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SDB sells Damansara Heights lands for RM71 mil

Selangor Dredging Bhd (SDB) will be disposing 16 pieces of freehold land in Damansara Heights, Kuala Lumpur which collectively measure 15,751 sq m, for RM71 million cash.

In a filing with Bursa Malaysia, SDB said its wholly-owned subsidiary SDB Damansara Sdn Bhd has entered into an agreement with Bukit Selesa Development Sdn Bhd for the disposal.

The group also noted that the disposal is expected to result in a gain on disposal of RM93,901.

Second phase of residences at KL Metropolis to be soft-launched in November

Naza TTDI Sdn Bhd, the property arm of Naza Corp Holdings Bhd, is set to soft launch its second phase of serviced residences at its KL Metropolis integrated development located at Jalan Duta near Mont'Kiara, Kuala Lumpur, sometime next month, said Naza TTDI deputy executive chairman and group managing director SM Faliq SM Nasimuddin. He was speaking at the launch of the new KL Metropolis sales gallery located

SUHAIMI YUSUF | TheEdgeProperty.com



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now

LAUNCHES + EVENTS

MAPEX 2016

Date: Oct 21 to 23 (Fri to Sun)

Time: 10am to 9pm

Venue: Mid Valley Exhibition Centre, Mid Valley Megamall, Kuala Lumpur

Contact: (03) 7803 2978
Organised by the Real Estate and Housing Developers' Association Malaysia, the national level property exhibition is themed "Home Ownership Through Smart Financing". It will showcase a wide variety of projects while property talks, interactive games and a blood donation campaign will also be held during the expo.

'Let's talk about business' by EcoWorld

Date: Oct 22 (Sat)

Time: 2pm to 5pm

Venue: EcoWorld Gallery @ Eco Meadows, PT 740, Jalan Paboi, Mukim 14, Daerah Seberang Perai Selatan, Simpang Ampat, Penang

Contact: (04) 510 2255

Eco World Development Group Bhd has invited four

LEKAS-Eco Majestic interchange adds to township's access

Eco World Development Group Bhd's (EcoWorld) Eco Majestic development will now be accessible via three entry points with the opening of the LEKAS-Eco Majestic interchange.

The new dedicated interchange, which connects Eco Majestic's West Gate to the Kajang-Seremban Expressway (LEKAS), will lead traffic straight into the township via the Eco Majestic toll plaza.

With the opening of the interchange, the 1,089-acre township in Semenyih will now be accessible through the East Gate via Jalan Semenyih, the North Gate via the grand Red Carpet Bridge and the West Gate via Exit 2102A from the LEKAS Highway, said EcoWorld chairman Tan Sri Liew Kee Sin dur-

ing the opening ceremony of the interchange on Oct 19.

The ceremony was officiated by Works Minister Datuk Seri Fadilah Yusof and witnessed by Tunku Naquiyuddin Tuanku Ja'afar, director of Lebuhraya Kajang Seremban Sdn Bhd.

The interchange was built at a cost of RM50 million and the developer spent another RM165 million to improve the existing infrastructure and construct a new road into the township.

Setia Alam's De Kiara affordable apartment units open for sale

S P Setia Bhd's De Kiara affordable apartment project under the Rumah Selangorku programme is currently



KENNY YAP | TheEdgeProperty.com

open for sale, with prices starting from RM170,000.

Located at Precinct 15 at the north of the Setia Alam township in Shah Alam, De Kiara comprises three blocks of 16-storey apartments, housing a total of 737 units.

Bandar Setia Alam general manager Tan Siow Chung said the 3-bedroom, 2-bathroom units



have an average built-up of about 800 sq ft and each comes with two parking bays.

He added that another upcoming Rumah Selangorku project is De Bayu, which will have 723 3-bedroom, 2-bathroom apartment units with a built-up size of 900 sq ft and priced at RM200,000. Interested and eligible purchasers can register themselves via the Selangor Real Estate and Housing Board website.

IOI Properties undertakes RM20 mil interchange expansion at Bandar Puteri Puchong

IOI Properties Group Bhd is expanding and upgrading the Bandar Puteri Puchong interchange to improve traffic flow in the township.

The expansion and upgrading works, which are expected to be completed by 2018, will be wholly funded and constructed by IOI Properties at the cost of RM20 million, said its chief operating officer Teh Chin Guan at the ground-breaking ceremony on Oct 20.

The works will be conducted in two stages. Stage A involves the widening of the road shoulder at Lebuhraya Puteri fronting Citibank and Giant Hypermarket.

"We are building an additional lane without affecting traffic on the existing two lanes," said Teh. Stage A is expected to be completed by the first quarter of next year.

Meanwhile, Stage B comprises the building of a new 600m-long-ramp to lead traffic from the Damansara-Puchong Expressway into Lebuhraya Puteri.

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If you have any real estate-related events, email us at propertyeditor@bizedge.com. Events listed here will also appear on TheEdgeProperty.com.

England. This apartment project is developed by London Square.

