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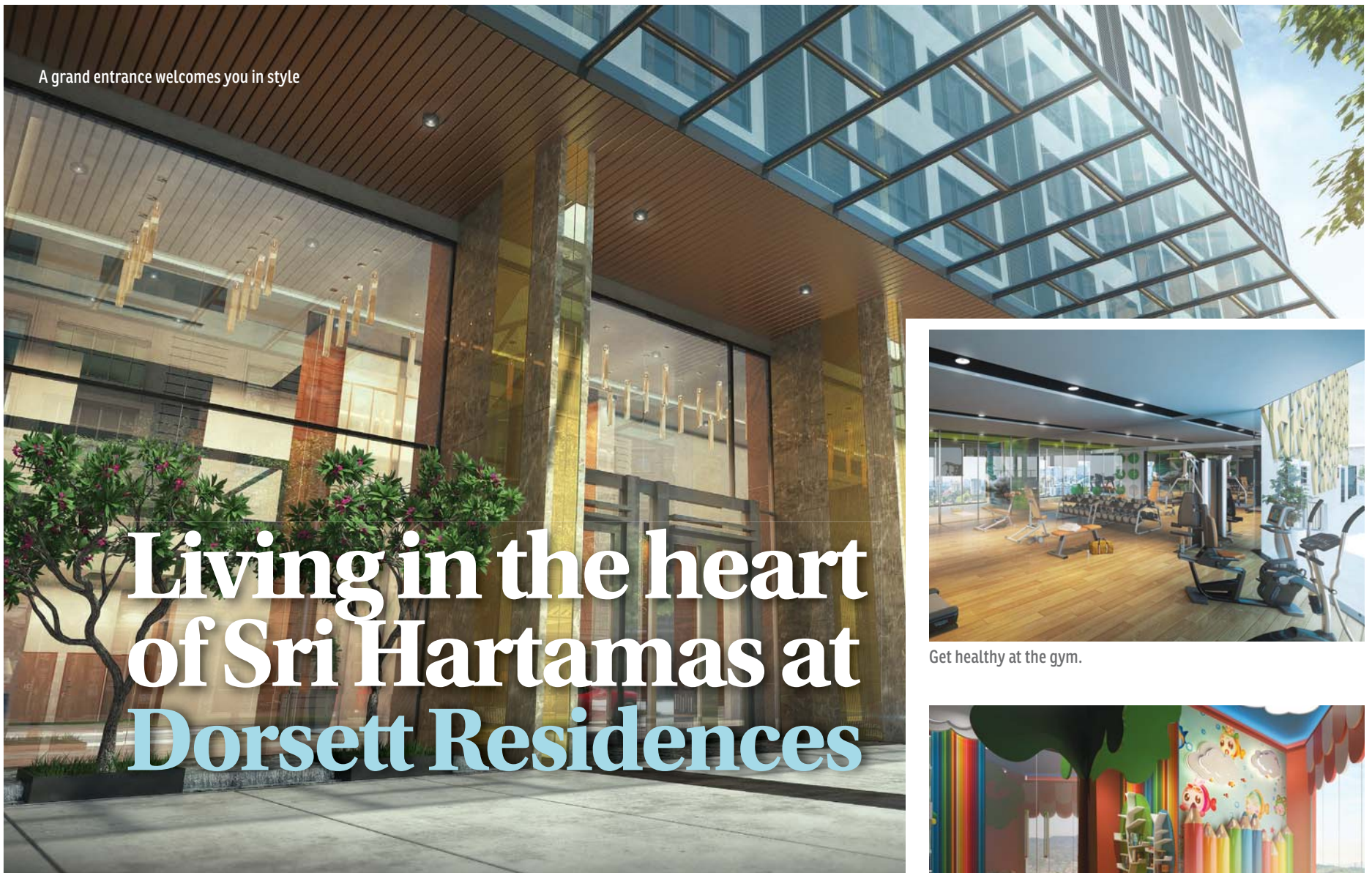
DORSETT RESIDENCES SRI HARTAMAS

SHOW GALLERY: 60, Plaza Damas, Jalan Sri Hartamas 1, 50480 Kuala Lumpur

WAZE: DORSETT RESIDENCES SRI HARTAMAS SHOW GALLERY

011-1111 3333
www.dorsettresidences-hartamas.com

Type of property: Serviced Apartment | Mayland Universal Sdn Bhd (173203-K) | Developer's License No.: 10879-2/02-2018/09046 (L) | Validity: 17/02/2017-16/02/2018. | Sales & Advertising Permit No: 10879-2/02-2018/09046(P) | Approving Authority: DBKL | Building Plan Approval No: (19)DLM.BP T2.OSC 2015 0059 | Land Tenure: Freehold | Expected Date of Completion: December 2018 | Land Encumbrances: AmBank | Total Units: 857 | Price (min) RM 743,835 (max) RM 2,505,204 | 5% Bumiputra Discount
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Living in the heart of Sri Hartamas at Dorsett Residences

Sri Hartamas today paints a picture of affluence, accessibility and convenience — factors that have made it a sought-after neighbourhood in the Klang Valley. As the mature neighbour of the upscale Mont'Kiara enclave, the Sri Hartamas area benefits from full-fledged amenities and facilities that have developed in the vicinity. However, things have not always been this way.

Developed in the 1980s, Sri Hartamas was once regarded as an isolated area due to the lack of infrastructure and activities. However, all that was set to change in the 1990s, thanks to the emergence of infrastructure development that had tremendously improved accessibility and played a key role in transforming Sri Hartamas as a new growth area. Situated strategically at the intersection of major expressways, namely the New Klang Valley Expressway (NKVE), Sprint Expressway and Duta-Ulu Klang Expressway (DUKE), Sri Hartamas is directly linked to Kuala Lumpur city centre and other major hot spots in the Klang Valley.

These highways were a welcome addition to the network of roads connecting Sri Hartamas to its vicinity, including Penchala Link and Kerinchi Link, as well as a direct access to Jalan Tunku Abdul Halim (Jalan Duta) which connects to Jalan Kuching and the city centre.

The new highways were not just a boon for the folks of Sri Hartamas — it also increased the appeal of the area as a highly desirable place to live and conduct business. On top of that, the Asian boom of the 1990s brought with it an influx of expatriates to Sri Hartamas, which has also spilled over to Mont'Kiara. Today, Sri Hartamas has a good mix of expatriate population from Australia, Japan, South Korea, China, Britain and more.

No shortage of lifestyle amenities

The growing population of Sri Hartamas goes hand in hand with the arrival of ample amenities and facilities. In addition to that, it also benefits from the multitude of amenities in the adjacent prestigious residential and commercial neighbourhoods.

There is no shortage of public and private educational institutions in and around Sri Hartamas, including Garden International School, Mont'Kiara International School, French School of Kuala Lumpur, Taylor's College Sri Hartamas, Cempaka International School Damansara Heights, SK Sri Hartamas and SMK Seri Hartamas.

One of the most appealing aspects of Sri Hartamas is the plethora of dining and entertainment offerings within

its commercial hub. From trendy bars to fine dining restaurants to casual dining joints offering a broad array of local and international cuisines, there are plenty for residents to choose from. It is also mere minutes away from Hartamas Shopping Centre, Plaza Damas, Plaza Mont'Kiara, 1 Mont'Kiara and Publika Shopping Mall — all of which deliver a wide variety of retail and commercial options for the community.

Sri Hartamas is also a short drive away from recreational facilities such as TPC Kuala Lumpur (formerly Kuala Lumpur Golf and Country Club), Royal Selangor Club and Bukit Kiara Equestrian Club.

A sound investment

The strategic location of Sri Hartamas, combined with the scarcity of undeveloped landbank, makes every new property development a sought-after asset in the area. With mostly landed or low-rise residential properties available in Sri Hartamas, a high-rise property becomes a rare gem in this tranquil neighbourhood.

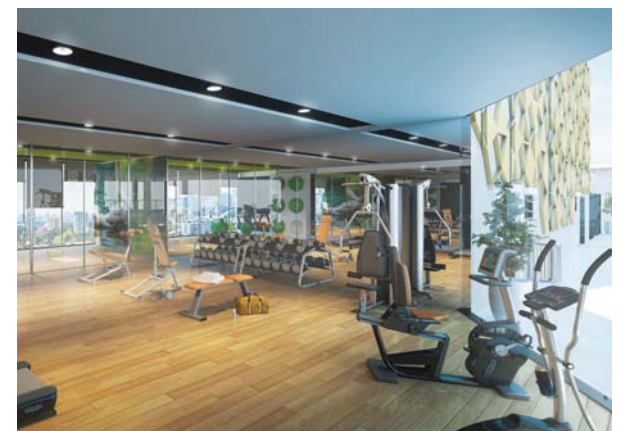
For those who seek to invest in a high-rise property, Sri Hartamas comes with a proven track record whether in terms of capital appreciation or rental yield. According to TheEdgeProperty.com analysis of transaction prices of non-landed residential property in Sri Hartamas, average transacted price per square feet has appreciated a whopping 50% from 4Q2012 to 4Q2016. For rental properties, the average asking rent was RM3,156 (as of May 2017) with an indicative asking rental yield of 5.4%.

