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TEP
04
FEATURE



Confidence returning to property market

TEP
16
FEATURE



Research online, buy offline

Why you should have agreements for joint ownerships

TEP
18
FEATURE



TEP
20
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VPEX is back with great deals!

Malaysia's first Virtual Property Expo (VPEX) is back with exciting offerings from reputable developers. Organised by EdgeProp.my, VPEX 2019 will run from July 19 to Aug 9, 2019.

A total of 10 established developers are participating in this year's VPEX and will be showcasing 18 hand-picked projects in various locations, of various price ranges and built-ups. Those looking for their dream homes should grab this opportunity as many developers are offering attractive packages and freebies during this period including incentives under the National Home Ownership campaign, rebates, free legal fees, easy homeownership packages and free electrical goods vouchers. It is definitely a good time to buy.

VPEX 2019 participating developers are Berjaya Land Bhd, I&P Group Sdn Bhd, Matrix Concepts Holdings Bhd, Paramount Property, Platinum Victory Holdings Sdn Bhd, Rawang

Lakes Sdn Bhd, Sime Darby Property, S P Setia Bhd, Tropicana Corp Bhd and Villamas Group.

Participating projects are located in prime and emerging areas in the Klang Valley, offer easy access to highways and are close to amenities.

Among these projects are Rawang Lakes' Acacia Park at Bandar Tasik Puteri; S P Setia's Amantara, Peranakan Straits and The Grove at Setia Eco Templar in Rawang; Sime Darby's Reesia at Elmina Gardens in Shah Alam; Paramount's Berkeley Uptown in Klang and Greenwoods at Salak Perdana in Sepang; Villamas' meta_residence in Seri Kembangan; Berjaya Land's The Tropika at Bukit Jalil; Platinum Victory's PV9 Residence at Taman Melati and Platinum Arena at Old Klang Road in Kuala Lumpur; Tropicana's Tropicana Aman in Kota Kemuning, Tropicana Heights in Kajang, Tropicana Metropark in Subang Jaya and Tropicana Gardens in Kota

LOW YEN YEING | EdgeProp.my



FLASHBACK:

VPEX was the first of its kind when it was launched in 2017 by Sharifah (left).

Malaysia
Virtual Property Expo 2019 EdgeProp.my

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Damansara, Petaling Jaya as well as I&P's Althea at Alam Impian and Temasya 8 Business Suites in Shah Alam; and Matrix Concepts' Cadena II at Ara Sendayan, targeting buyers who are looking for a property in Negeri Sembilan.

Launched in 2017 at an event officiated by the then Secretary-General of the Ministry of Communications and Multimedia Malaysia Datuk Seri Dr Sharifah Zarah Syed Ahmad, VPEX is Malaysia's first virtual property expo serving as a platform for buyers to check out new properties and meet the developers behind them online before visiting the show galleries.

VPEX has changed the conventional way of buying/selling properties as buyers could "meet-up" with the developers online, any place and anytime, to view the property virtually and have a quick online chat with marketing representatives to learn more about the project.

VPEX also makes it convenient for people to check out numerous

projects in one place especially for those who find it too troublesome to visit every sales gallery of the property projects they are interested in or do not want to deal with sales people directly.

Loan eligibility checks and prizes

For those interested in a property but unsure about whether they can afford it, VPEX 2019 offers them the opportunity to check and download their own free credit report and even get an instant loan eligibility check.

For VPEX 2019, visitors to the site who post enquiries to any participating developers on any participating project will stand a chance to win attractive prizes including home security cameras, Bosch tool sets and handheld vacuum cleaners.

Check out vpeX.edgeprop.my now. There are great deals to be had. Who knows, you might end up with your dream home!

NEWS HIGHLIGHTS from www.EdgeProp.my

IJM Corp MD/CEO Soam to retire

IJM Corp Bhd has announced that Datuk Soam Heng Choon, who is reaching the age of 60, will retire as the managing director (MD) of the company upon the conclusion of the annual general meeting on Aug 28, 2019.

According to IJM Corp's filing with Bursa Malaysia recently, Soam would remain as CEO of the company until Aug 31, 2019.

Liew Hau Seng, 53, will step up as the new CEO and MD of the company with effect from Sept 1, 2019. He is currently the MD of IJM Construction Sdn Bhd.

RM91.86m RPGT collected

Finance Minister Lim Guan Eng recently said the government collected RM91.86 million through the Real Property Gains Tax (RPGT) for the disposal of properties that had been acquired more

Matrix Concepts to throw another Musang King fiesta this Saturday

Following the very successful Musang King Fiesta at Matrix Galleria Ara Sendayan in Seremban, Negeri Sembilan last Saturday (July 13), Ara Sendayan developer Matrix Concepts Holdings Bhd will be throwing another durian fiesta this Saturday (July 20).

To be held from 11am to 3pm at Residensi SIGC, Paroi Jaya, Negeri Sembilan, in-season local fruits such as rambutan will also be served. The fiesta will also be filled with activities such as face painting and sand art. There will also be a magic show, a clown performance and an inflatable castle for kids.

Last Saturday's event attracted



hundreds of durian lovers to feast on the popular Musang King for free. "Durian from Negeri Sembilan are among the best. So today, we bring it all here and they will defi-

nitely satisfy any cravings for the fruit," said Matrix Concepts Chief Sales and Marketing Officer Lim Kok Yee at the fiesta last weekend.

disposal of properties of more than five years since its implementation on Jan 1, 2019.

As of July 9 this year, Lim said 4,524 disposals had been made, of which 553 are by companies to-

talling RM60.63 million, 3,760 by individual Malaysian citizens and permanent residents of RM29.14 million, as well as 211 by individual non-citizens and non-permanent residents of RM2.08 million.

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DATE
Sunday,
18 August 2019

TIME
8.30am - 12.00pm

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Gallery Bukit Jalil

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BY CHELSEY POH

The market has been in a prolonged slowdown for several years now but there has been no significant drop in property prices.

According to the National Property Information Centre (Npic), in the first quarter of 2019, the average house price and the median house price stood at RM339,780 and RM268,000 respectively, compared with RM396,287 and RM296,944 in 2018 respectively.

Will there be a marked decline in house prices around the corner? Those who are waiting for that to happen before they start buying — do they wait longer? Is now a good time to buy?

We asked property consultants/agents and all agreed that housing prices are at the bottom now and house prices will only go up in future.

Axis REIT Managers Bhd head of investment Siva Shanker is optimistic about the market.

“I expect the market to improve further by end-2019. We are probably at the bottom of the u-curve,” says Siva, who is also a past president of the Malaysian Institute of Estate Agents.

He believes confidence is returning to the market as several large infrastructure projects have been confirmed while the government continues with its efforts to beat corruption. “Hopefully in the next few years everything will get better and the economy will become stronger. As the economy grows stronger, the property market will follow suit,” he says.

Signs of recovery, he adds, have been seen since last year (2018). “More people are looking for houses, making enquiries and viewings,” he says, adding that there is usually a lag of six months before interest translates into transactions.

Npic’s data show that transaction volume of residential properties increased by 1.4% in 2018 following declines over three consecutive years since 2015. Transaction value last year also edged up by 0.42% from 2017.

Henry Butcher Malaysia COO Tang Chee Meng tells EdgeProp.my that he expects property prices to increase within a 5% to 10% range annually in future but for now, he adds, price movements will be “flattish”.

Time to buy

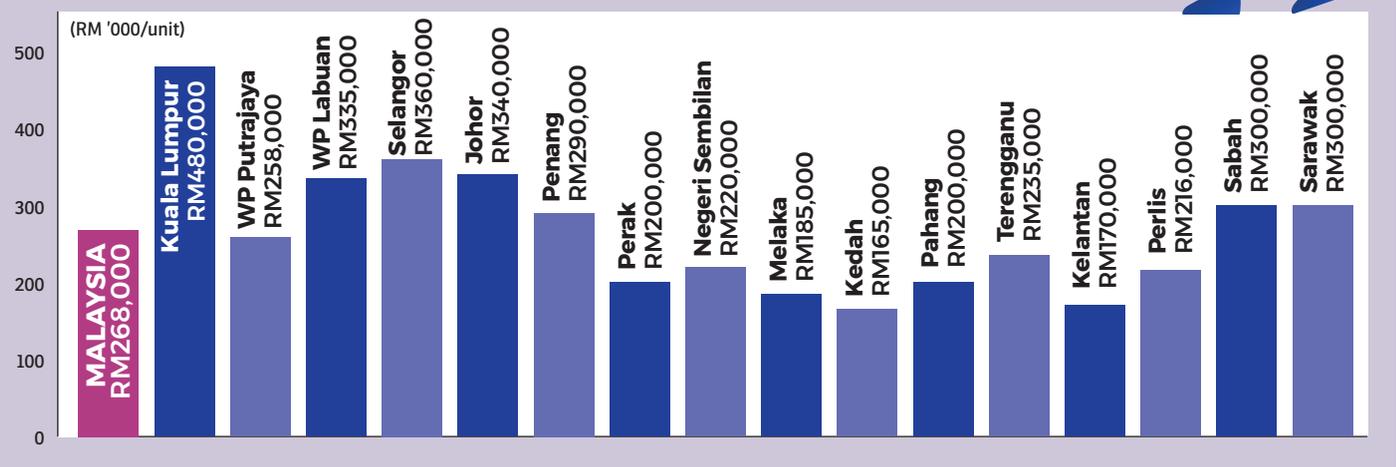
A down market such as this, he says, is a good opportunity for cash-rich investors to pick up properties at off-peak prices, while for normal homebuyers, a good time to buy will be when there are signs of market recovery.

Tang expects home-buying interest to improve in the second half of 2019 (2H2019) as the National Home Ownership Campaign (HOC) would help

Confidence RETURNING



Median house prices in Malaysia, by state (1Q2019)



MEGAHARTA REAL ESTATE

SOURCE: NAPIC



Teh: Housing price may rise with reduced overhang units.

LOW YEN YEING | EdgeProp.my



Siva: More people are starting to look for houses, making enquiries and viewings.

THE EDGE



Tang: One should never hope to buy at the lowest price or sell at the highest.

push sales. He anticipates an increase in residential transactions in 2H2019 but a drop in average transaction price partly due to the campaign.

Megaharta Real Estate Sdn Bhd real estate negotiator Joseph Teh believes that the HOC and stamp duty waivers will reduce the number of overhang units which in turn may raise housing prices especially with low incoming supply ahead.

Teh expects housing prices to be stagnant for the next two years, and a large price decline will be unlikely, going forward.

He cites a developer who told him that there has been no new development orders submitted to Majlis Perbandaran Kajang in 2019. Hence, he believes there will be even fewer new launches in 2H2019 or early-2020. With supply reduced, he expects the market to recover quickly. So, instead of waiting, it is now a time to buy, Teh offers.

Based on the 10- to 12-year real estate cycle, a peak will appear after a slump. “This means that [the market] may rebound any time after a reconciliation period. We are looking forward to a bullish market in about three years,” he predicts.

Teh adds that buyers on the secondary market will have greater bargaining power giving them a good chance of buying undervalued properties.

For the primary market, the HOC has been extended till Dec 31, 2019.

“The HOC 2019 is a good time for Malaysians to take advantage of the attractive discounts, sales packages and stamp duty waivers,” Tang says, adding that it is still a good time to buy properties as prices have come down from their peaks and developers have made it easier to own properties with their easy payment and other schemes. Participating developers are typically offering discounts of at least 10% during the HOC. Any other discounts would be a bonus.

There are still uncertainties

Nevertheless, the impact of a prolonged trade war between China and US may affect the local economy and delay any economic and property market recovery while local political uncertainties may also drag market sentiments.

