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## The industrial factor

Industrial activities have long been known as a catalyst for development. Should you invest in industrial property? See Pages 6 and 7.



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The Edge Property Sdn Bhd  
(1091814-P)

Level 3, Menara KLK,  
No. 1 Jalan PJU 7/6, Mutiara  
Damansara, 47810 Petaling Jaya,  
Selangor, Malaysia

EdgeProp.my

Managing Director/Editor-in-chief  
Au Foong Yee

## EDITORIAL

Executive Editor Sharon Kam  
Assistant Editor Tan Ai Leng  
Deputy Chief Copy Editor  
James Chong  
Copy Editor  
Arion Yeow  
Senior Writer  
Rachel Chew  
Writers  
Natalie Khoo, Shawn Ng,  
Chin Wai Lun, Chelsey Poh  
Art Director Sharon Khoh  
Senior Designer Jun Kit  
Designer Rajita Sivan

For New Launches/Events/  
Press Releases/News Tips  
email: editor@edgeprop.my  
Tel: (03) 7721 8211 Fax: (03) 7721 8280

## ADVERTISING &amp; MARKETING

Associate Account Director,  
Advertising & Marketing  
Heidee Ahmad (019) 388 1880  
Senior Account Managers  
Ian Leong (012) 359 1668  
Cecilia Too (012) 319 7666  
Account Manager  
Joane Tan (012) 377 2885

Marketing Support & Ad Traffic  
Madeline Tan (03) 7721 8218  
email: marketing@edgeprop.my

## BUSINESS DEVELOPMENT

Manager  
Nimalen Parimalam (014) 324 3193

## AGENCY SALES

Sales Manager  
Stanny Tan (012) 538 1687

## PRODUCT DEVELOPMENT

& CUSTOMER ADVISORY  
Senior Manager  
Elizabeth Lay (012) 512 1687  
Associates  
Omar Nawawi (012) 537 1687  
Nazrin Hakim (017) 368 6061

For enquiries and listings  
email: support@edgeprop.my  
Tel: (03) 7733 9000

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Ho Kay Tat

## EDITORIAL

Editor-in-chief Azam Aris  
CORPORATE

Chief Operating Officer

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## ADVERTISING &amp; MARKETING

Chief Commercial Officer  
Sharon Teh (012) 313 9056

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Head of Marketing

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Lorraine Chan (03) 7721 8001

## PPR guidelines to be released in June

A guide will be introduced for new applications for the People's Housing Project (PPR), which will include the implementation of the merit system, said Housing and Local Government Minister Zuraida Kamaruddin.

She said the guidelines are expected to be released this June. The guidelines will also scrutinise potential PPR applicants according to their income, in addition to requiring successful applicants to attend an induction programme before moving in, she added.

"Under the merit system, anyone who violates these regulations can be expelled," she told reporters after launching the ministry's 2019 Achievement Report on Tuesday.

## 'Outskirt' markets are new growth hot spots, says Rahim &amp; Co

Residential property in outskirts markets should be on the radar of property buyers and investors given the significant growth in their property transaction value and volume in recent times, said Rahim & Co International Sdn Bhd director of research Sulaiman Saheh.

Rahim & Co's Property Market Review 2019/2020 showed that six states, namely Perlis, Melaka, Terengganu, Pahang, Sabah and Sarawak had delivered double-digit growth in transaction volume in the first half of 2019 (1H2019) compared with a year earlier.

Sulaiman said while the growth came from a low base, the demand in the six outskirts markets are supported by healthy and solid local demand.

## UDA Holdings to roll out homes targeted at young homebuyers

UDA Holdings Bhd may launch at least five residential projects targeting young urban income earners this year.

Company president and CEO Mohd Salem Kailany said UDA Holdings is planning around 1,000 residential units in Kuantan, Kuala Terengganu, Penang, Johor Bahru and Kuala Lumpur.

"The most exciting project will be the 38 Bangsar development which will be launched in the middle of this year," he told EdgeProp.my during a Chinese New Year visit to The Edge Media Group's office on Wednesday. Also present were UDA Holdings COO Noor Azmi Salleh and CFO Zahrin Zakaria.

The leasehold serviced residence 38 Bangsar is targeted at city dwellers who are looking for properties



close to the Kuala Lumpur city centre. The development is around 350m away from the Bangsar LRT station.

Salem noted that there are many young income earners who worked in the city centre who are either staying with their parents outside the city centre or renting a house or a

room close to their work places.

However, the price and built-ups of the project's units will only be unveiled closer to the launch.

UDA Holdings will also launch new landed homes in Kuantan, Pahang, Kuala Terengganu and Johor Bahru.

## LAUNCHES + EVENTS

If you have any real estate-related events, email us at [editor@edgeprop.my](mailto:editor@edgeprop.my). Events listed here will also appear on [www.EdgeProp.my](http://www.EdgeProp.my).

## IJM Land Penang CNY Open House

Date: Feb 1 (Sat)

Time: 10am to 5pm

Venue: IJM Land sales gallery

in Penang & Permatang

Sanctuary sales gallery

Contact: Penang sales

gallery (04) 296 1288;

Permatang Sanctuary sales

gallery (04) 588 8333

Join IJM Land at its CNY

Open House in Penang this

year and enjoy a delicious

buffet lunch and other

exciting activities. Come on

over with your family and

friends! Register online now.

## Ocean Kingdom at Bandar Sri Sendayan

Date: Feb 1 and Feb 2 (Sat and Sun)

Time: 3pm to 10pm

Venue: d'Tempat Country

Club, 1, Jalan Pusat Dagangan

Sendayan 1, Bandar Sri Sendayan,

Seremban, Negri Sembilan

Contact: (06) 792 2868

Come celebrate the Chinese New Year with Matrix Concepts Holdings Bhd and be amazed by the magnificent Ocean Kingdom together with other festive activities and performances.



## CNY Open House at Verve Suites KL South

Date: Feb 2 (Sun)

Time: 11am

to 12.30pm

Venue: Verve

Suites KL South,

No 355, Jalan

Klang Lama,

Kuala Lumpur

Contact: (03) 7980 9003

Celebrate this 'ONG' Chinese New Year at VERVE Suites KL South. Enjoy an acrobatic lion dance performance by renowned Kok Hing Dragon & Lion Dance troupe. Light refreshments will be served.



