

# EdgeProp.my

A PULLOUT EVERY FRIDAY WITH **THE EDGE FINANCIAL DAILY**

FRIDAY, MARCH 22, 2019 . ISSUE 2853/2019 . PP19055/06/2016(034530)

**PRINT + DIGITAL**



**MISSED OUR PAST ISSUES?**

Scan this code to visit our digital archive!

[www.EdgeProp.my](http://www.EdgeProp.my)

EP  
**04**  
NEWS



**Ancubic Capital builds Pantai Dalam serviced apartments by forest reserve**

EP  
**05**  
FEATURE



**How to put the new back in New Villages?**

EP  
**07**  
PROPERTY CHAT



**Condo-minimum: Back to basics**

Has the current property sector slowdown impacted the high-rise residential market in this expat enclave in Kuala Lumpur?  
**See Pages 6 and 7.**



# How are you, **Mont'Kiara?**

**NEWS HIGHLIGHTS** from [www.EdgeProp.my](http://www.EdgeProp.my)**EdgeProp.my****The Edge Property Sdn Bhd**  
(1091814-P)Level 3, Menara KKL,  
No 1 Jalan PJU 7/6, Mutiara  
Damansara, 47810 Petaling Jaya,  
Selangor, Malaysia**EdgeProp.my****Managing Director/Editor-in-chief**  
Au Foong Yee**EDITORIAL****Executive Editor** Sharon Kam  
**Deputy Chief Copy Editor**

James Chong

**Copy Editor** Vanessa Gnanasurian  
**Senior Writers**

Rachel Chew, Tan Ai Leng

**Writers**

Natalie Khoo, Shawn Ng

**Art Director** Sharon Khoh  
**Senior Designer** Jun Kit  
**Designer** Rajita SivanFor New Launches/Events/  
Press Releases/News Tips  
email: [editor@edgeprop.my](mailto:editor@edgeprop.my)

Tel: (03) 7721 8211 Fax: (03) 7721 8280

**ADVERTISING & MARKETING****Associate Account Director,**  
**Advertising & Marketing**

Heidee Ahmad (019) 388 1880

**Senior Account Manager**

Ian Leong (012) 359 1668

Cecilia Too (012) 319 7666

**Account Manager**

Joane Tan (012) 377 2885

Joanne Mok (018) 272 0939

**Marketing Support & Ad Traffic**

Madeline Tan (03) 7721 8218

email: [marketing@edgeprop.my](mailto:marketing@edgeprop.my)**BUSINESS DEVELOPMENT****Manager** Nimalen Parimalam**Account Manager** Stanny Tan**PRODUCT DEVELOPMENT****& CUSTOMER ADVISORY****Senior Manager** Elizabeth Lay**Associate** Omar Nawawi,  
Mahandev Singh

For enquiries and listings

email: [support@edgeprop.my](mailto:support@edgeprop.my)

Tel: (03) 7753 9000

EdgeProp.my pullout is published by The Edge Property Sdn Bhd. It is available with *The Edge Financial Daily* every Friday. The pullout is also distributed at more than 200 offices, shopping complexes, condos, medical centres and F&B outlets in the Klang Valley. You can also download it for free at [www.EdgeProp.my](http://www.EdgeProp.my)

**The Edge Malaysia****Publisher and Group CEO**  
Ho Kay Tat**EDITORIAL****Editor-in-chief** Azam Aris**CORPORATE****Chief Operating Officer**

Lim Shiew Yui

**ADVERTISING & MARKETING****Chief Commercial Officer**

Sharon Teh (012) 313 9056

**General Manager**

Kingston Low (012) 278 5540

**Senior Sales Managers**

Fong Lai Kuan (012) 386 2831

Gregory Thu (012) 376 0614

**Creative Marketing**

Chris Wong (016) 687 6577

**Head of Marketing****Support & Ad Traffic**

Lorraine Chan (03) 7721 8001

**57,710 Selangorku housing units approved for construction**

The Selangor government has approved 144 housing projects involving 57,710 Rumah Selangorku units from 2016 until Feb 28.

Housing and Urban Living exco Haniza Mohamed Talha said of these, three projects involving 888 Rumah Selangorku units have been completed and the keys handed over to their owners.

"Of this total, 21 projects involving 11,396 units are under construction while the remaining 90 projects involving 45,426 units are in the planning stage," she said.

Meanwhile, since 2016 until March this year, 123,352 applicants had failed to get Rumah Selangorku units.

**Businesswoman jailed 30 months, fined for property investment fraud**

The Magistrate's Court has sentenced a businesswoman to two and a half years in jail, plus fines for property investment fraud involving losses of RM192,000.