“The Malaysian property market appears to be turning the corner but there are still many challenges lying ahead before we can reach a full recovery,” notes Tang.

Therefore, Tang stresses that it is imperative in

uncertain times for buyers to be even more diligent in research and select the right location, developer and property.

Tang reminds buyers to be more selective in choosing developers with good track records and sound financial position.

“It is never easy to determine the best time to buy a property but one should never hope to buy at the lowest price or sell at the highest,” he continues. “The important principle to follow is to choose the right location where prices are less affected in a downturn and a developer with good track record.”

Which location?

One would seldom go wrong investing in mature areas that have high demand supported by a growing population as these areas are price-resilient. The problem is, however, property prices in these areas are usually beyond the reach of most Malaysians. The average wage earner could consider new growth areas that are poised to benefit from the future completion of new infrastructure or catalyst projects such as highways, public transportation routes, new financial centres and universities, offers Tang.

Megaharta’s Teh concurs, saying, “follow the infrastructure” will be the new popular phrase in real estate buying for the next 20 years.

Among such areas are Seri Kembangan, Subang Jaya and Bukit Jalil in Selangor as well as Taman Melati and the Old Klang Road area in Kuala Lumpur.

Meanwhile, the growth centres could be Wangsa Maju and Ulu Kelang, thanks to the Duta-Ulu Kelang Expressway (Duke 2) and Setiawangsa-Pantai Expressway (SPE); Sungai Buloh; Kota Damansara; Kepong; and Cheras owing to improved connectivity from proposed new MRT (mass rapid transit) lines while the upcoming Tun Razak Exchange development will spur buyers’ interest in the Jalan Imbi, Cochrane and Kampung Pandan areas.

At the same time, Axis REIT’s Siva sees potential in areas further away from KL city centre such as Rawang, Semenyih, Klang, areas near Kota Kemuning and even Seremban in Negeri Sembilan. “People need to get used to living further away; city centre and suburbs are too expensive,” he says.

Median house prices in Malaysia, by year (2010–1Q2019)



SOURCE: NAPIC

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Malaysians are still interested and should continue to buy properties as long as the property meets their requirements — meeting lifestyle needs, at a good location and being reasonably-priced properties that they could afford.

Of course the old mantra of “location, location and location” still works, but buyers want far more today — quality yet affordable homes, lifestyle features with adequate built-up sizes as well as proximity to amenities and public transport.

Property developers have observed that homebuyers these days are concerned about the quality of their living

environment and value sustainability.

Participating developers of the Malaysia Virtual Property Expo 2019 (VPEX 2019) that runs from July 19 to Aug 9, 2019 at vpex.edgeprop.my are offering exciting promotions for buyers during the VPEX period. The 10 developers include the top players in the country and they have carefully picked 18 projects that they feel meet buyers’ requirements and needs today.

The developers are Berjaya Land Bhd, I&P Group Sdn Bhd, Matrix Concepts Holdings Bhd, Paramount Property, Platinum Victory Holdings Sdn Bhd, Rawang Lakes Sdn Bhd, Sime Darby Property, S P Setia Bhd, Tropicana

Corp Bhd and Villamas Group.

The projects being sold during VPEX are located in prime or up-and-coming areas in the Klang Valley and Greater Kuala Lumpur including Seremban that have easy access to highways and are close to amenities.

The property developers believe that the market is gradually gaining momentum and is on its way to recovery — slowly but surely. The developer’s role, they say, is to offer the right product at the right pricing to attract genuine homebuyers.

They also believe the collaboration between the government and the private sector to initiate the Home Ownership Campaign (HOC) which will run until

the end of this year, providing stamp duty exemptions and price discounts, gives homebuyers even greater motivation to own a home.

During VPEX 2019, some participating developers are offering even more freebies to buyers of selected projects including zero down payments, referral reward discounts, rebates, flexible financing packages and gift vouchers.

Hence, industry players opine that now is as good a time as any to buy and own a property, especially first-time homebuyers.

Read on to find out more about the offers from the VPEX 2019 participating developers and their take on the Malaysian property market.



Datuk Koe Peng Kang

Senior executive vice-president
of S P Setia Bhd



Setia Eco Templer Sdn Bhd

Participating projects

Amantara

The Balinese-inspired Amantara homes make up the latest phase of Setia Eco Templer in Rawang, Selangor. It consists of Samara link villas; Maya semidees; and Alila and Ayana bungalows. Prices range from RM1.065 million to RM4.024 million. The phase is slated for completion in 2021.

Alila and Ayana comprise only six bungalow units each. Alila has a built-up of 4,516 sq ft while Ayana is 4,335 sq ft. Both have standard land sizes of 75 ft by 85 ft.

Maya comprises 60 semidees with unit built-up sizes of 2,897 sq ft, while Samara features 62 linked villas with built-up size of 2,598 sq ft.

Peranakan Straits

Peranakan Straits, the second phase of Setia Eco Templer, offers link villas and semidee homes. Though there are four different designs available, they all share Peranakan design features.

The link villas are called Azula and Ophelia. There are 54 Azula units with built-up sizes of 2,292 sq ft while the 40 Ophelia units come in standard built-up size of 2,477 sq ft.

Meanwhile, there are 34 Emeria and 40 Elia

semidee homes. Emeria has a built-up size of 2,797 sq ft while Elia has a built-up of 2,781 sq ft.

Prices start from RM888,000 to RM1.507 million. The phase is slated for completion in 2020.

The Grove @ Templer

The Grove @ Templer is the commercial hub of Setia Eco Templer. The 5-in-1 commercial hub consists of 40 exclusive 2- and 3-storey shoplots with built-ups starting from 2,996 sq ft to 7,262 sq ft. Prices start from RM1.8 million.

The Grove @ Templer fronts main road Jalan Rawang and offers excellent visibility in the high traffic area. There are also ample parking bays and an extended external walkway.

The shoplots offer versatile layouts, high ceilings and sophisticated glass facades, making it ideal for a diverse range of businesses such as F&B outlets, showrooms, clinics, salons, laundromats, banks, boutiques and many more. The project will be completed next year.

Market outlook

We are seeing a recovery in market sentiment. Recent sold-out launches of Setia Eco Glades’ Reef of Tropic, Setia Safiro Phase 1 Rosario and Setia Mayuri Phase 1 semi-detached homes are proof that the market remains strong for products that match demand of the current market in terms of development concept, location and pricing.

On this note, our product diversity has been well received while demand for Setia products is still strong. Of course, the momentum is being complemented by our FlexKey rent-to-own homeownership solution and the government’s HOC.

In the current market, unique development concepts such as our award-winning Eco Landscape concept, and the Live, Learn, Work, Play lifestyle are proven success in our consistency in delivery of quality products. In Setia, we have huge diversity of locations in major cities that we can tap into.

We believe now is the best time to buy a house. Currently, the government is actively encouraging homeownership, through incentives such as the HOC. This is coupled with campaigns such as our Setia Flex where we offer four different options of flexible financing, rewards and incentives that will fit the needs of different buyers. First-time homebuyers especially should take up this opportunity and buy their first house during this time.

Since last year, the industry has experienced a few changes with various incentives and schemes being introduced to the public. Both developers and the government have played their part in creating a more favourable environment for the people to own a home.

Hopefully, we’ll get the banks to join in the effort by relaxing their lending regulations for first-time homebuyers. We also hope the government can relax the Malaysia My Second Home requirements to encourage foreign buyers to invest and stay in Malaysia.



Actual photo of the Amantara bungalow show unit at Setia Eco Templer.



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Developer License No : 14331-4/11-2020/01009(L) - Validity Period 22.11.2018 - 21.11.2020 - Advertising Permit No : 14331-4/11-2020/01009(P) - Validity Period 22.11.2018 - 21.11.2020 - Land Tenure : Leasehold 99 years (Expiring 4 October 2116) - Land Restriction : Tanah ini tidak boleh dipindah milik, dipajak atau digadai melainkan setelah mendapat kebenaran Pihak Berkuasa Negeri - Land Encumbrances : AmBank (M) Bhd - Approved Authority : Majlis Perbandaran Selangor - Reference No : MPS.3/2-1371/1802(OSC3.0)PB/F2B(A) - Completion Date : November 2021 - No of unit: 2 Storey Terrace House Type RT2 - A & B (75 units), 2 Storey Semi-Detached Type RB3 - A & B (68 units), 2 Storey Bungalow Type BG1 - A & B (12 units) - Selling Price - 2 Storey Terrace House Type RT2 - A & B (Min RM1,427,400 - Max RM 2,119,500), 2 Storey Semi-Detached House Type RB3 - A & B (Min RM2,022,300 - Max RM 2,405,700), 2 Storey Bungalow House Type BG1 - A & B (Min RM4,810,000 - Max RM5,324,800)

Tan Tee Ming

Senior general manager
property marketing



Market outlook

The current market is a buyers' market offering homebuyers many options. According to an analysis by property consultant Rahim & Co, housing prices recorded a general drop over 2015-2018 with only selected developments seeing positive growth in compounded annual growth rate.

Over in Kuala Lumpur city centre, the generally soft property market took a toll on housing prices as many serviced apartments and condominiums saw their average transaction prices drop.

However, over in Bukit Jalil, Selangor, the analysis revealed that prices are holding up. The key factors that we observed from the continuous growth spurt in Bukit Jalil despite the general market slowdown is that the area

is driven by owner-occupiers and inheritance (generational investments).

As the market continues to evolve, the next generation of homeowners are seeking homes that suit their desired lifestyle, hence lifestyle developments that offer conveniences for growing families such as connectivity, education, leisure, healthcare and retail amenities within close proximity are the most desirable. Having a grocer and F&B outlets a stone's throw away would definitely win the hearts of homebuyers.

We believe that this is the best time for people to buy their dream home as many developers are offering financial schemes to aid first-time homebuyers. It is during this soft market that one will be able to find the best prices and deals.

Participating project

The Tropika @ Bukit Jalil

Strategically located in Bukit Jalil, The Tropika features 868 units spread across four towers. Unit built-ups range from 732 sq ft to 1,318 sq ft with only five to seven units per floor.

The 6.5-acre freehold project is nestled amidst the greenery of Bukit Jalil Recreational Park. Among the towers lies a full-fledged 2.9-acre deck with 68 facilities including an infinity pool, zen garden, boxing ring and many more.

One of the deck's unique features is its biophilic design similar to the pattern created by some tree species where the crowns of the fully stocked trees do not touch each other, forming a canopy with channel-like gaps.

The Tropika is easily accessible via major highways such as the Damansara-Puchong Expressway, Puchong-Sungai Besi Highway, Shah Alam Expressway, Maju Expressway and New Pantai Expressway and is well-connected by public

Berjaya Land Bhd



An artist's impression of The Tropika.

transportation, including the Rapid KL bus and light rail transit services.

The project is also located close to educational institutions such as SJKC Lai Meng, the International Medical University and Asia Pacific University, as well as sports and recreational facilities such as the Bukit Jalil Sports Complex.

Offers during VPEX

The "Own a Home" Easy Ownership Campaign by Berjaya Land features a low down-payment and an easy entry booking fee of RM1,000.

Buyers can enjoy up to 18 months of interest-free credit card instalments and free Memorandum of Transfer, sale and purchase agreement and loan legal fees while selected homebuyers may also receive a free holiday package (terms and conditions apply).



Gan Yee Hin

Group executive
director



Market outlook

As a property developer, we need to be optimistic, no matter what the market conditions are. The current market outlook seems positive, boosted by the government's various initiatives to encourage homeownership, for instance, the Home Ownership Campaign (HOC), which has been extended to the end of 2019.

This year is probably one of the better years to buy property especially with the extended HOC — you can save some money in stamp duty exemption on instruments of transfer and loan agreements.

