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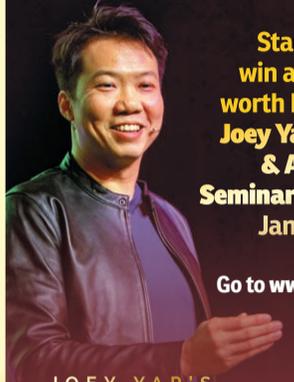
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Government mulling housing loan bank

The Dewan Rakyat was told that the government is considering a proposal to establish a special bank to ease the process of loan applications for affordable and low-cost housing.

Finance Minister Lim Guan Eng said the proposal would be taken into consideration if Bank Negara Malaysia (BNM) felt the need to enable more housing-related loans to be financed. He added that the proposal would have to be in line with BNM's requirement that such banks should have sufficient funds or capital to meet the loan demands.

China's CCCG launches first project in Malaysia

China-based China Communications Construction Group (CCCG) and joint venture partner WCT Holdings Bhd have launched Core Residence @ TRX in Kuala Lumpur. Located on a 1.65-acre plot at the Tun Razak Exchange (TRX) development, Core Residence is a high-end freehold project with a gross development value of RM1.4 billion.

Being developed by joint venture company Core Precious Development Sdn Bhd, the project is CCCG's first property development in Malaysia. It comprises 700 serviced residences in three blocks. Built-up sizes range from 624 sq ft to 1,022 sq ft while the average selling price is RM2,200 psf.

The 50-storey project is estimated to be completed in 2023 and handed over in 2024.

Federal Court: Housing Controller cannot grant EOT to developers

The Federal Court this week ruled that the Controller of Housing has no power to grant an extension of time (EOT) to developers.

The panel held that Regulation 11 (3) of the Housing Development (Control and Licensing) Regulations 1989 which confers power on the controller to waive and modify the terms and conditions of the contract of sale between purchasers and the developer was ultra vires against the Housing Development (Control and Licensing) Act 1966.

"By modifying the prescribed terms and conditions and by granting the developer the EOT, the Controller has denied the purchasers' right to claim for liquidated ascertained damages (LAD)," Chief Justice Tan Sri Tengku Maimun Tuan Mat said.



The High Court had allowed application by the purchasers of Sri Istana Condominium project in Old Klang Road to set aside an EOT given to BHL Construction Sdn Bhd. The Court of Appeal however reversed the High Court ruling.

Meanwhile, a total of 536 EOT approvals have been granted by

the Housing Controller under the Housing and Local Government Ministry since 2014, according to data collated by the National House Buyers Association (HBA).

From 2014 till July 2019, the authorities received a total of 697 applications of which 161 were rejected.

Gopal Sri Ram to take on Taman Rimba Kiara case for free

Former Federal Court judge Datuk Seri Gopal Sri Ram has taken on the Taman Rimba Kiara development case as the lead counsel for Kuala Lumpur City Hall (DBKL) on a pro bono basis, to help the longhouse residents in Taman Tun Dr Ismail (TTDI).

He told *theedgemarkets.com* that the longhouse residents have been waiting for decades for permanent affordable housing.

"It's been 36 years since [the] longhouse people were promised accommodation and DBKL is doing its best to deliver it to them. DBKL asked me whether I would do it free of charge for them, and I said yes," said Sri Ram, who is also the lead prosecutor of the 1Malaysia Development Bhd (1MDB) cases against former prime minister Datuk Seri Najib Abdul Razak.

Al McKay's Earth Wind & Fire Experience
Christmas Eve Concert

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LAUNCHES + EVENTS



If you have any real estate-related events, email us at editor@edgeprop.my. Events listed here will also appear on www.EdgeProp.my.

Hello Splash Slide at Setia Alamsari

Date: Nov 30 (Sat)
Time: 11am to 5pm
Venue: Setia Alamsari Sales Galleria, Bangi, Selangor
Contact: (03) 8736 2255
Enjoy a splashing fun school holiday at S P Setia's Setia Alamsari township with free admission for a Giant Water Park adventure. There will be a giant inflatable slide, two inflatable water obstacles, floating animal wheels, flying sharks and a dunk tank. There will also be food trucks and free vouchers!

A Beary Marvelous Par-tea

Date: Nov 30 & Dec 1 (Sat & Sun)
Time: 11am to 5pm
Venue: TRIO Sales Galleria, Jalan Langat, Bandar Bukit



Tinggi 2, Klang, Selangor
Contact: (03) 3162 3322
Come and have a special Par-tea with adorable and lovely teddy bears at TRIO Sales Galleria hosted by S P Setia. Snap a memorable photo with teddy bears and bring back souvenirs from the creative handmade teddy bear workshops. Don't forget to get soft-serve ice cream, tasty snacks and desserts.



Fun on the Farm at Residensi SIGC

Date: Nov 30 (Sat)
Time: 10am to 3pm
Venue: Residensi SIGC, Lorong Rajawali, Taman Pj Perdana, Seremban, Negeri Sembilan
Contact: (1800) 88 2688
Bring the whole family for a fun family outing at the Fun on the

Farm event organised by Matrix Concepts Holdings Bhd. There will be lots of fun activities, including feeding the animals at the petting zoo, train rides, pony rides and food stalls.

Sawasdee Sanook En-Thai-cing Experience

Date: Nov 30 & Dec 1 (Sat & Sun)
Time: 4pm to 10pm
Venue: twentyfive.7 Experience Gallery, Persiaran Rimbayu, Telok Panglima Garang, Selangor
Contact: (012) 257 2527
Organised by Gamuda Land, the event will feature spectacular Thai performances, Thai-riffic soap and bracelet workshops, authen-Thai massage, Loi Krathong floating lantern, sabai paddle boats and tandem bikes. RSVP to receive a door gift.

Farmers Market at Gravit8

Date: Dec 1, 8, 15, 22 (Sun)
Time: 9am to 2pm
Venue: Gravit8 Sales Gallery, Klang, Selangor
Contact: (011) 1233 8876
Grab the freshest organic veggies from Hoho Farm at the



Farmers Market at Mitraland Group's Gravit8. Only cash payment is accepted.

Embracing the Young Living Lifestyle

Date: Dec 1 (Sun)
Time: 3pm to 5pm
Venue: Life Space @ Ardence Labs, Eco Ardence, PT 8, Persiaran Setia Alam, Setia Alam, Shah Alam, Selangor
Contact: (012) 649 8066
Attend a free interactive event by Eco World Development Group to learn more about essential oils, and hacks to clean your homes without toxic chemicals. There will also be a Kids Corner for the young ones to make their own soap. Register your interest to attend the event and receive a gift on the event day.