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CONTACT US Editorial [editor@edgeprop.my](mailto:editor@edgeprop.my)

Advertising & Marketing [marketing@edgeprop.my](mailto:marketing@edgeprop.my)

Negotiator & Customer Advisory Service [support@edgeprop.my](mailto:support@edgeprop.my)





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# Setia

## Whether it's your 1<sup>st</sup> or your 91<sup>st</sup> celebration, let's celebrate together.

Throughout the years, our traditions and celebrations have evolved. Some have been forgotten in place of new ones, some have remained unchanged.

Today, there is no one way to celebrate the new year. But however you celebrate, celebrate it together.

Setia wishes you a smooth and prosperous Lunar New Year, spent close with your loved ones. Gong Xi Fa Cai.

Stay Together. Stay Setia.



Stay Together. Stay Setia  
livelearnworkplay



**FEATURE**BY **DATO' JOEY YAP****1. Rat**

**Wealth** While there's no denying the Rat's efforts can and will yield monetary rewards, you'll need to be extra cautious of unwittingly overspending and waste your hard-earned cash. Having a budget plan and adhering to it will keep the Rat's wallet plump in 2020.

**Career** You'll find people in both your social and corporate circle that will willingly help and empower you in your pursuits. Be approachable and a team player.

**Relationships** Committed Rats should still keep the fires of their romance ablaze by whisking their partner on a relaxing getaway this year. Single Rats should prioritise the expansion of their social circle as this will increase their chances of finding someone that catches their eye.

**Health** Pay extra attention to your physical and emotional wellbeing this year. The Rat has a greater chance of suffering from urinary system issues this time around.

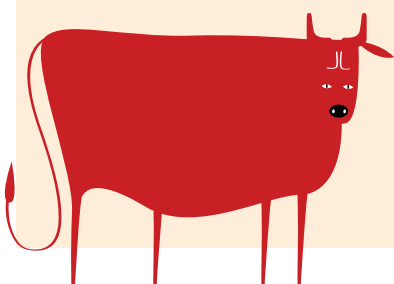
**2. Ox**

**Wealth** You'll see many opportunities to generate wealth across various avenues, even beyond your day job. The Ox may enjoy prosperity this year, but remember to rest and don't get burnt out!

**Career** The Ox's likeability will soar this year as superiors and co-workers become more receptive of you, enabling a harmonious working environment.

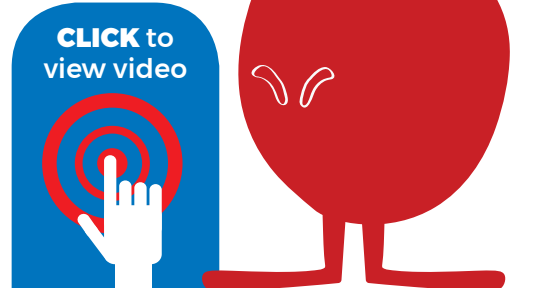
**Relationships** The single Ox is ready to mingle and there will be potential partners. Don't play coy; be earnest and sincere about your feelings without being overbearing and your search for love may come to an end.

**Health** The sturdy Ox remains relatively impervious to serious illness in the coming year, though a good diet and fitness regime will ensure that even common health concerns will not bother you.



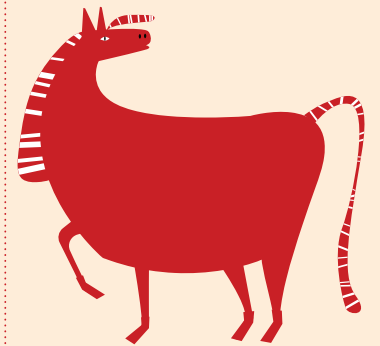
# The year of the Metal Rat and you

Chinese Metaphysics consultant **Dato' Joey Yap** shares this year's outlook for individuals born under each Animal Zodiac.



Chinese Astrology is a profound and interesting area of Chinese Metaphysics that some believe could offer guidance to each animal zodiac on the prospects for the year. 'Astrology by Animal Sign' is a simplified form of astrology reading,

adopting the sole view of one's Earthly Branch from his or her BaZi. Owing to the straightforwardness of this method, it offers the most simplistic view of one's Annual Outlook. Let's find out what's in store for you in 2020.



**Relationships** Those committed should remember the trials they have gone through as a couple as this will strengthen their bonds. The single Horse should explore new social circles to make up for the lack of interesting people in their current ones.

**Health** Stress may be a dominant issue for you if you allow work to affect your personal life. Counteract this by having ample amounts of rest, sleep, supplements and nutrition.

**8. Goat**

**Wealth** Careful financial planning will mitigate the possibility of minor wealth loss this 2020. Beyond this, your wealth opportunities are looking very positive though your own negativity may make you too blind to notice how fortunate you truly are.



**Career** The first half of 2020 will be a crucial time to establish a foundation for your career. Suppress your impatience and don't mindlessly jump at every career opportunity you see.

**Relationships** It's time for confessions and courtships for all love-struck Goats! Acts of love will be even more impactful, so plan that date or vacation as well as any other romantic gestures.

**Health** Be extra careful of what you ingest, especially if you are an older Billy Goat! You might want to consider having more home cooked meals.

**9. Monkey**

**Wealth** You will need to rely on the assistance of others this year to boost your wealth, perhaps in the form of expert advice on what to invest in and how to shore up your financial security.

**3. Tiger**

**Wealth** While wealth opportunities will be aplenty if you're receptive to travelling, suppress your urge to splurge as monetary loss is a very real threat this year.

**Career** The professional road ahead is rocky but enhancing your communication prowess will go a long way to ensure your efforts don't go unrecognised!



**Relationships** A positive mind and an upbeat personality will allow the Tiger to resist the effects of their weak Peach Blossom luck in 2020. Potential partners will be charmed by the energy that you bring so, stay cheerful!

**Health** The Tiger is daring, but now's the time to channel that trait in ways that don't involve any grave risk to both your physical and mental wellbeing. Stick to an effective health regime and the Tiger will stay fit in 2020.

**4. Rabbit**

**Wealth** As long as you avoid high-risk investments, you'll be hopping towards abundance through 2020. Remain diligent and assume an uncompromising work ethic.

**Career** The Rabbit is liable to being swept up in gossip at the workplace. Giving priority

to work over corporate drama will allow you to minimise the backlash of wagging tongues.

**Relationships** Single Rabbits will be hopping for joy in 2020 thanks to positive Peach Blossom luck, though you're advised to be proactive in the game of love. Committed Rabbits may want to consider tying the knot owing to the presence of Auspicious Stars.