I believe housing demand will always be there as having a shelter is a necessity. However, types of property that will do well depend on the locality and buyers' affordability.

We at Platinum Victory have been developing high-rise buildings in prime areas which are competitively priced according to market needs. This will somehow bring us through.

There isn't any specific rules of best timing or worst timing to purchase a property, so long you have the need and can afford to buy. Having said that, you have to select carefully based on what best suits your needs and the reputation of the developer.

Participating projects

Platinum Arena

Platinum Arena is a sports-themed serviced apartment and commercial project located adjacent to the Sports Arena Sentosa in Old Klang Road, Kuala Lumpur.

The 2.9-acre development offers 728 units of serviced apartments housed in two 36-storey blocks; and 36 shopoffices housed within two floors. Built-ups of the serviced apartment units range between 650 sq ft and 1,008 sq ft and are expected to be completed in 2022.

Platinum Arena will offer facilities such as an indoor sports hall with a basketball court, swimming pool, gymnasium, playground, reading room, yoga deck, canopy walk, jogging track, viewing deck and a sky lounge.

Future residents could enjoy easy access to Petaling Jaya and Kuala Lumpur city centre. Various amenities are available nearby including a wide of range of F&B choices in Old Klang Road and Kuchai Lama as well as shopping malls such as Mid Valley Megamall, Sunway Pyramid and NuSentral.

PV9

PV9 is Platinum Victory's second transit-oriented development. Located in Taman Melati, Setapak, Kuala Lumpur, the 5.6-acre high-rise residential development located

adjacent to Tunku Abdul Rahman University College and Taman Melati LRT Station is slated for completion by 2022.

The development comprises two blocks of condominiums and one block of affordable housing under the name of Vista Wirajaya 2 which was sold out during its launch in January 2019.

PV9 is easily accessible via highways such as the Middle Ring Road 2, DUKE Highway and Tun Abdul Razak Link.

Unit built-ups range between 1,000 sq ft and 1,300 sq ft. Facilities include playground, basketball court, gazebo park, barbecue pits, swimming pool, gymnasium, games room and sky garden.



PV9 in Taman Melati is Platinum Victory's second transit-oriented development.

Platinum Victory

Offers during VPEX

Platinum Arena or PV9 buyers will enjoy 100% stamp duty exemption on the instrument of transfer and loan agreement which are available under HOC.

Besides, purchasers under Platinum Victory Loyalty Program could enjoy a 1% discount when they buy a unit in these two developments.

The company also offers a Referral Reward Program which will give 1% Cash Reward (terms and conditions apply) for existing Platinum Victory purchasers who successfully introduce another new purchaser to buy a unit in PV9.

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F : BerjayaProperties

011-3011 7088

* Developer License No.: 5660-13/01-2021/55(L) • Validity Period: 15/01/2019 - 14/01/2021 • Advertising & Sales Permit No.: 5660-13/01-2021/55(P) • Validity Period: 15/01/2019 - 14/01/2021 • Building Plans Approval Authority: Dewan Bandaraya Kuala Lumpur • Building Plan Approval No.: BP S3 OSC 2018 1791 • Land Tenure: Freehold • Encumbrances: RHB Bank Berhad • Expected Date of Completion: Feb 2023 • Property Type: Serviced Residence • Total Units: 868 units • Bumiputera Discount: 5% • Selling Price: Block A (Min: RM575,800 - Max: RM1,028,800), Block B (Min: RM617,800 - Max: RM1,105,800), Block C (Min: RM732,800 - Max: RM1,314,800), Block D (Min: RM779,800 - Max: RM1,391,800). All art renderings and pictures in this press advertisement are artist's impressions only. While every care is taken in providing this information, any inaccuracy and/or omission is not intentional. The developer cannot be held responsible for variations without notifications as may be required by the relevant authorities or developer's architect and cannot form part of an offer or contract.



Datuk Wan Hashimi Albakri
Wan Ahmad Amin Jaffri
Acting group CEO

Sime Darby Property Bhd

Participating project

Reesia at Elmina Gardens

Reesia features 90 units of double-storey semidee homes with spacious layouts of between 3,243 sq ft and 4,249 sq ft located in the exclusive Elmina Gardens neighbourhood in the City of Elmina. The homes provide ample space for upgrading families, luxurious features and fittings for one's comfort, and security for peace of mind, all within a prime address in Shah Alam.

The uniquely-designed semidees have an opposing or asymmetrical facade to create a bungalow-like frontage. On top of that, the units also offer flexibility for its residents with convertible and flexible spaces via an open-plan layout on the ground floor, a first-floor family living area, and a study room which can be converted into a bedroom if needed.

Offers during VPEX

Sime Darby Property is offering an 8% rebate, promotions under the HOC and a bumiputra discount for buyers of Reesia.



Reesia features spacious layouts and luxurious features and fittings.

Market outlook

The property market is expected to take more time to adjust and it is important for both the public and private sectors to help stimulate recovery.

Timely public policies such as the National Housing Policy targeted at resolving the mismatch of supply and demand provide the industry with much-needed support. This gives Sime Darby Property the confidence to meet our sales target for 2019 and so far, we are on the right track.

We are seeing strong demand for affordable to medium price range landed residential products,

especially in the Klang Valley. Our first product under our Affordable Collection, Elsa, recorded a 100% take-up on its launch day with 165 units sold.

People should take advantage of the Home Ownership Campaign (HOC) 2019 which has been extended to December this year as they will get to enjoy the limited-time benefits offered by the campaign. There is no better time to own a property.

As a property developer, we play our part to help the public own their dream homes by initiating Spotlight 8. The new campaign features a series of weekend super deals and new launches across eight strategic locations in Greater Klang Valley and Johor from July 13 until Sept 29, 2019.

Matrix Concepts Holdings Bhd



Lim Kok Yee
Chief sales and marketing officer



Market outlook

There are some improvements in the property market due to the government's initiatives such as the HOC 2019 as well as lower interest rates offered by banks. The market will pick up as long as we offer the right product at the right location.

People should buy properties now, as prices will get higher and a property will always be an asset in the long run.

Most overhang properties are high-rises located in three major urban areas/cities — the Klang Valley, Johor Bahru and Penang. Therefore, we believe the focus now will be on the suburbs such as Seremban, Kajang, Semenyih, Sungai Buloh, Rawang and so on, where people could buy landed homes at an affordable price.

We hope to see industry players work together to complement each other in their development planning to create a better place to live for future generations.

Participating project

Cadena II @ Ara Sendayan

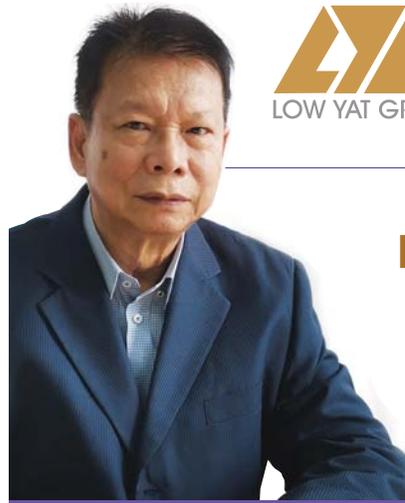
Nestled within the Bandar Sri Sendayan township, Ara Sendayan, is a 194-acre hilltop enclave located just minutes from Seremban town in Negeri Sembilan.

Cadena II @ Ara Sendayan offers 85 units of double-storey terraced houses that come with a built-up of at least 2,584 sq ft on a lot size of 22 ft by 75 ft. Prices range from RM698,888 to RM1,281,578.

This collection of contemporary residences provide residents with the best of Ara Sendayan's hilltop locale while remaining within easy reach of conveniences, amenities, facilities and other daily essentials. The guarded neighbourhood is enlivened with tree-lined pathways, pockets of greenery, and tranquil lakeside views.



An artist's impression of Cadena II.



Rawang Lakes Sdn Bhd

Lee Kok Wah
Group property development/management services director

Market outlook

The market has been mixed and middle to high-end products have been severely affected.

However, the affordable range of properties will still be able to garner sufficient interest due to demand for such properties from the middle-income group, which comprises about 60% of the population.

With the right product, right package and reasonable pricing, we believe there is still sizeable demand for landed homes. We are confident about our developments as our prices are within the affordable range. Furthermore our designs are contemporary, practical and

functional with exceptional quality.

Affordability has been an issue over the past few years for houses within the Klang Valley. Undeniably, properties in urban areas have gone beyond the reach of buyers.

However, properties with good accessibility and transportation facilities have now moved to the fringes, commanding a lower and more affordable price. We believe that the size and price should go hand-in-hand. Over the years, we envisage that the demand for our products will continue to rise and enjoy good capital appreciation in the future.

We strongly believe that investment in properties is one of the pillars of security and old age.



Rawang Lake's Acacia Park.

Participating project

Acacia Park

Acacia Park is crafted as a nature-inspired enclave of peace and quiet. Following the overwhelming response towards Phase 1, 2 and 3 which were fully sold, the company has unveiled Phase 4A with 117 units of double-storey terraced homes that come with spacious built-ups ranging between 1,892 sq ft and 2,585 sq ft, priced from RM561,170.

The project is located in the booming township of Bandar Tasik Puteri, Rawang, which comprises primarily residential, commercial and recreational developments. The township is designed with perimeter fencing, CCTVs at strategic locations, guard patrol and security guard house. Acacia Park is well-connected with major highways such as the LATAR Expressway, Guthrie Corridor Expressway and North-South Expressway.

Offers during VPEX

Besides stamp duty exemption on the memorandum of transfer, there will be zero down payment schemes and free legal fees on Sale and Purchase and loan agreements.

While unsold units are piling up in the market, new property launches at the City of Elmina in Shah Alam, Selangor are being snapped up by people in search of quality and sustainable homes within a good living environment.

One of Sime Darby Property Bhd's finest creations in the Klang Valley, the City of Elmina is a 5,000-acre freehold integrated township development comprising four townships, namely Bukit Subang, Denai Alam, Elmina East and Elmina West.

Underpinned by the sustainable and wellness concept, this RM27 billion development has become one of the most significant developments along the Guthrie Corridor Expressway (GCE) since it was launched in 2013.

The latest offering at the City of Elmina is Elmina Valley 5, the final instalment of the best-selling Elmina Valley series in Elmina West. The launch of the 373 double-storey link homes recorded close to 100% take-up rate within just two weekends of its launch.

So, what makes the City of Elmina so attractive?

A LOCATION WITH GREAT CONNECTIVITY

The City of Elmina is well positioned along the GCE, providing convenient access to Kuala Lumpur city centre.

Its connectivity is fantastic as it is linked to five major highways, namely the GCE, the North Klang Valley Expressway (NKVE), the Kuala Lumpur-Kuala Selangor Expressway (LATAR), North-South Expressway Central Link (ELITE) and the Federal Highway, allowing for a convenient commute to KL city.

Connectivity is expected to be enhanced by the upcoming Damansara-Shah Alam Elevated Expressway (DASH), which is going to link the development to Penchala Link.

"With DASH, it would only take about 10 to 15 minutes to reach Kota Damansara and Mutiara Damansara from the City of Elmina. It will be very convenient as you can get to many places in Damansara, such as IKEA Damansara and The Curve," says Sime Darby Property General Manager of Business Unit 1 Appollo Leong.

Hence the City of Elmina is attractive to Damansara and Petaling Jaya folks as it offers excellent connectivity as well as a wide range of facilities and amenities.

A LIFESTYLE YOU CAN'T FIND ANYWHERE ELSE

The City of Elmina is probably the only place in the Klang Valley where one can find a vast 300-acre central park and a 2,700-acre forest reserve – the Subang Lake Dam forest reserve.

Of the central park's five precincts, Sime Darby Property has completed the community park while work on the remaining sports park, cultural park, urban park and forest park will commence soon, says Leong.