SIAPA CEPAT DIA DAPAT

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This is something you wouldn't want to miss, hurry up!

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Butterworth**

HOC 2019

Limited Units*



**Windmill Upon Hills,
Genting Permai**

HOC 2019

Limited Units*



TimurBay, Kuantan

HOC 2019

Bonanza Deals*



Ryan & Miho, PJ Section 13

HOC 2019

Single-Storey Open for Sale*

New Phase



**Semaya,
Iringan Bayu, Seremban**

HOC 2019

Newly Launched*



**Westfield,
Yarra Park, Sungai Petani**

HOC 2019

New Tower Launch*



YOU CITY III, Cheras

HOC 2019

Referral Rewards*

RM10K



**Melbourne Square,
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HOC 2019



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**OSK
PROPERTY**

Ryan & Miho: Developer License No: 19225-2/05-2020/0492(L) • Validity Period: 01/06/2018 - 31/05/2020 • Advertising and Sales Permit No: 19225-2/05-2020/0492 (P) • Validity Period: 01/06/2018 - 31/05/2020 • Developer: PJD Central Sdn Bhd • Address: Level 9, Plaza OSK, Jalan Ampang, 50450 Kuala Lumpur • Tel: 0123568311 • Land Tenure: Leasehold • Expiry Date: 4 November 2114 • Expected Date of Completion: December 2021 • Type of Property: Serviced Apartment • Minimum Selling Price: RM550,000 • Maximum Selling Price: RM1,108,900 • Land Encumbrances: OCBC Bank (Malaysia) Bhd. • Total Units: 542 • Type A (2 Bedrooms): 120 | Type B (3 Bedrooms): 362 | Type C (3+1 Bedrooms): 60 • Approving Authority: Majlis Perbandaran Petaling Jaya • Building Plan Reference No: MBPJ/1201001/P10/1056/2017 • 10% Bumiputra Discount • This advertisement has been approved by National Housing Department • The development details and information contained herein are subject to changes and shall not constitute/be treated as an offer or representation by the Developer. While every reasonable care has been taken in the provision of the information contained herein, the Developer shall not be held responsible for any inaccuracy and/or changes as may be required by the authorities and/or by consultants. The development layout and/or plans are merely approximate measurements only and the visual presentation/images are merely an artist's impression only and in no way a representation by the Developer as to the final product.

Semaya: Developer: Aspect Synergy Sdn Bhd (654103-U) (Wholly-Owned Subsidiary OSK Property Holdings Berhad) • Show Village: Persiaran Iringan Bayu 3, Taman Iringan Bayu, 70300 Seremban, Negeri Sembilan • Contact: 06-6304656 • Developer License No: 9902-6/09-2021/0875(L) • Validity Period: 27/09/2019 - 26/09/2021 • Advertising and Sales Permit No: 9902-6/09-2021/0875(P) • Validity Period: 27/09/2019 - 26/09/2021 • Land Tenure: Freehold • Land Encumbrances: Public Bank Berhad • Approving Authority: Majlis Perbandaran Seremban • Building Plan Reference No: MPSPKB 1 - 11/19 • Expected Completion: October 2021 • Restriction Interest: Nil • Type of Property: 1-Storey Terrace House • Land Area: 20 x 70 • Total Units: 297 • Price: RM 344,800 (min) - RM 654,664 (mak) • Type of Property: 1-Storey Terrace House • Land Area: 20 x 75 • Total Units: 15 • Price: RM 350,800 (min) - RM 705,404 (mak) • 10% Bumiputra Discount • 5% Open Bumiputra Discount. • This advertisement has been approved by National Housing Department.

Westfield: OSK Properties Sdn Bhd (258559-V) (A subsidiary of OSK Property Holdings Bhd) Developer Principal Office Address: 9th Floor, Plaza OSK, Jalan Ampang, 50450 Kuala Lumpur, Tel: 603-21613322. Fax: 603-21618862 • Development Name: Precinct 4 (YARRA PARK - WESTFIELD) • Developer's License No.: 7103-32/12-2020/01132(L) • Validity: 1/1/2019 - 31/12/2020 • Advertising & Sales Permit No.: 7103-32/12-2020/01132(P) • Validity: 1/1/2019 - 31/12/2020 • Approving Authority: MPSPK • Building Plan No.: MPSPK(IP)B 20/2014.D RKM.JLD11 • Type of Development: 1-Storey Semi Detached House • Land area (typical unit)- 3,600sf • Gross Floor Area: W1- 2,113sf & W2- 2,123sf • No of unit: W1-40 units & W2-40 units • Expected Completion Date: 2021 • Land Encumbrances: NIL • Land Tenure: Freehold • Price: W1 & W2: RM438,900(min) - RM900,000(max) • Development Name: Precinct 4 (YARRA PARK - WESTFIELD) • Developer's License No.: 7103-33/03-2021/0223(L) • Validity: 12/3/2019 - 11/3/2021 • Advertising & Sales Permit No.: 7103-33/03-2021/0223(P) • Validity: 12/3/2019 - 11/3/2021 • Approving Authority: MPSPK • Building Plan No.: MPSPK(IP)B 20/2014.D RKM.JLD11 • Type of Development: 2-Storey Semi Detached House • Land area (typical unit)- 3,600sf • Gross Floor Area: W3 - 2,671sf • No of unit: W3 - 40 units • Expected Completion Date: 2021 • Land Encumbrances: NIL • Land Tenure: Freehold • Price: W3 RM598,900(min) - RM1,100,000(max) • 5% Discount For Malay Lot • Disclaimer: This visual serves as an invitation to get response from public to preview and register only and is not to be treated as an offer for sales. This information contained herein is subject to change and cannot form part of an offer or contract. All renderings are artist's impression only. All measurements are approximate. While every reasonable care has been taken in preparing this visual, the developer cannot be held responsible for any inaccuracy. All the above items are subject to variations, modifications and substitutions as may be required by the Authorities or recommended by the Architect or Engineer. OSK Properties Sdn Bhd is only providing guard house and perimeter fencing at Westfield and the said structure(s) is/are subject to amendments from the Local Authority (MPSPK). The management and maintenance of the guard house and perimeter fencing including the maintenance cost is under the management of the purchasers in Westfield. Developer will not provide any security personnel or patrolling services at any time. *Terms and conditions apply.

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Why Hongkongers choose



MALAYSIA

BY TAN AI LENG

The ongoing political unrest in Hong Kong has spurred residents there to consider living overseas. But even before the turmoil, many have already chosen Malaysia as their second home — some looking to retire in a more peaceful environment while others want to escape the stress of everyday life in Hong Kong.

Johnny Yue, 50, has just moved to Malaysia with his young family. The idea to move here crossed his mind after he attended an e-commerce platform conference in Kuala Lumpur a year ago.