**Health** A change of lifestyle and daily routine could help preserve the Rabbit's physical and mental wellbeing. Prevention is far better than cure.

**5. Dragon**

**Wealth** It's prudent to rely on those far superior to you in terms of financial management this 2020. The Dragon should be looking at investments into fixed deposits as well as saving plans.

**Career** Miscommunication and backstabbing may dominate your professional life this year, but they are also opportunities for you to discover ways to improve your interaction with others.

**Relationships** Committed Dragons are in the clear for a progressive love life this year; there's even the probability of wedding bells! Single Dragons aren't quite as fortunate though mustering the courage to convey their affections may lead to surprising outcomes.



**Health** The Dragon should refrain from extreme physical activity this year. Be mindful of overexertion.

**6. Snake**

**Wealth** There will be opportunities for the Snake to accumulate, save and spend money in a more relaxed manner than the previous year.

**Career** There is high chance of a promotion this year as your rapport with superiors improve overall. Don't be afraid to voice out your contributions!



**Relationships** Take time to breathe and collect your thoughts before letting your emotions escalate into an argument. This goes for both single and committed Snakes.

**Health** Cast away your frivolous attitude towards your health this year. Don't underestimate minor health concerns; treat them before they worsen and pay attention to your diet.

**7. Horse**

**Wealth** Wealth opportunities will be elusive if you do not exert the necessary effort; a diligent workhorse is the best Horse this 2020!

**Career** Meditation and charity work will be a source of calmness and appreciation from others; this will counter the stress you'll endure at the workplace this year.



**Career** Find ways to showcase your talents more prominently to garner the attention of your superiors or other important figures. Meanwhile, be extra careful about who you trust and what you say.

**Relationships** It's crucial to deepen your bond with your partner or potential romantic interest. Your partner should also be your best friend, so make the effort to improve your relationship on that level as opposed to merely being romantic or sexual.

**Health** While no major illness is expected, it is still recommended to resist those exceedingly tasty, yet extremely unhealthy and oily foods.



## 10. Rooster

### Wealth

It's time to diversify your options for attaining wealth. Don't just stick to what you already know. Research other methods of increasing your finances and seek professional help.

**Career** It may not be the most smooth sailing but the Rooster will nonetheless encounter good opportunities such as the possibility of enrolling in a career development programme or company trips to improve connections both within and beyond your workplace.

**Relationships** The single Rooster sees positive love luck this year though Mr or Mrs Right won't simply arrive through a fortuitous encounter. Show that you're interested in losing your single status and you'll massively up the chances.

**Health** You may be surprised how much difference maintaining a healthy diet and eating habit can make.

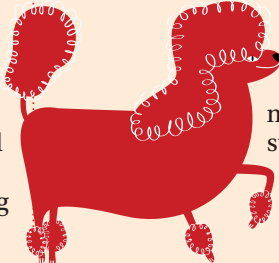


## 11. Dog

**Wealth** A solid financial backup plan will be your defence against the constant possibility of monetary loss this year. Don't be too quick to invest your money during this lacklustre wealth period.

**Career** Influential people will have your back in the professional space, deterring potential backstabbers and opportunists from exploiting you. Be sure to show your appreciation to the people in power who will assist you. By aligning your efforts with those who have greater authority, you stand a fair chance of turning your career prospects around.

**Relationships** Love-struck couples and wedded pairs may be more likely to fall sick, which is why it's a good time for them to show each other more affection and care. The Dog may also easily misunderstand their partner's words and intentions



this time around, so it may be wise to look at their loved one's body language as well and not just what they say.

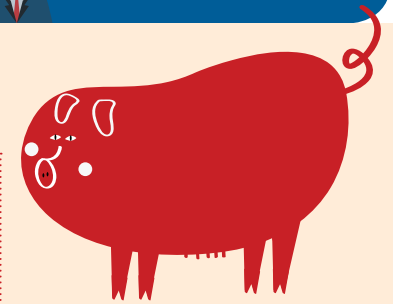
**Health** You won't have any difficulties finding the best medical assistance should your health deteriorate, though prevention is better than cure. Minor physical injuries are more likely this year so, avoid extreme activities especially if unprepared with essential safety measures.

## 12. Boar

**Wealth** You will see a positive shift in your wealth luck this year as more doors open for better part-time jobs and alternative sources of income.

**Career** You won't need to struggle in your professional life too much, thanks to a generally positive relationship between you and your colleagues. In fact, you may be primed to elevate yourself to a better corporate position by leveraging their assistance.

**Relationships** Great news for the single Boar — you won't be alone much longer. That said, it's best not to act on impulse;



take your time to know your love interest on a deeper level before committing.

**Health** Don't use your busy schedule as an excuse to neglect your health. There are plenty of quick and cost effective ways to care for your health such as nutrition and fitness without compromising your career goals.

*Dato' Joey Yap is the founder of the Mastery Academy of Chinese Metaphysics, a global organisation devoted to the teaching of Feng Shui, BaZi, Qi Men Dun Jia, Mian Xiang and other Chinese Metaphysics studies. He is the best-selling author of 182 books and the chief consultant of Joey Yap Consulting Group. In his free time, he likes to snowboard and feed his inner wanderlust. Find out more about Chinese Metaphysics and what this ancient art can do for you with the new FREE Thriver's Guide 2020 available on [www.joeyyap.com/2020](http://www.joeyyap.com/2020).*



## NEWS

# Keeping ahead of the curve with R&D

BY RACHEL CHEW

PETALING JAYA: You don't often see property development companies investing substantial sums in research & development (R&D) but China-based China Vanke Co Ltd (Vanke) has been spending RMB300 million (RM178 million) annually on R&D since 2006, especially on aspects of property development. In fact, China's largest residential developer owns and operates the country's only private R&D Centre focusing on property development techniques, building materials, landscaping and smart living technology.

"Vanke's R&D does not produce any products. We work together with third party partners to research and improve building skills and materials quality. Through such research, Vanke will gain the latest industry knowledge. It is something that keeps us ahead in the industry."

"Meanwhile, our research partners, including building material manufacturers can produce better products and sell them in the open market," Vanke's Xiongan Green Research and Development Centre senior research manager Professor Zhu Yangyang told the Malaysian media during a familiarisation trip to the centre located on a 200-acre site in Dongguan, China recently.