Chai Hui, 42, pleaded guilty to all 13 charges of fraud committed between February and August 2017, in three separate courts.

The accused, who was unrepresented, had deceived victims into making payments to her in stages, amounting to RM192,000. The money was used for her personal benefit.

Chai, who was arrested in Kuching on Monday by a police team from the Sarawak Commercial

**S P Setia to launch shop offices in first phase of Setia Mayuri****S P Setia Bhd is set to launch the first phase of its township inspired by resort-living called Setia Mayuri.****Located off Jalan Broga in Semenyih, Selangor, the 209-acre township has a gross development value (GDV) of RM700 million.****The first phase will comprise 32 units of 2- to 3-storey shop offices called Baris Place@Setia Mayuri with a GDV of RM40 million. The intermediate units are 20 ft by 80 ft with built-ups from 3,200 sq ft, while the corner lot sizes are 80 ft by 80 ft with built-ups from 14,000 sq ft.****"The shop offices are road-fronting and have high visibility and accessibility from Jalan Broga. Just 500m away is the University of Nottingham which has a student population of 5,000 and****growing," Setia Ecohill general manager Koh Sooi Meng told EdgeProp.my.****Prices for the intermediate units at Baris Place start from RM1.03 million while the corner units are going for RM3.87 million.****Meanwhile, Setia Mayuri's first residential phase will be launched in May and will comprise 46 semidee homes and 18 bungalows. Built-ups for the semidees start from 2,500 sq ft onwards, while built-ups for the bungalows start from 3,000 sq ft.****The semidees have a minimum land size of 50 ft by 80 ft and are priced from RM800,000 while the bungalows are from 54 ft by 118 ft with prices from RM1.3 million. The units are freehold and individually titled.**

Crime Investigation Department, was convicted under Section 420 of the Penal Code.

**Wan Azmi re-emerges as major shareholder in E&O**

Businessman Tan Sri Wan Azmi Wan Hamzah has re-emerged as a substantial shareholder of property developer Eastern &amp; Oriental Bhd (E&amp;O) with a 9.1% stake, after exiting from the company six years ago.

Wan Azmi said he sees value in E&amp;O and is committed to taking

**trending now**

How do I get past issues of this weekly pullout?

Go to [www.EdgeProp.my](http://www.EdgeProp.my) to download for free**LAUNCHES + EVENTS**If you have any real estate-related events, email us at [editor@edgeprop.my](mailto:editor@edgeprop.my). Events listed here will also appear on [www.EdgeProp.my](http://www.EdgeProp.my).**Opening of Berkeley Uptown Sales Gallery****Date:** March 24 (Sun)**Time:** 10am to 5pm**Venue:** Paramount Property Gallery, Lot 75 & Lot 1874, Jalan Delima / KU 1, Off Jalan Kapar, Klang, Selangor**Contact:** (03) 9212 3060  
Paramount Property will be unveiling its Berkeley Uptown project located in the heart of Klang. There will be a Lion Dance performance by World Champion Kun Seng Keng, a 24 Chinese Drum Performance, a magic show and lucky draw with prizes worth up to RM18,888 to be won.**Public Preview of Baris Place****Date:** March 23 (Sat)**Time:** From noon**Venue:** Setia Ecohill Welcome Centre, Club 360, No 1, Persiaran**Ecohill Barat, Setia Ecohill****Contact:** (03) 8724 2255

S P Setia is launching 32 units of 2- to 3-storey shopoffices called Baris Place commercial centre at its Setia Mayuri township in Semenyih. The price for intermediate units is RM1.03 million while corner units are priced at RM3.87 million.

**Taste of Malaysia Food Fest****Date:** March 23 & 24 (Sat & Sun)**Time:** 10am to 5pm**Venue:** Gamuda Cove Experience Gallery, Jalan USJ 10/1, Subang Jaya, Selangor**Contact:** (03) 9213 3079

Love Malaysian food? Gamuda



Land brings some of the best dishes from different corners of the country to be savoured at the food fest. Guests also get to visit the developer's experience gallery to check out its latest projects.

**Forest City Drawing Competition****Date:** March 24 (Sun)**Time:** 10am to 5pm**Venue:** Forest City 1, Pulau Satu, Gelang Patah, Johor Bahru, Johor**Contact:** 012-425 2171

Forest City invites kids and teenagers to participate in a drawing competition themed "A Warm Home". The competition is divided into two groups: primary group for children aged 8 to 12 years and secondary group for teenagers aged 13 to 17 years.