Exclusive launch of The Nature Collection of Woodberry Down, London

Date: Oct 22 and 23 (Sat and Sun)

Time: 11am to 6pm

Venue: The St Regis Kuala Lumpur, Ringgit Room 1, Level 2, Jalan Stesen Sentral 2, Kuala Lumpur Sentral

Contact: (012) 304 6887

JLL Property Services is showcasing The Nature Collection of Woodberry Down located in North London to interested investors. There will be an investment seminar at 3pm on both days as well. RSVP required.



TheEdgeProperty.com

presents

A BREAKFAST CHAT

Meet the man who transformed an abandoned quarry mine in KL's Kepong into Malaysia's **NEW URBANIST** community,

Mr Lee Liam Chye,

GROUP CEO, Perdana ParkCity Sdn Bhd,
developer of Desa ParkCity (2000 to 2016)



Date

Saturday,
5th November
2016

Time

9.30am to
11.30am

Venue

The ParkCity
Club, NO 7,
Persiaran
Residen,
Desa ParkCity,
52200 KL

Have you got
questions for
Mr Lee himself?
Submit your questions
when you register!

FREE!

First come,
first serve basis



**Registration starts
Friday, 21 October 2016.**

For details go to: www.theedgeproperty.com
or call **03-7721 8289**.



Sunway Velocity set to open Dec 8 with Malaysia's first AEON MaxValu Prime

BY NATALIE KHOO

PETALING JAYA: Sunway Velocity Mall, KL is set to open this Dec 8. It expects to achieve full occupancy by 2H2017, said Sunway Malls and Theme Parks CEO HC Chan.

"To date, we have achieved 90% sign-up. When we open in December, we should be achieving an 80% shop opening rate," Chan told TheEdgeProperty.com.

Sunway Velocity Mall is part of the 23-acre Sunway Velocity integrated development comprising residential, commercial, healthcare and retail components. The RM4.5 billion development is located near Cheras, about 3km away from the Kuala Lumpur city centre.

The mall has a gross floor area of 1.5 million sq ft and a net lettable area (NLA) of 1 million sq ft.

According to Chan, there will be 12 key tenants occupying 40% of the NLA of which three are anchor tenants and nine are mini anchor tenants.

The mall's key partners include Parkson, AEON MaxValu Prime, TGV Cinemas, Uniqlo, Padini Concept Store, JD Sports, Harvey Norman, CHI-X Fitness, Home's Harmony, Popular Bookstore, Toys "R" US and Grand Imperial.

"AEON MaxValu Prime will be a new concept store by AEON and the one at Sunway Velocity Mall will be the third in the world after Japan and Hong Kong.

"On top of that, TGV Cinemas will be opening its fifth IMAX cinema, offering what is expected to be the biggest IMAX screen in Peninsular Malaysia. The third CHI-X Fitness, a sister brand to the existing CHI Fitness clubs — a leading home-grown fitness chain in Malaysia, will also be here," said Chan.

"There are many high-end supermarkets but we differentiate ourselves by embodying the AEON DNA, bringing in in-house brands and imported Japanese-made products," AEON MaxValu general manager Toshinori Ozawa told TheEdgeProperty.com, adding that the group expects 2,000 paying customers daily which is 10% of the projected shopping mall's crowd.

Ozawa added that AEON MaxValu's expansion plan is to open three new stores next year and it has identified a few other prime locations within the Klang Valley.

Meanwhile, CHI-X Fitness Sunway Velocity Club general manager Low Kang Sheng highlighted that their latest addition at Sunway Velocity will feature upgraded versions of their existing CHI-X Nexus Bangsar South and CHI-X Da:Men USJ's GRID functional training zones and Power House main studios.

"We expect a great response from the local community just as our CHI-X Nexus Bangsar South did and I believe existing fitness goes as well as newcomers will



The mall has a gross floor area of 1.5 million sq ft and a net lettable area of 1 million sq ft.



Chan: What is important in this current market is that we continue to meet the needs of our customers.

SUHAIMI YUSUF | TheEdgeProperty.com

find our CHI-X experience fun, refreshing and affordable," Low added.

Sunway has invested some RM500 million to improve the infrastructure surrounding the development as well as to build more than 6,500 car park bays.

On whether there are too many malls being developed, Chan noted there will be enough demand by Malaysians for the new tenants and shops in Sunway Velocity Mall. "If you look at the Cheras market today, there is a void in terms of a world-class mall, carefully integrated developments and a mass cluster of retail brand offerings covering fashion, leisure and entertainment, and food and beverage. There are easily more than 100 *tamans* in Cheras itself and I think Cheras is underserved despite the largely affluent urbane market," said Chan.

Chan stressed that Sunway is not just

a shopping mall developer but a lifestyle community developer.

"You know, when I first started out in this industry some 33 years back, the F&B section constituted less than 5% of a mall. Today, they take up more than 30% of space in the mall. Not only that, the leisure and entertainment section has hit more than half of the mall space. So, I wouldn't call it a shopping mall anymore. It is a lifestyle mall, whereby people are coming for the experience and that is what we want to give them," said Chan.