He highlighted that Vanke's vi-

sion is to create value for all parties. "The purpose of setting up the R&D centre is to improve our product quality. Manufacturing is not something we are aiming to move into. We would rather create value for all parties."

The R&D Centre comprises a building workmanship lab, landscape and plant research zone, home living technology showroom, as well as a home furnishing facilities and testing lab as Vanke is the first developer in the country to offer fully-furnished units.

The centre conducts tests such as building component durability, earthquake resistance and building water leakage and noise resistance tests. It also provides testing labs for building materials and home furnishing products in the market.

"As we are the biggest private funded property development research centre in the country, we can initiate a test whenever we want. Some of our research outcomes have even become the benchmarks for the country, such as manmade wood, cable and wiring quality and standards," he revealed.

The standard procedure for any research matter, he explained, starts with the paperwork before multiple lab tests, followed by applications in selective pilot projects to further observe the practicality and efficiency of a process or material. If



The plant research gallery in China Vanke's R&D Centre

viable, the research results will be applied at Vanke's new projects locally and internationally.

### Win-win situation

He adds that Vanke does not restrict its partners from producing and selling products that have been enhanced based on the research done at the centre.

"The idea is to raise the quality of property development as a whole. We do not own the exclusivity to the research. We need to be fair, we provide the facility but it will not create any value without the knowledge contribution from our research partners who are the experts. We all benefit from the research," he said.

To further create value for all parties, Vanke has jointly set up a B2B building materials sales platform called VVUPUP.com, with China's Cura Investment and Zhong Tian Build. The platform has more than 3,000 building material suppliers with more than 100,000 product listings.

"The B2B website is the only building material purchase channel for Vanke's projects. In 2018, Vanke contributed some RMB38 billion in sales via the website while other developers contributed some RMB20 billion," he noted.

According to Vanke, the platform recorded a total sales of RMB120 billion last year, with Vanke contributing some RMB36 billion.

### Ready to contribute to the Malaysian market

"Vanke is not just an ordinary property developer who builds, sells and leaves. We build, sell and stay on to provide customer service, such as property management. This after sales service gives us direct access to our property users' feedback. Their feedback is often a source of inspiration for new research so that we can do better in our next project," Zhu noted.

Vanke is also China's largest property management company by total asset value so, it has a strong database of customers.

As it gears up to launch its first project in Kuala Lumpur, Malaysia, Zhu said the R&D team is ready to work with local parties.

"The R&D department hopes to contribute our knowledge and experience to Malaysia. We are open to any cooperation opportunity, be it in doing research or knowledge exchange," he added.

Vanke purchased an 8.5-acre tract in Jalan Raja Chulan for RM500 million back in 2017. While the residential project details are pending government approval, it was reported that the proposed development will be launched soon, in 2020, with a gross development value of RM5 billion.

CHINA VANKE CO LTD



## COVER STORY



LOW YEN YEING | EdgeProp.my

BY TAN AI LENG

**V**ibrant industrial activities create jobs, and in turn, demand for accommodation near the workplace, which is why industrial activities can be a major catalyst for development and the growth of the local property market.

Knight Frank Malaysia executive director of capital markets Allan Sim says there is a correlation between booming industrial activities acting as the catalyst that drives property demand and price growth.

"Successful industrial activities are generally underpinned by factors such as proper infrastructure, accessibility and government incentives. Job creation and well-thought out master plan developments are key to an industrial town's success," he tells EdgeProp.my.

However, one has to remove the old image in our minds, of industrial areas filled with dirty factories and hordes of blue-collared workers. The fact is, the country is moving

towards sophisticated mechanisation and high-tech manufacturing processes and industries. In line with this, the workforce has also evolved with more skilled workers and professionals. This has a multiplier effect on the local property market as there will be a demand for higher-end homes, for education and other services, thus creating more business opportunities that add vibrancy to the area.

Nawawi Tie Leung Property Consultants Sdn Bhd executive director Brian Koh concurs that industrial activities could be a catalyst for growth but it takes around 10 to 20 years for an industrial town to boom such as Petaling Jaya, Bangi and Shah Alam. These industrial towns grew organically over the years.

It is imperative, he adds, for an industrial town to continue developing, upgrading and adding value to the town in order to attract more professionals and high-income groups.

Let's take a look at three areas that benefited from their concentrated industrial activities.

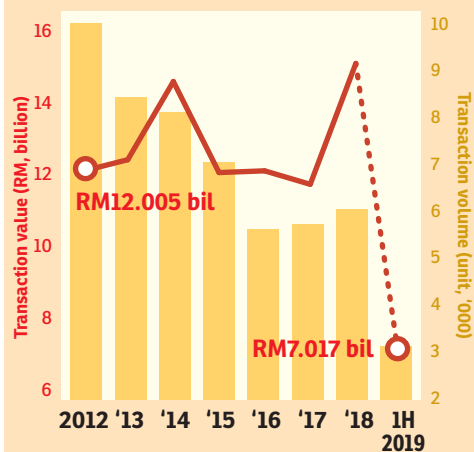
Shah Alam has evolved from an industrial town to a modern business hub