**Hot air balloon fest****Date:** March 24 (Sun)**Time:** 3pm to 9pm**Venue:** Gravit8 @ By Mitraland, PT129225 Jalan Bayu Laut/ KS 9, Kota Bayuemas, Pendamar, Klang, Selangor**Contact:** (03) 3323 7688

Visit the first hot air balloon festival in Klang and have the chance to float high above Mitraland Group's Gravit8 development and catch a bird's eye view of the city. Hot air balloon ride registration starts at 5pm on a first-come, first-served basis.

**Pre-launch of Cubic Botanical @ South Bangsar****Date:** March 23 (Sat)**Time:** 9.30am to 2pm**Venue:** The Submit 1, Connexion Conference & Event Centre @ The Vertical (Level M1), Jalan Kerinchi, Kuala Lumpur**Contact:** 012-368 1503  
Ancubic Capital Sdn Bhd will pre-launch its Cubic Botanical serviced apartment project in Pantai Dalam. Local celebrities Chui Ling, Amber Chia and Elecher will be there too.

# We Have the Key to your Dream



## FEATURES & BENEFITS

Affordable Financing | Home Ownership  
Shariah-Compliant\* | Attractive Features

\*Applicable to AFFIN ISLAMIC Bank Mortgage financing

03-8230 2222

 [www.affinonline.com](http://www.affinonline.com)

 [www.affinislamic.com.my](http://www.affinislamic.com.my)

 [affinbankberhad](https://www.facebook.com/affinbankberhad)

 [affinislamic](https://www.facebook.com/affinislamic)



Affin Bank Berhad (25046-T)  
Affin Islamic Bank Berhad (709506-V)

**AFFINBANK AFFINISLAMIC**

**banking  
without  
barriers™**



# Ancubic Capital builds Pantai Dalam serviced apartments by forest reserve

BY RACHEL CHEW

**PANTAI DALAM:** A mixed development with a gross development value of RM550 million is coming up on a 3-acre site in Pantai Dalam, Kuala Lumpur.

Developed by Ancubic Capital Sdn Bhd, the freehold project is called Cubic Botanical and will have 1,161 serviced apartment units and 20 shoplots housed within two 40-storey blocks.

"Cubic Botanical is inspired by its serene surroundings. The project site is a stone's throw away from the Taman Rimba Bukit Kerinchi entrance, which is linked to Bukit Gasing. Taman Rimba Bukit Kerinchi/Bukit Gasing is a 200-acre forest reserve and our project is just across the road from the forest," said Ancubic Capital managing director Datuk B.A. Low.

"We wanted to create a peaceful and green living environment in Cubic Botanical, hence we invested in the landscaping of the common areas, hoping that it will blend in with the surrounding green environment," he told EdgeProp.my.

"We hope the sounds of birds chirping and of water flowing can be heard when residents return home each day and make them feel that it's their sanctuary," Low said.

Cubic Botanical has over 30 common facilities spread over five unique zones called Aqua Paradise, Bird of Paradise, Camellia, Forest and Sky.

Some of the facilities at the project include a swimming pool, fountains, playgrounds, a jogging track, meditation plaza, karaoke room, a

LOW YEN YEING | EdgeProp.my



Low: We want to create a peaceful and green living environment at Cubic Botanical.

games room, BBQ area and gym.

The serviced apartment units come in four layouts with built-up sizes of 518 sq ft (2-bedroom), 650 sq ft (2-bedroom), 805 sq ft (dual key 3-bedroom) and 900 sq ft (3-bedroom). All 3-bedroom units will come with two car park bays while the rest will have one car park bay.

One unique aspect of Cubic Botanical is that it will feature a confinement centre in Block B which will be operated by a subsidiary of Ancubic Capital.

"We have an entire floor in Block B to operate a confinement centre

and probably a simple medical care centre to cater to elderly residents and female residents undergoing confinement," said Low.

Besides the confinement centre, there will also be a 5-star full-service kitchen centre.

"While we strictly disallow short-term rentals in Block A, we do not mind investors utilising their units in Block B for short-term rentals. This is why we designed a kitchen in Block B for short-term rental guests to get room service, just like in a hotel," he explained.

"The selling price psf starts from over RM600 psf, roughly 25% lower



An artist's impression of Cubic Botanical's landscape design.

compared with neighbouring new projects," said Low.

"We could afford a lower selling price because Ancubic is a boutique developer with a small team. Everyone is very committed and hands-on. I'm proud that we have a very efficient and professional team, hence we are able to save on operating costs," he enthused.

Cubic Botanical opened for registration in August last year and opened for sales before Chinese New Year. A pre-launch event will be held this weekend. As at March 19, some 50% of the project has been sold.