“Things were different from what I have read in news reports about Malaysia. The friendly people, the food as well as the living environment are amazing. That got me to rethink my retirement plans and ask myself, why not move here?” Yue tells EdgeProp.my.

Soon after he shared the “second home” idea with his wife, the couple with their 10-year-old daughter visited Malaysia four times, travelling to different parts of the country to have a taste of what life is like here.

They then decided to apply for the Malaysia My Second Home (MM2H) programme and got the approval after a year.

MM2H offers a 10-year renewable visa programme. Aimed at promoting Malaysia as an ideal place to stay and invest, Yue says the programme suits his needs as he and his family were not looking to emigrate.

After close to one year of preparations and scouting, in August, the Yue family found a 1,700 sq ft condominium close to Kepong, KL with a monthly rent of RM4,000.

“The apartment is double the size of my rental apartment in Hong Kong. There are also sports facilities and parks within the township. Schools are just within walking distance. This is the life we are looking for,” says Yue.

In Hong Kong, he was renting an 800 sq ft apartment, which is considered a sizeable abode there, for a monthly rental of HK\$27,000 (about RM14,300).

“I owned an apartment but cashed out a few years back, thinking of upgrading to a better house. But property prices escalated at such an unbelievable speed that I did not think it worth getting another property,” he shares.

Citing a 40-year-old apartment located on the fringe of the city, he said it was tagged at HK\$11 million, about RM5.83 million or an average of RM7,288 psf. He settled for renting it instead.

Less stressful life

Yue, who was a fitness trainer, decided to take a break and become an e-commerce trader instead while looking for potential investment opportunities in Malaysia. He says he was tired of working in a high-pressure environment,

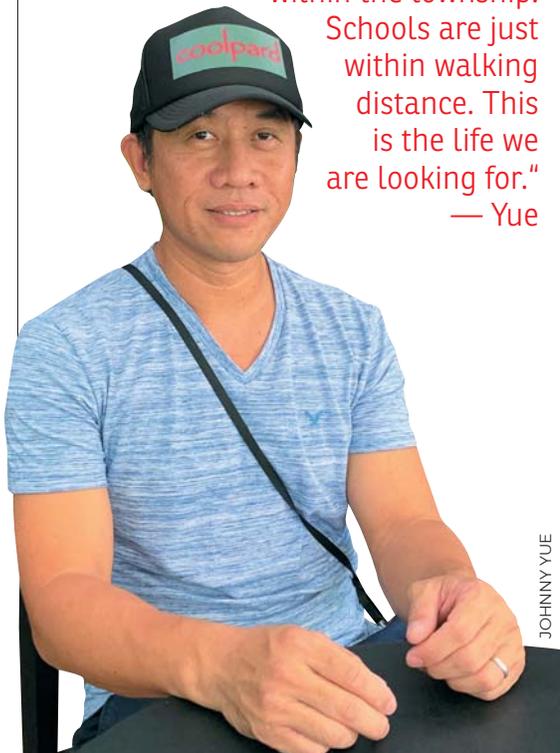
“I wanted to change my lifestyle, maybe start a small business, so that I can have more time for my family and give them a better living environment. This was why I chose to move to Malaysia,” he says.

Interestingly, while scouting for a suitable place to live in Malaysia, Yue had video-recorded and uploaded on YouTube his experience, showcasing each area’s highlights including the food. He video-logged the entire process of his move to Malaysia and much to his surprise, the videos have attracted over 10,000 views, with most of his followers from Hong Kong.

“This shows that people are interested to know more about Malaysia and may be thinking of coming to live here,” he reckons.

“The apartment is double the size of my rental apartment in Hong Kong. There are also sports facilities and parks within the township. Schools are just within walking distance. This is the life we are looking for.”

— Yue



JOHNNY YUE

“The heightened political uncertainties and escalating living costs have made us decide that moving might be good for the family.”

— Crestejo



Closer to home

According to Gary Crestejo, the administrator for social media platform “Hongkongers in Malaysia”, there are at least 2,000 Hong Kong folks who have started a new life in Malaysia.

Crestejo, who is the sole franchisee of Hong Kong’s Chee Kee Wonton Noodle in Malaysia (known for its springy bamboo pole-kneaded egg noodles and shrimp dumplings), has been staying in KL for close to six years.

His wife and two daughters, after several visits to Malaysia, have finally agreed to step out of their comfort zone to join him in Malaysia next year.

“They were initially reluctant to move although they liked it here — the space, entertainment and food, but the heightened political uncertainties, escalating living costs and [for his children] the stress of studying have made us decide that moving might be good for the family,” says the Portuguese Chinese who was born in Hong Kong.

Although he holds a Canadian passport, Crestejo has chosen to settle down in KL for a number of reasons.

For one, the Chinese in Malaysia

share a similar culture with those in Hong Kong. Furthermore, the cost of living is lower than in Hong Kong while the quality of life is good. He also likes the weather and the fact that the country is relatively safe from natural disasters.

“Another reason is that Malaysia is relatively geographically closer and offers frequent flights to Hong Kong. If anything happened to my relatives in Hong Kong, in just a few hours I could be there with them,” he points out.

Lower cost

Six years ago, Crestejo came to Malaysia as an investor in a telco business before venturing into the F&B industry in 2016.

He rebranded the famous 100-year-old Chee Kee noodles as Mak’s Chee in Malaysia. It currently has three outlets and a central kitchen in the Klang Valley, hiring more than 50 Malaysians.

“It was a challenge starting off because it wasn’t easy to get suitable ingredients, especially for the condiments and flour to make the noodles here in Malaysia,” he recounts.

Nevertheless, the cost of doing business in Malaysia is much lower than in Hong Kong, he says, adding that renting a space on the second floor of a shoplot in Hong Kong will set one back at least HK\$80,000 and the staffing cost will eat up a big chunk of the revenue.

For instance, the monthly salary for a dishwasher is at least HK\$18,000. For an F&B business to be viable, it has to operate over 10 hours non-stop daily as the earnings of the first eight hours are only sufficient to cover the rental and headcount costs.

The costs incurred in Malaysia would be less than half of that in Hong Kong, but so are the crowd and earnings.