# Thriving industrial towns



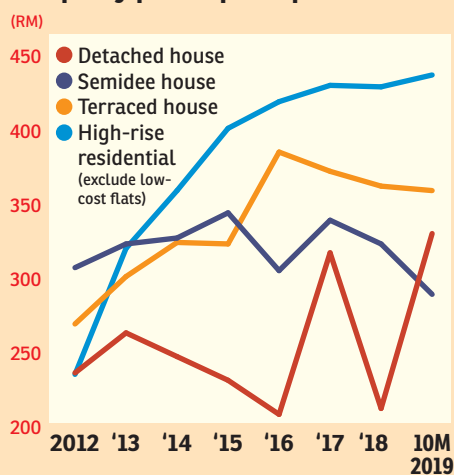
## Industrial property

### Transactions from 2012-1H2019



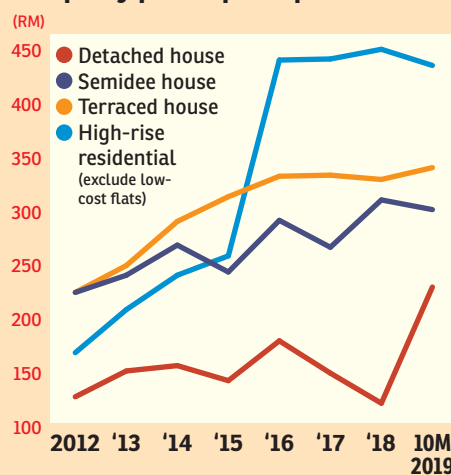
## Shah Alam

### Property prices per square foot



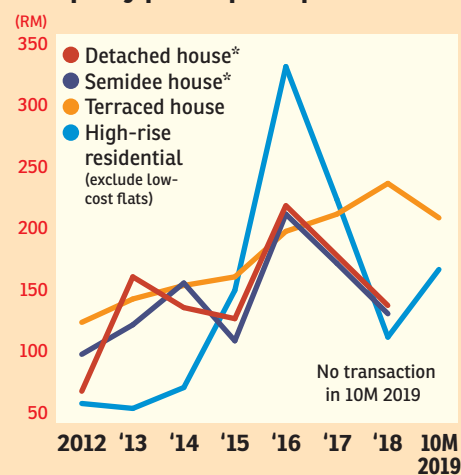
## Bangi

### Property prices per square foot



## Pasir Gudang

### Property prices per square foot



SOURCE: NAPIC &amp; EdgeProp.my

## Shah Alam

The capital city of Selangor has evolved from an industrial town to a modern business hub with various offerings such as education, commercial activities and as the state government administrative centre.

Since gaining city status in 2000, the population in Shah Alam has increased to over 650,000 people. Terraced houses and high-rise residences are the two most popular property types.

According to the Valuation and Property Services Department's National Property Information Centre (Napic) transaction reports, terraced houses and condominiums (including serviced apartments) recorded double-digit price growth between 2012 and 2018.

An average of 1,500 terraced houses were sold on the secondary market between 2012 and 2018 and their average selling price inched up 35% to RM361 psf (based on land area) in 2018, from RM268 psf in 2012. In 2019 up till October, Shah Alam recorded 448 terraced house

transactions with their prices averaging RM358 psf.

The average transacted price for high-rise residential homes (excluding low cost flats) in the 56-year-old city had risen by 83% to RM428 psf in 2018 from RM234 psf in 2012. In the first 10 months of 2019, a total of 263 high-rise homes changed hands with the average selling price at RM436 psf.

As for semidee homes, the average transacted price has also risen above 5% to RM322 psf in 2018 compared with RM306 in 2012.

However, bungalow home prices have dipped about 10% to RM211 psf in 2018 from RM235 psf in 2012.

Koh from Nawawi Tie Leung says whilst industrial activities will continue to support the city's growth and housing demand, job creation from the government administration centre in Central Shah Alam from Section 1 to Section 24 and the popularity of education institutions in Shah Alam will also contribute to future growth.

## Bangi

Reapfield Properties (KL) Sdn Bhd real estate negotiator Siti Nor Hani Mohd Noor Nordin says demand for housing in Bangi, Selangor in the KL South corridor has increased gradually over the years, especially over the last three years.

Besides industrial, education-related amenities have contributed to Bangi's development including University Kebangsaan Malaysia in Bandar Baru Bangi that has over 20,000 students, Greenview Islamic International School, Yoke Min primary school and Bangi primary and secondary schools.

"It's about increasing the population numbers - the industrial activities have created jobs that drew people to live in Bangi, thus opening up the need for education and other amenities as well as attracting businesses to set up here," Siti says.

Bangi is no longer a boring industrial town. There are lots of F&B choices here today as well as amenities such as clinics and hospitals, leisure and entertainment, shopping malls and night markets, adds Siti.

Bangi is also now easily linked to other business hubs in the Klang Valley as the distance from Bangi to Kuala Lumpur city centre is about 30km via the Maju Expressway or North-South Expressway.

In 2018, the average price of terraced houses here has climbed 47% to RM328 psf, from RM223 psf in 2012, while the average price of semidee homes has gone up by 38.6% to RM309 psf in 2018 (from RM223 psf in 2012).

In the first 10 months of 2019, the average selling price of 185 terraced houses in Bangi averaged RM339 psf, while transaction prices for 21 semidees averaged RM300 psf, according to EdgeProp.my data.

Siti has also observed a rising demand for high-rise residences in Bangi. The strong demand led to a spike in the average transacted price of high-rise homes in Bangi which surged by a whopping 169% to RM449 psf in 2018 from RM167 psf in 2012. As at October 2019, there were 56 concluded sales of high-rise homes in Bangi with the average transacted price at RM434 psf.



## COVER STORY

## Pasir Gudang

The industrial town in Johor, Pasir Gudang has seen housing prices jump significantly over the years as industrial activities heightened with a move towards logistics, petrochemical and other heavy industries, leveraging its proximity to Johor Port and Tanjung Langsat Port.

According to Knight Frank's Real Estate Highlights 2H2019 report, asking rentals for industrial space in Pasir Gudang, Johor Bahru and the localities of Senai-Kulai remained stable in 2019.

The strategic location of Pasir Gudang, Senai and Gelang Patah and the well-developed logistics and manufacturing hubs in these locations have benefitted from the robust growth of e-commerce activities.

In 2018, Malaysia recorded e-commerce sales of circa RM12.53 billion, translating to e-commerce sales per capita at circa RM384. The compound annual growth rate (CAGR) of e-commerce sales between 2018 and 2023 is projected to be 13.9%.

Underpinned by increasing global e-commerce trade and consumer spending, logistics services are poised for growth and this will translate to higher demand for logistics and warehousing space.

Bungalow houses in Pasir Gudang have seen their average price psf double to RM139 psf in 2018 from RM65 psf in 2012; semidee homes recorded an average transacted price of RM128 psf, enjoying a price appreciation of close to 35% in 2018 from 2012.

Terraced houses remained the most popular with over 1,000 transactions recorded annually from 2012 — 2018. Their average price surged over 93% to RM234 psf in 2018 from RM121 in 2012. As of 1H2019, a total of 27 terraced houses were sold at an average price of RM206 psf.

In the high-rise residential segment, the average price psf climbed to RM109 in 2018, a 98% hike from RM55 psf in 2012. In 1H2019, there was only one unit sold, recording a price of RM164 psf.



ALLAN SIM

Sim: An industrial area within a well thought out master-planned township will be a catalyst for growth.



BRIAN KOH

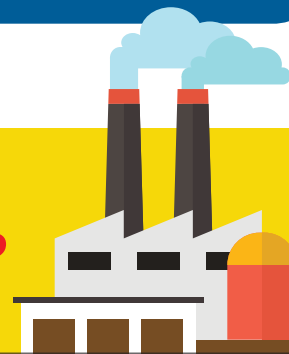
Koh: It takes around 10 to 20 years for an industrial town to boom.