There are also other facilities such as cycling and running tracks, playgrounds and al fresco F&B stores in the pipeline.

"A house is more than just brick and mortar. Take young families for instance, they need a lot of outdoor space especially the young ones. And this is where the City of Elmina excels," offers Leong.

The living environment both indoors and outdoors are for everyone regardless of age given its lifetime home concept and disabled-friendly design.

The ground floor of every home is designed to offer convenience and comfort to the disabled and elderly, which have been well received by the market and some of them in Elmina Valley 1, 2, 3 and 4 have been handed over.

A COHESIVE NEIGHBOURHOOD

A sustainable township is one where residents can interact with each other and foster a thriving and vibrant community. To this end, the devel-



Here's why houses in City of Elmina are selling like hot cakes

The City of Elmina is a unique development where one can experience the art of living.



Above: Houses in the City of Elmina are highly sought after by the market due to its quality workmanship and sustainable and inclusive designs.

Leong: Building sustainable communities is Sime Darby Property's forte and it is being manifested in the City of Elmina.

oper has provided about 100 plots of community gardens for residents to grow edible plants while nurturing healthy relationships within the community.

The initiative has proven to be successful. A chili farm for example, is being cultivated by residents of an affordable apartment project in the City of Elmina.

With the support of Sime Darby Property and the Shah Alam City Council (MBSA), the residents learnt to grow the chili plants and embarked on nurturing the crops on their own.

To date, they have harvested three tons of

chilies and sold the crop for more than RM20,000. Encouraged by the results, the residents are now eager to go into planting rock melons.

"They are now very independent and capable after receiving a little help at the start. And this has inspired residents from other apartments to take part.

"Building sustainable communities is our forte and is being manifested in the City of Elmina," says Leong.

SUSTAINABLE DESIGN WITH THE ENDGAME IN MIND

Through its successful 46-year track record of building sustainable townships, Sime Darby Property has learnt that designing with the end in mind is key.

In the City of Elmina, the developer is exploring ways where the residents and local authority can collaborate to achieve a win-win situation for all.

It plans to work with MBSA to set up commercial and F&B spaces within each precinct in the 300-acre central park, which will be leased out to operators to collect rental income to be used for the maintenance of facilities, such as parks.

Another initiative in the pipeline is the setting up of a knowledge centre in collaboration with the Tropical Rainforest Conservation and Research Centre.

The knowledge centre will serve as a nursery for Endangered, Rare and Threatened (ERT)

tree species in the forest reserve and a public education hub on the importance of forest conservation.

On top of that, it will be a self-sustaining entity that is able to generate income from the sale of ERT trees that are nurtured in the centre.

To enhance the liveability of City of Elmina even further, the developer is also currently working with Unicef Malaysia to create the first inclusive playground that enables children with and without disabilities to play together as equals.

Meanwhile, Sime Darby Property is planning to unveil a multi-generational-living project in the next six months.

The concept of this upcoming launch is to create a diverse community where people of all ages can live together harmoniously.

"We are doing some exciting things and we believe that we can make them work. We have created lifetime homes and we are now going to the next level – multi-generational living," he offers.

Stay tuned for this exciting new project.



Property



Tan Sri Tan Chee Sing

Group executive vice chairman



TROPICANA
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Market outlook

Despite global and regional headwinds, we are very positive about the outlook of Malaysia's property sector. We believe we are moving in the right direction as we gear towards a more buoyant property market in the second half of 2019 and beyond, given the clear signs that property prices at strategic locations have remained stable, innovative market offerings are being introduced while more transparent policies to encourage homeownership have been initiated.

Furthermore, given the current market environment and consumer spending habits, we believe that there will always be demand for attractively priced properties in prime locations with accessibility to good amenities.

We anticipate the growth of more diverse, quality architectural designs in line with chang-

ing lifestyle needs and aspirations of communities of the future. This would mean more mixed-used developments, neo-traditional designs and neighbourhoods which integrate homes, commercial centres and are close to amenities and services.

We also see the younger generation favouring value-added properties such as lifestyle properties equipped with great facilities, amenities, security, accessibility and connectivity.

Against this backdrop, we will capitalise on our strong pipeline of projects and strategically-located townships, including two residential phases at Tropicana Aman, Kota Kemuning; a mixed development comprising retail lots and serviced apartments at Tropicana Metropark, Subang Jaya; a new phase of serviced apartments and SoFos at Tropicana Gardens, Tropicana Indah; Phase 2 of

Ayera Residences, Danga Cove in Iskandar Malaysia; as well as condominiums at Jalan Harapan, Petaling Jaya. We will also be launching our maiden development in Genting in the fourth quarter of 2019.

It is important that consumers have access to the right information in order to make informed choices when buying a home. First-time homebuyers should always consider their financial position so they do not end up being overly burdened for the next few decades.

We expect property prices at strategic locations to remain stable, backed by the introduction of more innovative deals to consumers. The government has also introduced a wide array of initiatives to invigorate the property market such as the exemptions of stamp duty and a wide range of benefits for first-time homebuyers. Banks are also expected to relax their lending guidelines.

Tropicana Corporation Bhd



An artist's impression of Tropicana Metropark in Subang Jaya.

Participating projects

Tropicana Metropark, Subang Jaya

The 88-acre freehold mixed integrated development with a direct link from the Federal Highway consists of high-rise residences priced from as low as RM508,000, commercial phases, a nine-acre central park and the GEMS International School.

Tropicana Gardens, Kota Damansara

Tropicana Gardens is a transit-oriented mixed integrated development a stone's throw away from the Surian MRT Station. It consists of residential towers, an office tower and a one million sq ft shopping mall. The residential units are priced from RM650,000.

Tropicana Heights, Kajang

The 199-acre freehold township in Kajang offers landed homes, a two-acre recreational hub, a market square and a 16-acre central park. Park villas, link villas and semidees in the township are going for RM856,000, RM1.06 million and RM2.1 million, respectively.

Tropicana Aman, Kota Kemuning

The 863-acre Tropicana Aman is an integrated township development inclusive of an 85-acre central park, a five-acre recreational hub, the Tenby International School and residential as well as commercial phases.

Buyers can choose from the apartments that are priced from RM440,000, or the landed homes that are selling from RM1.4 million. Meanwhile, the shaplot prices start from RM1.6 million.

Offers during VPEX

Tropicana will be offering home financing perks for buyers which include 0% downpayment and 0% interest plans, free legal fees for sale and purchase agreement (SPA) and loan documents, and stamp duty exemption on the memorandum of transfer and loan agreement.



Gan Teck Seong CEO

VILLAMAS
www.villamas.com

Market outlook

I do believe that the government is always looking at ways to lift the quality of life of Malaysians. Developers too are always on the lookout for land to do the same and transit-oriented developments (TODs) are definitely the way forward.

The aim is to have vibrant interactions within a community and create countless, endearing moments, while providing a seamless transition between buyers and developer — from purchase point to managing their property, one that is hassle-free and productive.

One has to keep abreast with the latest market trends and homebuyers' needs. It is all about creating value by providing synergy in the whole development where you have a number of different components under one roof such as

residences, mall, office tower and entertainment that can benefit the people who live within the development's radius, where they can gather, where they can work, where they can enjoy ample facilities or amenities.

I see the current market as a buyers' market. People always look at products that offer relatively easy entry. First on their minds will be to buy affordably-priced homes that do not compromise on quality. But don't forget we have to look at the definition of affordable housing and whether affordable housing could actually be coined based on a price tag. What is affordable housing in today's Malaysia? It can't always be about profit. We as developers need to look at the needs and wants of the people.

Participating project

META_residence @ meta_city

Located in Seri Kembangan, Selangor, meta_city will be the first of its kind, an integrated lifestyle-driven mixed development in the area consisting of SoHos, serviced apartments, branded suites, an iconic corporate office tower, a lifestyle mall and an international branded hotel.

META_residence comprises three product types. Tower A will feature the META_LUX SOHO which merges luxury with urban functionality within a single layout.

Another element of Tower A will be the META_LUX Serviced Residences that provides the new generation of young families and executives with chic designs that mirror a hotel lifestyle while allowing the freedom for individual expression. There are a total



meta_city will be the first of its kind in the area, with SoHos, serviced apartments, branded suites, an iconic corporate office tower, a lifestyle mall and an international branded hotel.

of 990 serviced residences in Tower A with built-ups ranging from 450 sq ft to 864 sq ft. Prices start from RM300,000.

Tower B, which comprises of serviced apartments is called META_BLIZ. It comes in many layout choices for multi-generational living.

This TOD has the Mass Rapid Transit Line 2 at its doorstep while major highways easily connect the project to the rest of the Klang Valley.

Offers during VPEX

There will be early bird rebates, HOC 2019 stamp duty waiver and subsidy on the SPA legal fees. Purchasers also can have their units come partially furnished.

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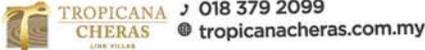
DALIA RESIDENCES
2-Sty Semi Detached Land Area : 45' x 80'
2-Sty Bungalow Land Area : Varies
2-Sty Zero-Lot Bungalow Land Area : 56' X 85'
Built-up: 3,976 sqft to 4,803 sqft



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CHERAS LINK VILLAS
3-Sty Link Villas Land Area : 20' x 75'
Built-up : From 2,695 sqft - 2,885 sqft



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RIDGEFIELD RESIDENCES
3 & 4-Sty Park Villas Land Area : 25' x 85' / 25' x 90'
Built-up : From 1,994 sqft - 2,658 sqft
3-Sty Semi Detached Land Area : 40' x 80'
Built-up : 3,931 sqft



LAKEFIELD RESIDENCES
2-Sty Link Villas Land Area : 24' x 65'
Built-up: From 2,361 sqft - 2,426 sqft
3-Sty Link Villas Land Area : 24' x 70'
Built-up: From 2,953 sqft - 3,730 sqft

PAISLEY - Tropicana Metropark Sdn Bhd (412231-X) Level 10-12, Tropicana City Office Tower, No. 3, Jalan 5/20/27, 47400 Petaling Jaya, Selangor. • Developer's License No: 12238-3/2-2019/0310/L • Validity Period: 22/12/2018-21/12/2019 • Advertising & Sales Permit No: 12238-3/2-2019/0310/P • Validity Period: 22/12/2018-21/12/2019 • Approving Authority: Majlis Perbandaran Subang Jaya • Building Plan Reference No: MPPS/160/1600-1/0/5/3P2-4 • Land Tenure: Freehold • Type of Development: Serviced Apartment • Land Encumbrances: Malaysian Banking Berhad • Expected Completion Date: Feb 2021 • Total No. of Units: 587 • Block A: 329 units • Block B: 258 units • Built-up (Tower A): 601sf - 1498sf • Built-up (Tower B): 601sf - 1316sf • Selling Price (Tower A): RM748,400 (min) - RM1,744,800 (max) • Selling Price (Tower B): RM462,000 (min) - RM1,642,800 (max) • 7% Bumiputera Discount • Express Condition: Nil

DIANTHUS - Developer's License No: 6467-14/09-2019/02538/L • Validity Date: 28/09/2018-27/09/2019 • Advertising & Sales Permit No: 6467-14/09-2019/02538/P • Validity Period: 28/09/2018-27/09/2019 • Approving Authority: Majlis Bandaraya Petaling Jaya • Building Plan Reference No: MPPJ/201007/P/0/395/2018 • Land Tenure: 99 years (Expiry 25/04/2065) • Total No. of Units: 271 units • Type of Property: Serviced Apartment • Built-up Areas: 601sf-1406sf • Selling Price: RM903,840 (Min) - RM2,231,040 (Max) • Expected Completion Date: July 2020 • Land Encumbrances: OCBC Bank • 7% Bumiputera Discount • Restriction in Interest: This alienated land cannot be transferred, leased or charged except with the consent of the State Authority.

