent/negotiator: Thila of Friendly Homes (KL)
Tel: (017) 264 0224
Email: thila_raj@yahoo.com

Iris Apartment

Type: Condominium/ serviced residence
Tenure: Leasehold
Asking price: RM250,000
Built-up area: 647 sq ft
Bedroom(s): 2
Bathroom(s): 2
Description: Basic, low-rise unit. Near shops, restaurants, schools, bus stop, Mid Valley, Bangsar and KL Sentral. Strategic location with easy access to Old Klang Road, Federal Highway, East-West Link, Smart Tunnel, KL-Seremban Highway, etc
Agent/negotiator: Lydia Mun of Sinouis Realty Sdn Bhd
Tel: (012) 275 4655
Email: ngee.mun@gmail.com

Abadi Villa

Type: Condominium/ serviced residence
Tenure: Leasehold
Asking price: RM550,000
Built-up area: 1,200 sq ft
Bedroom(s): 3
Bathroom(s): 2
Description: Balcony, one car park bay. Near shops, restaurants, schools, bus stop. Walking distance to KTM train station and bus to LRT station. Close to Mid Valley, Bangsar and Petaling Jaya.



Agent/negotiator: Doris Siew of Stanwells Realty
Tel: (019) 364 4924
Email: ahwai2046@gmail.com

FOR RENT [in Taman Desa, Kuala Lumpur]

Papillon Desahill Condominium

Type: Condominium/ serviced residence
Tenure: Freehold
Asking rent: RM3,500
Built-up area: 1,322 sq ft
Bedroom(s): 2
Bathroom(s): 2
Description: Fully furnished unit. Well-maintained. View to appreciate.
Agent/negotiator: Joey Hoo of Tech Realtors Properties Sdn Bhd
Tel: (012) 771 7691
Email: joeyhoo.techrealtors@gmail.com

OBD Garden Tower

Type: Condominium/ serviced residence
Tenure: Freehold
Asking rent: RM3,500
Built-up area: 1,650 sq ft
Bedroom(s): 3
Bathroom(s): 2
Description: Fully furnished, tastefully renovated unit. Close to Mid Valley, Scott Garden Parkson, Pearl International Hotel. Very breezy. One car park bay.
Agent/negotiator: Mr Fan of TPE Realty
Tel: (016) 277 2826
Email: yeajye.fan@gmail.com

Casa Desa

Type: Condominium/ serviced residence
Tenure: Freehold
Asking rent: RM2,000
Built-up area: 950 sq ft
Bedroom(s): 2
Bathroom(s): 2
Description: Fully-furnished, mid-floor unit in move-in condition. Two car park bays.
Agent/negotiator: Ben Yong of DF Realty Sdn Bhd
Tel: (016) 602 3977
Email: benyong.dfrealty@gmail.com

Desa Villa

Type: Condominium/serviced residence
Tenure: Freehold
Asking rent: RM2,500
Built-up area: 1,250 sq ft
Bedroom(s): 3
Bathroom(s): 2
Description: Resort style condo in a quiet green location near Mid Valley City. Amenities: Mid Valley Megamall, The Gardens, Bangsar Village and Times Square. The facilities at Desa Villa include mini market, cafeteria, hair salon, playground, barbecue area, business centre and club house. Facilities: gym, squash court, swimming pool, tennis court, jogging track and sauna. Easily accessed via Federal Highway and East-West Highway. There is also public transportation available such as Seputeh KTM Komuter station.
Agent/negotiator: Ricky Teh of Kimfield Properties
Tel: (012) 288 3533
Email: rickytehjw@hotmail.com

Iris Apartment

Type: Condominium/ serviced residence
Tenure: Leasehold
Asking rent: RM850
Built-up area: 650 sq ft
Bedroom(s): 2
Bathroom(s): 2
Description: Partly furnished unit. Near shops, restaurants, schools, bus stop, KTM station, Mid Valley, Bangsar and Petaling Jaya.

Agent/negotiator: Doris Siew of Stanwells Realty
Tel: (019) 364 4924
Email: ahwai2046@gmail.com

Danau Murni

Type: Condominium/ serviced residence
Tenure: Freehold
Asking rent: RM1,450
Built-up area: 720 sq ft
Bedroom(s): 3
Bathroom(s): 2
Description: Danau Murni is a high-rise joint venture project between City Hall Kuala Lumpur and Faber Group completed in 2005, located at the upper half of Jalan Klang Lama. Close to Kuala Lumpur city centre and Petaling Jaya. Accessible via Jalan Klang Lama, Jalan Syed Putra and Jalan Puchong. KTM Komuter and LRT nearby. Abundant amenities. However due to high-density high-rise condos close to each other, parking may be an issue. Facilities: 24-hour security, covered car park, swimming pool, tennis court, playground, surau and multi-purpose hall. Newly renovated unit.
Agent/negotiator: Prabhbir Rohit of Jann Properties
Tel: (016) 338 0502
Email: sprabhbir@yahoo.com