"What is important in this current market is that we continue to meet the needs of our customers. It is not about what Sunway wants, but what the market wants today. We also want to make sure our tenants continue to trade profitably and sustainably," Chan concluded.

Country Garden @ Danga Bay targets full take-up by end-2017

BY SHAWN NG

JOHOR BAHRU: Country Garden Holdings Co Ltd (Country Garden) is looking to sell all the remaining 2,000 high-rise residential units at its Country Garden @ Danga Bay development in Johor by end-2017, said its sales executive Lee Yi Shen.

Sitting on a 57-acre commercial site, Country Garden @ Danga Bay is the company's first development on its own outside China. The company is one of the largest property developers in China.

The development consists of a shopping mall, retail lots and 9,000 units of high-rise residences that were launched in 2013 with a gross development value (GDV) of RM18 billion.

About 7,000 units or 78% have been sold to date, Lee told



Lee: There are seven unique selling points for these condominiums.

TheEdgeProperty.com during a study tour of the project organised by the Real Estate and Housing Developers' Association Malaysia (Rehda) on Oct 12.

In his introduction, Lee said most of the buyers are from Singapore and China, which make up 30% of the total number of buyers, while another 20% are local buyers. The balance are buyers from Taiwan, Indonesia and Hong Kong.

"There are seven unique selling points for these condominiums. One of the attractions is the three commercial streets located in the vicinity of these units," he explained, citing that these commercial streets will provide convenience to the unit owners.

"The other selling points are a free membership clubhouse for all the residents, an infinity pool, a 400m-long bay, docks for yachts,

outstanding green features and a sky garden on level 7."

According to Lee, the smallest condominium unit in the project is a 1-bedroom unit with a built-up area of 407 sq ft while the largest unit is a 3 + 1 bedroom unit with a built-up area of 1,474 sq ft.

He added that the price for these units range from RM450,000 to RM1.8 million per unit. "The project is expected to be completed by the end of next year."

Meanwhile, he pointed out that the shopping mall in Country Garden @ Danga Bay, which has not been named yet, is also looking for a buyer.

"The mall will offer 70,000 sq m of retail space. It will be maintained by Country Garden but we are also looking for a buyer, that is why the mall does not have a name yet," he said.

MIPPM: 70% of condo/apartment managements 'below par'

STORIES BY RACHEL CHEW

KUALA LUMPUR : The management of some 70% of condominiums and apartments in Malaysia is considered to be "below par", according to The Malaysian Institute of Professional Property Managers (MIPPM).

Its president Sarkunan Subramaniam said more still has to be done to raise awareness among homeowners living in stratified properties of the importance of property management.

"Only 74 out of 7,325 high-rise residential properties surveyed earned a 5-star rating, while the rest were ranked only 1 and 2 stars. Why is this the case? It shows that much has to be done to improve property management standards in Malaysia," said Sarkunan during a media conference after the opening of MIPPM's inaugural conference on Oct 19.

He added that more than 70% of Malaysia's population today live in cities, and about 30% of the urban population are staying in more than 15,000 strata schemes, hence there are many property management maintenance issues and problems to be resolved including cleanliness, se-



(From left) Lee, Sarkunan and MIPPM organising chairman Mohd Faizal Fuad during the opening ceremony of the 'MIPPM Inaugural Conference'.

curity and collection of service charges.

"We have 70% population living in the cities and we are hitting 80% soon. However, most of our high-rise building managements are ranked at only 1 to 2 stars. We are very far behind compared with developed countries and we have been

talking about becoming a developed nation by 2020," Sarkunan said.

"It is very important to change our mindsets and be aware that professional property management is very important. It is something we have to regulate in future. Well-managed projects certainly have more value compared with those that are poorly managed," he added.

He said well-run premises are more successful in their collection of service charges or rents simply because the occupants are happy to pay.

"We also call property management prevention management — to prevent bad things from happening such as incidents of people falling into an empty lift shaft or getting electrocuted in the swimming pool; all these can be prevented if you have a professional property management team to check things from time to time," he noted.

He also urged property managers to register themselves with MIPPM.

"MIPPM believes that training is the best way to build capacity in the industry. We are also doing our part in creating awareness among property owners and investors alike on the importance of good property management. When consumers start demanding better services, the industry will have to move forward," said Sarkunan.

Organised by MIPPM, the full-day conference featured talks on the strata management tribunal, effective management of service contracts and providers, issues and challenges in managing green buildings, facilities management versus property management and the latest trends and developments in property management.

TheEdgeProperty.com was one of the conference's media partners.

Themed "Towards 1st Class Property Management", the event is supported by the Board of Valuers, Appraisers and Estate Agents (BOVAEA), the Royal Institution of Surveyors Malaysia, and the Association of Valuers, Property Managers, Estate Agents and Property Consultants in the Private Sector Malaysia (PEPS).

The conference was officiated by Deputy Minister of Finance II Datuk Lee Chee Leong.

"For the property management industry in Malaysia to undergo transformation, it has to be carried out by trained and qualified professionals. The profession has to continuously find new ways and methodologies to enhance their services," said Lee.