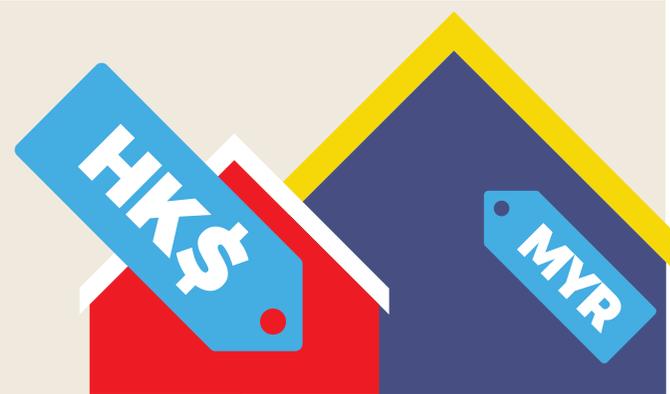
“Nevertheless, I have more time here, less stress and a comfortable life. I can even go for a movie during off-peak hours as my shops are all in shopping malls,” Crestejo says.



10 reasons Hongkongers love Malaysia

- 1 Friendly people
- 2 Quality living environment and spacious homes
- 3 Easy communication with locals
- 4 Good international schools and healthcare
- 5 Lower cost of living and in doing business
- 6 Food paradise
- 7 Politically stable
- 8 Free from natural disasters
- 9 Similar culture with local Chinese
- 10 Flight to Hong Kong less than five hours

Property prices in Malaysia at least five times lower than in HK



Hong Kong travel show fuelled interest

The current riots and unrest in Hong Kong which began about five months ago have definitely driven more Hongkongers to look for a second home overseas at least until calm returns to the ex-British colony. However, that is not the only reason for the greater attention Malaysian properties have been getting from Hong Kong residents, offers Hartamas Real Estate Group managing director Eric Lim.

“Interest towards Malaysian properties was already on the uptrend, especially after the travel show hosted by Hong Kong artist Chapman To called “Pick me up to Malaysia” went on air end-April,” he adds.

In this 15-episode Cantonese travel show produced by Hong Kong ViuTV, To visits interesting places in Malaysia such as a durian orchard, a fish farm and hipster cafes and bars as well as popular restaurants.

In one of the episodes, To visited an owner of a bungalow villa in Ipoh and discussed how tough it was to own a property in Hong Kong. This episode resonated with many Hong Kong folks and gained over 1.5 million views and close to 15,000 shares on its Facebook teaser video posting.

Starcity Global managing director Florence Ten concurs that there have been more enquiries on the Malaysia My Second Home (MM2H) scheme and about living in Malaysia from Hong Kong residents since the travel show.

Starcity Global is a MM2H agency that has an office in Hong Kong to provide information about the scheme and familiarisation tour packages to prospective foreign buyers of property in Malaysia.



Lim: Prior to the unrest, interest towards Malaysian properties was already on the uptrend, especially after the travel show.

“We used to organise MM2H seminars about once a month with a turn-out of around 70 people. But after the show went on air, we have over 100 people coming to the seminar. They even don’t mind standing for two hours to listen to the seminar,” Ten says.

And now, with the prevailing violent protests creating chaos to the economy, the Hong Kong office has been getting non-stop phone calls or social media messages from people enquiring about the MM2H programme.

What’s more, she now has to fly to Hong Kong every two weeks as the seminars have been increased to four sessions on the weekends every two weeks catering to more than 400 participants.

Familiarisation tours getting popular

Ten also notes that the number of people taking up the familiarisation trips to Malaysia has also increased to an average of two families a week, from only a few families over several months previously.

“I have just attended to seven families from Hong Kong in one week, and I just sent off four groups this morning,” she says.

As an MM2H agency, the company is allowed to organise short familiarisation trips (less than a week) for interested overseas residents to visit Malaysia in small groups of not more than 10 people.

Unlike the normal tour packages, the MM2H familiarisation tours are more for the foreigners to envision how their daily lives in Malaysia would be.

For instance, the itinerary will include medical or dentist check-ups, visits to schools, the *pasar pagi* and *pasar malam*, the neighbourhood supermarket, some tourist spots, popular foods and experiencing the public transportation or e-hailing services in the country.

“This is to let them have a feel of what it would be like to stay in Malaysia. I have helped more than 30 Hong Kong families settle down in Malaysia. Most of them will start by renting a unit, but eventually a majority of them will choose to purchase a property after they have found their preferred locations,” she adds.



Ten: Most of them will start by renting a unit, but eventually a majority of them will choose to purchase a property after they have found their preferred locations.

Malaysia's edge in attracting foreign buyers

1. **Malaysia My Second Home (MM2H)** allows foreign citizens to have a 10-year multiple social visit visa, and permits their children of below 21 years old to live in Malaysia
2. **Easy** foreign ownership of properties, i.e. foreigners can buy and sell from or to anyone in the country or to other foreign buyers
3. Availability of **property financing** for their purchases
4. Malaysian properties overall are at least **five times cheaper** than Hong Kong properties and among the lowest in Asia

Deciding factors in choosing a home

1. Proximity to amenities such as schools, medical centres and markets
2. Availability of public transportation
3. Within an hour's drive to airports
4. Priced between RM1 million to RM1.5 million
5. Spacious houses with lifestyle offerings
6. Safe and comfortable living environment

Weakened ringgit an advantage

Lim from Hartamas and Ian Chen, CEO of Jalin Realty International believe Hong Kong people are now looking at countries that offer growth opportunities, not only for property investments but also for business.

“The weakened ringgit has actually made Malaysia more attractive than other countries in the region,” says Chen.

He adds that Malaysia’s well-planned township developments that offer ample amenities including schools and medical centres make Malaysia an ideal second home destination for foreign citizens.

Lim notes that property prices in Malaysia are at least five times less than those in Hong Kong. Coupled with the wide range of property choices and avail-



Chen: The weakened ringgit has actually made Malaysia more attractive than other countries in the region.

ability of property financing, Malaysia becomes even more appealing.

“Currently, we have more than 150 Hong Kong buyers and lately, there have been more new enquiries for our developments in Kuala Lumpur city centre and other affluent neighbourhoods,” Lim says.

Ten from Starcity Global concludes that Hongkongers who moved to

Malaysia mainly have three objectives — to provide a more well-rounded education for their children, as a place to retire and for property investment.

“Many say that the education environment in Hong Kong is too competitive and stressful for their kids. Hence a pleasant living environment with quality education within walking distance or short drive, is often the ideal choice for them,” says Ten.

As for retirees, they will look for places with easy access to public transportation and close to medical centres and daily amenities.

“There are also those who are looking for a vacation home that could also serve as an investment asset — for rental income or capital appreciation. For this group, well-established areas with mature infrastructure development will be their choice,” she adds.





Mitraland makes it a practice to deliver homes early

BY CHELSEY POH

PETALING JAYA: Mitraland Group will be handing over the first two residential blocks of its Gravit8 development in Klang, Selangor ahead of schedule, extending the developer's track record of early delivery to buyers.