"About 10% of our units are targeted at buyers from Hong Kong and Japan and about 70% of these units have already been sold," Low said.

He believes that the encouraging sales is due to the product type, project location and pricing.

"The project is located between the New Pantai Expressway (NPE) new interchange and a 200-acre forest reserve. Mid Valley City is down the road while KL Sentral is just around the corner. From NPE you can go everywhere," Low said.

He also believes that the best branding strategy for a developer is to ensure that its buildings are of good quality.

"We use thicker piping to prevent leakage. We also use an anti-cockroach drainage system as well as anti-slip tiles in the bathrooms. We don't mind investing more in the details as we understand that a building that could stand the test of time is the best branding strategy," he explained.

Moving forward, the developer is looking to launch a high-rise residential project in Bukit Tinggi, Klang.

## Top property stock driven by Qatari bet on Palawan

BY IAN SAYSON

**MANILA:** A Qatari fund's bet in one of the world's most beautiful islands is driving this year's hottest property stock rally.

Premiere Horizon Alliance Corp, which is building one of the largest Philippine tourism estates, has more than tripled this year, beating all of its global peers with more than US\$15 million (RM61 million) in market value. And more gains may be coming, says CEO Augusto Serafica Jr. Just wait until Qatar's Sama Global Investment releases the funds to develop Premiere's 850ha property in the western island of Palawan, he says.

Investors are hoping the money will revive the former film-making company, whose stock fell in seven of the past 10 years. Sama is ready to lend Premiere more than US\$280 million, about 16 times the builder's capital and 23 times its market value of 647 million pesos (RM49.6 million) as of December, as soon as Premiere completes its requirements — it needs to provide documents including a business plan,



Palawan was voted No. 1 in Conde Nast Traveler's list of the world's best islands in January 2016.

said Serafica, declining to give a timeline. "It's a game-changing deal," he said in an interview March 20. "This will get our tourism project off the ground. It will be our crown jewel."

Sama could be Serafica's biggest coup

since the investment bank that took Premiere public more than two decades ago brought him in in 2010 to "clean up the mess" from a failed gaming partnership with a South Korean investor. After restructuring the company, he sold that venture in 2014.

Palawan is home to the Puerto-Princesa Subterranean River, a Unesco World Heritage Site, and is dotted with pristine beaches, limestone rock formations, forests and reefs teeming with marine life. It was voted No.1 in Conde Nast Traveler's list of the world's best islands in January 2016.

While Premiere's rally is stellar, the shares have lost 27% since a high in February. The volatility indicates the stock remains a speculative play, according to Rachele Cruz, an analyst at AP Securities Inc. It's one of the many Philippine companies that aren't covered by analysts, and its debt was three times its equity at the end of the third quarter. Its valuation of about 60 times earnings is almost three times that of Philippine Stock Exchange Property Index members.

"It's a huge and attractive project, but because of the absence of details, many investors are cautious," Cruz said.

Premiere's Palawan plan includes building five hotels, a golf course and three malls in three years. — Bloomberg

BLOOMBERG



BY TAN AI LENG

# How to put the **new** back in **New Villages?**

Sekinchan was once a fatigued small town that has evolved into a popular tourist destination.

In attempting to rejuvenate an aging town or building, we could always demolish and rebuild from scratch. But sometimes, a better option in value creation could be to adopt conservation and place-making elements instead.

Take Japan for example, the former Samurai Districts such as Hagi, Kakunodate and Kanazawa have seen the preservation of centuries-old samurai mansions built during the Edo Period, and now these castle towns have become iconic heritage areas showcasing Japan's cultural legacy.

In Taiwan, the old Shen Keng Street just outside Taipei City which was once populated by mainly tofu makers, is being restored to turn the 300m-long street into a Tofu Capital where one could taste all kinds of tofu, including both fermented and freshly-made bean curd, tofu ice-cream and the notorious stinky tofu.

In Malaysia, there are 613 new villages scattered over various states and according to the government, they are all facing similar problems - rural to urban youth migration, aging residents and poor infrastructure maintenance.

Housing and Local Government Ministry (KPKT) Special Functions Officer Chua Yee Ling, who is given the task of overseeing the rejuvenation of Chinese new villages says reviving the new villages is better than letting them deteriorate.

For instance, Sekinchan in Sabak Bernam District, Selangor, was once a fatigued small town but when village rejuvenation was initiated by the Sekinchan Tourism Association in 2008, to create value-added tourism related activities that leverage its local history and industries such as fisheries and agriculture, the town has become one of the most popular tourist spots in Selangor.

Chua says a successful village rejuvenation programme must be able to integrate local industries and heritage preservation with modern day life and progress.