"I also believe that the best way to go through a challenging period like now is by reinventing ourselves by adopting new technologies, creating new mindsets and changing the way we do things. When we reinvent ourselves, we can expect different and better results," he added.

Other guests present were PEPS president Foo Gee Jen and BOVAEA president Rahah Ismail.



(From left) MIPPM inaugural conference organizing chairman Faizal Fuad, TheEdgeProperty.com managing director/editor-in-chief Au Foong Yee, Sarkunan and Foo at TheEdgeProperty.com's booth during the conference.

Moving the property management industry to the next level

KUALA LUMPUR: Malaysian property managers should reinvent themselves and enhance their capacity to meet increasingly high market expectations, said DBKL property management and valuation department's commissioner of buildings (COB) head Kamarulzaman Mat Salleh.

Speaking as a panellist at a forum titled "Taking Malaysia to first world property management practices" at The Malaysian Institute of Professional Property Managers' (MIPPM) inaugural conference in Kuala Lumpur on Oct 19, Kamarulzaman said MIPPM is doing the right thing by providing training and creating awareness on the importance of professionalism in property management," he said.

He noted that property owners today know their rights and their expectations from property managers are higher than in the past.

On regulating the industry,

Kamarulzaman said the COB may consider compulsory registration for property managers in future.

"We are thinking of issuing licences to property management companies. It will help the industry self-regulate, improve and be disciplined. Of course, we have many things to consider if we want to do this. This is just a thought," he said.

Another panellist Exastrata Solutions Sdn Bhd chief consultant Adzman Shah Mohd Ariffin agreed that property owners are smarter now and property managers have to step up to the plate.

"We have all noticed that clients (property owners) are more clever now. It is time to take up the challenge to improve quality before the gap between (property management) capacity and (market) expectation becomes too far apart," Adzman said.

To close the gap, panellist Sunway Group general manager Julian Cheng Jew Keng said leadership from



(From left) Kamarulzaman, Pretam, Cheng, Adzman and Lim during the forum held at the end of the conference.

organisations such as MIPPM plays an important role in leading the industry in the right direction, not only in improving the quality of property managers, but also to educate the public on the importance of property management.

"We often hear about maintenance fees not being paid, but as a property owner and developer, we believe that

if we provide the right product, we can avoid many such problems," Cheng said, adding that the maintenance fee collection rate at most Sunway projects averages around 93%.

"This result is attributed to the right product planning. We involve the management team when we carry out project planning. We believe there are complaints and problems

when residents are not satisfied with the service that they paid for. As a developer, we should try to satisfy the residents by providing the right product. This is something we can and should do."

Agreeing with Cheng, Singapore Association of Property and Facility Managers president Dr Lim Lan Yuan said: "Strata management is actually human management. If that is done well, you will have less complaints".

He also suggested that Malaysia improve on its strata management regulations by reviewing the strata management acts of neighbouring countries. "In Singapore, when we first started, we reviewed Australia's New South Wales' Act," he said.

Also participating in the forum was partner at Pretam Singh, Nor & Co Datuk Pretam Singh. The forum was moderated by MIPPM president Sarkunan Subramaniam.

TheEdgeProperty.com was one of the media partners of the event.



BY NATALIE KHOO

Mention Taman U-Thant in Ampang, Kuala Lumpur and images of posh mid-rise condominiums and the numerous foreign embassies located there will immediately pop up in our minds. Established in the 1960s, Taman U-Thant was named after the former United Nations secretary general, U Thant, who served from 1961 until 1971. With the hefty price tags attached to the affluent location, it remains one of the most exclusive and hottest addresses in the Kuala Lumpur city centre and is located approximately 10 to 20 minutes away from the Petronas Twin Towers depending on traffic conditions.

According to Reapfield Properties head of sales Matt Tian, it is important to note that Kuala Lumpur's Ampang is made up of two main areas, namely Ampang Hilir and Taman U-Thant, more commonly known as the Embassy Row.

"New condos at Ampang Hilir are priced at an average of RM900 to RM1,000 psf while condos located just next door near the Embassy Row area such as those on Jalan U-Thant are being priced at around RM1,200 to RM1,300 psf," says Tian.

According to data from TheEdgeProperty.com, transacted prices of non-landed residential properties in Taman U-Thant peaked in 1Q2014 when non-landed homes were transacted at RM839 psf, up 29.28%, compared to 1Q2013 at RM649 psf. Since its peak, there were price movements up and down, generally stabilising above RM750 psf in 2014 and 2015. As of 2Q2016, data showed non-landed residences in Taman U-Thant transacted at an average of RM795 psf, representing a 3.4% growth compared to RM769 psf a year ago. Meanwhile, transaction volume for non-landed residences hit its peak at 36 units in 4Q2013 but subsequently dropped to the range of tens from 1Q2014 to 4Q2015.

Zerin Properties head of research and consultancy Roja Dani Applanaidu says residential properties in Ampang had recorded price growth over the past five years despite a drop in the total number of transactions.

"The drop in transactions was generally due to the overall market slowdown and the cooling measures, including stringent loan approvals," she adds.