CHERAS - Developer's License No: 1634-2/03-2020/0280/L • Validity Period: 20/03/2018 - 19/03/2020. Advertising & Sales Permit No: 1634-2/03-2020/0280/P. Validity Period: 20/03/2018 - 19/03/2020. Authority Approving: Majlis Perbandaran Kajang. Building Plan Reference No: MPPK/16/1/30/2016. Land Tenure: Freehold. Total No. of Units: 37 units. Type of House: 3 storey Terrace. Expected Date of Completion: March 2020. Built-up Area: 2,695 sqft. - 2,885 sqft. Land Encumbrances: Nil. Selling Price: RM1,269,360 (min) - RM1,792,560 (max) 7% Discount for Bumiputera. Restriction in Interest: Nil

AMAN 1 - Developer: Tropicana Aman Sdn Bhd (030605-A) • Developer Address: Level 10 - 12, Tropicana City Office Tower, No. 3, Jalan 5/20/27, 47400 Petaling Jaya, Selangor. • Tel: 03-7738888 • Developer's License No: 1402-6/2-2019/01073/L • Validity: 18/12/2017 - 18/12/2019 • Advertising and Permit License No: 1402-6/2-2019/01073/P • Validity: 18/12/2017 - 18/12/2019 • Building Plan Reference: MDKL/18/2/4/1232/T • Approval Authority: Majlis Daerah Kuala Langat • Expected Date of Completion: December 2020 • Land Encumbrances: Nil • Tenure of Land: 99 Years (Expiry 18/12/2020) • Type of House: Apartment • Total Units: 766 • Block A: 192 units • Block B: 182 units • Block C: 192 units • Block D: 190 units • Built-Up Areas: Block A: 870 sf (min) - 1,000 sf (max); Block B: 870 sf (min) - 1,000 sf (max); Block C: 870sf (min) - 1,000 ksq (max); Block D: 870 sf (min) - 1,000 sf (max) • Selling Price: Block A: RM360,800 (min) - RM605,800 (max) • Block B: RM378,800 (min) - RM683,800 (max) • Block C: RM444,800 (min) - RM777,800 (max) • 7% Bumiputera Discount • Express Condition: The Land Cannot be Transferred, Leased, or Charged except with the Consent of The State Authority.

DALIA - Developer: Tropicana Aman Sdn Bhd. • Developer's Address: Level 10-12, Tropicana City Office Tower, No. 3, Jalan 5/20/27, 47400 Petaling Jaya, Selangor. • Developer's License No: 1402-6/2-2019/01073/L • Validity: 21/12/2017 - 20/12/2019 • Advertising & Permit License: 1402-6/2-2019/01073/P • Validity: 21/12/2017 - 20/12/2019 • Approval Authority: Majlis Daerah Kuala Langat • Building Plan Reference: MDKL/18/2/4/1232 (7) • Expected Date of Completion: Oct 2020 • Tenure of Land: 99 Years (Expiry 09/10/2100) • Land Encumbrances: Nil • Type of House: 2-storey Semi-D, 2-storey Zero-Lot Bungalow, 2-storey Bungalow • Total Units: 2-storey Semi-D - 36 Units • 2-storey Zero-Lot Bungalow - 36 Units • 2-storey Bungalow - 5 Units • Selling Price: 2-storey Semi-D: RM1,647,800 (Min) - RM4,385,800 (Max); 2-storey Zero-Lot Bungalow: RM2,425,800 (Min) - RM5,025,800 (Max); 2-storey Bungalow: RM1,055,800 (Min) - RM4,385,800 (Max) • Built-up Areas: 2-storey Semi-D: 5,876.08sf (Min & Max); 2-storey Zero-Lot Bungalow: 4,616.64sf (Min & Max); 2-storey Bungalow: 4,803.07sf (Min & Max) • 7% Bumiputera Discount • Express Condition: The Land Cannot be Transferred, Leased, or Charged except with the Consent of The State Authority.

LAKEFIELD - Developer: Tropicana Kajang Hill Sdn Bhd (083924-X). Developer's License No: 13376-4/03-2021/0289/L. Validity Period: 29/03/2019 - 28/3/2021. Advertising & Sales Permit No: 13376-4/03-2021/0289/P. Validity Period: 29/03/2019 - 28/3/2021. Approving Authority: Majlis Perbandaran Kajang. Building Plan Reference No: MPPK/17/16/2018. Expected Completion Date: Jun 2021. Land Tenure: Freehold. Land Encumbrances: Andarik Islamic Bhd. Type of Building: 2-storey link house & 3-storey link house. Total No. of Units: 2-storey link house (7units) & 3-storey link house (49units). Selling Price: 2-storey link house RM1,271,760 (Min) - RM1,530,960 (Max); 3-storey link house RM1,499,360 (Min) - RM2,166,960 (Max). Built-up Area: 2-storey link house, 2,376sqft (Min) - 2,426sqft (Max) & 3-storey link house, 2,953sqft (Min) - 3,730sqft (Max). 7% Bumiputera Discount. Restriction of Interest: Nil





Beh Chun Chong
CEO

PARAMOUNT
PROPERTY

Market outlook

Generally, the market outlook is on the upturn, thanks to the government's efforts with the Home Ownership Campaign (HOC), which has recently been extended until year-end, as well as the easing of home financing regulations.

Paramount Property has seen positive movements of our properties particularly at Utropolis Glenmarie and Sejati Residences in Cyberjaya, Greenwoods at Salak Perdana in Sepang, ATWATER in Petaling Jaya and Sekitar26 Enterprise in Shah Alam.

Our booking drop-out rates have also been reduced by around 5%.

Fundamentals for homebuyers include the reputation of the developer, the location and amenities.

There is really no one size that fits all because different products are needed to meet the demand in different areas.

For instance, we find that bigger units at our Berkeley Uptown Klang development are more sellable. This is because the market comprises up-

graders as well as older people looking to move from their landed properties into a more secure and convenient environment. In contrast, smaller units at Utropolis Batu Kawan, Penang are in greater demand by young homebuyers who are looking to buy their first homes.

We find that the market is doing well in areas that draw in industries and jobs. For instance, our first phase of Utropolis Batu Kawan has been completely sold out, while the second phase is already 80% sold. This is primarily due to the lure of work opportunities in Batu Kawan which has all the elements — industrial, retail, commercial, educational and residential, to become a self-sustaining city in Penang.

People ordinarily shun property purchases when the market is down but it is during such a downturn where good investment opportunities abound. So long as you can find a property that fits your objective, just commit and buy it. There will always be better deals, but good locations are hard to come by. Hence, if you get a good deal, take it.

Participating projects

Berkeley Uptown

Berkeley Uptown is Paramount Property's newest mixed-use development located along Jalan Goh Hock Huat in the centre of Klang town.

Currently, its serviced apartments are open for sale with built-ups ranging from 859 sq ft to 1,588 sq ft and priced from RM417,100. There is also a block of affordable apartments for sale with built-up of 551 sq ft and priced from RM270,000.

Designed with 'rejuvenation' in mind, Berkeley Uptown is set to add vibrancy into the old-world charm of Klang town with its commercial and residential elements as well as an educational institution.

Berkeley Uptown will introduce modern living with facilities for the young and old alike. It will be conveniently located close to Sri KDU International School as well as other schools, shopping malls, medical centres and other conveniences. The commercial component, on the other hand, is in a mature, established and practical location, which is central to all in Klang. This project is also part of the HOC 2019 campaign.

Greenwoods

Nestled within 237 acres of lush green land, Greenwoods in



Greenwoods in Salak Perdana offers homes complemented by wide-open spaces, tranquil parks and recreational facilities.

Salak Perdana offers beautiful homes complemented by wide open spaces, tranquil parks and recreational facilities. Within this alluring township is Greenwoods Keranji 2 double-storey terraced houses (20 ft x 70 ft) set in a serene environment with family-oriented facilities.

Greenwoods is strategically located at the north of Bandar Baru Salak Tinggi. One can reach here via the North-South Expressway, Maju Expressway and North-South Expressway Central Link. The development is within close proximity to

hypermarkets, malls, education institutions, medical centres, civil services and mosques.

The units have built-ups ranging from 1,965 sq ft to 2,320 sq ft while prices are from RM535,000 onwards.

Offers during VPEX

Aside from being a part of the HOC 2019 campaign, free Panasonic vouchers are up for grabs if you buy Greenwoods houses during the VPEX 2019 period.

Datuk Zaini Yusoff

Divisional general manager

Setia



Market outlook

At the macro level, the market outlook remains price-sensitive and properties in good locations built by reputable developers will continue to enjoy good demand.

Generally, property buyers prefer landed properties in locations with growth potential that are also reasonably priced.

The market will continue to grow, albeit at a slower pace, while property purchasers should take advantage of the current buyers' market to purchase reasonably priced quality properties as their homes or as investments.

For first-time homebuyers, this is the right time to purchase as the market is full of choices and developers are giving a lot of good offers to encourage homeownership.

Participating projects

Althea @ Alam Impian

Althea is the latest collection of double-storey semidee homes at Alam Impian, Shah Alam, offering exclusive 32 units which incorporate a modern contemporary architectural design.

Buyers will have three built-up choices of 3,384 sq ft, 3,580 sq ft and 3,425 sq ft, with selling prices ranging from RM1,934,800 to RM2,318,800.

The semidees come with an open-layout concept, allowing its residents to customise their own living, dining and kitchen areas. The large living area with high ceiling provides a welcoming feel to its owner.

The centralised recreational area within the community allows the residents to enjoy spectacular views of generous open spaces.

Temasya 8 Business Suites

Temasya 8 Business Suites at Temasya Glenmarie, Shah Alam, paves the way for business owners to grow their businesses and uplift their corporate image in the industry.

Located strategically between Subang Jaya and Shah Alam and

I&P Alam Impian Sdn Bhd



Althea @ Alam Impian semidees incorporate a contemporary architectural design.

only minutes away from the Glenmarie Light Rapid Transit (LRT) station and the upcoming LRT line 3, Temasya 8 offers a ready population of work force plus various amenities that are conducive for business.

There are 104 units of business suites available in three blocks with built-up sizes ranging between 936 sq ft and 1,324 sq ft.

Offers during VPEX

For purchases of Temasya 8 Business Suites, buyers get 15% rebate and 10% Setia Flex rebate. For Althea buyers during VPEX, special offers include smart home features, 7% bumi rebate, 8% normal rebate, 3% additional rebate and 2% Setia Flex rebate. Purchasers of both projects can also participate in the company's lucky draw activity - Raya Lucky Uncang, which will end on July 31, 2019.

TO BUILD A NEST, IT STARTS WITH FINDING THE FIRST TWIG...