The two residential blocks at Gravit8 — Nordica Residences and Adria Residences, will be handed over to buyers end-2019, in time for buyers to move in before Chinese New Year (end-Jan 2020). The boutique shops (phase 1A) in the same development comprising 3-storey and 5-storey shopoffices and car parks were handed over in June 2017, several months ahead of schedule as well.

Mitraland CEO Datuk Andy Khoo Poh Chye told EdgeProp.my that the company strives to deliver ahead of schedule while ensuring good quality, good design and concept.

"So far, we have not seen any late hand over. By handing over early, we build a good reputation, as we know that a good track record is very important to buyers," he says.

To be able to achieve that, it stresses three aspects — contractor selection; close monitoring and coordination of works; as well as ensuring sound financial status.

"We choose contractors carefully. Besides competitive bids, they must also have a good track record in quality, timely completion and in strong financial position. Secondly, we closely monitor construction progress to address issues in time and react fast to resolve any problems," Khoo said.

Mitraland, he added, also aims to pay its contractors promptly to ensure quality and timely work completion.

He is confident that the later phases of Gravit8 would also be handed over early.

Going forward, Khoo said the complementary skill sets of Mitraland's top management will help it attain sustainable growth.

Chairman Datuk Johan Ariffin has vast experience in the banking, financing, insurance, marketing and property development fields. He currently also sits on the board of Permodalan Nasional Bhd, Amanah Harta Tanah PNB, Etiqa International Holdings Sdn Bhd, as well as several leading property development firms.

Deputy chairman and founder Chuah Theong Yee has entrepreneurial vision, expertise in civil engineering as well as a knack for choosing locations for developments. He has led the company through the years, successfully launching its first project — Desa Permai in Bandar Sungai Long, Selangor in 1999, and completing its first high-rise project — Kiara 1888 at Mont'Kiara,



Mitraland's top management (from left): Chuah, Johan and Khoo

Kuala Lumpur in 2009 as well as its first mixed development — C180 at Cheras South, KL in 2012.

Khoo, who joined Mitraland in May this year, brings with him more than 30 years of experience in the property industry, having worked with several listed developers. He had also spent seven years with Pengurusan Danaharta Nasional Bhd, where he and Johan got to know each other.

"Johan and Chuah have laid a very good foundation for the company. We have known each other for over 15 years. We hope that the strength in our union could act as a catalyst to spur the company's growth to achieve greater heights," Khoo said.

As a boutique developer, he added, Mitraland is very lean in structure, agile and able to move fast to mitigate challenging market conditions.

In terms of pricing, Johan noted that the developer always prices its units within the acceptable range of the market. "No developer wants to overprice itself out of the market, hence our products are affordably priced," he said.

The company usually launches new projects after reaching at least 70% take-up rate for present ones. "We are now focusing on Gravit8 as our key project as well as Upper-ville in Melawati (Kuala Lumpur)," he added.

Gravit8 is a 15-acre freehold integrated development that offers a lake park, themed serviced residences, an office tower, SoHos, a hotel, and a lifestyle mall.

Fifth residential tower to be launched at Gravit8

Mitraland plans to launch the fifth residential tower (phase 2C)

at Gravit8 by mid-2020 with an estimated GDV of RM260 million. It will offer the first "Park Homes concept" serviced apartments. The 30-storey tower will have 416 units of which 72 units up to the seventh floor will be made up of the Park Homes units that allow residents to drive up and park their vehicles right in front of their units.

There will be six layout types with unit sizes of between 550 sq ft and 1,160 sq ft. Indicative prices are between RM600 psf and RM650 psf.

Khoo said the company is eyeing first-time homebuyers, young couples, small families as well as retirees for the serviced apartments.

"The key selling points [of the fifth tower] are the Park Homes concept units, practical layouts for families as well as its Santorini-in-

spired design. The tower directly faces the eight-acre lake park at Gravit8," he added.

The tower will have its own set of facilities at level eight including swimming pool, kids pool, wading pool, Jacuzzi, children's playground, gym room, multi-purpose hall, half basketball court, outdoor movie wall, outdoor fun slide, exercise station, sunset viewing terrace, sun deck, lounge deck and a blue dome pavilion.

Meanwhile, Gravit8's lifestyle mall called Pier 8 is targeted to open in March or April next year. The developer aims to achieve 75% occupancy by then.

The two-storey mall has a net lettable area (NLA) of around 150,000 sq ft. Mitraland in early September this year signed a memorandum of

understanding with eight brands including KFC Malaysia, Best Fresh Mart, Cherie Hearts International Preschool, Believe Fitness, Thai Hou Sek, Station One Café, Ondeland and Bushido.

"We are currently in talks with a few other retailers, and we expect to sign more tenants by 1Q2020," Johan said.

"We are looking for a mix that can provide convenience and complement the lifestyle of residents here. We expect the retail space would be driven by food and beverage," he added.

Nearby amenities also include AEON Bukit Tinggi, GM Klang Wholesale City, Hospital Tengku Ampuan Rahimah, Pantai Hospital Klang, SJK (C) Hin Hua, Hin Hua High School and SK Bukit Tinggi.

Riding on logistics tide

Gravit8 is poised to ride on Port Klang's rapid development. A number of logistics-related developments are in store for Klang including the proposed Ikea Distribution Centre (DC) at Pulau Indah, the expansion of the West Port as well as plans to improve port infrastructure and turn Port Klang and Carey Island into regional maritime centres and logistic hubs.

"A lot of investment activities are going on in Klang. There will definitely be a spillover effect to spur more housing demand," Khoo said, citing Gravit8 which is around a 20-minute drive from the West Port.

"Klang has a young population, but lifestyle developments such as Gravit8 are relatively rare," Chuah offered.

He believes the demand for residential properties is strong in Klang as seen from the earlier launches at Gravit8. Take-up rates of the first two residential blocks Nordica and Adria have both reached over 90% to date while take-up rates of the third and fourth blocks Andaman and Ashino are at over 80% and around 50%, respectively.

Gravit8 enjoys accessibility to Pulau Indah Expressway, Shah Alam Expressway, Kemuning-Shah Alam Highway (LKSA), Elite Expressway, Federal Highway and South Klang Valley Expressway.



Above: An illustration of the blue dome pavilion at Gravit8's phase 2C

Left: An illustration of Gravit8's phase 2C residential tower



Can one rate fit all?

HBA recognises the great diversity of mixed-use strata developments in Malaysia, with its many permutations of serviced apartments, medium-cost apartments, low-cost flats, office blocks, retail blocks, shopping mall, hotel, car parks and others. The components can either be en bloc parcel blocks with a single strata title or multiple-parcel block with multiple strata titles.

Complicating things further, common property such as facilities in a mixed-use strata development may either be shared by all the parcels in a strata development, or exclusively designated for certain components only.