New gem in Sri Hartamas

Joining the ranks of other sought-after properties in Sri Hartamas is Dorsett Residences, a prestigious high-rise development by Mayland Universal Sdn Bhd (a wholly-owned subsidiary of Malaysia Land Properties Sdn Bhd) with a total development value of over RM600 million.

Drawing on Dorsett Hospitality International's sterling reputation in managing more than 23 hotels in China, Hong Kong, Singapore, Malaysia and the UK, combined with Mayland's expertise as one of the largest serviced apartments developers in Kuala Lumpur, Dorsett Residences is poised to deliver a quality property development complemented with Dorsett's trademark luxury services.

Built on 5.42 acres of prime freehold land, Dorsett Residences accommodates 707 units of serviced apartments within a towering 27-storey block. Residents can choose from one-bedroom or two-bedroom layout types with built-



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up areas ranging from 474 sq ft to 1,378 sq ft.

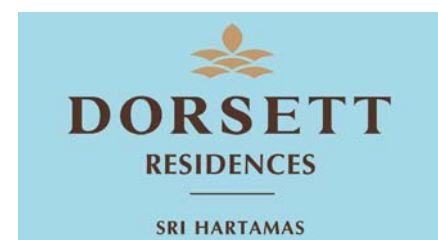
Located along Jalan Sri Hartamas 1, Dorsett Residences is surrounded by plenty of access points, making travelling in and out of the area a breeze. Its central location puts it within walking distance to a host of lifestyle amenities while an endless array of retail, dining and shopping options is just a short drive away.

Dorsett Residences is built under the same roof as the globally renowned Dorsett Hotel Hartamas and residents can enjoy the best of both worlds with access to the facilities of both properties. Dorsett Residences' facilities include a rooftop swimming pool, wading pool, jacuzzi, health and wellness centre, gymnasium, children's club room, and meeting and multipurpose room. Residents can also wine and dine amidst a panoramic view of Kuala Lumpur's skyline at the Sky dining on the 27th floor.

Other facilities available to residents of Dorsett Residences is an all-day casual dining on the mezzanine floor as well as room service, laundry service, housekeeping, concierge and maintenance services, at predetermined rates.

Dorsett Residences is scheduled for completion by end-2017. For sales and enquiries, kindly contact 011-1111 3333 or visit www.dorsettresidences-hartamas.com for more information.

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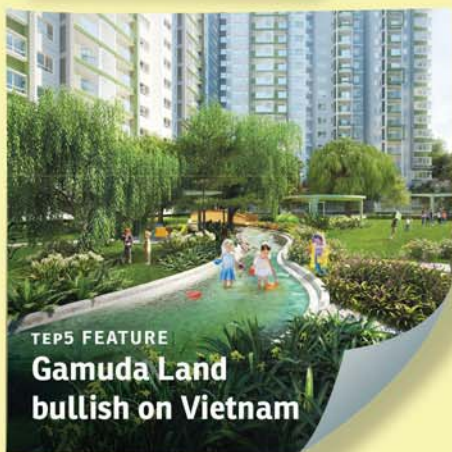
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TEP4 NEWS
UMLand's
Citadines Medini
to offer buy-and-
leaseback option



TEP5 FEATURE
Gamuda Land
bullish on Vietnam



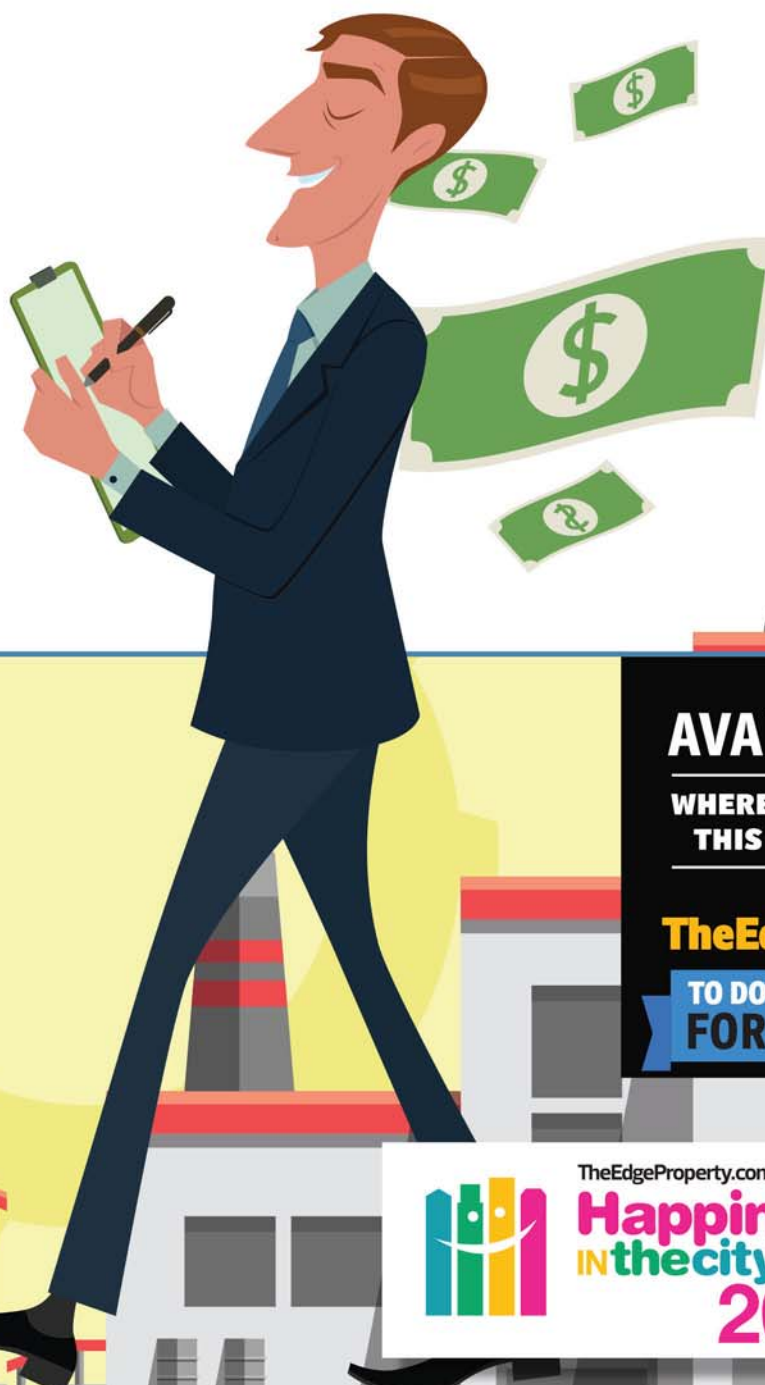
TEP12 FEATURE
Five tips to sell
your home fast



TEP13 FEATURE
Creating your own
home office

Why you should invest in a kilang

One seldom thinks of investing in industrial properties. Is it time to start?
See Pages 6 and 7.



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SDB buys Singapore land for mid-rise apartments

Selangor Dredging Bhd (SDB), via its indirect 50% associated company Champsworth Development Pte Ltd, has acquired a prime site in Draycott Park, Singapore for S\$72 million (RM223.2 million).

It plans to build exclusive mid-rise apartments at the site, which is located off Stevens Road, minutes away from the shopping belts of Scotts Road and Orchard Road.

The parcel measures 17,442 sq ft and currently houses a 7-storey apartment, SDB announced on Wednesday.

The latest purchase brings the group's total properties in Singapore to seven. In December 2016, SDB purchased a parcel of freehold land located in Serangoon Road, District 12, measuring 31,705 sq ft for S\$47 million.

"Our team will commence with development conceptualisation and planning in the immediate future. We aim to launch both the projects within the first half of 2018," said SDB managing director Teh Lip Kim.

Cyberjaya Community Recycling Collection Centre nabs Design Award

Italy-based A' International Design Award and Competition has awarded the Cyberjaya Community Recycling Collection Centre the Silver A' Design Award for Sustainable Products, Projects and Green Design. The facility is a community recycling project commissioned by Cyberview Sdn Bhd.

"When we set out to re-define our focus for Cyberjaya's transformation under the Cyberjaya Smart City Framework, we made sure that the necessary conditions were put in place



Good response to OSK Property's Melbourne Square West Tower

OSK Property's launch of its maiden Australian project Melbourne Square last weekend in Kuala Lumpur has received good response.

Open for sale exclusively for the Malaysian launch was the second residential tower of the development known as West Tower. The 52-storey West Tower comprises 477 apartment units with built-ups ranging from 49.4 sq m to 316.8 sq m (531 sq ft to 3,409 sq ft). Prices range from A\$401,200 to A\$5.8 million (RM1.29 million to RM18.64 million), or an average of A\$11,000 per sq m.

The first residential tower, East Tower, was launched earlier and offered 566 apartment units

over a 69-storey block, carrying the same pricing and built-ups. "We were excited to launch Melbourne Square in KL, our home ground. It received an overwhelming response where close to 1,000 people came and showed great interest in the project, which ended with strong sales recorded," said OSK Group deputy group managing director Ong Ju Xing in a statement on Monday.

The 5-acre project is the single-largest integrated development in Southbank, Melbourne and has a gross development value of RM9 billion. It is also located five minutes' walk away from Crown Melbourne, Australia's most vibrant entertainment centre.

to support the development and deployment of Smart City Solutions to improve our impact on the environment, our infrastructure, economy as well as the social element of the city," said Cyberview managing director Datuk Faris Yahaya.