SITI NOR HANI MOHD NOOR NORDIN

Siti: Safety and proximity to amenities are two important factors.

## Looking to invest in industrial property?



Napic data showed that 6,032 industrial properties worth RM15 billion were sold in 2018 while in the first half of 2019, there were 3,137 industrial transactions valued at RM7.017 billion.

If you are thinking of investing in industrial property or in an industrial area, Allan Sim from Knight Frank Malaysia advises one to look at the overall master plan of the area before making a decision.

Industrial property within a well thought out master-planned township will be a catalyst for growth for other real estate components in the area, he says.

Proper planning from the start will ensure that factories housed within the township are congruent with the holistic image of the township and its surrounding environment. Proper segregation of workers' accommodation and industrial areas using green zones as buffers will enhance the overall livability of the area.

"Industrial towns that lack proper planning or segregation between different components will have a negative impact on the environment and the long-term value of its real estate.

"For instance, badly managed or uncontrolled workers' housing may lead to social or health problems which will eventually

affect property demand and value," Sim adds.

"Look for well-planned industrial towns with various components – commercial, education, leisure and healthcare, as well as proximity to major infrastructure such as expressways, seaports, airports and public transportation systems as these factors would ensure long-term growth and sustainability as well as support future catalysts," Sim offers.

Meanwhile, Reapfield Properties' Siti Nor Hani Mohd Noor Nordin stresses that safety and proximity to amenities are two key contributors to an industrial town's success.

"It's easy to build industrial areas but difficult to create a nice community with a low crime rate and robust business activities. If these criteria are fulfilled, people who work there will also want to live there with their families," she says.

For investors looking for rental income, Brian Koh from Nawawi Tie Leung Property Consultants notes that industrial towns could offer good opportunities.

"Workers housing or hostels are now perceived as a form of niche market investment that real estate funds are considering as an asset class, resulting from developers who were keen to provide an all-round solution for workers' accommodation," he notes.

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# GAMUDA GARDENS

## A home with personality

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of homes and families.

When we lay out the parks and lakes to open  
up to each neighborhood.

We start to develop a personality for the place..

When people begin to move in,  
they'll experience a real difference.

They'll get a feel for the place.

They'll want to be a part of it.



Artist's Impression only

# JOVITA

35' x 70' | LINKED SEMI-D



Artist's Impression only

- Every unit is a corner unit with minimum 10ft land and a wide foyer area fit up to 4 cars
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- Gated & guarded community within an 810-acre township
- Walking distance to Waterfront Retail Village & 50-acre central park

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[201301020260 (1050090-W)]  
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Persiaran Gamuda Gardens 1, Bandar Gamuda Gardens,  
48050, Klang, Selangor.  
Tel: +603 6037 2888

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**gamudaland.com.my**  
**03 2727 7438**

Phase 3A (Jovita). Developer: Bandar Serai Development Sdn Bhd (1050090-W). Developer's License: 19124-7/04-2021/0391 (L). Validity Date: 26/04/2019 - 25/04/2021. Advertising Permit: 19124-7/04-2021. Approving Authority: Majlis Perbandaran Selayang. Building Plan Approval: Bil. (14) dim. MPS 3/2/137/1442(OSC3.0)PB/F1-3A(A). Land Tenure: Leasehold (99 years - Expiring on 15/06/2116). Land Encumbrances: Nil. Types of Property: Cluster homes. Total Units: 2 Storey 132 units; 2.5 storey 12 units. Selling Prices: 2 Storey RM1,486,560.00 (min) to RM 2,126,160.00 (max); 2.5 Storey RM 1,965,360.00 (min) to RM 2,561,760.00 (max). Expected Date of Completion: April 2022. 7% Discount for Bumiputera. Restriction of Interest: The land shall not be transferred, leased or charged without prior approval by the State Authority. IKLAN INI TELAH DILULUSKAN OLEH JABATAN PERUMAHAN NEGARA. All information contained here (including figures, specifications, plan measurements, and illustrations) are subject to amendments, variations and modifications without notification as may be required by the relevant authorities or developer's consultants, and is not intended to form and cannot form part of an offer or contract. All images, pictures, plans and illustrations are artist's impressions only and may be subjected to charges. Whilst every reasonable care has been taken in preparing this information, the developer cannot be held reliable for any variation or inaccuracy.



## SPOTLIGHT



## Properties for sale and rent



Commercial



Residential



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each listing  
to visit the  
listing's page

**RM13,900/mth****Old Klang Road/Jalan Klang Lama, Kuala Lumpur****Type:** Office **Tenure:** Leasehold  
**Built-up:** 12,000 sq ft **Bathroom:** 3**Ann Soh** (REN 03232)

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

☎ +6018 369 8650

**RM2,600,000****Kensington Park, Dutamas, Kuala Lumpur****Type:** Terraced house **Tenure:** Freehold  
**Built-up:** 2,767 sq ft **Land size:** 3,007 sq ft  
**Bedroom:** 7 **Bathroom:** 5**Carmen Teoh** (REN 27223)

IQI REALTY SDN BHD (E (1) 1584)

☎ +6012 303 3133

**RM1,380,000****BU11, Bandar Utama, Petaling Jaya, Selangor****Type:** Terraced house **Tenure:** Freehold  
**Built-up:** 1,875 sq ft  
**Bedroom:** 5 **Bathroom:** 4**Catherine** (REN 09255)

CBD PROPERTIES SDN BHD (E (1) 1197)

☎ +6012 383 9275

**RM2,200,000****Menjalara 18 Penthouse, Bandar Menjalara, Kuala Lumpur****Type:** Condominium **Tenure:** Freehold  
**Built-up:** 5,500 sq ft  
**Bedroom:** 5 **Bathroom:** 5**Cerrine Yew** (REN 28403)

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

☎ +6012 201 3088

**RM1,700/mth****The Zest @ Kinrara 9, Bandar Kinrara Puchong, Selangor****Type:** Condominium  
**Built-up:** 1,200 sq ft  
**Bedroom:** 3 **Bathroom:** 2**Charles Chua** (REN 02154)

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

☎ +6012 282 0823

**SOLD FOR****RM830,000**

(RM442 psf, based on land area)