For example, in Central Park, Penang, high-end facilities of the condominium are not shared with low-cost flat residents. In Bukit Jambul Kompleks, Penang the centralised air-conditioning of its multiple-parcel shopping mall is not shared with its condominium and low-cost flat components.

Considering such diversity and complications, it is clear that one uniform rate of maintenance charges will not be applicable equally to all the different types of mixed-use strata developments. One size does not fit all.

Some proponents for 'flat rates' erroneously state that different rates are not allowed during the management period by the Management Corporation (MC) without Subsidiary MCs (Sub-MCs). The fact is, Section 60 of the Strata Management Act 2013 (SMA) provides for the MC to determine different rates of charges for parcels of significantly different purposes and for provisional blocks.

The best practice is to have different rates to ensure owners only pay for what they are entitled to use. A group of parcels in a block will bear the direct cost of its own exclusive common facilities and services, plus the apportioned shared cost of the shared common property. The total will then be divided by the total share units of the component to give its fair

and reasonable rate of maintenance charges.

The concept here is the same as the MC and Sub-MC. The Sub-MC will bear the direct cost of the facilities and services in its own limited common property (LCP), and an LCP rate of maintenance charges will be collected from its members. The MC will manage and maintain the balance of the common property (CP), and a CP rate of maintenance charge will be collected from all the owners in the mixed-use strata development. The total of the LCP rate and the CP rate is essentially the different rate for the component mentioned above.

In *Muhamad Nazri Bin Muhamad vs JMB Menara Rajawali & Anor*, the dispute can be traced back to the first Annual General Meeting of the Joint Management Body (JMB) where it was unanimously resolved that the mandate be given to the Joint Management Committee (JMC) to fix the maintenance charges for residential and retail shop parcels at a rate not exceeding RM3.26 per share unit and car park parcels at a rate not exceeding RM1.68 per share unit.

Pursuant thereto, the JMC fixed the maintenance charges for residential and retail shop parcels at a rate of RM2.80 per share unit; and car park parcels at a rate of RM1.68 per share unit.

Decision of High Court

Dissatisfied with the resolution and the subsequent decision of the JMC, the Plaintiff who is an owner of a residential parcel filed a suit against the JMB and the owner of the car park parcel (whole floor) at the High Court, contending that different rates of maintenance charges discriminated against retail shop and residential parcels and were unlawful.

The High Court disagreed with the Plaintiff and found that there is nothing in the SMA which prevents the JMB/JMC from fixing different rates of charges as long as this is approved by the AGM.

BY DATUK CHANG
KIM LOONG



High Court decision reversed

The Court of Appeal disagreed with the High Court, observing that share units are calculated according to the formula under the First Schedule of the SMA which already takes into account three weightage factors. The three factors make differentiations including different types of parcels, parcels with or without air-conditioning to the common areas or corridors, lobbies and foyers, parcels having benefit or no benefit of common lift/escalator facility, etc.

In addition, sections 21 and 25 of the SMA require the JMB to determine the maintenance charges "in proportion to the allocated share units of each parcel".

The Court of Appeal ruled that since the three weightage factors have been applied in the calculation of share units for car park parcels, premised on equitable consideration, the JMB is only empowered to fix one rate applicable to all types of parcels. The Court of Appeal further agreed that since the car park unit (whole floor parcel) is already enjoying a 40% discount due to the calculation of its share units pursuant to the formula in the First Schedule of the SMA, it will enjoy a further 42% discount based on the lower rate of maintenance charges for car park units.

On another issue of delegation of duty by the JMB to the JMC to determine rates of maintenance charges, the Court of Appeal ruled that the duty is non-delegable.

Is the problem solved?

In reality, the issues in a mixed development extend beyond mere use of parcels and factors enumerated in the formula contained in the First Schedule of the SMA.

Between parcels of same use, costs of maintaining common areas may still vary. Certain common property, including facilities, may not be shared equally by the components in a mixed strata development.

Furthermore, the Court of Appeal's decision fails to appreciate the differences between en bloc parcel block and multiple parcels block. For example, an en bloc office parcel block could have little or no common area within its own block and it may be unfair to require the en bloc parcel block owners to foot the bill for maintaining the common facilities located in a residential tower such as swimming pool and gym. A point to note is that the apartment and office share the same weight in computing share units.

The overriding principle in determining maintenance charges should be that an owner only pays for what he or she is entitled to use and vice-versa. Allowance of different rates during management by JMB will provide for flexibility while safeguards must be put in place to ensure that this mechanism is not abused.

When the SMA allows for imposition of different rates of maintenance charges for developments managed by the MC, the same shall be applicable to developments managed by the JMB unless there are valid justifications not to do so. After all, the JMB is merely a precursor to the MC and will be succeeded by the MC once the strata titles are issued. The spirit of the law is to have a smooth transition from JMB to MC and not to create confusion and dire ramifications.



Datuk Chang Kim Loong is the Hon Secretary-General of the National House Buyers Association (HBA). HBA can be contacted at:
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'Sayangi Rumahku activities can reduce social ills'

BY CHIN WAI LUN

KUALA LUMPUR: Participating in community activities and programmes such as the Sayangi Rumahku can help reduce social ills among PPR public housing scheme residents especially the youths, said members of the PPR Seri Cempaka public housing community who were among the volunteers refurbishing the sports court at the PPR on Tuesday.

The volunteers who comprised mainly youths from the PPR were helping to apply layers of sealant to the freshly-paved sports court before painting began.

The outdoor sports court was being repurposed and repainted into a vibrant and colourful multipurpose sports court (futsal, badminton and netball) under the Sayang Rumahku campaign which is a joint effort by EdgeProp.my, Paramount Property

LOW YEN YEING | EdgeProp.my



Community members of PPR Seri Cempaka who helped refurbish the sports court.

Development and Nippon Paint Malaysia

"Activities like this are excellent pastimes for the children. Due to lack of certain amenities for instance, the previously dilapidated

state of the sports court, the kids tend to venture elsewhere and may end up socialising with the wrong company," PPR Seri Cempaka resident Nur Qamarina told EdgeProp.my.

"The new sports court may lead to a safer and more comfortable community which in turn, improve the liveability here. I am very happy to be able to spend time with my friends here to beautify the place.

I will definitely use this court here with the other children," she added.

Another young volunteer, Mohammad Radzwill Azrai hoped for more sporting activities to fully utilise the new sports court later on. An avid futsal and football player, he added that he is very much looking forward to play with his friends here.

Syarifuddin Fahmi, who was leading the PPR Seri Cempaka volunteers, was grateful to all the parties involved in refurbishing the sports court.