The Cyberjaya Community Recycling Collection Centre is operated by Alam Flora who reimburses Cyberjaya inhabitants for their separated domestic waste, most of which will be diverted to recycling centres instead of landfills. The centre also organises recycling scheme initiatives directly engaging businesses based in Cyberjaya.

Designed by ATSA Architects, the Cyberjaya Community Recycling Collection Centre used various materials that are considered green or recyclable. It is a pilot project or a prototype concept that can be replicated elsewhere.

One Bukit Senyum to start second phase soon

The One Bukit Senyum mixed-development project in Johor Bahru by Astaka Holdings Ltd is set to enter its second phase soon.

The second phase will comprise a 15-storey Johor Bahru City Council new headquarters, a 450-room 5-star hotel, 1,012 residences, 254-keyed serviced apartments, a 1.5 million sq ft shopping mall and Grade-A offices.

Meanwhile, The Astaka building, which is part of the first phase of the One Bukit Senyum project, is expected to be completed in the first quarter of next year. It has a gross development value of over RM1.4 billion and stands at about 915 ft (278.9m) tall.

About 70% of its 438 residential



units have been sold since its launch in 2013.

"Around 20% to 25% of the buyers are local, with Singaporeans taking up some 40%. We also have buyers from Taiwan, South Korea, Indonesia, Brunei, India, Nepal and Bangladesh," said Astaka Holdings chief executive officer Datuk Zamani Kassim after a topping-off ceremony of The Astaka's twin towers on June 6.



LAUNCHES + EVENTS



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The Grand Bazaar at Eco Grandeur

Date: June 10 to 12 (Sat to Mon)
Time: 12pm to 9pm
Venue: Eco World Gallery @ Eco Grandeur Lot 6232, Persiaran Mokhtar Dahari, Bandar Puncak Alam, Selangor
Contact: (03) 3270 2525

Get everything you need for Hari Raya at The Grand Bazaar at Eco Grandeur. Organised by Eco World Development Group Bhd, the bazaar features the best and widest selections

from Parkson under one roof with discounts of up to 80%.

Burlington Square launch

Date: June 10 and 11 (Sat and Sun)
Time: 10am to 6pm
Venue: The Westin Hotel KL, Level 2, Straits Boardroom, 199 Jalan Bukit Bintang, Kuala Lumpur
Contact: (012) 213 1228



Amax Real Estate Sdn Bhd will be hosting the first international launch in Malaysia, of the Burlington Square apartments in Manchester, UK. Comprising 273 units of 1- and 2-bedroom units, prices start from £129,000 (RM713,829).

Children's Coding and Tech Workshop

Date: June 11 (Sun)
Time: 11am to 1pm and 2pm to 4pm
Venue: IOI Galleria @ 16 Sierra, Persiaran Sierra Utama, Bandar 16 Sierra, Puchong, Selangor
Contact: (03) 8944 9999
IOI Properties Group Bhd will be hosting a workshop for your little ones who are into technology. There will be a variety of activities for them to learn the basics of coding conducted by Code Juniors, who are specialised in coding and programming for kids. Seats are free but limited. Registration is required via goo.gl/forms/ZJTazW8TWG3r0TTd2

Laman Scenaria Kiara open house

Date: June 17 to 18 (Sat and Sun)
Time: 11am to 5pm
Venue: Laman Scenaria Kiara, No 6, Jalan 6/38a, Taman

Sri Sinar, Kuala Lumpur
Contact: (019) 232 2089
Joey Tan (REN 11379) from City Crest Realtors will be showcasing a freehold, 3-bedroom condominium that offers one of the best views of North Kiara Hills.

Malaysia Furniture and Furnishings Fair

Date: June 16 to 18 (Fri to Sun)
Time: 10.30am to 9pm
Venue: Hall 1-4, Kuala Lumpur Convention Centre, Jalan Pinang, Kuala Lumpur
Contact: (03) 6140 1202
Organised by the Kuala Lumpur & Selangor Furniture Industry Association, the fair is the biggest home furniture fair in Malaysia and features the best of what the furniture industry can offer. It also provides a wellspring of information to meet your home furniture and furnishing needs, as well as tips on transforming your home.

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UMLand
UMCity Medini Lakeside has a GDV of RM1.2 billion with about 17 acres dedicated for parks and recreation.

UMLand's Citadines Medini to offer buy-and-leaseback option

BY LUM KA KAY

JOHOR BAHRU: United Malayan Land Bhd (UMLand) will be launching its first hotel-branded residence Citadines Medini by September. Purchasers will be offered a buy-and-leaseback option.

Located at the developer's 30-acre integrated development UMCity Medini Lakeside in Medini, Iskandar Malaysia in Johor, the project with a gross development value (GDV) of RM175 million will house 214 serviced apartment units in a single 25-storey tower, said UMLand group director for sales and marketing, branding and communications Michael Cheng.

Unit built-ups range from 430 sq ft to 1,050 sq ft. The pricing is yet to be determined, but the developer is looking at around RM500,000 as a "good entry point".

Cheng told TheEdgeProperty.com that a soft launch for Citadines Medini will be held in Singapore this August with an official launch in September. Upon completion, the residences will be managed by Ascott Ltd.

"We picked Singapore [to soft launch]

because of the Ascott brand. Both Citadines and Ascott are well known in Singapore. We know that this is also the first hospitality investment that is available for sale in Johor.

"We are also riding on Medini's great location as it is in the central business district of the entire Iskandar Puteri development," Cheng said.

Purchasers will have the option to lease their units back to Citadines to be run [on their behalf]. "So for those who are looking for long-term investment with a reputable operator, this is the right product for them," Cheng said, adding that completion is expected in 3Q2018.

UMCity Medini Lakeside has a GDV of RM1.2 billion with about 17 acres dedicated for parks and recreation.

It will be home to the new UMLand southern region headquarters, which will be housed in an office tower with a GDV of RM215 million and will be completed by 3Q2018. The 19-storey office tower comprises 108 office units. UMLand will occupy only two floors while the rest will be sold.

Cheng said the developer is targeting Japanese and Taiwanese investors, besides

ALBERT CHUA / TheEdgeSingapore



Cheng said UMLand is optimistic about Malaysia's long-term property outlook.

Singaporeans and Malaysians for the office units. "The estimated take-up rate as of now is about 50%." It was launched last year with prices starting from RM800,000.

Other projects in UMCity Medini Lakeside that are slated for official launch next year are hotel OZO Medini with 198 rooms, and upscale serviced apartment and hotel project Shama Medini. The latter has a GDV of RM230 million. It offers 213 serviced apartment units. To date, only 90 units of Shama Medini are left for sale. The units have built-ups from 583 sq ft to 2,015 sq ft. Prices start from US\$187,000 (RM798,760).

Both projects will be managed by ONYX Hospitality Group, which has just soft launched the five-star Amari Johor Bahru at UMLand's Suasana Iskandar project.

Over at its maiden township Bandar Seri Alam, Johor, the developer will be launching Opal 2 in August. Opal 2 comprises 82 double-storey cluster and semi-detached homes with built-ups starting from 2,228 sq ft. Prices start from RM788,000.

Also coming up in Bandar Seri Alam is the 22.1-acre Lee Chong Wei International Sports City, which will begin construction by year-end.

"We want to bring more commercial activities into Bandar Seri Alam. We have a sizeable student population there and we want to bring the community together through sports," added Cheng.

On the 350-acre Johor Halal Park in Pasir Gudang, he said the first phase of 100 acres has been 50% sold and 95% completed. The park is a joint venture between UMLand and Johor Biotechnology & Biodiversity Corp, which is fully owned by the Johor state government.

In the Klang Valley, UMLand is preparing to launch the second phase of Mahkota Hills in Semenyih, Selangor. The project comprises double-storey homes. The 355.7-acre Mahkota Hills, with a GDV of RM2 billion, is located 14km from the University of Nottingham Malaysia campus.

Cheng also revealed that the developer is currently planning a transit-oriented development in Putrajaya.

"It is in the advanced planning stage. That's a very exciting development and will be a major one for us. There will be office towers, hotels, residential blocks, retail spaces and shopoffices," he said, adding that no GDV is available yet for the project.

On the entry of China developers and China buyers into the Johor property market, Cheng admitted that due to China's capital outflow restrictions recently, "there is now a surge in supply and adjustments have to be made".

As for the locals, they seem to prefer landed properties of a certain price range for their own stay, he said. Nevertheless, with over 1,800 acres undeveloped landbank across Malaysia, UMLand is optimistic about Malaysia's long-term property market outlook.

Singapore developers launch Block B of The Infinitem

BY SHAWN NG

KUALA LUMPUR: Singapore developers Roxy Pacific Holdings Ltd and Macly Group have unveiled Block B of The Infinitem at Jalan Dewan Sultan Sulaiman, Kuala Lumpur.

Located on a 1.39-acre freehold site, The Infinitem is a mixed development next to Quill City Mall. With a gross development value of RM800 million, it comprises two blocks of 723 dual key designer suites, which are sitting on top of 31 retail units.