**Shophouse, Section 16, Shah Alam, Selangor****Concluded by:** Royston Lau (PEA1570)

of Maxland Real Estate Agency (+6016 221 9389)

**When:** August 2019**Noteworthy**

- Leasehold
- Land area: 1,875 sq ft
- Built-up: 3,300 sq ft
- Unfurnished double-storey shop unit
- Nearby amenities: Universiti Teknologi Mara Shah Alam, Wet World Water Park Shah Alam, Kompleks PKNS Shah Alam, IDCC Ideal Convention Centre Shah Alam, Shah Alam Autocity, KPJ Hospital and I-Central Shopping Mall
- Easy access to major business hubs in the Klang Valley and Klang through Federal Highway, Persiaran Selangor, Persiaran Kemajuan, Persiaran Raja Muda and New North Klang Straits Bypass (Shapadu Highway)

Located next to Shah Alam's Section 17, Section 2, around 5km to I-City and about 9km from Klang, Section 16 has a good mix of residential, commercial and light industrial projects

It is also nearby Universiti Teknologi Mara Shah Alam (about 3km drive) and the Selangor State administration centre in Section 14 (around 3.5km away) which supports property demand in the area

According to Royston Lau from Maxland Real Estate Agency who concluded the deal, Section 16 is a mature residential area with amenities such as eateries, super markets, clinics, banks and other businesses.

"Shops in Section 16 are always in demand due to the growing population and the area's easy access to highways and main roads," said Lau.

The double-storey intermediate shophouse located in Jalan Sempadan was sold for RM830,000.

"The buyer has been renting the unit for many years. As his business grew, he decided to buy the shop," he added.

The seller did not mind letting it go at slightly below the market price as he knew the buyer and he wanted to cash out. Besides, the property has a remaining lease of 57 years.

Recent listings showed that shophouses in the area are asking around RM880,000 and RM890,000.

EdgeProp.my data showed that three shop units in Section 16 were sold at an average price of RM983,333 or RM703 psf in 2018.

**RM2,600,000****3 storey shophouse, Petaling Jaya, Selangor****Type:** Office **Tenure:** Freehold  
**Built-up:** 6,000 sq ft **Land size:** 2,475 sq ft**Chris Tang** (REN 32877)

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

☎ +6018 278 9330

**RM540,000****Aquatilis, Setia Ecohill, Semenyih, Selangor****Type:** Terraced house **Tenure:** Freehold  
**Built-up:** 1,820 sq ft **Land size:** 1,400 sq ft  
**Bedroom:** 4 **Bathroom:** 3**Elvie Ho** (REN 22102)

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

☎ +6012 303 3788

**RM1,246,140****Residential land, USJ3D, Subang Jaya, Selangor****Type:** Land **Tenure:** Leasehold  
**Land size:** 5,418 sq ft**Eugene Koo** (REN 00311)

REAPFIELD PROPERTIES (SJ) SDN BHD (E(1)0452/2)

☎ +6017 212 3948

**RM12,000,000****Bungalow with KL skyline view, Bangsar, Kuala Lumpur****Type:** Bungalow **Tenure:** Freehold  
**Built-up:** 7,200 sq ft **Land size:** 6,609 sq ft  
**Bedroom:** 5 **Bathroom:** 5**Ian Tang** (REN 22803)

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

☎ +6018 278 3154

**RM405,000****Scott Soho, Jalan Klang Lama, Kuala Lumpur****Type:** Condominium  
**Built-up:** 775 sq ft **Bedroom:** 1 **Bathroom:** 2**James Lee** (REN 11088)

LEADERS REAL ESTATE (E (3) 1204)

☎ +6010 773 0073

**RM800,000****Bandar Sunway, Selangor****Type:** Condominium **Tenure:** Leasehold  
**Built-up:** 1,302 sq ft **Bedroom:** 3 **Bathroom:** 2**Jane Lee** (PEA2213)

GRIFFIN PROPERTIES (E (3) 1792)

☎ +6017 668 2757

**RM1,770,000****Mont'Kiara Aman, Mont'Kiara, Kuala Lumpur****Type:** Condominium **Tenure:** Freehold  
**Built-up:** 2,648 sq ft **Bedroom:** 3 **Bathroom:** 5**Jennifer Yap** (REN 01757)

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

☎ +6012 324 0238





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**RM6,500/mth**

**Kawasan Perindustrian Hi Tech 5, Semenyih, Selangor**

**Type:** Factory **Tenure:** Freehold  
**Built-up:** 5,700 sq ft **Land size:** 14,186 sq ft

**Jessica Tung** (REN 05827)

PROPnex REALTY SDN BHD (E (I) 1800)

+6012 381 7783



**RM880,000**

**Agricultural land, Linggi, Negeri Sembilan**

**Type:** Land **Tenure:** Freehold  
**Land size:** 7.53 acres

**Joanne Soh** (REN 13124)

CBD PROPERTIES SDN BHD (E (I) 1197)

+6012 297 6506



**RM329,888**

**Casa Tiara, SS16, Subang Jaya, Selangor**

**Type:** Serviced apartment **Tenure:** Freehold  
**Built-up:** 500 sq ft **Bedroom:** 1 **Bathroom:** 1

**John Oh** (REN 07002)

IQI REALTY SDN. BHD. (E (I) 1584)

+6012 298 6266



**RM3,338,000**

**Gallery@U-Thant, Taman U-Thant, Kuala Lumpur**

**Type:** Condominium **Tenure:** Freehold  
**Built-up:** 4,356 sq ft **Bedroom:** 3 **Bathroom:** 5

**Josephine Tan** (REN 05324)

CBD PROPERTIES (BUKIT JALIL) SDN BHD (E (I) 1197/12)

+6012 390 9498



**RM3,472,800**

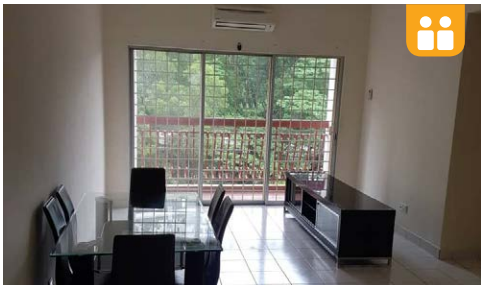
**Laman Granview - Sherwood, Puchong South, Selangor**

**Type:** Bungalow **Tenure:** Leasehold  
**Built-up:** 5,602 sq ft **Land size:** 4,004 sq ft  
**Bedroom:** 5 **Bathroom:** 6