"Getting the youths involved is definitely more meaningful and healthier than hanging out in malls or being constantly on their mobile phones," he said.

The Sayangi Rumahku campaign is in support of the National Community Policy or Dasar Komuniti Negara (DKN) formulated by the Housing and Local Government Ministry. The DKN is aimed at improving the lives of the B40 group.



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**RM1,100,000****Vortex Suites, KLCC, Kuala Lumpur****Type:** Condominium **Tenure:** Freehold
Built-up: 744 sq ft
Bedroom: 2 **Bathroom:** 2**Ian Tang** (REN 22803)

REAPFIELD PROPERTIES (HQ) SDN BHD (E (1) 0452)

☎ +6018 278 3154

**RM1,950,000****Villa Aman Condominium, Ampang Hilir, Kuala Lumpur****Type:** Condominium **Tenure:** Freehold
Built-up: 3,062 sq ft
Bedroom: 5 **Bathroom:** 4**Elvie Ho** (REN 22102)

REAPFIELD PROPERTIES (KL) SDN BHD (E (1) 0451/1)

☎ +6012 303 3788

**RM700,000****Taman Seri Sungai Long, Cheras, Kuala Lumpur****Type:** Terraced house **Built-up:** 2,186 sq ft
Land size: 1,540 sq ft
Bedroom: 4 **Bathroom:** 3**Jimmy Ng** (REN 02015)

REAPFIELD PROPERTIES (KL) SDN BHD (E (1) 0452/1)

☎ +6016 257 0886

**RM529,888****Oasis Ara Damansara, Ara Damansara, Selangor****Type:** Condominium **Tenure:** Freehold
Built-up: 669 sq ft
Bedroom: 1 **Bathroom:** 1**John Oh** (REN 07002)

IQI REALTY SDN BHD (E (1) 1584)

☎ +6012 298 6266

**RM1,600,000****SS18, Subang Jaya, Selangor****Type:** Semidee house **Tenure:** Freehold
Built-up: 4,600 sq ft
Bedroom: 4 **Bathroom:** 3**Kelvin Tan Khai Yik** (REN 31324)

ASPIRE PROPERTIES (E (3) 1632)

☎ +6016 403 2222

RENTED FOR

RM9,500 per month (around RM4.33 psf)**Serviced residence, Pavilion Banyan Tree Signatures, Kuala Lumpur****Concluded by:** Eugene Pang (REN 30525)

of MIP Properties Sdn Bhd (+6016 272 4227)

When: September 2019

DONE DEAL

Noteworthy

- Built-up: 2,195 sq ft
- 3-bedroom, 3-bathroom
- High floor corner unit
- Partly furnished
- Located across the road to Pavilion KL shopping centre

Completed and handed over in 2015, Pavilion Banyan Tree Signatures is a luxury serviced residence project located in the Golden Triangle of Kuala Lumpur.

The 59-storey residential tower features 411 branded private residences, 51 serviced residences, as well as 55 hotel rooms and suites. Among the facilities for the residential components are an infinity pool, Jacuzzi, kid's pool, sauna and steam room, gymnasium, dance studio, BBQ terrace, outdoor lounge, and function rooms.

According to Eugene Pang from MIP Properties Sdn Bhd, the property negotiator who concluded the rental deal, the owners of the corner unit are property investors.

"The unit was vacant

for almost one year. It is a very well-maintained unit with a reasonable asking monthly rental," said Pang.

He shared that the semi-furnished unit came with wardrobes, kitchen cabinet and kitchen island.

The new tenant, he added, was an entertainment company which accepted the asking rental of RM9,500 per month and signed a three-year tenancy agreement.

According to EdgeProp.my's data, there were 18 transactions at Pavilion Banyan Tree Signatures in 2018 at an average transacted price of RM2,064.75 psf.

Meanwhile, as of end October, there were 88 rental listings at Pavilion Banyan Tree Signatures asking for an average rental of RM8,601 per month.

**RM620,000****Bukit Mahkota, Bangi, Selangor****Type:** Semidee house **Tenure:** Freehold
Built-up: 1,800 sq ft **Land size:** 2,700 sq ft
Bedroom: 4 **Bathroom:** 3**Mohd Faiz** (REN 04003)

TRUE VEST PROPERTY CONSULTANTS SDN BHD

(VE (1) 0249) ☎ +6013 308 3063

**RM3,103,100****Publika Solaris Dutamas, Kuala Lumpur****Type:** Office **Tenure:** Freehold
Built-up: 2,387 sq ft **Office rooms:** 8**Segar Xavier Kuppusamy** (REN 04972)

SQUARE FEET REAL ESTATE (E (3) 1547)

☎ +6014 338 3381

**RM2,200,000****Areca Residence Laman Rimbunan, Kepong, Selangor****Type:** Semidee house **Tenure:** Leasehold
Built-up: 3,372 sq ft **Land size:** 3,060 sq ft
Bedroom: 4 **Bathroom:** 5**Terence Tih** (REN 01644)

TECH REAL ESTATE SDN BHD (E (1) 1537)

☎ +6017 668 2669

**RM330,000****Taman Impian Jaya, Senai, Johor****Type:** Terraced house **Tenure:** Leasehold
Built-up: 1,800 sq ft
Bedroom: 4 **Bathroom:** 2**Usha Sha** (REN 17124)

GATHER PROPERTIES SDN BHD (E (1) 1536/3)

☎ +6016 720 0135

**RM630,000****The Z Residence, Bukit Jalil, Kuala Lumpur****Type:** Condominium **Tenure:** Freehold
Built-up: 1,232 sq ft
Bedroom: 3 **Bathroom:** 2**Yat Min** (REN 31294)

WTW REAL ESTATE SDN BHD (E (1) 0507/6)

☎ +6018 661 3088

**RM1,100/mth****Liberty Tower, i-City, Shah Alam, Selangor****Type:** Serviced apartment **Tenure:** Freehold
Built-up: 466 sq ft
Bedroom: 1 **Bathroom:** 1**Wilson Lim** (REN 29646)

ONE WSM PROPERTY SDN BHD (E (1) 1823)

☎ +6016 353 0201

**RM1,350,000****Reflection Residences, Mutiara Damansara, Selangor****Type:** Condominium **Tenure:** Freehold
Built-up: 1,705 sq ft
Bedroom: 3 **Bathroom:** 4**Ann Soh** (REN 03232)

METRO REC SDN BHD (VE (1) 0376/1)

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Properties for sale and rentPro Agents, get your listings featured here! Email support@edgeprop.my or call 03-7733 9000**RM1,780,000****Kipark Sri Utara, Jalan Ipoh, Kuala Lumpur****Type:** Bungalow **Tenure:** Leasehold
Built-up: 3,057 sq ft
Bedroom: 7 **Bathroom:** 4**Wennie Liew** (REN 16099)