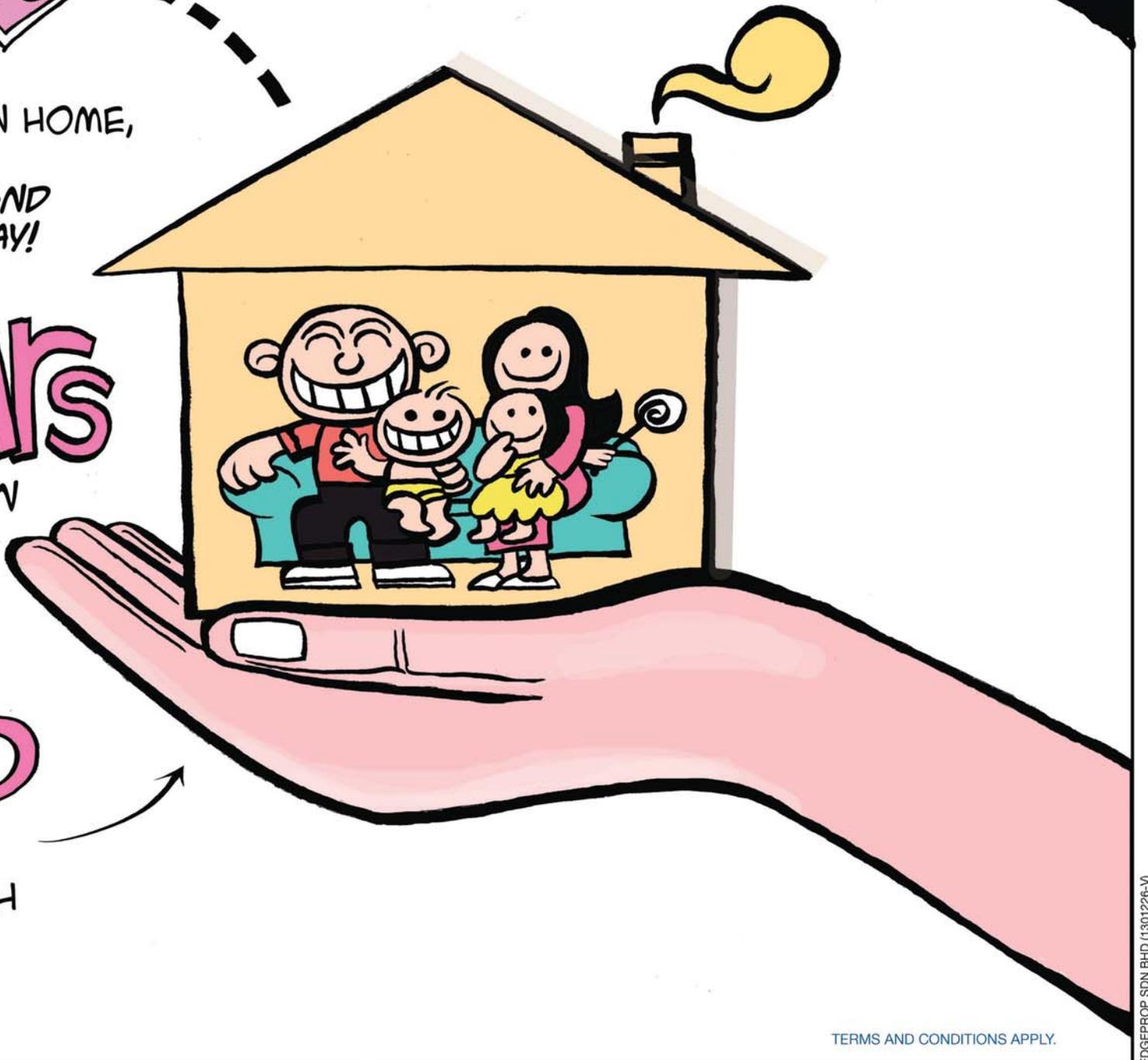
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BY TAN AI LENG

Smart phones and easy access to the Internet have changed consumer habits and the way people make decisions and buy properties. The Internet is flooded with tonnes of listings and information for homebuyers. Gone are the days when people depended on newspapers' classified advertisement section to look for a property for sale or rent.

Information gathering on a property and the area where it is located is difficult for both property buyers and property agents back then, reminisces Malaysian Institute of Estate Agents (MIEA) president Lim Boon Ping.

"Today, everything a buyer needs to know, from project information, area insights to price trends, is available online and anyone could access this information anytime anywhere, as long as one is connected to the Internet. Hence, there's no reason property buyers can't make informed decisions," he stresses.

Fernstate Realty principal Shawn Fernandez says the market has changed drastically over the last 10 years in terms of how consumers gain information that influences their purchasing decisions.

Research becomes easy with the help of free online tools such as Google Maps or Google Earth where one can do a virtual site visit even before driving there. Potential buyers could also use online loan calculators to find out which properties they can afford.

"Most property searches are now done online, as property platforms offer tremendous search resources as well as visual images — all-angle photos, videos or virtual walkthrough demonstrations, which could help property buyers filter their choices," Fernandez tells EdgeProp.my.

The trend of researching online has also resulted in developers and real estate agents raising their online exposure, including on social media, to attract buyers.

According to the Hootsuite and We Are Social Digital 2019 Report, which was released in January this year, Malaysia ranked among the top five globally and the highest in Southeast Asia for mobile social media penetration.

The report said 80% of mobile Internet users spend a daily average of eight hours and five minutes online, with close to three hours of the time on social media consumption.

MIEA's Lim says besides getting buyers' attention, online targeting features are also another advantage for developers and real estate agents to reach out to selected potential customers.

Vice-versa, property buyers could also access their preferred project or property through keyword searches or via online real estate listing subscriptions, making the property hunting process easy and more effective.

Although online information is vast and easily accessible, Fernandez says property purchasers still have to be careful about the source of information and choose credible portals.

"Consumers will need to cross-check the information they find on the web and determine the authenticity of the developer or project," Fernandez says.

Buying property online

One can buy anything online today including property, but the question is whether it's worth the risk.

Fernandez reckons that buying property online is possible but purchasers will need to be extremely cautious with online purchases.

"The number of permutations and factors that have a bearing on whether an individual should



Research online, buy offline



HARIS HASSAN | THE EDGE

“Online research and site reception or viewing the sales gallery are equally important.”
— Lim

spend a great deal of his/her money and commitment, should not be taken lightly,” he adds.

Even if a property looks exactly as portrayed on the website, there are other factors that may influence the decision to buy, for instance, the street view, neighbouring environment and whether there is any sound or air pollution.

Fernandez notes that the visual presentation of a project could only deliver 70% to 80% of the purchasing experience.

“The tactile feel of what’s under your feet, how the light switches feel, or how the door slides open, can only be experienced in an actual show unit.

“For example, the barefoot feel of walking on solid Merbau flooring, is extremely different from the feel of walking on homogeneous tiles. This tactile feel can only be experienced at a physical site,” he cites.

This also explains why developers invest in creating actual size show units so that customers can experience the unit. Small or new developers that have a physical show gallery or showroom could certainly raise their credibility, says Fernandez.

“Nothing beats the feeling that one place or project evokes. Property buyers must go to the site or sales gallery or the area where the property is located to experience themselves and imagine the future life they will have,” says MIEA's Lim.

He stresses that no matter how much information one has, the last question you should answer before you decide is: “How did you feel while experiencing the property?”

According to him, there are some purchasers who bought properties overseas via online without viewing the house or the project sales office, but these are just the minority.

For instance, a property purchaser bought a villa in California through an online portal after being impressed by the augmented reality house-viewing process in a great location but found himself ending up with what is said to be a haunted property.

The owner brought the case to court, suing the real estate agent for not disclosing the “story” behind the villa and winning the case after he successfully proved that the property had had psychological defects.

However, this is just a case law and an isolated one in California as psychological defects are not considered a reason for owners to terminate the sales and purchase contract.

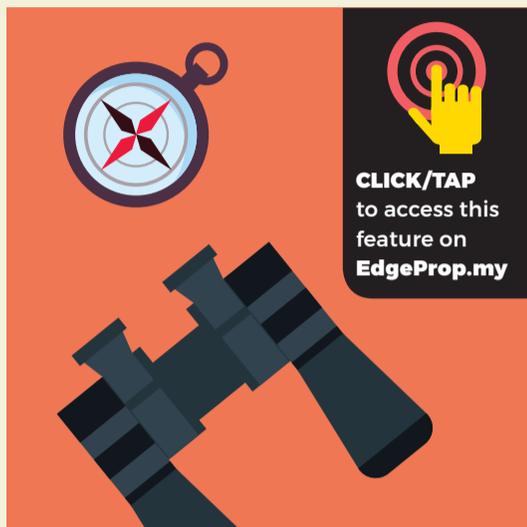
“The best way is to do your research online to get as much information as possible and be there personally to view the house [for secondary market property], or drive to that area to have a feel of the environment,” says Lim.

As for new projects, most property portals could provide good insight into an area's price trend but there are more things to look at for an off-the-plan unit.

The project master plan could provide buyers a view of the project density while unit layouts or a real size show unit could give one a rough idea on the space and indoor ventilation (whether there are windows, balconies or a yard), Lim offers.

Key questions

when researching online



1. Which location to look at?

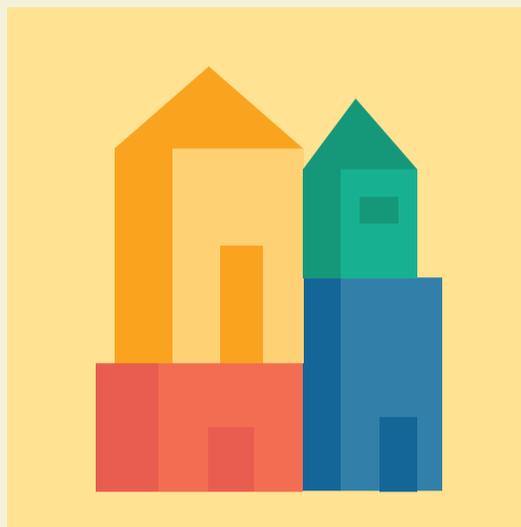
What makes a good location? It varies based on the buyer's needs. For some, they prefer to stay within 15 minutes' drive from their workplace, while others will aim for areas with high capital appreciation potential.

The area insight tool on www.EdgeProp.my provides property price trends of popular areas in Kuala Lumpur, Selangor, Johor and Penang.

Just key in the project name and criteria and a free report on the transaction price movement there will be emailed to you the same day.

With the historical price trends, one could have a better insight of the price growth in certain areas and identify the property types or developments that are in demand.

For buyers who are interested to buy or rent, there are more than 250,000 property listings on www.EdgeProp.my as well as user-friendly filter functions that help to shortlist properties that one likes.



2. Is this the right property?

The artists' impressions, photos and the description of the property in marketing brochures may look perfect but hold on, what about a second opinion?

More details on a project could be gleaned from property portals or news reports such as information on density, price, facilities, location, design concept and the background of the developer.

www.EdgeProp.my offers a brief introduction of certain projects, location and nearby amenities. In less than five minutes, potential buyers could easily decide whether to shortlist the property as a favourite or not.

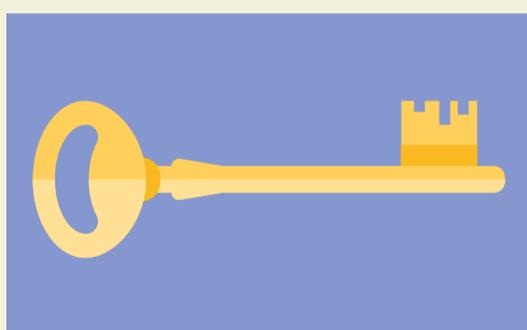
For property buyers who are looking for new developments, new launches could also be found on the portal giving property investors and homebuyers an idea on what's new on the market.



3. Can I find a property close to the LRT or MRT?

There are free mapping tools that one could use to find a suitable property with light rail transit (LRT) or mass rapid transit (MRT) access. www.EdgeProp.my has included the "train search" feature that enables a user to shortlist a property located close to the user's desired LRT or MRT station.

With this feature, users could shortlist suitable properties in just a few seconds, plus other filter functions such as price range, built-up area and number of bedrooms; making research easier.



4. Should I buy or rent?

Many of us rent before we buy and own our own homes, but how long should one rent?

The Buy vs Rent tool on www.EdgeProp.my helps the user with the estimated cost of renting or owning a property based on the desired home price as well as analyse the period of time for renting before owning a home.

For example, if one's desired home price is RM800,000, the cost of owning the house in the first year will be RM110,300 while renting in the third year will cost RM60,200. However, the cost of renting will increase to RM191,500 compared with the cost of owning it (RM171,600).