"Many perceive rural development to mean building infrastructure like roads or to demolish the old and build new things. But these are all hardware development which doesn't enhance the original features or essence of the particular place or new village," she tells EdgeProp.my.

Chua was handpicked by Housing and Local Government Minister Zuraida Kamaruddin for the post to assist the ministry in rolling out its National Community Policy and the New Village Rejuvenation project.

Over the past two decades, Chua says a lot of money has been spent on infrastructure development in new villages such as setting up new community libraries, rebuilding drainage systems, roads and bridges or village entrance archways.

"The infrastructure



## Number of New Villages in Malaysia

Perak	158
Johor	123
Selangor	81
Pahang	62
Negeri Sembilan	59
Kelantan	48
Kedah	37
Melaka	23
Pulau Pinang	14
Terengganu	3
Kuala Lumpur	3
Perlis	2
<b>Malaysia (total)</b>	<b>613</b>

SOURCE: KPKT

can improve the living environment but it will not be sustainable if there is no socioeconomic growth," says the former Kuala Sepetang assemblywoman who hails from Batu Pahat, Johor.

### Attracting the young to New Villages

Of the 613 Chinese New Villages (or Xin Cun in Mandarin) in Malaysia, 436 were formed by the British colonial government, 134 were organised villages (kampung tersusun) while another 43 were fishing villages (kampung bagan).

Organised villages are resettlements of native villages built on government land for communities which have been displaced due to reasons such as natural disasters,

government land acquisitions for infrastructure development or to improve the livelihood of a community.

"Every village has its historical value which is worth preserving. When we talk about quality living, New Villages have all the potential to attract young families to settle down there. They can provide an affordable option for new homebuyers," says Chua.

"Furthermore, residents in New Villages are generally warm and hospitable, something those living in cities seldom experience," she opines.

KPKT will be appointing 70 officers who will be in charge of their respective villages. They are to study and come up with rejuvenation proposals for each village.

"Rejuvenation is more than painting murals. As every new village is different, there can't be a 'one size fits all' model. Thus, they [the officer] will need to do their research, engage with local stakeholders as well as local talent to find creative ways to revitalise the town," emphasises Chua.

The proposed community activities must fulfil at least one of three objectives set by KPKT. They are: women's empowerment, kids' education, and improvement of living environment.

The ultimate goal is to create a sustainable model of preserving the village's cultural features, to empower the community and revitalise the local economy as well as create a good quality living environment that could even attract the young to live and work in the New Villages.

### Challenges in securing land titles

New Villages are often neglected by their residents. Though they

may have lived there all their lives, many fail to obtain land ownership. This discourages them from treating the village as their own home and to preserve it for future generations.

As most New Villages have been formed pre-independence and with land issues coming under the jurisdiction of the respective states, there are no standard rules or guidelines for land ownership.

Some residents of New Villages in certain states have successfully obtained 99-year leasehold titles while some hold temporary operating licences (TOL) which have to be renewed annually or biannually.

Meanwhile, residents who live in villages that were built on forest or river reserves, cannot apply for land titles.

"Many have waited for decades for a land title but there are no guidelines or timeline as to when they could get one. There are also many cases of fraud where villagers, especially the elderly, fall victim to bogus agents who claim that they could get the land titles for them for a fee," she adds.

According to Chua, many residents live in fear that the land they are on could be taken away anytime.

"Without a sense of belonging, it will be difficult to encourage residents to voluntarily protect and maintain the village. It needs strong political will [by state governments] to resolve the land issue, as it's complicated and involves legalities and land surveys," she says.

At the Federal government level, Chua notes that KPKT is now working on forming a land policy for New Villages which could be a guideline for the process of obtaining land titles as well as the future development direction of New Villages.

"The task of New Village devel-

opment was only just given to us in September 2018. We will need to take at least one year to draft the policy due to the complexity of land issues," she says.

Once the policy is formed, the land title application process will be more transparent, and efforts to rejuvenate New Villages could move forward regardless which political party helms the government in future, she adds.

### Talent and ideas wanted

Besides funding, Chua has observed that creative talents and ideas are valuable resources for an effective rejuvenation scheme.

For instance, a community library would be meaningless if it was closed half the time because there was no one to take charge and organise activities for the children or the local community. Similarly, waste sorting bins are useless if the community is ignorant about the importance of separating their garbage, says Chua.

There are many good ideas out there but funds and manpower are lacking to carry them out, says Chua, while on the other hand, those in the private sector who are keen to contribute to society are finding it difficult to identify the areas that need their help. Hence, through cross-industry collaboration, KPKT aims to link both together to contribute to the same goal - to give life to New Villages.