Dubbed The Colony by Infinitem, the 33-storey Block A consists of 423 units while the 43-storey Block B — The Luxe by Infinitem — houses the remaining 300 units.

The project is being developed by Macly Equity Sdn Bhd, a joint-venture company between Roxy Pacific Holdings and the Macly Group. It is expected to be completed by the third quarter of 2020.

Block A is about 75% sold to date, so the company decided that it was time to launch Block B, which has recorded 25% bookings so far, Macly Equity head of sales and marketing Catherine Wong said at the official launch of The Luxe by Infinitem yesterday.

Among the Block A purchasers, about 60% are Malaysians while the remaining are investors from Hong Kong, China, Singapore



LOW YEN YEING / TheEdgeProperty.com

(From left) Macly Equity director K K Tan, Chang and Wong at the official launch of Block B of The Infinitem.

and the Middle East, she noted.

"For Block B, we foresee China and Hong Kong buyers taking up 10% to 20% of the units as they are major investors in today's market," she said, adding that the development is also targeting local young executives who are looking to own a home in the city centre.

She added that the company believes the recent capital control policy by the China government is not expected to impact interest from China and Hong Kong buyers, as the amount to purchase a unit in the de-

velopment will still be within the bracket of capital controls.

"We are targeting a 55% take-up rate for Block B this year and I believe we will be able to achieve that. We are also aiming for a 70% take-up rate for the block upon its completion in 2020," she said.

The Infinitem offers six types of dual key designer suites to choose from one-bedroom, two-bedroom, loft and duplex units with built-ups ranging from 675 sq ft to 1,180 sq ft.

With an average price of RM1,380 psf, the

units are priced from RM980,000 to RM1.14 million. Meanwhile, the prices for the retail units have yet to be determined.

The entry level for The Infinitem is still very affordable compared with its neighbouring products, which were priced between RM1,800 and RM2,500 psf, she noted.

"We are introducing a well-designed dual key concept that allows buyers to generate double rental income from two different tenants while still owning the one unit," she said.

Residents also get to enjoy the nearby amenities including Quill City Mall, Medan Tuanku Monorail station, Asia School of Business, Open University Malaysia, University Kuala Lumpur, food and beverage outlets, and banks.

In addition, the development offers a comprehensive range of facilities — a swimming pool that overlooks the Petronas Twin Towers, sauna, gym, wet deck, jacuzzi, BBQ area and KTV room.

Looking ahead, Macly Group managing director Herman Chang said Macly Equity will ensure that The Infinitem will be successfully delivered to the buyers and fulfil their promises.

"Our potential future projects in Malaysia have to make sense and offer unique selling points," he concluded.



PICTURES BY GAMUDA LAND

Gamuda City is a well-connected township surrounded by parks and lakes.



Gamuda Land bullish on Vietnam

BY SHAWN NG

It has been 10 years since Gamuda Land ventured into Vietnam with its first overseas project Gamuda City in Hanoi. The property arm of Gamuda Bhd soon expanded its presence in the country with its second property development Celadon City in Ho Chi Minh City (HCMC) in 2010 with its joint-venture partner Saigon Thuong Tin Real Estate JSC (Sacomreal). Celadon City is now fully owned by the company following its acquisition of the joint-venture partner's stake in 2015.

The developments of both townships have been progressing well despite a slowdown in the local property market in recent years, said Gamuda Land Vietnam general director Chow Chee Fan during a media briefing in Hanoi on May 18. Gamuda Land Vietnam is a subsidiary of Gamuda Land.

The developer went into Vietnam in 2007 when the property market was booming, Chow recalled. But the bubble began to burst in HCMC between 2009 and 2010, followed by Hanoi, and soon the entire property market in the country went into a downturn.

At end-2014, aided by the government's control policies since 2012, the market has started to recover. Chow believes the outlook for the sector in the next few years to be bright due to strong domestic demand for housing. Besides, more foreign investors are coming into the country, which will bode well for the property sector.

"Firstly, there are more foreign property buyers now, especially in the last year or so after the government in July 2015 began to allow foreigners who hold valid visas to purchase property in the country. Secondly, income levels are higher now, thanks to the country's strong economic growth," he said.

Vietnam's economy expanded 6.68% in 2015, the fastest since 2007 before it slowed to 6.21% last year. The gross domestic product growth stood at 5.1% in the first quarter of this year (1Q2017), which is the slowest first quarter expansion in three years, but the government is retaining its annual growth target of 6.7% for this year, according to reports.

Gearing up for new launches

Banking on the positive outlook of the Vietnamese economy, Gamuda Land Vietnam will be rolling out more property launches in Gamuda City and Celadon City from this month (June).

First up will be the first block of 398 apartment units in the Emerald Precinct of Celadon City to be launched by mid-June. This



Artist's impression of the Emerald Precinct in Celadon City. The first blocks of apartments in the precinct will be launched this month.



Chow: We have a large scale of land for us to do better and more comprehensive master-planning [in Vietnam]



Yap: The 1,520 apartments in Ruby Precinct, the first phase of Celadon City, are almost fully sold.

will be followed by 263 officetels in the Sapphire Precinct as well as a total of 3,500 retail lots, officetels and boutique apartments in Diamond Precinct — all to be rolled out in phases, by end-2018.

The 82ha Celadon City has a gross development value (GDV) of about US\$1 billion (RM4.3 billion). It comprises four precincts, namely Ruby Precinct, Emerald Precinct, Sapphire Precinct and Diamond Precinct. It also features Vietnam's largest sports complex within a township, schools, a cultural centre and the first Aeon Mall in Vietnam,

Aeon Mall Tan Phu Celadon.

Launched about seven years ago, Ruby Precinct is the first phase of Celadon City with a GDV of US\$160 million. It has achieved a take-up rate of almost 100% for the 1,520 apartment units in the precinct, said Gamuda Land HCMC general director Wyeren Yap Vooi Soon, adding that the average built-ups for the apartment units are between 65 sq m and 95 sq m, while prices range from US\$1,100 psm to US\$1,300 psm.

Meanwhile, the 172ha Gamuda City consists of Gamuda City Central, Gamuda Gardens and Gamuda Lakes. The entire development has an estimated GDV of US\$2.5 billion.

"We will be launching 2,000 units of apartments and a 4-storey regional shopping mall at Gamuda City Central in 2Q2019," said Chow. The GDV of Gamuda City Central is US\$700 million.

The company is currently in talks with four foreign investors including Aeon to kick-start the mall, which is expected to have a gross floor area of 250,000 sq m when completed in 2020. The deal is expected to be sealed by mid-2019.

Subsequently, Gamuda Land Vietnam plans to launch Gamuda Lakes in 2020. With a GDV of US\$900 million, it will offer apartments, terraced homes, semi-dees, villas and shophouses. The masterplan is expected to be finalised this year.

Gamuda Gardens, which is the first phase of Gamuda City, will be launching 77 new semi-dees in June. The semi-dees will have a lot size of 7m x 22.5m and an average price of US\$480,000.

When completed in the next seven years, Gamuda Gardens will have 1,100 landed residential properties and 2,100 apartment units, besides commercial properties. This phase

has already rolled out 688 landed homes, 114 shophouses and 1,482 apartments with an average take-up rate of 90% to 100% to date.

The latest launch at Gamuda Gardens is the first block of The ZEN Residence, a project that will feature a total of 927 apartment units in three blocks. The first block comprises 308 units and was launched in May this year. It is 60% sold to date.

More sales from Vietnam projects

Meanwhile, both Chow and Yap anticipate higher sales contribution to the group from Celadon City and Gamuda City in its financial year ending July 31, 2017 (FY2017).

Celadon City's contribution in the previous financial year was about US\$100 million, but this is poised to increase by 10% to US\$110 million in FY2017, said Yap.

Located in the Tan Phu District of HCMC, Celadon City is the first-of-its-kind nature-inspired township in the area offering low-density community living in a lush green environment. The population in Celadon City is expected to hit 25,000 when it is completed in 2024.

As for Gamuda City, the development contributed some US\$120 million in sales in FY2016 and this is expected to rise to around US\$150 million in FY2017 and FY2018, and to US\$200 million from FY2019 onwards, said Chow.

"To make a township work, we need to get the places right, the homes, the parks, the entertainment, the shopping and eating places. If you look at the whole of Vietnam, there are very few townships and most of them are on smaller sites, so they are not able to provide complete amenities.

"We have a large scale of land for us to do better and more comprehensive master-planning to include all the key components such as residential, commercial, retail, green public spaces and infrastructure for a truly integrated town. There will also be a metro train station in Gamuda City in the future," Chow added.

Gamuda Land Vietnam is looking to expand its presence in the country and will be reviewing more land in selected areas such as Gò Vấp District, District 9 and District 12 of HCMC as well as in the northern region of Hanoi.

Chow explained that there are a few ways to source lands in Vietnam — one is through a build-and-transfer scheme such as by constructing infrastructure for the government in exchange for land, while another is to have joint ventures with the local companies to acquire land. One can also propose to the government for development rights of a land.



PICTURES BY KENNY YAP + SUHAIMI YUSUF/ TheEdgeProperty.com

EVER THOUGHT OF INVESTING IN INDUSTRIAL PROPERTY?

BY TAN AI LENG

How often do we hear of people investing in industrial properties? Chan F C is one of the few who had. He began investing in industrial properties five years ago.