This information could help first-time homebuyers plan their budget for their future home and aim for a property that meets their budget.

Besides, for property investors who intend to sell or rent their properties, they are also welcome to put up their listings for free on the portal.



5. Is my agent reliable?

If you are buying from an agent or real estate negotiator, always remember this rule: engage only registered ones.

To verify the status of a broker, you could check through the Board of Valuers, Appraisers, Estate Agents and Property Managers' website.

EdgeProp.my only accepts property listings from registered property agents and real estate negotiators which means the first screening has been done. Nevertheless, one could still cross check their names, REN or REA numbers.

For those looking for real estate agents and negotiators familiar with a certain area, they could find area specialists on the property portal.



SHAWN FERNANDEZ



Developers and real estate agents have increased their online exposure to attract buyers."

— Fernandez

BY CHELSEY POH

“Mother, let’s buy a house. You pay half, I pay half.” When you can’t afford to buy a property on your own, sharing with someone else could be a good idea but do you know the risks involved in joint ownership? Indeed, joint ownerships could lead to nightmares in the unforeseen future, especially when relationships turn sour.

Founder and managing partner of Chur Associates Chris Tan explains that if there is no legal evidence suggesting otherwise, all co-owners are deemed to have the exact same equal share of the property. If there is bank financing for the property, it is very likely that the joint owners shall be jointly liable for the entire loan sum procured and not for each co-owner’s respective share only.

Decision making in a joint ownership of a property is a situation where it is “all or nothing”, where everyone agrees or it’s a no-go. “It’s certainly not a matter of majority rules,” says Tan.

One way to prevent unpleasant scenarios among joint owners of a property is to have the parties sign a joint-ownership agreement (JOA).

A JOA is signed between co-buyers who enter into the Sale and Purchase Agreement together. Although there is no guarantee that a JOA could solve all problems, an agreement is better than no agreement, says Tan.

Law firm Marcus Hwang & Co partner Normaliza Sulaiman concurs. “The JOA will assist the co-proprietors to resolve any disputes, differences or disagreements,” she says.

Before meeting a lawyer, the potential joint owners should discuss and agree on major issues such as whether the spread of co-ownership interest should be 20:80 or 40:60 or 50:50 and so on; distribution of utility fees and various expenses; as well as a consensus on maintenance, repair and improvement of the property.

More importantly, the owners need to specify conditions to guide their decision-making regarding the property and the process for selling the property, such as how to deter-

Why you should have agreements for joint ownerships



mine a minimum selling price and duration for holding the property.

Possible eventualities and solutions also need to be considered. The owners are encouraged to agree on and spell out clear exit strategies if relationships between parties become strained or when one dies or becomes ill.

Clauses on pre-emptive rights (right of first refusal) should also be included to grant a co-owner the first right to buy out the property if the property is to be disposed.

Inheritance of the agreement

If one of the joint-owners dies, the person’s heritage beneficiary or beneficiaries will inherit the deceased’s portion of the property.

Notwithstanding the fact that Malaysia is part of the Commonwealth and is still operating under the British Common Law today, Tan points out that Malaysia does not adopt the notion of the “law of survivorship”. In other words, if a co-owner passes away, the surviving owner/owners will not inherit the property if he or she is not a heritage beneficiary of the deceased.

The successors of the heritage should be bound by the terms of the JOA, but ultimately it is up to the court to decide whether the agreement could be challenged or not.

The concept of having a JOA is still relatively new in Malaysia. As such, the legality of a JOA has yet to be tested in the local judicial system.

However, the courts are likely to consider the agreement, as long as the agreement does not contradict with the Contract Act 1950 or the National Land Code 1965 (NLC 1965) and there is no duress or fraud.

“All agreements are legally valid and sufficient if they are executed by the relevant parties, attested witnesses and stamped to have the agreement admissible for court proceedings,” Normaliza says.

“It is generally binding and enforceable, unless it is validly challenged in law or even policy reasons like inconsistency with the applicable bumiputera policies,” says Tan, adding that this is normally an extra contractual agreement with mutually agreeable unique terms between the joint owners, in addition to the fact that the joint ownership should have been adequately reflected in the land registry already.



LOWYEN YEING | EdgeProp.my

Tan points out that Malaysia does not adopt the notion of the “law of survivorship”.



MARCUS HWANG & CO

Normaliza: Choose wisely your co-proprietor.

Normaliza adds that the legal fee charged by each solicitor to draw up the JOA differs as the JOA does not fall under the scale or fixed fee under the Solicitors Remuneration Order 2015. Thus, solicitors are free to charge fair and reasonable fees based on the contents, complexity and time taken in the preparation of such an agreement.

So, do you really need a JOA?

Perhaps, because it’s not just about signing an agreement but by doing so, it forces the buyers to sit down

and dive deep into the purpose of buying a property together, while getting to know more about each other’s needs and constraints.

Most importantly, sufficient communication is needed to prevent dispute and losses arising from joint ownership property.

Co-owners have to ensure that they share common objectives for buying the property, to avoid conflict and dispute regarding the management of the property.

As each person may have different financial needs at different times, a common financial objective is an important consideration.

Normaliza says it is better for the co-owners to have legal relationship or strong relationship bond, such as spouses or family members, as this could reduce the risk of personal conflicts later on.

“Choose wisely your co-proprietor. If you have a legal relationship with each other, if one dies, the inheritance will remain within the same circle,” she says.

Meanwhile, Tan says it is advisable for owners to have the right expectations of each other.

“As long as there is sufficient consensus among the co-owners, whether there is a need for a proper document will depend on the risk profile of the respective co-owners,” he adds.

Form a company to hold the property

Another way to reduce risk in a joint ownership is to set up a joint-holding company to hold the property. This could potentially eliminate some hurdles at the point of exit from the investment.

Unlike jointly holding a property, the majority rules in decision-making in a company as regulated under the Companies Act, potentially easing the decision-making process.

Apart from that, there is a difference between being a director and a shareholder especially in terms of rights and obligations.

According to Normaliza, the benefit of forming a company to hold a property is that the rights of each co-proprietor will be based on the amount of company shares they hold. Similarly, the liability is limited to the shares held.

A company can also act as an entity for ownership transfer. As a shareholder, one can sell shares in the company that owns the property. A shareholders’ agreement can





PROPERTY MANAGEMENT

— Ask the experts



THE COATINGS EXPERT®

Q Does a unit holder (a resident of a condominium) have the right to view the accounts and the invoices of expenses incurred for the property anytime or can the unit holder only see the audited accounts during the AGM?

Paragraph 7(6)(b) Second Schedule of the Strata Management Act 2013 states that a purchaser/proprietor may make a request to the Management Committee to inspect the books of accounts at a fee not exceeding RM50 for each inspection. Other than that, the proprietor also has the right to view the audited report during the AGM.

Q What steps can the Management Corporation (MC) take if some unit owners carry out renovations without informing the MC?

Pursuant to Subparagraph 27 (1) in the Third Schedule of the Strata Management (Maintenance and Management) Regulations 2015, a proprietor shall not carry out any renovation works to his or her parcel without obtaining prior written approval from the MC and where necessary, from the appropriate authorities.

Subparagraph 16 (1) of the Regulations 2015 also states that every proprietor shall at all times comply with these by-laws or any additional by-laws made under the Act.

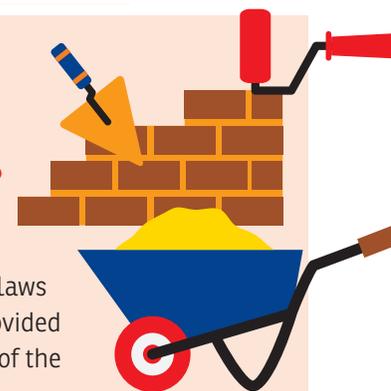
Subparagraph 16 (3) further states that in the event of a breach of any of these by-laws or additional by-laws by a proprietor, he shall at his own costs immediately remedy or make good the breach to the satisfaction of the MC such as damage to the common property as a result of the renovation.

In addition, the MC may, by a resolution at a general meeting, impose a fine as determined by a general meeting against any person who is in

breach of any of these by-laws or any additional by-laws made under the Act as provided under Subparagraph 7 (1) of the Regulations 2015.

In the current case, the unit owners' omission of informing the MC on the renovation is a breach of the by-laws. Under the above mentioned Subparagraph 7 (1), the MC may impose a fine on them as approved during the general meeting.

Apart from the above, pursuant to Subparagraph 17 (1) of the same schedule, the MC may refuse the contractors employed by those owners access to the condominium area for security purposes.



CHRIS TAN
Managing partner and founder of Chur Associates; EdgePropMalaysia's Best Managed Property Awards 2019 judge and EdgeProp.my Symposium on Excellent Property Management 2019 speaker

If you have any questions regarding property management, please email editor@edgeprop.my. Questions will be answered at the discretion of the editor and the respective experts.

Disclaimer: The answers are only proposed solutions by the expert based on the limited information given in the questions.



Scan for hassle-free maintenance

Malaysia Virtual Property Expo 2019

be drawn up to govern the co-owners' relationship.

On top of that, she points out that a company that owns a property can have an increase in their limit for capital funding.

However, costs and ongoing obligations for setting up a company should also be mulled over.

Costs to maintain a company include employing a company secretary to keep records and proceedings, as well as the expenses for annual filings, book keeping, mandatory annual audit, tax submission and Annual General Meeting and/or Extraordinary General Meeting and so on. Costs of setting up a company and closing it down should also be considered.

The good part is that all expenses are deductible as company expenses instead of individual expenses.

On the downside, if a company is to acquire a residential property, the margin of finance from the banks is generally lower given that the purchase is for investment purpose, while the applicable interests might differ too.

He adds that the profit from the property disposal and rental could be subject to Real Property Gains Tax or income tax depending on the circumstances. Furthermore, there is also a need to declare dividends before the profit can be distributed to the shareholders.

Whatever you choose to do, it is best to consult a professional, Tan advises.

Things to ponder



1 Objectives of buying the property, i.e. for investment or self-dwelling

2 Financial capability and constraints of each party



3 Proportion of "co-ownership interest" in the property, eg. 50:50

- Specify the share of financial obligations
- As a reference to how sales proceeds or rental income will be distributed

4 Distribution of various payments and operating expenses

- One-time payments: deposits, legal fees, stamp duty, mortgage insurance, valuation fees, etc.
- Recurring payments: insurance, maintenance fees, sinking fund, quit rent, assessment tax, water and sewer fees, electricity fees, internet and telephone charges, etc.

5 Plans for renovation, furniture and repair

- Will furniture purchase, renovations and repairs be carried out only after all co-owners agree to do so?
- Distribution of costs and obligations
- Who will own the furniture after disposal of the property?

6 The use or access to any parts of the property by each party

7 How and when to sell the property

8 Possible eventualities and solutions





Make your home look like a million ringgit, without breaking the bank

BY CHIN WAI LUN

“I want to make my property look good, you know, like in those home interior magazines or like a developer’s show house. How ah?”

Where does one start? Most people would begin with basic furniture — chairs, tables, beds. Fair enough, but whether that would turn your home from ugly duckling to swan is uncertain.