IQI REALTY SDN BHD (E (I) 1584)

☎ +6012 233 3013

**RM4,548,556****Agriculture land in industrial zone, Subang Jaya, Selangor****Type:** Land **Tenure:** Leasehold
Land size: 2 acres**Joanne Soh** (REN 13124)

CBD PROPERTIES SDN BHD (E (I) 1197)

☎ +6012 297 6506

**RM1,900,000****Sri Damai, Bukit Rimau, Shah Alam, Selangor****Type:** Bungalow **Tenure:** Freehold
Built-up: 3,500 sq ft **Land size:** 6,695 sq ft
Bedroom: 5 **Bathroom:** 5**Kheng Fatt** (REN 04422)

CHESTER PROPERTIES SDN BHD (E (I) 1321/15)

☎ +6012 329 6931

**RM11,888,888****Land, Old Klang Road, Kuala Lumpur****Type:** Land **Tenure:** Freehold
Land size: 30,268 sq ft**James Lee** (REN 11088)

LEADERS REAL ESTATE (E (3) 1204)

☎ +6010 773 0073

**RM4,500,000****Hi-Tech 7, Semenyih, Selangor****Type:** Factory **Tenure:** Freehold
Built-up: 11,400 sq ft **Land size:** 26,000 sq ft**Yong Hao Sit** (REN 09622)

REGIONAL REAL ESTATE (E(3) 1274)

☎ +6012 690 8291

RENTED FOR**RM14,000 per month**

(around RM4.70 psf)

The Vertical Office Suites, Bangsar South, Kuala Lumpur**Concluded by:** Ken Lim (REN 35200) of CBD Properties Sdn Bhd (+6017 806 0113) **When:** August 2019**Noteworthy**

- Leasehold
- 2,982 sq ft
- MSC status office
- Facilities: 24-hour security with card access and CCTV surveillance, ample car park spaces
- Nearby amenities: Link bridge for pedestrians to Kerinchi LRT station, Nexus Bangsar South and The Sphere; 3km from Mid Valley City; around 13km to Kuala Lumpur city centre; 6km from KL Sentral

Developed by UOA Group, The Vertical in Bangsar South comprises six blocks of high-rise offices and one hotel tower set against a six-acre park.

The Vertical Office Suites comprises a 32-storey and a 35-storey towers, offering more than 600 office suites with built-ups ranging between 735 sq ft and 18,600 sq ft.

A covered link bridge brings pedestrians to the Kerinchi LRT station, Nexus Bangsar and The Sphere, where a wide range of F&B outlets, shops and supermarket could be reached.

According to Ken Lim from CBD Properties, the green and MSC-status building makes the suites among the most sought-after offices in Bangsar South. Its location offers easy access to KL city centre and the rest of Klang Valley via highways and main roads such as Jalan Kerinchi, New Pantai Expressway and Sprint Highway, said Lim. Lim, who helped find a

tenant for this 2,982 sq ft office space in tower A, said the space was originally three office suites but the owner combined them into one to suit the needs of the previous tenant.

"Bangsar South's offices are always in demand, and it only took the owner around two months to get a new tenant," said Lim.

The new tenant is an IT company owner, who likes the size of the space and Bangsar South as it is a hub for tech start-ups and businesses including Alibaba Malaysia's office.

Vertical Office Suites is part of a mixed development that comprises retail and hotel as well as a beautiful park that offers convenience for business travellers to the area.

According to EdgeProp.my data, the Vertical Office Suites recorded six transactions in 2018, with an average selling price of RM1.2 million or RM1,048 psf.

DONE DEAL**RM1,238,000****Sentral Suites, KL Sentral, Kuala Lumpur****Type:** Condominium **Tenure:** Leasehold
Built-up: 1,138 sq ft
Bedroom: 3 **Bathroom:** 3**Oliver Oon** (REN 13306)

REAPFIELD PROPERTIES (PUCHONG) SDN BHD

(E (I) 0452/8) ☎ +6012 278 4622

**RM1,100,000****Surian Condominium, Mutiara Damansara, Selangor****Type:** Condominium **Tenure:** Freehold
Built-up: 2,228 sq ft
Bedroom: 5 **Bathroom:** 4**Laura Teh** (REN 02734)

REAPFIELD PROPERTIES SDN BHD (E (I) 0452)

☎ +6019 221 9830

**RM418,000****Taman Sentosa Abdul Hamid, Klang, Selangor****Type:** Terraced house **Tenure:** Freehold
Built-up: 1,200 sq ft **Land size:** 1,200 sq ft
Bedroom: 3 **Bathroom:** 2**May Lee** (REN 16580)

THE ROOF REALTY SDN BHD (E (I) 1605/5)

☎ +6011 2919 5535

**RM1,680,000****Sri Suria, Shah Alam, Selangor****Type:** Semidee house **Tenure:** Freehold
Built-up: 3,200 sq ft **Land size:** 4,600 sq ft
Bedroom: 4 **Bathroom:** 4**Susan** (REN 34104)

CHESTER PROPERTIES SDN BHD (E (I) 1321/15)

☎ +6019 210 9848

**RM365,000****Vista Millennium Condominium, Puchong, Selangor****Type:** Condominium **Tenure:** Leasehold
Built-up: 1,798 sq ft
Bedroom: 3 **Bathroom:** 2**Leena Tan** (REN 28908)

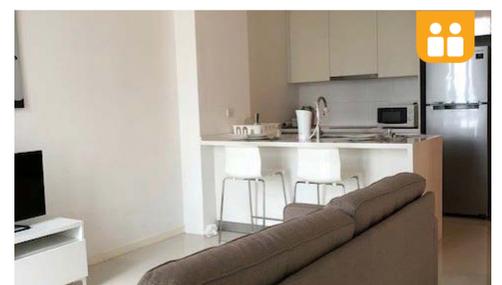
REAPFIELD PROPERTIES (HQ) SDN BHD (E (I) 0452)

☎ +6012 322 7901

**RM2,300,000****Industrial area, Masjid Tanah, Melaka****Type:** Land **Tenure:** Leasehold
Land size: 130,680 sq ft**Kheng Fatt** (REN 04422)

CHESTER PROPERTIES SDN BHD (E (I) 1321/15)

☎ +6012 329 6931

**RM2,200/mth****Tropicana Avenue, Tropicana, Selangor****Type:** Condominium **Tenure:** Freehold
Built-up: 666 sq ft
Bedroom: 1 **Bathroom:** 1**Catherine** (REN 09255)

CBD PROPERTIES SDN BHD (E (I) 1197)

☎ +6012 383 9275