"I started with residential property investment 10 years ago. Five years ago, I ventured into my first industrial property and now own four of them — three in Klang and one in Semenyih," Chan shares with TheEdgeProperty.com.

For him, investing in this property type seems to be a long-term play that demands strong holding power. On the one hand, he has seen the value of one of his semi-dee factories in Klang rise by 75% from RM2 million to RM3.5 million in five years, but on the other, a factory unit in Semenyih that he purchased two years ago has been vacant since the developer's handover more than a year ago.

Chan himself occupies a factory in Klang as a manufacturing facility while the other two properties in Klang are tenanted. He bought the Semenyih factory for RM3.7 million two years ago with the hopes that the market will recover soon so he could rent it out. Unfortunately, the market slowdown has prolonged.

As a business owner himself, Chan saw the potential in industrial properties, especially to gain long-term rental income. "An investor could enjoy good returns. But

the problem is one must have strong holding power as it will take some time to find a suitable tenant. But once you secure the tenant, you can get stable returns," he explains.

Furthermore, he notes that unlike residential properties, industrial properties require less attention in terms of maintenance and their value will not be affected even when left vacant for a long time.

One of his factories in Klang with a built-up of 9,000 sq ft and land area of 16,000 sq ft is rented out to a manufacturer from China at RM9,000 a month, which he considers decent.

"It may take two to three years to see investment returns, sometimes longer. I would advise people to invest only when they have extra money and when the economy is good," says the 53-year-old investor.

Good rental yields

Zilin Properties Sdn Bhd founder Teo Zi Lin tells TheEdgeProperty.com that industrial property is often overlooked by investors

due to their high entry cost of RM2 million and above.

"Normally, banks will only give 80% loan to industrial properties, which means buyers will need to fork out 20% in cash as deposit. It's a big chunk of money," he explains. In comparison, buyers could secure 90% financing for residential properties.

Furthermore, for new residential properties, developers often give attractive rebates. Hence, industrial properties seem less attractive to most property investors.

However, Teo notes that despite the higher entry cost and lack of "sophistication", industrial properties still attract certain buyers especially those looking for stable long-term rental income.

According to him, there has been constant demand for industrial properties from the manufacturing or logistics sector to house their operations or storage space.

Based on his observation, the rental yield from semi-dee factories is about 5% on the average in the Klang Valley, especially those

located in highly populated areas with good accessibility, while for larger properties, the rental yield could fetch 7% and above.

JLL Property Services (Malaysia) Sdn Bhd country head and managing director Y Y Lau also believes that industrial properties are able to command a higher rental yield than other property types.

"Industrial properties offer good investment potential due to land cost appreciation and rental increments. In the best-case scenario, the rental yield could sometimes exceed 7% compared with 5% to 6% for commercial and less than 4% for prime residential properties," she adds.

However, Lau notes that about 80% of those who purchase industrial properties often buy them for their own use and demand has been stable.

"Although local manufacturing investments have declined by 22% to RM58 billion in 2016, foreign investments have risen by 25% to RM27.4 billion in 2016," she says.

New opportunities

Knight Frank Malaysia executive director for capital markets Allan Sim observes that the emerging e-commerce sector has opened up more opportunities for industrial property developments, especially for large-sized warehouses.

"We have received a few requests from e-commerce portal operators who showed interest in setting up regional distribution hubs in Malaysia," he says.

Sim explains that although e-commerce companies like Zalora and Lazada will have a warehouse in every country they have a presence in, they would still need a distribution centre cum warehouse regionally.

"International e-commerce operators like Malaysia because of our strategic location and attractive tax incentives for multinational companies to invest here. They can create job opportunities for the locals," he notes.

According to the National Property Information Centre, the industrial property sector last year recorded 5,609 transactions worth RM12.02 billion, a decrease of 20.4% in volume from 7,046 transactions worth

Things to look at when buying industrial properties

Distance to city and transportation logistics

Proportion of office to warehouse

At least 30ft ceiling height

TNB power supply for normal factories is **100 amp**, some companies may require **300 amp**



The availability of property management service: **whether it's a gated and guarded** industrial park development?

1.5 tonne psm and above for floor loading



Sim: Emerging e-commerce activities have resulted in rising demand for warehouses.



Teo: Industrial property could be a good choice for property investment portfolio diversification.



Lau: Old industrial parks in prime areas could be rejuvenated through refurbishment or rebuilt activities.

Industrial property transactions have decreased over the past five years but transaction value is climbing up

SOURCE: NAPIC

VOLUME OF TRANSACTIONS FOR INDUSTRIAL PROPERTY

	2012	2013	2014	2015	2016
Malaysia	9,984	8,418	8,100	7,046	5,609
Kuala Lumpur	294	206	253	231	167
Selangor	3,080	2,681	2,545	2,037	1,638
Penang	724	549	504	632	443
Johor	1,302	1,214	1,255	1,134	730

VALUE OF TRANSACTIONS FOR INDUSTRIAL PROPERTY (RM MIL)

	2012	2013	2014	2015	2016
Malaysia	12,005.93	12,328.57	14,509.42	11,970.76	12,018.71
Kuala Lumpur	315.79	350.38	410.91	399.98	397.89
Selangor	5,842.23	5,951.33	7,638.87	5,589.58	5,891.39
Penang	831.75	804.13	699.66	734.66	908.54
Johor	2,198.84	2,249.85	2,847.45	2,331.12	2,026.78

needs of a distribution hub. It offers high ceilings of about 35ft to 40ft to allow operators to stack up their goods on high racks, a good floor loading of about 1.5 tonnes psm and sufficient power supply to cater to the needs of precision engineering companies.

Teo notes that a good location would mean highly populated places with easy accessibility to highways and main roads, and close to transport logistics such as ports and airports.

He cites areas such as Section 13 in Petaling Jaya, Shah Alam, Subang, Rawang, Jalan Tapah in Klang and Kota Kemuning. Investors could also look for new areas that have seen improved accessibility and proximity to transport logistics such as Puncak Alam, Banting, Batang Berjuntai and Setia Alam in Selangor, as well as Nilai, Seremban, Bandar Seri Sendayan and Setia Alam in Negeri Sembilan.

These locations have seen new major township developments coming up with improved road access system and new facilities as well as new stratified gated-and-guarded industrial park developments.

Although few consider investing in industrial properties at the moment, Knight Frank's Sim thinks that the trend may change in the future as newer and more modern industrial property developments are introduced.

"Traditionally, most industrial park developments are led by the government. But now, there are more private companies building gated-and-guarded industrial parks or logistics parks," he says.

Some of these modern industrial parks even offer property management services and have attracted multinational companies

(MNCs) and investors' attention, such as those located in Iskandar Malaysia, Johor.

JLL's Lau concurs that market demand for industrial properties have been picking up with rising demand for well-managed industrial properties in Johor.

"Strong interest remains in Shah Alam, which offers proximity to the capital city as well as to the port for industries that export their products overseas. Penang mainland and industrial parks in Negeri Sembilan that are closer to Selangor also enjoy fairly good take-up rates," she adds.

New development trends

Zilin's Teo foresees multi-level warehouses to be the next trend due to land scarcity, especially in prime areas.

He says e-commerce operators prefer locations that are near city centres and also offer sufficient space for storage. Hence, multi-level warehouses with high ceiling and loading facilities will be something property developers may want to consider to attract logistics or e-commerce MNCs.

Meanwhile, JLL's Lau says refurbishment or rebuilding may be able to rejuvenate the older industrial properties in prime locations.

"A lot of the industrial buildings that are old, dilapidated and not relevant to the current requirements are located in the mature industrial estates. There would be a need to refurbish or, in many cases, demolish and rebuild," she explains.

She has observed some companies, including foreign e-commerce or logistics companies, choosing to build their own warehousing facilities. For instance, Ma-

pleTree has demolished an old factory at Section 23 in Shah Alam and rebuilt a logistics park that comprises three single-storey buildings featuring multi-tenanted logistics and warehousing facilities with mezzanine offices.

Land value supports capital appreciation

The value appreciation of an industrial property is usually supported by its fundamentals — the land value. Sim says that although transaction volume for the past five years has seen a significant drop of 40%, the transaction value has climbed by almost 50% over the same period. This is consistent with rising land prices.

For instance, in Shah Alam, which is popular for its industrial properties, the current average selling price of the semi-dee factories go between RM150 and RM160 psf compared with about RM100 psf five years ago. Nilai and Seremban have seen the average selling price of semi-dee factories there surge to RM50 to RM60 psf currently from RM15 to RM20 psf in 2012. Factories in Rawang, which were selling at about RM70 to RM80 psf in 2012, have now seen the average selling price reach RM100 psf.

As for rents, Zilin's Teo says semi-dee factories in Shah Alam fetch an average monthly rental of about RM2 psf; Bukit Kemuning's monthly rent ranges between RM1.50 and RM1.70 psf while bigger warehouses in Subang are rented out for an average of RM1.50 to RM1.80 psf.

Sim sees industrial property as a good choice for those who want to diversify their portfolio from residential properties to other property types.

"Despite the higher entry cost, industrial property prices are still lower than shop houses. They also offer low risk, as once the factories or warehouses are rented out, the owner will usually be able to get a long-term stable income. Furthermore, with rising land prices, one can expect good capital appreciation," he explains.