Faber Ria

Type: Condominium/ serviced residence
Asking rent: RM3,000
Built-up area: 1,030 sq ft
Bedroom(s): 2
Bathroom(s): 2
Description: Newly refurbished unit. Close to amenities. Easy access to KLCC via Smart Tunnel; close to Federal Highway, North Pantai Expressway and KL-Seremban Highway.
Agent/negotiator: Kim Tan of Harmony Realty Co
Tel: (019) 333 5211
Email: kim330@gmail.com

Danau Impian

Type: Condominium/ serviced residence
Tenure: Leasehold
Asking rent: RM1,500
Built-up area: 965 sq ft
Bedroom(s): 3
Bathroom(s): 2
Description: Well-kept, low-floor, corner unit with air conditioning. Built-in kitchen cabinet. Flooring upgraded from parquet to tiles.
Agent/negotiator: Thila of Friendly Homes (KL)
Tel: (017) 264 0224
Email: thila_raj@yahoo.com

Faber Heights

Type: Condominium/ serviced residence
Tenure: Freehold
Asking rent: RM1,700
Built-up area: 650 sq ft
Bedroom(s): 1
Bathroom(s): 1
Description: Fully furnished unit in move-in condition. Minimum one-year tenancy. Abundant amenities. Accessibility: Old Klang Road, KL-Seremban Highway, Kerinchi Link, Smart Tunnel, Sprint and Federal Highway.
Agent/negotiator: Matson Wong of Tech Real Estate Sdn Bhd
Tel: (012) 680 2851
Email: rickyck@hotmail.com



Bedroom, bathroom and kitchen.



Six tips for sussing out an apartment's interior feng shui

Look inside and out, and for a good balance of attributes listed below

Buying an apartment for the first time, whether to stay in or for investment, may be a daunting task. As you inspect the interior of your dream condo, you may be faced with questions that make you doubt its viability. Should you take note of the location of the toilets? Does it matter that the apartment does not face your personal direction?

Worry not. Here are six of the best tips to help you assess the interior feng shui of an apartment.

No. 1: Main door

The main door is essentially the Qi mouth of any property and the primary entrance for Qi to flow into it from the external environment.

It is extremely important to note if there are any obstructions that could negatively affect the main door in any way as this will affect the ability of the property to receive Qi from the environment.

When evaluating the main door, do not just look into an apartment but *make sure* to go in and *look out* from it as well.

Even if the main door does not share the same Facing Direction as the property, this is no reason to panic. This is because the location of the main door is more important than the Facing Direction of the main door.

Ideally, the main door should be located in a good sector of the property, even if it is not facing the best direction.

No. 2: The kitchen

After the main door, the kitchen is the next-most important area to consider when evaluating the interior feng shui of an apartment. Since the kitchen is where we prepare food, it is vital to keep a healthy flow of Qi in the kitchen.

BY DATUK
JOEY YAP



If the Qi in the kitchen is bad, then the residents of the property will be unable to nourish themselves well, resulting in their poor health. A badly located kitchen may even affect their lifespan.

The kitchen must never be located in the central palace or in the centre of a property. This is a passive sector, and locating the kitchen here is said to 'burn the heart' of the property, creating long-term instability and nagging health problems.

Essentially, the kitchen should always be in one of the side sectors of the property, never in the centre.

No. 3: The bedroom

Since we spend a third of our lives in our bedrooms, we must ensure that Qi can enter the bedroom freely without any obstruction.

Like the kitchen, bedrooms should be located in suitable sectors of the property.

The basic shape of the bedroom should be square or rectangular. This is because both these shapes represent Earth, which stands for stability, making it suitable for activities like sleeping and working.

As far as possible, avoid rooms that are round, triangular, trapezoidal or oddly shaped, with sharp corners. These rooms do not have a balanced Qi, and will not only affect your sleep but will also heighten the effect of any negative visiting Stars in the room.

By choosing a square room, you are to some degree insulating yourself from any negative Qi present in the room.

No. 4: Staircase

If you're considering purchasing a townhouse apartment, the staircase is an important internal feature to assess. It is via the staircase that Qi travels up to the second floor and any subsequent floors of the property.

A carefully planned property is one where the staircase is located to receive Qi and also distribute Qi upstairs.

Since we require a good flow of Qi throughout the apartment, it is best to avoid having a staircase in the centre of the property. If the staircase is in the centre of the property, but not dead centre, it is fine.

However, to be on the safe side, avoid a property with such a feature.

No. 5: Toilets

Many people think that toilets flush away their wealth or Qi. No, they do not. It is also a myth that bad energy is emitted from toilets. Toilets just need to be cleaned regularly. The location of a toilet is a consideration in feng shui, but only in some instances.

One common feature in smaller apartments is that the bedrooms often open to a toilet. In this situation, all the Qi that enters the bedroom is flushed into the toilet, instead of circulating round the room. This is not a good layout for a property, so avoid buying one with this problem.

However, if you still wish to purchase this type of property, you may place some furniture in between the room door and the toilet door to alter this flow.

No. 6: Water

Water features inside an apartment are something you should treat with care because water must be placed in the right sectors of a home or it can cause difficulties in life for those who live in it.