Chua knows patience is needed in efforts to rejuvenate the New Villages and there may not be significant change within a short period. After all, it took more than 10 years for Sekinchan to transform itself from a quiet town to a vibrant eco-tourism village. Nevertheless, it is KPKT's hope that it could help each village find its own model of growth and sustainability.



Chua: Every village has its historical value which is worth preserving.



# 5 things about MONT' KIARA and the market slowdown

BY RACHEL CHEW



LOW YEN YEING | EdgeProp.my

**M**ont'Kiara is a familiar address in the Klang Valley for high-rise residential properties in the mid- to high-end price range. Remarkable capital appreciation of the properties in Mont'Kiara have been a boon for property investors in the past.

What about in recent times? No doubt the overall market slowdown of high-end high-rise residences in Malaysia has affected Mont'Kiara as well. But what the numbers show is that Mont'Kiara has held its own.

According to EdgeProp.my's sales transaction data, the average transacted price psf of Mont'Kiara's high-rise residential properties were stable and only down by 0.42% and 0.41% year-on-year in 2016 and 2017, respectively.

Based on transactions between 2012 - 2015, the average price of non-landed homes in Mont'Kiara has

grown by 20.3% from RM596 psf to RM717 psf. The year-on-year growth in 2014 itself was almost 11%.

However, from 2014 onwards till 2018, there was a marked slowdown with the average transacted price growing by only 6.43% over five years (from RM699 psf in 2014 to RM744 psf in 2018), a reflection of the overall market downturn.

But things seem to be looking up recently, with improvements in the average transacted price psf and transaction volume last year (2018). While such positive figures may indicate that the market could be recovering soon, property agents who specialise in Mont'Kiara areas are looking at the numbers with cautious optimism. Nevertheless, for the long term, they remain bullish about investing in Mont'Kiara properties.

Here are five things you should know about the current Mont'Kiara housing market.

## 1 Increase in transaction volume in 2018

Mont'Kiara saw some 707 residential properties transacted in 2018, a 36.7% increase from 517 transactions in 2017.

According to Propstar Realty team manager Kevin Teh, there were more client enquiries and transactions in Mont'Kiara last year, especially after the announcement of the 5% hike in Real Property Gains Tax (RPGT) in Budget 2019 last November for the disposal of property priced above RM200,000, from the sixth year effective Jan 1, 2019.

"It was no surprise to see more transactions in Mont'Kiara last year-end because of the RPGT announcement. Overall, the Mont'Kiara residential property market has seen a slight improvement in 2018 compared with the previous year," Teh notes.

MIP Properties team leader Freeman Woo says the Mont'Kiara market has been rather active over the past year, although the general market remained sluggish. In fact, he says the team has been closing deals in Mont'Kiara every week over the past one year.

### Mont'Kiara's residential property transaction volume



EDGEPROP.MY

## Mont'Kiara's average residential property transaction prices



EDGEPROP.MY

## 2 Asking prices down, transacted prices stable

Besides the RPGT hike, Teh believes the higher transaction volume in Mont'Kiara residential properties was spurred by the slight reduction in asking prices.

"Landlords and property owners are definitely more open to negotiate nowadays. I would say generally, asking prices have seen an average drop of 10% to 20% over the past few years. But the price drop is not too bad compared with other areas in the Klang Valley," he notes.

When it came to transacted prices however, Woo points out that Mont'Kiara homes have been holding up firmly.

"Of course not all are transacted at good prices. About 10% of the overall transactions were most probably transacted below market price but those were mostly owned by foreigners who needed to let go of their units soonest possible when they decided to go back to their countries," he says of the expat enclave in Kuala Lumpur.

According to EdgeProp.my's data, the average transacted price psf of residential properties in Mont'Kiara stood at RM744 psf in 2018, up 4.6% from RM711 psf in 2017 following minute year-on-year dips in 2017 and 2016.



**Teh: If you have a million ringgit, you get a lot more choices in Mont'Kiara now compared with five years ago.**

LOW YEN YEING | EdgeProp.my

## 3 In 2018, the highest transacted price was RM1,479 psf

Woo and Teh both describe Mont'Kiara as a "fairly active and stable" high-rise residential market which seems to be resilient against the general tide of low market sentiments among consumers.

Among the transactions last year were several multi-million ringgit deals. The most expensive transactions in 2018 in the area were eight units at Kiara 9 which were sold at an average of RM1,479 psf or RM3.23 million.

Kiara 9 is a mixed residential development completed in early 2011 by Kina Bijak, a subsidiary of Mitrajaya Holdings. It comprises landed villas and a 41-storey condominium with built-up sizes ranging from 1,661 sq ft to 2,694 sq ft. It was priced at around RM790 psf when it was first launched in 2008.