Meanwhile, Teo says experienced investors who are already savvy in residential property investment may want to explore other investment opportunities, and industrial properties could be a good choice for them.

However, he advises them to do proper research or seek information before making any decision. "Industrial property investment is a long-term game; it might not be as attractive as other property types in the short term, but the growth potential is there. When the time is ripe, it will reward you well," he concludes.

RM11.97 billion in 2015. However, the total transaction value has increased, albeit by a slight 0.4%. Since 2012, transaction volume has slumped 40% from 9,984 in 2012.

However, Knight Frank's Sim stresses that the weak performance is not due to the lack of demand but existing properties not meeting the requirements of a new business environment.

"The main problem is that our industrial property standards have not improved for the past 10 years. The existing properties in the old industrial parks mostly have low ceilings, lack facilities and are more suited for the own-use type of manufacturing facility," offers Sim. However, Malaysia's industrial sector has changed over the years, from manufacturing to assembly to the import-export business. Business operators, he says, are now looking for storage space rather than a manufacturing plant.

Zilin Properties' Teo has also noticed the rising demand for bigger warehouses with modern specs and located in good accessible places. The modern warehouse property features office space as well and serves the

SOURCE: TheEdgeProperty.com | GRAPHICS: NURUL AIDA MOHD NOOR

Potential places to look at when hunting for industrial properties

- 1 Border of Shah Alam**
RM150-RM600 psf
 (Current asking price)
 Proximity to highly populated area, good accessibility, close to various amenities and transportation logistics
- 2 Setia Alam**
RM150 psf
 (Current asking price)
 Close to highly populated areas, good accessibility, proximity to various amenities
- 3 Bukit Kemuning**
RM300-RM400 psf
 (Current asking price)
 Increasing township and infrastructure development, good accessibility
- 4 Nilai and Seremban**
RM50-RM60 psf
 (Current asking price)
 Good accessibility, increasing infrastructure and housing development, close to various amenities
- 5 Ijok and Puncak Alam**
RM200-RM300 psf
 (Current asking price)
 Major township developments taking place, improved connectivity
- 6 Bandar Sri Sendayan**
RM50-RM60 psf
 (Current asking price)
 Improved connectivity, increasing number of housing developments
- 7 Banting**
RM100 psf
 (Current asking price)
 Good accessibility, increasing business activities and industrial developments



Walk the talk with EcoHill Walk

S P Setia presents spectacular vision 2020 for the future of Semenyih

There is no stopping to the development of Setia EcoHill. With a clear vision to transform Semenyih and KL South into a vibrant and all-inclusive place for its community to 'LiveLearnWorkPlay', S P Setia is set to make another game-changing move with the development of EcoHill Walk, Semenyih's first integrated project featuring the first mall in the region, 243 units of Lifestyle Retail Shop and 890 units of Serviced Apartments.

EcoHill Walk Mall has already welcomed its anchor tenant, MBO Cinemas, who will be building an 11-hall cinema with over 2,000 seats featuring unique signature halls equipped with cutting-edge technology.

"The mall will be targeting a tenant mix comprising retailers from a grocery, entertainment, fitness, health and beauty as well as the fashion segment," exclaims SM Koh, General Manager of Setia EcoHill.

GROWING TOGETHER WITH ECOHILL WALK

Sales for EcoHill Walk Lifestyle Retail Shop have begun with raving response from potential business entities. After the successful launch of the first phase of its Lifestyle Retail Shop in December 2016, Setia EcoHill will be launching its second phase of Lifestyle Retail shops in June 2017 with an attractive opening price from RM376,000 with an average built-up from 1,500 sq ft. This would pave the way for young entrepreneurs to have the opportunity to start their business here in this revolutionary destination with a very affordable and feasible start up.

"Phase 1 of the Lifestyle Retail Shop has been well-received as many wanted to ride on the advantage of owning a shop with proximity to the first mall in Semenyih," Koh explains further.

Each unit is allocated with at least one designated carpark from the pool of 2,000 parking bays available in EcoHill Walk. The Lifestyle Retail Shop will cater to any form of business ventures including showrooms, restaurants, coffee shops, convenience store, beauty and health

care centre and retail boutiques.

Connectivity and traffic flow within the entire centre is seamless. Thoughtful design features including the link bridges and 10ft retail corridors connect each retail block to the Mall and serviced apartments. These considerations help to integrate retail shops to become part of the mall as an extended area for a wider variety of consumer experience within EcoHill Walk.

Each shop comes with a 15ft high ceiling concept, allowing better flexibility in design and interior fit out. This provides a greater option to retail lots design to retrofit in many ways height-wise, whether with finished or exposed ceiling. The Higher ceiling also poses a more welcoming space for eateries and other retailers alike. The overall concept of EcoHill Walk is inspired by the 'Walk'. It is an experience that visitors will walk through within the large-scale project. The connectivity is planned intelligently with dedicated lift lobby on each retail block and sufficient sets of escalators that are strategically placed to promote hassle-free movements between the different floors.

PROSPECTIVE SOUTHERN EXPANSION

In recent years, Klang Valley has seen prospective expansion southwards, covering areas like Putrajaya, Sepang and Kajang. The extension of accessibility and infrastructure also has contributed to better connectivity. Likewise, the Setia EcoHill township in Semenyih is becoming even closer to surrounding city centres, connecting to major expressways including LEKAS, Cheras Kajang, PLUS, South Klang Valley Expressway (SKVE), Kajang SILK and the East Klang Valley Expressway (EKVE) which will be ready in 2018.

"Research has shown that an expected 300,000 population within 15 minutes from EcoHill Walk backed by the nearly 1,700 acres of flagship township by S P Setia. This is a very promising figure for the mall, given its strategic location and ease of access from surrounding areas," shares Koh.

Furthermore, the strategic location of EcoHill Walk will also draw the attention of students from the nearby universities and educational institutions including New Era University, Nottingham University, Universiti Kebangsaan Malaysia (UKM), Universiti Tunku Abdul Rahman

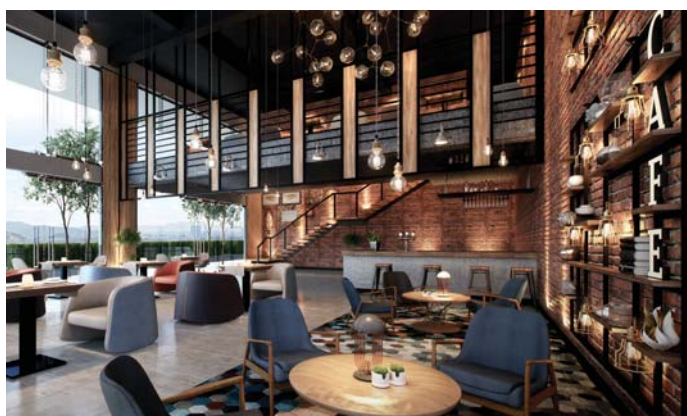
(UTAR) and a few more within the proximity of Kajang and Nilai. Given the enormous catchment in this corridor, EcoHill Walk aspires to become a frontrunner as a vibrant shopping destination for the community in this vicinity.

As the excitement builds up, S P Setia continues to uphold its commitment to developing Semenyih into a colourful and upbeat township with excellent commerciality, prospective business opportunities and improved infrastructure.

Moreover, since its inception in 2013, Setia EcoHill has been progressing rapidly, seeing more than 2,000 residential units handed over successfully. It has become one of the most desirable living address in the southern Klang Valley corridor especially after the opening of its dedicated Highway Interchange in Aug 2015.

Besides EcoHill Walk, Setia EcoHill also plans to launch their very first English looking classical masterpiece of Single Storey Bungalows in July this year.

"We've received many inquiries for single-storey bungalows especially those who are looking for smaller homes with secure and beautiful environment, from families with children who have grown up and left home or from families whose ageing parents are living with them. With this, we believe that the response would be overwhelming since there are hardly any well-designed single storey bungalows in the vicinity," confides Koh.



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EcoHill Walk is designed with a comprehensive and thoughtful design sensibility featuring the first Mall in the region, 243 units of Lifestyle Retail Shops and 890 units of Serviced Apartments. Invest in the stunning future of KL South with remarkable commercial prospects and business opportunities at great affordability! From a built-up of 1,500 sq ft priced at RM376,000 onwards, EcoHill Walk is your first step into the first integrated commercial development in Semenyih.



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Going for homes under the hammer

BY LUM KA KAY

Looking for bargain properties? Some people may consider looking at properties that are being auctioned off.

Especially during a property market slowdown like now, the auction market could be a place to find a bargain, especially for high-end properties.

"There seems to be more high-end condominium units valued at more than RM1 million put up for auction now. If the economic situation continues to be sluggish, we may see more owners of high-end homes defaulting their loans," says Property Auction House Sdn Bhd executive director Danny Loh.

However, keep in mind that even though you may be interested in a certain unit up for bid, as a buyer, you may still face a problem getting financing right now.

"[Also], many investors are reluctant to commit [into buying a property] now as they foresee a further downside of the property market. Fewer qualified buyers mean that the same property may need to go through more than one round of auction before it can be sold off," he concludes. The reserve price goes down 10% after every round of auction.