If there are any large bodies of water, such

as a pond or a built-in aquarium, in any of the rooms, it is best to note which sector it is located in and have the property checked by a feng shui consultant before you decide to buy it.

Finding the right apartment with good feng shui attributes is not easy. People are often obsessed with finding the perfect place, which is a very difficult task, especially if you're on a tight budget.

Unless you have the financial means to custom-design your apartment, you should be prepared to find that every property has feng shui issues.

The goal here is to determine if these issues are minor or major, and if they can be rectified by renovation.

At the same time, you should be determined to say 'no' if an apartment has major flaws in its Internal Forms. If an apartment has a good main door but unstable rooms due to their negative forms, then it is not worth your money. It is a zero-sum gain.

And do not buy an apartment just because it happens to face your favourable direction.

Be patient. With a lot of effort and determination, you should be able to find the apartment you need.

Datuk Joey Yap is chief consultant of the Joey Yap Consulting Group and founder of Mastery Academy Of Chinese Metaphysics, and bestselling author of more than 160 books which have sold over four million copies worldwide. He is regularly interviewed on Astro, Bloomberg and other leading media. Yap has worked with the likes of Microsoft, Sime Darby, UEM, Prudential and Citibank, and has students in more than 30 countries.

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



Kali Sofa — Sofa with single or intermediate bed. Photos by MIXS Living Concepts

More than meets the eye

Furniture that morphs to suit your space and add value to it

BY RACHEAL LEE

The trend for small-space living is growing, especially in cities, where real estate is a luxury.

In urban Malaysia, the number of small homes with a built-up area of less than 500 sq ft is rising; there have been more recent launches of one-bedroom and studio units than ever.

Living in small spaces usually takes some getting used to, but there are ways you can make life more comfortable, such as by custom-making space-saving furniture.

The key to space-saving furniture is multi-functionality. Mark Lim, director and founder of Penang-based MIXS Living Concepts, notes that this type of furnishing solution creates very usable interiors that can raise the value of your property.

Not only do they help solve the problem of lack of space in your home, they create new spaces within a space in a creative way.

“It is an approach associated with its multiplication, one that enables us to open up different scenarios,” he says. These multi-functional pieces of furniture are ‘transformers’ of a kind — a study table can be transformed into a bed; a dining table into a sofa; a bed appears out of a wall — all done



Lim: It’s an approach associated with multiplicity and enables us to open up different scenarios.



Cha: Occupants can use a space for various activities or purposes.

with just a nudge here and there.

In employing these multi-usage furniture solutions, Lim advises consumers to check on the quality of the mechanism and the maximum weight such a piece of furniture can support. The products should also come with a warranty.

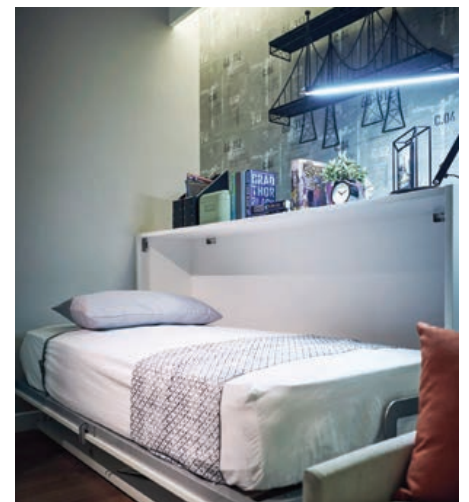
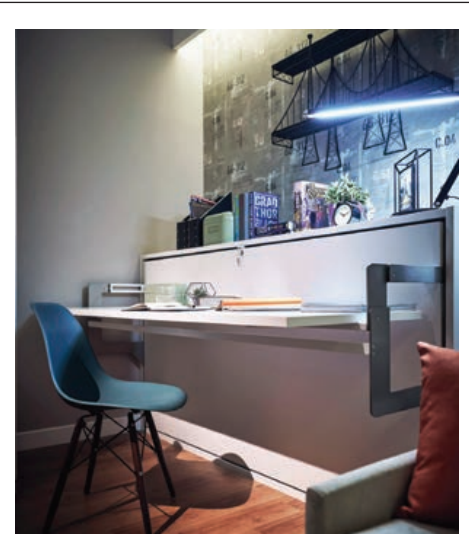
Eric Cha, director of Kuala Lumpur-based MocoSdn Bhd, sees space-saving furniture as an investment in the property, as it adds value to the space.

“Users can use a space for various activ-

ities or purposes. For example, a gym room and guest room can co-exist in the same space,” he says.

He also notes that potential consumers of space-saving furniture are not limited to just owners of small homes.

“More people opt for such furniture for very practical reasons, such as to organise the things in their room more efficiently, or to achieve a clutter-free, clean and tidy space. For example, if you use a wall bed, you can lift up the bed to clean all the dust underneath easily.”



Gioco Desk Down — Wall bed with study/work table. Photos by MocoS



Gioco Bunk — Bunk bed with shelves for storage. Photos by MocoS