Roja notes that although there has been

a decline in sales of non-landed homes due to the property market slowdown, prices continue to escalate on the back of rising costs, including the implementation of the Goods and Services Tax (GST). Besides, developers are also launching fewer units than before.

Knight Frank executive director of research and consultancy Judy Ong also agrees that the market for high-end residences in Ampang KL has been affected by the current slowdown while stringent lending guidelines continue to curb property sales. "This is evident from the lower

ratio of loan approvals to applications. The approval rate was 50.2% in 2015 compared to 52.9% in 2014, according to Bank Negara Malaysia," cites Ong.

Best-performing condos

The highest transacted price in 2015, according to TheEdgeProperty.com's data, was netted by 78 LAD, a low-density condominium, nestled between Holiday Villa and the Russian Centre of Science and Culture. Transacted at an average of RM2.85 million, 78 LAD condos have large built-ups of up to 6,082 sq ft.

The next highest transacted average prices were recorded at luxury condominiums Sastra U-Thant and Seri Ampang Hilir at RM2.41 million and RM2.38 million, respectively. Sastra U-Thant, which was developed by CapitaLand and Juta Asia Corp Sdn Bhd, has an average built-up of 1,884 sq ft while Seri Ampang Hilir by Tan & Tan Developments has an average built-up of 2,454 sq ft.

According to the Kuala Lumpur Structure Plan 2020, it is stated that the existing international character of the high quality and low-rise residential areas around

Ampang's classy section, TAMAN U-THANT

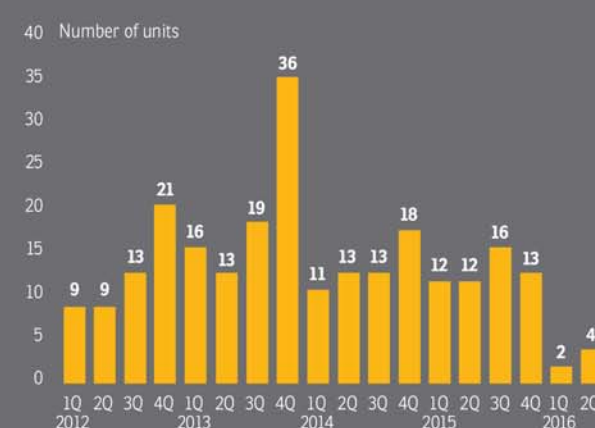
SHAHRIN YAHYA / TheEdgeProperty.com



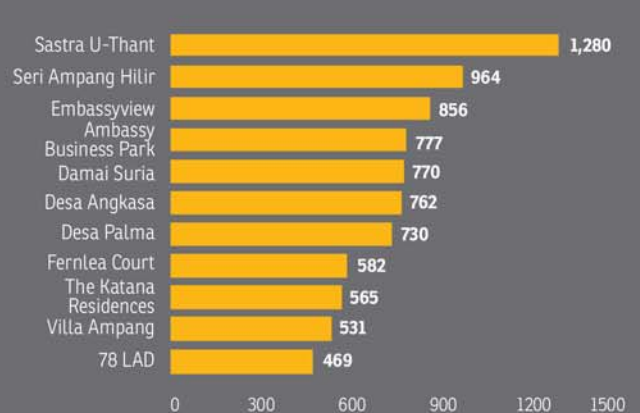
Average price psf of non-landed homes in Taman U-Thant from 1Q2012-2Q2016



Transaction volume of non-landed homes in Taman U-Thant



Condos with the highest transacted prices psf in Taman U-Thant in 2015





PATRICK GOH / TheEdgeProperty.com



Tian: The maximum height for a project development in the U-Thant area is limited to 10 storeys.

ZERIN PROPERTIES



Roja: Residential properties in Ampang has recorded price growth over the past five years despite a drop in the total number of transactions.

KNIGHT FRANK



Ong: Hong Kong-based Nan Fung Group is reportedly putting up for sale two parcels of land on Jalan Ampang.

Rental and asking prices

The rental market in most locations, including Ampang KL, has been generally flat since last year, says Roja.

“The rentals for non-landed homes in the area range from RM2.30 to RM4.20 psf. Properties in Ampang Hilir have witnessed some decline in rentals due to the increase in supply. Some of the completed projects last year include Rimbun @ Embassy Row KL, Damai 88 and A Residency D’Suria. The Ampang Hilir/U-Thant area will also see upcoming projects such as the NOVO Ampang serviced apartments with expected completion in 2018, Astoria Ampang serviced residences @ Ampang in 2020 and 28 Boulevard in 2019,” she points out. More new projects have been announced recently, including Artisan Development Sdn Bhd’s 54 units of landed homes in a gated and guarded community.

In terms of asking prices, as at Oct 16, based on listings on TheEdgeProperty.com, luxury condominium 7 U Thant commanded the highest asking price at RM6.14 million followed by Madge Mansions and Amarin Wickham at RM5.57 million and RM5.54 million, respectively. Meanwhile, also as at Oct 16, luxury condominium Sastra U-Thant commanded the highest indicative rental yield at 10.7% followed by The Katana Residences and Desa Angkasa at 5.3% and 5.1%, respectively.