Properties on auction are sold on an "as-is-where-is" basis. Thus, one should have a clear picture on the property's value.

AuctionGuru.com.my executive director Gary Chia says bidders need to understand the sale conditions of a particular unit on auction



Chia: Bidders need to understand the sale conditions properly.



Loh: We may see more owners of high-end homes defaulting their loans.

as each case may come with different conditions.

Besides, some properties may have a private caveat attached to them. This means that the property has been secured by other bidders but is still qualified to be auctioned. A property with a private caveat will not be financed by financial institutions. However, the caveat can be removed by filing an application to the court. This will take about two to three months, says Chia.

In fact, purchasing a foreclosed home is not a simple process and there are many things that one should be aware of. You certainly do not want the property you purchased to turn out to be more trouble than value.

Here are the good and bad about purchasing auction properties in Malaysia.



Loan Agreement Cum Assignment (LACA) properties

Auctioneer: **Bank** – for properties without an individual or strata title
Deposit: **5%**
Period to settle balance purchase price: **90 days**

Non-LACA properties

Auctioneer: **High Court** – for properties with an individual or strata title
Deposit: **10%**
Period to settle balance purchase price: **120 days**

Cons

- 1 No sales track record of the auction property
- 2 Complex sale conditions and bidders may not know what they are getting themselves into. Bidders are advised to always obtain a copy of proclamation of sale and conditions of sale from the auctioneers or lawyer, and read it through carefully and to understand what charges are undertaken by financial institutions and what are not.
- 3 Private caveat on property. A property with a private caveat will not be financed by financial institutions.

Pros

- 1 Fixed selling/auction dates
- 2 Selling price, seller's particulars and property details are open for all to see
- 3 Possibility of purchasing a property below market value
- 4 Equal competition among potential buyers during auction
- 5 Wide range of property selections (commercial, residential, land)
- 6 Seller may benefit from higher selling value due to competitive bidding



- 4 No vacant possession – the current occupiers of the property may refuse to vacate the property and the successful bidder may have to vacate the occupiers at own cost
- 5 Outstanding or hidden charges, such as maintenance charges, will have to be settled by the successful bidder as these charges are not borne by the financial institutions
- 6 Unable to view the interior of the property prior to auction
- 7 Bidder may overbid when caught up in a competitive bidding environment. Bidders should always be aware of their budget and check with the bank on the maximum loan amount available.

Steps to purchasing a foreclosed home

- 1 **Identify the property**
Take note of the property description, the address and other relevant information. Set your objectives first. What are the purposes of buying? For own occupation, renting or long-term investment?
- 2 **Inspect the property**
You are not able to view the interior of the property because the bank does not have the keys to the property, but you can view the exterior and surrounding area.
- 3 **Talk to auctioneer or sales agent**
Interested buyers are encouraged to engage auctioneers or estate agents familiar with the property for more details.
- 4 **Prepare bank draft**
Prepare a bank draft equivalent to 5% deposit of the reserve price for Loan Agreement Cum Assignment (LACA). For non-LACA properties, the deposit is 10%. Also, be prepared to top up the difference between the deposit of the reserve price and the deposit of the final sold price immediately after the auction.
- 5 **Read the fine print before the auction commences**
Take your time to read and fully understand the terms and conditions of sale. If you need any clarification, seek guidance from the auctioneer before the auction commences.

Use your rights to make things better



Once you buy a strata property, the value of your property is unwittingly bound to the overall management of the whole development. Naturally, a building that enjoys a high level of security, looks aesthetically pleasing and has minimal disruptions to daily living will enjoy a higher capital appreciation.

Most owners are content to let a fervent few run the management. If it is excellently-managed, good for you. However, if there are areas that need improvement, as a co-owner, you have every right to make sure your property is up to standard. By not exercising your rights as a proprietor, your comfort and the investment value of your property could be compromised.

Rights to be heard

You may not be able to join the Joint Management Body (JMB) or Management Corporation (MC), but you can have a say in the decision-making process of the management by voicing your concerns, grievances and suggestions, and have them effected through an annual general meeting (AGM) or an extraordinary general meeting (EGM).

The National House Buyers Association (HBA) honorary secretary-general, Chang Kim Loong, points out that for strata owners, be they residential, commercial or mixed, the Strata Management Act 2013 (SMA) has quite clearly delineated how he or she can use his or her right to vote, either in person or by proxy in a general meeting (GM).

Here, he elaborates on some of the provisions stipulated in the SMA.

1 Many proprietors, in their protest against bad management, have stopped making payments for service charges. However, that is the last thing you should do, because that effectively cancels out your rights to participate in the GM. Make sure your payment of all maintenance fees and sinking fund are up-to-date. Even if you have been pay-

ing regularly and have arrears for only a small sum, you will still have no right to vote or be voted into office during the GM. However, you may still be allowed to voice your opinions, provided the chairman allows it.

2 If you have paid without fail, you have every right to know how much money has been collected and how every sen has been spent. If you think the accounts are unclear or certain expenditures are unnecessary, you can raise your concerns. You can also make proposals for how to utilise the funds for improvement, such as repainting.

3 Most managements do not arbitrarily raise their maintenance charges because, naturally, that will invite tons of protests, unless the increase is justified. If the resolution to the raise is passed and you still do not agree to it, you can apply for a review of the funds to the Commissioner of Buildings (COB). The contacts can be obtained online. In Kuala Lumpur, for instance, the KL Municipal Council has its team to attend to complaints from owners under eight zones according to location.

4 As best as you can, you should make time to attend GMs. However, if you really can't make it, don't simply forgo your rights without making an effort to find a proxy. You may appoint anyone who is 18 and above to represent you by filling up the prescribed proxy form. Make sure the form is submitted not later than 48 hours before the GM, or it will be invalid.

5 Most people appoint their fellow residents to be their proxies, but one person can be a proxy to only one other owner, besides his own. The next best

candidate for proxies would be the joint owners of other units, because one parcel is entitled to only one vote regardless of the number of joint owners. Alternatively, the SMA does allow non-residents to act as proxies. However, it is best to get someone who is knowledgeable and experienced and can contribute effectively and constructively in the GMs.

6 For joint owners, even if they have not been appointed as proxies, they can still participate in the GMs, unless the number is extraordinarily large, in which case the chairman may restrict the numbers attending the meeting for possible reasons such as over-domination or disturbance.

7 A proxy holder can participate in the GM with full voting rights but cannot be elected as office bearer. Only a proxy who is an official representative of a unit owned by an organisation can hold office.

Rights for claims

If the management acted wrongly in any way, or contravened any regulations, you could seek legal redress at the Strata Management Tribunal (SMT). The SMT is in fact one of the most significant privileges for strata owners under the SMA.

Former Minister of Urban Wellbeing, Housing and Local Government Datuk Rahman Dahlan had said the SMT provides a proper avenue for aggrieved parties to channel any issues related to strata management such as leakage, defects in common property, recovery of charges, maintenance fee defaults and other disputes.

He said the SMT should be seen as an alternative platform that is simple, affordable and quick in solving

KENNY YAP / TheEdgeProperty.com



Chang says owners should make time to attend GMs, AGMs and EGMs.

LOW YEN YEING / TheEdgeProperty.com



Chris says the management is allowed to implement any resolution and house rules (additional by laws).

she can also be further fined up to RM5,000 per day after conviction until full settlement.

Rights to peaceful enjoyment

Within a community, there are bound to be some occupants who encroach on the rights of other inhabitants from peaceful enjoyment of the premises. A typical example is discarding cigarette butts from their balconies, which often land on other units. Another common disregard of house rule is excessive noise past midnight.

If repeated reminders are ignored, managing partner of Chur Associates, Chris Tan points out that the Strata Management Regulations 2015 (SMR) does spell out actions that can be taken against residents who breach resolutions and by-laws.

First, they can be fined. The amount for different offences can be determined in the GM. If the resident fails to pay the said penalty, the JMB/MC may recover the outstanding sum by either filing a claim in court or in the SMT.

If this fails, the JMB/MC may apply to the COB to have the transgressor's moveable properties, such as furniture, electrical items, or fittings, auctioned off. Section 79(11) of SMA stipulates that the proceeds from the sale shall be used to pay the penalty plus the cost of the recovery process. Any surplus and property not sold shall be returned to the owner.

Should the above actions be insufficient, amendments or additional by-laws can be passed in the GM via special resolutions, so long as they do not contravene with any written laws and statutory by-laws.

It is crucial to have a clear picture of your rights so that you can duly utilise it, not just to ensure your personal shelter is safe and sound, but also to contribute to an overall better-managed property which in turn creates value through its good upkeep and maintenance.

problems and addressing complaints, whereby stakeholders no longer have to go through the court process, which is often tedious and costly.

President of the SMT Roger Tan adds that currently, the tribunal can hear and determine any claims that do not exceed RM250,000. You can also file a claim if you disagree with the costs of repairs in the common property of strata parcels. If you suspect any misuse of funds, you can file a claim to compel a developer, JMB or MC to supply the required information or documents for verification.

Failure to comply with an award made by the tribunal is a criminal offence, and upon conviction, the offender can be fined up to RM250,000 or jailed for not more than three years, or both. He or



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Five tips to sell your home fast

BY SHAWN NG

In the stock market, there is a saying: “Those who only know when to buy are just amateurs; those who know when to sell are the true masters.” In the property sector, the same principle is just as relevant.