Besides Kiara 9, Verve Suites and Arcoris Mont'Kiara were also selling at above RM1,000 psf in 2018. Verve Suites, a luxury fully-furnished serviced apartment with built-up sizes of 462 sq ft to 1,394 sq ft in Mont'Kiara recorded an average transacted price psf of RM1,101 last year, while Arcoris Residences at Arcoris Mont'Kiara, the latest mixed development in the neighbourhood recorded an average transaction price of RM1,050 psf for units with built-up sizes ranging from 850 sq ft to 2,000 sq ft.

### Most expensive transactions in 2018

NO.	PROJECT	AVERAGE TRANSACTED ABSOLUTE PRICE (RM)	AVERAGE TRANSACTED PRICE PSF (RM)	VOLUME
1	Kiara 9	3.23 million	1,479	8
2	Verve Suites	742,571	1,101	28
3	Arcoris	863,296	1,050	72
4	Gateway Kiaramas	677,500	912	4
5	10 Mont'Kiara	3.21 million	875	8
6	11 Mont'Kiara	3.23 million	860	20
7	Residensi 22	1.71 million	809	72
8	Lumina Kiara	1.69 million	801	5
9	Kiaramas Danai	1.74 million	800	21
10	Seni Mont'Kiara	2.53 million	797	58

EDGEPROP.MY

## PROPERTY CHAT



# Condo-minimum: Back to basics

BY DATUK CHANG  
KIM LOONG



**P**eople choose condominiums as their homes for many reasons. Some may be empty-nesters whose landed homes have become too big while others could only afford a condo in the location they want.

A condo may also appeal to those who want recreational facilities at their doorsteps while the sharing of maintenance and repair responsibilities may draw people who have limited time or are not interested in such chores.

The word “condominium” comes from the Latin words “con” which means “together”; and “dominium”, meaning “property”. This type of property ownership has two parts to it: one is the ownership of the individual unit parcel and the other is the joint ownership of the “common property”, with other unit owners.

Hence, one must understand that ownership of a stratified property comes with certain responsibilities. Here’s what you should know:

## Legislations

A strata unit owner must understand the legislations governing strata management and maintenance namely the Strata Management Act 2013 and the legal redress through the Strata Management Tribunal.

Strata owners must be familiar with words such as parcel, common property, share units, JMB, MC, subsidiary MC, AGM, proxies, nominees, election, quorum, types of resolutions, voting rights, COB, charges, sinking fund, maintenance account, by-laws, accountability and transparency.

## Payments

As a unit owner, you are required to pay a monthly service charge to cover the cost of maintenance and the management of the common areas as well as sinking fund contributions for future capital expenditure (collectively referred to as ‘charges’).

These charges will increase over time, as a result of inflation and other aspects

beyond your control. Many of the common facilities and services – such as lifts, swimming pool, landscaped gardens, water features and even security services – are expensive to maintain.

First-time condo buyers usually give little thought to how these charges are derived or who makes the decision about what work gets done. They may also not know whether a project is being looked after by the developer or by a Joint Management Body (JMB) or a Management Corporation (MC).

**A condo will invariably come with a set of rules and regulations for the benefit of the community at large. Whether it is the developer or the JMB or the MC that sets them, the covenants, by-laws, rules and other conditions bind all owners.**

The best way to find out is to study the Sale and Purchase Agreement (SPA) and the Strata Management Act and its regulations to understand the responsibilities that come with stratified property ownership and the contributions to the funds involved.

## Tolerance

Condo residents share walls, floors, ceilings, hallways, entrances and parking areas. Respect for other people’s right to a quiet and peaceful enjoyment of their homes is therefore essential. Your neighbours will appreciate (and hopefully reciprocate) your efforts to turn down the volume of your TV,

close your doors quietly and limit your vacuuming to reasonable hours. However, a condo resident will also need to have some degree of tolerance. For example, you will have to accept the presence of noisy, boisterous children.

## Community rules

A condo will invariably come with a set of rules and regulations for the benefit of the community at large. Whether it is the developer or the JMB or the MC that sets them, the covenants, by-laws, rules and other conditions bind all owners.

These rules govern almost everything, from the election of office bearers; to the allocation of parking spaces, to the use of recreational facilities.

Owners who fail to follow the rules can be fined. Seizure of an owner’s properties can be made if payments are not paid. You can only be happy living in a condo if you are willing to follow its rules and regulations.

## Volunteering time

All unit owners automatically become members of a condo’s JMB (which is formed prior to strata titles being available) or in the MC (formed once strata titles have been issued to the individual units).