On development land available in Ampang KL, Knight Frank’s Ong notes that Hong Kong-based Nan Fung Group is reportedly putting up for sale two parcels of land on Jalan Ampang measuring 6.35 acres in total, one located near the Thai Embassy at 4.017 acres and the other near the Chinese Embassy at 2.329 acres.

On the outlook of the non-landed homes in the area, Roja says the properties in the area will continue to be in demand.

“Residential properties, particularly those located near higher learning institutions and with excellent connectivity, will continue to do well,” she notes.

Tian highlights that prices of properties in the area are slowly catching up with prices in the KLCC area. Besides, he notices that there has been some relocation of Korean expats from the Mont’Kiara area to Ampang, while more upcoming projects are drawing greater attention to this exclusive enclave.

“In the short term, prices will still be going through adjustments. But in the long term, as roads are widened and traffic flow improves, prices in this area will only continue to go up further,” Tian opines.

Jalan Ampang and Jalan U-Thant will be enhanced with low-density control and prohibition of high-rise developments. This applies to Taman U-Thant, Jalan Damai, Jalan Semarak and Titiwangsa residential areas.

“The maximum height for a project development in the U-Thant area is limited

to 10 storeys,” says Reapfield’s Tian. This low-density character of the place adds to its appeal.

Meanwhile, on an average price psf basis, Sastra U-Thant recorded the highest price psf at RM1,280 followed by Seri Ampang Hilir and Embassyview. Embassyview is a low-density luxury condominium developed by Sime Darby Group and Brunnsfield International Group offering units with an average built-up of 1,899 sq ft.

According to Tian, residents in the Ampang area mainly comprise expatriates and foreigners working at the various embassies in the area, such as the Embassy of the Republic of France, Royal Thai Embassy and the Embassy of Switzerland, oil and gas companies and multinational corporations with offices in Kuala Lumpur City Centre.

“Locals who are staying here constitute generations from old families or parents with grown-up children to young couples and single professionals. In addition, there are families with

children who send their kids to the international schools nearby,” Tian adds.

Some of the international schools in the area include the Sayfol International School, Fairview International School and the Mutiara International Grammar School. In addition to that, The International School Of Kuala Lumpur (ISKL) is targeting to relocate its primary and secondary campuses, which are currently situated in Melawati and Ampang, to the U-Thant area.

“On top of that, the area has excellent accessibility via several highways such as AKLEH, MRR2 and the Duta-Ulu Kelang Highway (DUKE),” offers Tian.

In terms of public transport, U-Thant residents have access to the KLCC and Ampang Park LRT stations of the Kelana Jaya Light Rail Transit (LRT) Line which leads all the way to Gombak on one end and Putra Heights on the other.

“There is a wide range of amenities and facilities such as shopping malls and medical centres nearby. One of it is the new annex at the Gleneagles Kuala Lumpur, which was completed last year, providing a one-stop health screening centre, 51 specialists’ consultation suites and 23 retail lots,” Ong elucidates.

However, Zerina’s Roja highlights some downsides to living here. “It is a crowded area because of the large working population in the city centre and there is constant traffic congestion. Residents face noise and vehicle pollution.”

Pros and cons of living in Ampang

- Wide range of amenities and facilities nearby
- Accessibility via major highways
- Availability of public transportation
- Traffic congestion
- Noise pollution

Who stays in Ampang?

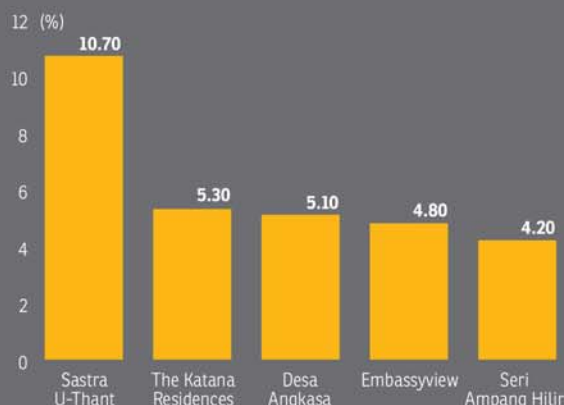
Expatriates and foreigners, old families, parents with grown up children, young couples, single professionals



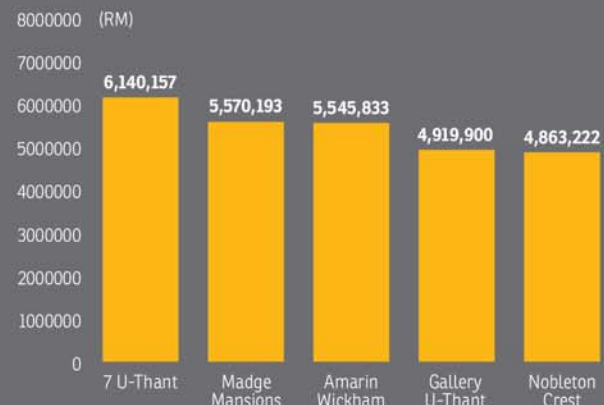
Condos with the highest transacted prices on a psf basis in Taman U-Thant in 2015