However, we often hear more about how, when and where to buy property, instead of how and when to sell it, particularly how to sell it fast. Hence, TheEdgeProperty.com has engaged with two real estate agents to get some tips for a speedy home sale, especially in a market slowdown.

According to property agency and consultancy firm ZerIn Properties real estate negotiator Kevin Low, finding a buyer for a



[Being honest with your agents] will help us get the big picture of how we should market the property and identify the right buyers and thus speed up the process — Law

residential property on the secondary market usually takes about three months, provided that owners are flexible in adjusting their asking prices. On the other hand, Low notes that certain houses can be listed for years without a buyer. “For example, some bungalows in Melaka have been up for sale for five to 10 years. Despite low prices, they still cannot sell, because the location is too far and the bungalows are poorly maintained,” he reveals.

Nevertheless, the right strategy can speed up the process.



GRAPHIC: MAISARAH ALI

1 Set a realistic price

Selling a house in a slow market amid a tight lending environment can be very challenging, says Low. Hence, he advises property owners to set realistic asking prices that reflect the current soft market. In order to find out the right price for a property, owners can consult banks to get a valuation on their property, which is free of charge.

“Owners can also check the latest transacted prices of similar properties in the area through property portals, or from the National Property Information Centre and agents who are familiar with the area,” he counsels.

2 Hire the right estate agent

Low says there are some black sheep among real estate agents who only want to conclude deals as quickly as possible. Thus, he suggests that owners do background checks on agents before hiring them.

“Firstly, make sure the agent is a registered real estate agent or negotiator. Then, ask the agent some questions about the property market in the area or check his or her property listings on the web to ensure that he or she is really familiar with the area,” he says, adding



LOW YEN YEING / TheEdgeProperty.com

that owners can ask for recommendations from friends or relatives as well.

“In my opinion, house owners can appoint three to five agents, then eliminate them one by one based on their attitude and performance. Once you have found the right agent, you can give the exclusive right to market the property for a certain period,” he suggests.

However, he warns that it is not wise to appoint too many agents as it may create problems. “For example, owners will have to prepare many sets of keys for the agents who will be bringing interested buyers to visit the property, and if the property is a fully furnished unit that comes with nice decorations and furniture, the risk of these things being stolen is higher as there will be a lot of people coming in and out of the property,” he explains.

3 Be honest, friendly and proactive

Another tip in getting a quick sale, according to Vestcom Realty Sdn Bhd real estate agent Cogan Law, is for owners to be honest with their appointed agents, including regarding the reason for selling and the history of the property.

“This will help us get the big picture of how we should market the property and identify the right buyers and thus speed up the process,” he says.

The first impression is very important as it can be nearly impossible to reverse. — Low

Owners should also proactively follow up with the appointed agent to keep tabs on the sale. “From my observation, some agents will do nothing after they have posted their property listings on the web, so it is best for owners to keep in touch with their agents and build a good relationship with them,” advises Law.

If owners are selling a house they are still staying in, they must be ready to welcome interested buyers when they visit to inspect the property. The personal touch can help to sell the property faster, he continues.

ZerIn Properties’ Low notes that owners should be friendly with their prospective buyers to ensure a good experience for both parties.

“I suggest that owners should leave everything related to price negotiation to the appointed agent to avoid disputes on the spot. Owners can share some information about the lifestyle, amenities and accessibility of the neighbourhood accordingly but it is best to let agents handle the marketing of the property,” he says.

4 Enhance your home's kerb appeal

It goes without saying that a nice kerb appeal can make a sale. There are several ways to achieve that, such as through renovations and landscaping. One of the simplest and most efficient ways to

improve the attractiveness of a property is to repaint the property, offers Low.

“A new coat of paint can achieve a lot with just a small amount of money. With that, the property looks brand new and feels comfortable,” he adds.

He also notes that a property will be more presentable if broken items are fixed and the garden and interior are clean and neat. “When interested buyers come, you should switch on all the lights and air-conditioners. It will enhance the ambience,” he suggests.

5 The devil is in the details

Instead of leaving it all to the agents, owners can help increase the chances of closing a deal if they take some trouble to ensure that their property looks nice and is in good condition.

“The first impression is very important as it can be nearly impossible to reverse. If the property is well maintained and decorated, it will give the impression that the owner is willing to take the effort in maintaining the property, so they worry less about hidden defects,” he explains.

Often overlooked is the cleanliness of toilets. “Toilets with stains will leave a bad impression, so we suggest owners clean them up,” he offers.

He also points out some cultural taboos to take note of to avoid offending interested buyers. For instance, the Chinese find the number four inauspicious. Hence, it is best to remove anything related to such taboos to catch a wider market.



PHOTO BY LINEAR DESIGN



Creating your own home office

For those in the art and design industry, the living room could be a good space to showcase one's work.

PICTURES BY TROPICANA CORP BHD

For people who are looking at creating their own work space at home, Cheong has four suggestions

1 Use the shelf area as your work space

Move your table near to the shelves in your living room. The shelves could be the place for your filing or work-related reference books and materials. When necessary, the sofa could be the discussion area for your clients or team members.

2 Make the living room a showcase for your works

For individuals who work in the design or art industry, they could turn the living room into an art gallery showcasing their works. Meanwhile, for the work-from-home individuals who are required to meet up with clients often, a clean, organised and tastefully decorated living room could give clients a better impression.

3 Create your own nook with your favourite furniture

A home office does not necessarily have to look like any typical office. It can feature a modern minimalist or oriental theme. All you need is just to spruce up a corner with your preferred furniture and paintings.

4 Use a multi-functional dining table

When space is an issue, the dining table can double up as a work table or discussion area. It will be more conducive as a working space if the dining room is designed in a modern contemporary style and furnished with bright lights.

BY TAN AI LENG

The advance of technology has made it possible for many to earn a living without the hassle of battling road congestion to get to the office. However, as idealistic as it sounds, home offices are currently more feasible for start-up companies and small business owners. It is also a means to mitigate high rental environments, where the funds saved from the lower operations cost can be reserved for future expansion.

In its simplest form, a home office can be set up with just a desk, chair and laptop. Some even make do with just a couch as their "work station". Others prefer a proper home office to differentiate the living space from work space.

Interior design consultancy firm Linear Design managing director Cheong W Loong tells TheEdgeProperty.com that it all boils down to personal choice. "For myself, I would prefer to have an area specifically for work and filing because it cultivates a healthy habit and promotes discipline when the space is clearly designated."

Besides this, in a home office setting, the environment offers specific areas earmarked for work and that in turn encourages focus and seriousness when it comes to the work culture, he adds.

"Furthermore, ergonomics and health are given priority with a proper office setting. Compared with working with a laptop on the sofa, working in front of a desk promotes better sitting posture, which would be better for health in the long term," he explains.

An advantage of having a home office is the cost-savings involved, as a home office is able to do without certain components of a typical office, such as the reception, meeting room and pantry.

Essentially, one just needs a work bench or a decent-sized work table to create a home office environment. A work top can double up as meeting table. "You only have to ask yourself, in a worst-case scenario, how many people will need to be seated



The dining room can be used as a meeting or discussion area.

together at that table, and that will determine the size of that work bench," recommends Cheong.

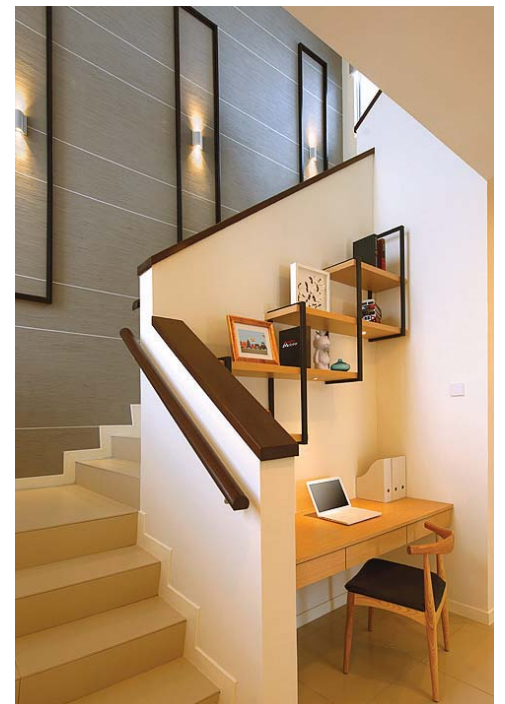
Currently, there are duplex SoHo (Small-office Home-office) units that are specially designed for use as home offices whereby the private room and working space are separated into two adjoining floors.

For normal houses or condominiums, there are ways to demarcate a work space, like how five-star hotels do at their lobbies or lounge areas to make them welcoming for business meetings.

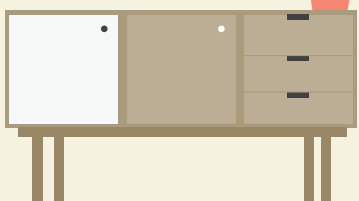


A dedicated work space would cultivate a healthy work habit and promote discipline. — Cheong

HARIS HASSAN / TheEdgeProperty.com



A home office could be just a corner with a minimalist design.





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