The office bearers of the Joint Management Committee (JMC) or Management Committee are made up of volunteer owners. Many condo owners do not volunteer their service. They do not even turn up for meetings.

Being part of a community means being prepared to serve on the JMC or Management Committee, or to help the management in various ways such as getting estimates for repairs or volunteering for tasks that benefit the condo as a whole.

## Before making the move ...

Ask these questions before you buy a strata home:

- What is the history of the development? For instance, are there problems with water leakage or collection of service charges?
- If you are purchasing a unit with no strata

title, will you have to bear the cost of any difference in the built-up area should the unit be larger than the ‘estimated size’ as described in your SPA?

- Ask for a Certificate of amount payable in respect of the unit that you are interested in. The management body is duty-bound by law under the Strata Management Act to provide you with such Certificate within 21 days of your written request.
- What is the current financial status of the condo’s JMB or MC? Ask for a copy of the year-end financial statement, the current budget and evidence of adequate insurance coverage. However, this is usually easier said than done, as such financial statements are considered highly confidential. Hence, you will have to be persistent.
- Does the common property appear to be well-maintained and managed?
- How many units in the building does the developer own? If the developer owns a larger number, it may continue to dominate the JMC/MC.
- Are there enough parking bays for owners and visitors?
- If there is vacant land around the condo, will some new project take shape there in the future?
- Have you heard of ‘in-fighting’ or ‘power struggle’ within the management team?

Get your answers by talking to condo residents, particularly owner-occupiers. As with the purchase of any type of house, buying a condo should be a well thought-out decision based on an understanding of the social, financial and legal aspects of the purchase.



**Datuk Chang Kim Loong** is the Hon. Secretary-General of the National House Buyers Association (HBA). HBA can be contacted at:  
**Email:** [info@hba.org.my](mailto:info@hba.org.my)  
**Website:** [www.hba.org.my](http://www.hba.org.my)  
**Tel:** +6012 334 5676



## COVER STORY

### 4 Yet, some units are going for RM500 psf and below...

Mont’Kiara is often considered a prestigious address that offers luxury residences. On the other hand, more affordable high-rise homes do exist here.

According to EdgeProp.my’s data, there were five projects selling their high-rise homes at RM500 psf and below in 2018. The projects that recorded the lowest average selling price psf based on transactions in 2018 were Lanai Kiara and Aston Kiara 3. Both low-density condominiums recorded an average selling price psf of RM445 psf in 2018.

Lanai Kiara is about 20 years old while Aston Kiara 3 was completed mid-2011. Teh expects to see more such value-buys in Mont’Kiara this year. “It is a buyer’s market now. If you have a million ringgit, you get a lot more choices in Mont’Kiara now compared to five years ago when you may only get a small unit. But now, with the same amount of money, you can get a family home,” he says.

MOHD IZWAN MOHD NAZAM | THE EDGE



**Woo: About 10% of the overall transactions were most probably transacted below market price but those were mostly owned by foreigners.**

### Mont’Kiara projects that transacted at an average RM500 and below

NO.	PROJECT	AVERAGE TRANSACTED ABSOLUTE PRICE (RM)	AVERAGE TRANSACTED PRICE PSF (RM)	VOLUME
1	Kiara 1888	1.45 million	486	2
2	Floral Murni	1.82 million	465	3
3	Vista Kiara	700,417	447	12
4	Aston Kiara 3	709,375	445	8
5	Lanai Kiara	711,429	445	7

EDGEPROP.MY

### 5 The worst is probably over

Woo believes the worst is over for the Mont’Kiara property market slowdown. “I think the worst is over, and we can see signs of recovery such as more requests and enquiries for buying, selling and renting. Investors are also coming back to the market,” he says. Woo also foresees that Mont’Kiara will see better sales volume and higher transacted prices this year due to better market sentiments about properties in Mont’Kiara.

Teh however, has a more cautious view. Although he does not deny that Mont’Kiara has held up well against the market downturn, he expects the Mont’Kiara market to be stagnant in 2019 due to more incoming supply.

“More residential units from Agile Mont’Kiara and Kiara 163 are expected to be added to the market this year and these new units will need some time to be absorbed before we can see the overall price bounce back,” Teh shares.



# MALAYSIA'S BEST MANAGED PROPERTY AWARDS 2019

## *Which is Malaysia's Best Managed Property?*

Results to be unveiled  
at the gala dinner, April 21

**BY INVITATION ONLY**

ENDORSED BY



MINISTRY OF HOUSING AND  
LOCAL GOVERNMENT

PRESENTED BY



PARTNER



SUPPORTED BY