Condos with the highest indicative asking rental yields in Taman U-Thant as at Oct 16



Condos with the highest asking prices in Taman U-Thant as at Oct 16



* SOURCE: NAPIC AND TheEdgeProperty.com

* DATA ON ASKING PRICES AND RENTAL YIELDS ARE BASED ON AVAILABLE LISTINGS ON TheEdgeProperty.com

FUTURE & BEYOND

Lifestyle innovations and future homes

SOURCE: PANASONIC MALAYSIA | GRAPHIC: TheEdgeProperty.com

There is a constant race to create and innovate in order to make everyday life easier. In every aspect of life, in every business, in every sector, there is an unlimited quest to enhance processes and make better the environment in which we stay, work or play in. Hence, the importance of knowing what people want next in their homes, their offices and their community so that the right technology can be harnessed to meet those needs and wants. For instance, in the digital age, the world is already expecting the Internet of Things (IoT) to take over the way most things work in future.

At the Future Forward Forum entitled “#Trending: Developing Tomorrow”, organised by Rehda Youth (the youth section of the Real Estate and Housing Developers’ Association Malaysia) in partnership with Nippon Paint Malaysia on Sept 29, 2016, Panasonic Malaysia general manager and head of strategic B2B development Tan Chee Hon’s presentation entitled “Property and technology: Race of innovation and aspiration of the community” touched on the challenges property developers face when incorporating lifestyle technologies in their projects.

“There are several questions that property developers should ask themselves when it comes to approaching lifestyle technologies. What technology truly matters to homeowners and the community? And how can we predict what’s best in the next five years from now?” Tan cited as some of the relevant questions to pose.

One should always consider the aspiration of the community’s needs first, he said. “From there, you then develop a communication code, validate the code by numerical targets, find out what equipment and systems are needed to facilitate the process and, lastly, form partnerships or consortiums to achieve the aspiration”.

According to Tan, the fundamental needs of human beings — security and comfort — will remain even in the future. The relevant technology and appliances to address security and comfort such as security cameras, alarm systems, air conditioners and others are already available. However, as the world advances, so do our needs.

No one would have thought that air conditioning would become a norm in almost every building or that the mobile phone would become a “daily necessity” or something that we just cannot do without. Hence, our needs have expanded from requiring connectivity in our everyday lives to having a more eco-friendly approach to life. These needs then converged with our fundamental needs, leading us to have new appliances such as smartphones, LED lighting, storage devices, energy-efficient appliances and others.

“The further convergence of these needs will then bring us to home network systems, smart homes or building systems, smart home appliances with energy visualisation and control systems,” said Tan. One can expect further expansion of needs to the wellness and mobility segments.

Tan added such advanced expansion of needs will lead the market to come up with even more advanced products such as healthcare information and communications technology (ICT) portals, urban