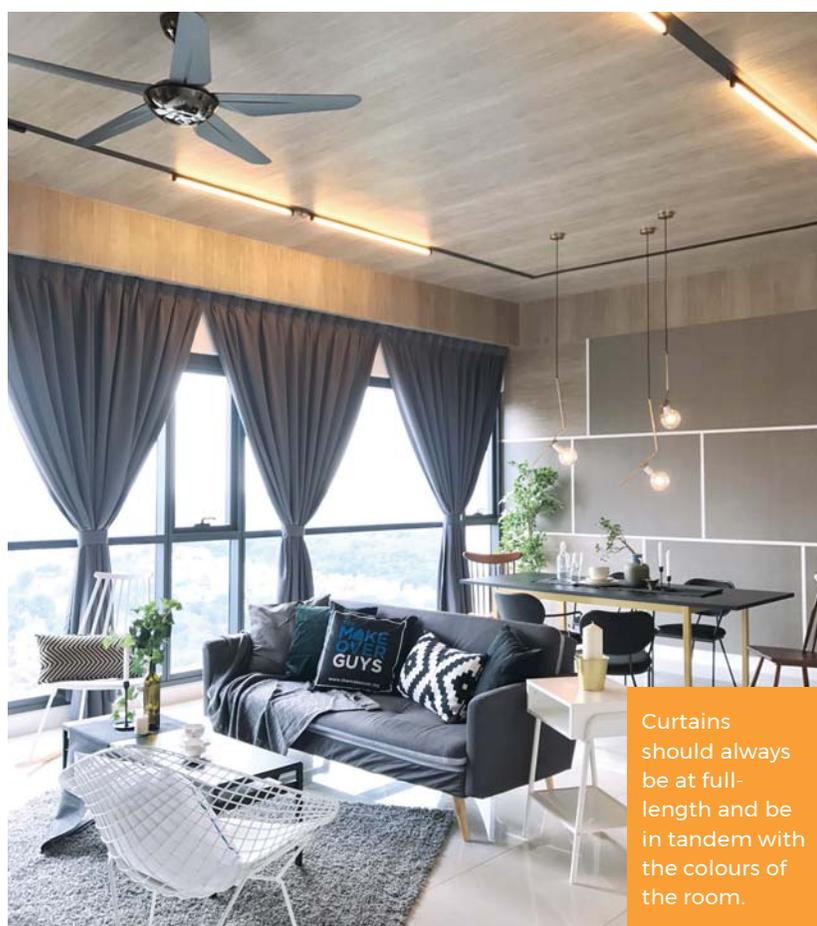
Property makeover company The Makeover Guys Sdn Bhd believes in keeping it simple with these few tips that could turn your abode from “meh” to “wow”: inexpensively.

ALL PICTURES FROM THE MAKEOVER GUYS



Vince Koh (left) and Liew of The Makeover Guys.

Get creative and combine wallpaper with paint to fill up those empty spaces.



Curtains should always be at full-length and be in tandem with the colours of the room.

Walls

The ideal place to start with is the walls. “It is the biggest space that meets the eye and is so often neglected,” managing partner of The Makeover Guys Gavin Liew tells EdgeProp.my.

He suggests using eye-catching wallpapers to fill in the empty spaces and taking time to choose appropriate patterns that make a space look inviting. “You may also want to get creative and combine wallpaper with paint, dividing the wall into portions of painted and wallpapered patterns.”

Textured paint can be an option as well. Although it costs more than regular paint, it provides character and depth to the space. “We often use it for TV walls in the living room for a cosy effect,” notes Liew.

Homeowners could also take cues from hotel rooms. “[Hotels] often fill up the lower walls with simple 3D-like design — this is called wainscoting, and the most common form used is the bead-board variety. This, along with paint and/or wallpaper, provides immediate texture and depth, thereby raising the perceived value of your property.”

Apart from the walls, the ceiling area should not be left bare. It can be filled with Venetian plaster or wood-panels.

Curtains

After the wall, on to the curtains. Curtains play a prominent role in making a space look grand, and should work in tandem with the colours of the room.

“Fitting curtains are easy, but there are things to avoid when it comes to choosing the right ones,” warns Liew.

“Avoid floral, glossy, or shiny materials, and absolutely no ‘mini-skirts’ — all these give off a ‘cheap’ look. ‘Mini-skirts’ are curtains that partially cover windows and do not extend all the way to the floor. For this reason, they look incomplete and are rather off-putting.

“Don’t get us wrong, highly skilled professionals can easily pull off mini-skirts or florals according to their expertise, but keeping things simple is always your best bet,” adds Liew.

That being said, curtains should always be full-length (floor to ceiling). Besides, full height curtains do not require expensive railings.

“Just a simple rail with a solid, full-height, non-glossy curtain lends the room immediate grandeur,” says Liew.



Textured paint on the walls provide greater depth and character, leading to a cosy effect.

Colours

It is advisable to limit the use of colours. The golden ratio, as Liew calls it, is to fill a space with 60% of a primary colour, 30% secondary colour, and 10% highlight.

What does that mean? It means that for any colour scheme, limit colour usage to a maximum of three colours.

“Let’s say white is the primary colour, wood is the secondary colour, and black is the highlight. The use of a highlight breaks the predictability of a space while subtly enhancing it. [Using] only one or two colours can get boring, but a simple addition of the highlight makes a space look just right,” recommends Liew.

Another example would be grey (primary), wood (secondary) with black highlights.

White, the primary colour is complemented with wood (secondary) and black highlights.



Space utilisation

Less is more — in this context quite literally — less stuff, more space.

Liew advises homeowners to place essential furniture first and work their way towards decorative add-ons.

“To get started, ask yourself; what makes a living room, a living room? A sofa, TV and TV cabinets. Next, based on need and available budget, you can add items such as extra lighting, carpets and rugs, plants, candles, and throw pillows.

“Once you figure out the placement of the main furniture, it is easier to work towards the non-essential stuff. Bedroom? Make sure there is a bed and wardrobe before all else. Bear in mind, when we say non-essentials, we mean it, although we think they are [still] super essential to make a space look good,” adds Liew.

Lights

Lighting is not to be taken lightly. One important thing when it comes to lights is to never use white light.

“It’s a house, not a clinic or hospital. Always go with warm white,” stresses Liew.

Lighting plays a very big part in setting the ambience of any space, both interior and exterior. Getting this right is crucial as it has the ability to alter perceptions of a property’s spaciousness, vibe (tranquility) and style.

Once again, Liew recommends taking design cues from five-star hotels where the light is always warm and never too bright.

“Believe it or not, you can use inexpensive lights such as T5 fluorescent tube lights without compromising your property’s look. What matters is how they are utilised. In the image below, the T5 light

gives off a warm glow against the wallpaper on the upper walls, creating a calming effect,” offers Liew.

He adds: “Also aim to always have at least one set of feature lighting as part of the design, preferably in the dining room which is the most prominent area of a living space. Feature lighting changes the composure of a house, making it look more elegant — you’ll find the same effect in how lighting beautifies most gardens.”

Feature lighting is generally used to enhance large living areas such as the dining room or (rarely) the living room.

“The dining room is best (for feature lighting) because the lights can hang down to eye-level over a table, which creates a lot of impact and immediately draws your eye towards it,” says Liew, noting that there

will be no need for expensive bulbs and fixtures if the hanging is right — just simple bulbs will do the trick.

When it comes to ambient lighting, there’s a big difference between spot lights and flood lights. Spot lights would be those that focus lighting to a particular spot, while flood lights would be something such as a fluorescent tube which projects light in all directions.

“Our favourite way to create the spot-light effect is to use track lighting. Track lights don’t need a plaster ceiling to hack light points, you simply use a track and keep it neat.

“We don’t encourage plaster ceilings as they require an elaborate process to hack the light points and to restore them again. And you may have to repaint certain areas and that adds to the costs,” adds Liew.



Grey (primary), wood (secondary) with black highlights is another great example of using colours to enhance the look of the room.



Keeping it neat and affordable with fluorescent tube lights and track lights

Decorations

Decorations can be inexpensive and they add a personal touch to your home.

“If one examines good-looking interiors, there is usually a photo frame on the table, throw pillow on the sofa, a bookshelf, and decorative plants here and there.

“All these items enhance the cosiness and liveability of a space, which is what good interior design strives to achieve. Soft touches can add depth of character to living space at relatively low cost compared with other means of interior design,” says Liew.

Therefore, spend a little time and effort to decorate your property and watch it transform into a handsome and welcoming home.



Left: A sky garden is no longer a dream.



Artificial grass and some potted plants are all that's needed to build your balcony garden.

PICTURES BY KONZEPT GARDEN HOME DECO

No place for a garden? There's always the balcony

BY RACHEL CHEW

Increasing numbers of people are living in high-rises and it is no surprise that some children today have never really touched natural soil and couldn't tell a beetle from a spider.

It is therefore perhaps a good idea to have a garden in their apartments. Having your own personal garden is possible even if you live in a condo, says Konzept Garden Home Deco Sdn Bhd director Eric Hong Kham Ping.

"As the city grows over time, giving up some living space is unavoidable especially if you want something you can afford, yet is convenient for your daily life.

"Most of the time, the location, the facilities and affordability come first. The garden hardly seems significant to a homebuyer.

"But what we can't deny is that green spaces are very important. It freshens your indoor air and calms your mind after a busy day.

"This is why we decided to have a balcony landscape business a few years ago," says the fourth generation of a landscape and garden business.

Beginning as a rubber tree latex collection cup producer in the early days, Konzept Garden is now a one-stop gardening centre that provides gardening products and services to local and overseas markets.

About five years ago, Hong decided to diversify into balcony landscaping.

"More high-rise residences will come up in the future, so it is a promising market and we are here to answer the concerns of anyone who wants to have a balcony garden at home including questions on affordability, maintenance and space limitations," Hong notes.

Today, there are specially designed landscape products for balcony gardens such as pots that could eliminate the problem of over-watering while maintaining adequate soil moisture level for up to two weeks and a 2-in-1 garden-cum-fish pond where the plants and stones could help filter the water



Hong (left) and Konzept Garden's landscape designer Mohd Shazili Ismail

The 2-in-1 fish pond and planter by Konzept Garden.



of a mini koi pond, just to name a few. For most people however, a balcony garden sounds more like a hassle than something they would appreciate.

Below are some common myths about having a balcony garden which Hong is out to dispel.

Myth #1: Dirty and messy

There are people who want to have a green natural small garden on the balcony but they were deterred by the thought of dirt and soil on the floor

and insects in the garden.

"It is not entirely true. You can choose the right pot and plant that do not need constant maintenance or replanting. You have to know what to plant and how to plant, so better to seek professional advice," says Hong.

Myth #2: Costs a fortune

"Plants, pots and artificial grass are very affordable and come in many choices. For the water feature, if all you want is just the sound of water flowing then fish is not necessary, which means you can save on the water filter and other settings," he says, citing a balcony garden package that comes inclusive of noble grass, plants and water feature for a standard size balcony that costs about RM2,000.

He adds that most of these items are a one-time cost only. "The long-term maintenance is minimal such as fertiliser and chlorine for the water feature to prevent mosquitoes and moss.

Myth #3: It will not last

Hong says that a beautiful and long-lasting garden not only requires the right items, equipment and plants, its routine maintenance is also a factor.

"Trimming, removing dead leaves and fertilising are something that you



Ready-made fish ponds in different sizes and shapes are now available.

yourself have to do. No hardware can do that for you. To have a garden, the owner should enjoy the routine maintenance. It may not be every day. Perhaps once a week or so. After all, nothing lasts forever without effort!"

Myth #4: Too much trouble to maintain

"Nothing comes without effort. [The myth is that] it can only be done if you hire a professional gardener," he quips.

He adds that daily maintenance could take less than 10 minutes to water the plants and to pick a dry leaf or two while checking on the condition of the plants.

Myth #5: My balcony is way too small

To Hong, no balcony is too small for a garden. "Any space can be personalised. A landscape designer can come up with a suitable design if you can't do it yourself," he notes.

He shares a typical design of a 4 ft by 10 ft rectangle balcony that was turned into a balcony garden by planting vertically on one side of the wall while a small pathway is created with stone pebbles leading towards a double-layer water feature at the other end of the wall.