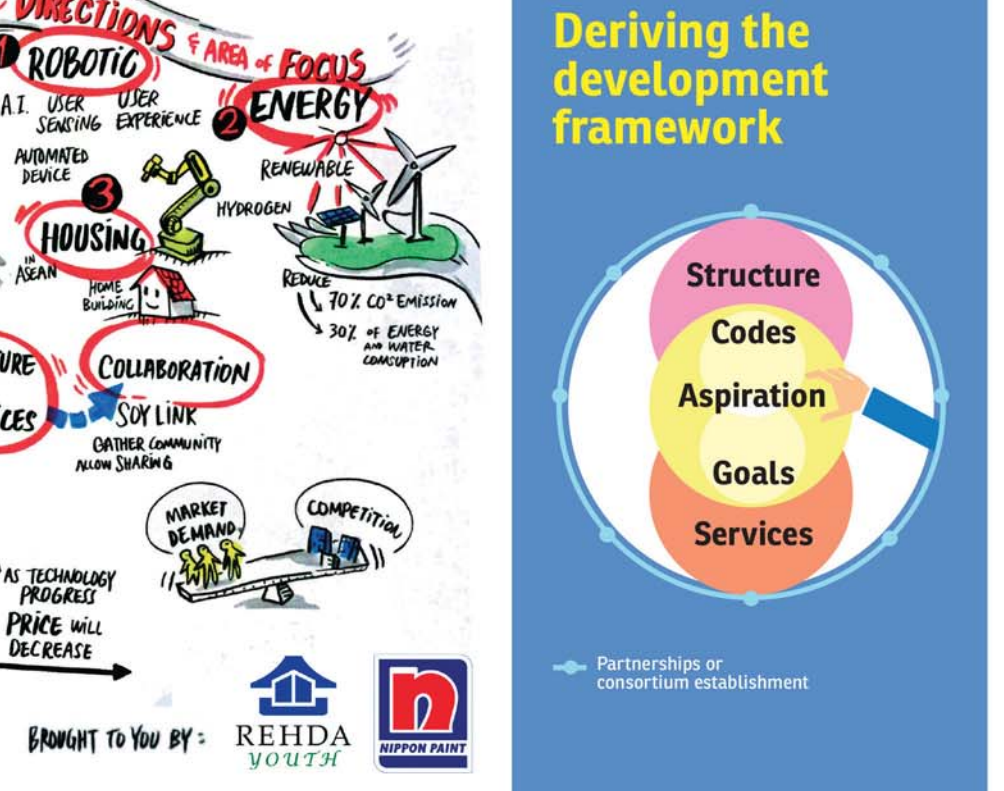
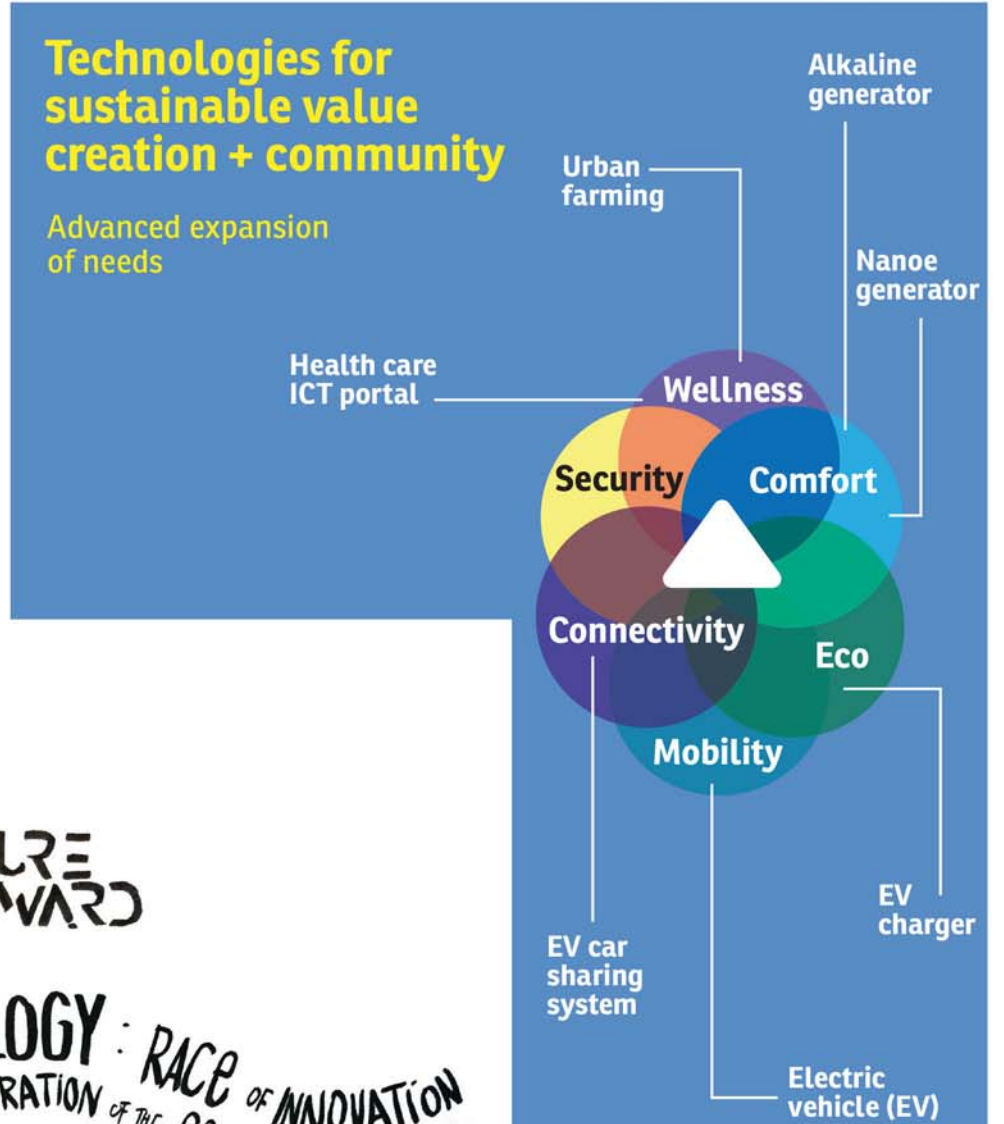
Tan: The fundamental needs of human beings — security and comfort — will remain even in the future.



farming systems, electric vehicles (EV) and EV car-sharing systems.

Even in the coatings industry we are already seeing paint manufacturers such as Nippon Paint Malaysia coming up with formaldehyde abatement and anti-viral paints simply because of the growing desire or need for a healthy life that has and will continue to be a top priority for every family.

“We’re now at the stage where we have achieved security and comfort. By 2020, wellness and mobility will become new fundamental needs. Also as technology



progresses, there will be more choices for consumers at various price levels on the market. Hence, even with a tiny budget, you can still enjoy technology,” he added.

Technology or innovation can be a key differentiation for a business including for property developers, said Tan.

At Panasonic, the company is looking to invest the next five to 10 years in research and development on IoT or robotics, among others.

“For IoT or robotics, we are looking at

artificial intelligence robotics for home appliances, autonomous driving, stores and services solutions. We are also looking at home energy solutions as well as automotive energy solutions,” he said.

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