**Justin Lee** (REN 32527)

FULL HOMES REALTY SDN BHD (E (I) 1501/8)

+6016 618 9568



**RM300,000**

**D' Cahaya Apartment, Puchong, Selangor**

**Type:** Condominium **Tenure:** Freehold  
**Built-up:** 900 sq ft **Bedroom:** 3 **Bathroom:** 2

**Kelvin Tan Khai Yik** (REN 31324)

ASPIRE PROPERTIES (E (S) 1632)

+6016 403 2222



**RM5,500/mth**

**9 Bukit Utama Condominium, Bandar Utama, Selangor**

**Type:** Condominium **Tenure:** Freehold  
**Built-up:** 2,522 sq ft **Bedroom:** 4 **Bathroom:** 4

**Leena Tan** (REN 28908)

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

+6012 322 7901



**RM530,000**

**Ground floor townhouse, Setapak, Kuala Lumpur**

**Type:** Townhouse **Tenure:** Leasehold  
**Built-up:** 2,080 sq ft **Land size:** 2,080 sq ft  
**Bedroom:** 3 **Bathroom:** 2

**Lim Chee Leng** (PEA1158)

REJEY PROPERTIES (E (S) 0255)

+6016 336 0661



**RM1,800/mth**

**Jalan Ipoh, Kuala Lumpur**

**Type:** Office **Built-up:** 1,500 sq ft

**Livien** (REN 14087)

GRIFFIN PROPERTIES (E (S) 1792/1)

+6012 421 5350



**RM445,000**

**Gamuda Biz Suite, Gamuda Walk, Kota Kemuning, Selangor**

**Type:** Office **Tenure:** Freehold  
**Built-up:** 631 sq ft **Bathroom:** 1

**Low Chee Hoong** (REN 22437)

REAPFIELD PROPERTIES SDN BHD (E (I) 0452/9)

+6012 318 8473

### RENTED FOR

**RM3,000** (RM4 psf)

**Office unit, Solaris Dutamas, Kuala Lumpur**

**Concluded by:** Kevin Teh (REN 02206)

of Propstar Realty (+6013 555 7333)

**When:** End-July 2019

**DONE DEAL**



### Noteworthy

- Freehold
- Built-up: 748 sq ft
- Semi-furnished office with three clear glass partitioned rooms
- Facilities: 24-hour security, centralised air-conditioning, CCTV surveillance in public area, covered parking
- Located next to Publika Shopping Gallery, banks, clinics and various eateries, 3km to government agencies at Jalan Sultan Mizan Zainal Abidin (formerly known as Jalan Duta) and the Malaysia International Trade and Exhibition Centre
- Easy access to Jalan Tuanku Abdul Halim, Duta-Ulu Klang Expressway and Jalan Kuching, around 10km to KL city centre and Mont'Kiara

Developed by UEM Sunrise Bhd, Solaris Dutamas is a freehold integrated development, comprising office towers, residences and Publika Shopping Gallery.

Completed in 2010, the offices in the development are popular because of the amenities and the project's location close to Mont'Kiara, KL city centre and the Jalan Duta government agencies. The upscale and art-centric Publika also attracts young shoppers and expats for its variety of F&B and retail choices.

According to Kevin Teh of Propstar Realty who concluded the rental of the 748 sq ft office unit for a monthly rent of RM3,000, the rent secured is around market rate.

"The tenant likes the unit as it is clean, well-maintained and comes with

three clear glass partitioned rooms. They can move in anytime with just a few loose pieces of furniture," he said.

Hence, the tenant inked the two-year tenancy with an option to renew for another year. Teh added that the investor-owner was happy to secure a long tenancy and stable rental income.

According to EdgeProp.my data, there were six Solaris Dutamas office units sold at an average price of RM901,541 or RM866 psf in 2019 while in 2018, 21 office units changed hands for an average RM935,002 or RM941 psf.

As at mid-January, there were 52 rental listings on the portal asking for an average rent of RM5,146 or RM4.32 psf while there were 24 sales listings with an average asking price of RM1.86 million or RM1,151 psf.



**RM285,000**

**Seksyen 18, Shah Alam, Selangor**

**Type:** Terraced house **Tenure:** Leasehold  
**Built-up:** 850 sq ft **Land size:** 672 sq ft  
**Bedroom:** 2 **Bathroom:** 2

**Juzri** (REN 35407)

HUNT PROPERTIES (BANGI) SDN BHD (E (I) 1498/3)

+6016 220 6104



**RM950,000**

**Surian Condo, Mutiara Damansara, Selangor**

**Type:** Condominium **Tenure:** Freehold  
**Built-up:** 1,302 sq ft **Bedroom:** 3 **Bathroom:** 2

**Laura Teh** (REN 02734)

REAPFIELD PROPERTIES SDN BHD (E (I) 0452)

+6019 221 9830



## SPOTLIGHT



## Properties for sale and rent



Commercial



Residential



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**RM350,000****Unipark Condo, Bangi, Selangor****Type:** Condominium **Tenure:** Freehold**Built-up:** 1,088 sq ft**Bedroom:** 3 **Bathroom:** 2**Lue** (REN 18679)HARTAMAS REAL ESTATE (MALAYSIA) SDN BHD  
(E (I) 1439)

☎ +6014 626 4929

**RM420,000****Metia Residence, Seksyen 13, Shah Alam, Selangor****Type:** Condominium **Tenure:** Leasehold**Built-up:** 854 sq ft **Bedroom:** 2 **Bathroom:** 2**Mohd Faiz** (REN 04003)TRUE VEST PROPERTY CONSULTANTS SDN BHD  
(VE (I) 0249)

☎ +6013 308 3063

**RM630,000****Cheras South, Selangor****Type:** Terraced house **Tenure:** Freehold**Built-up:** 1,900 sq ft **Land size:** 1,300 sq ft**Bedroom:** 5 **Bathroom:** 4**Mohd Syam** (REN 15084)

JUSTE LAND (E (3) 0205)

☎ +6013 639 6454

**RM2,300/mth****Vivo@9 Seputeh, Jalan Klang Lama, Kuala Lumpur****Type:** Condominium **Tenure:** Leasehold**Built-up:** 785 sq ft**Bedroom:** 2 **Bathroom:** 2**Philip Ck Ong** (REN 32684)

I-PROP REALTY (USJ) SDN BHD (E (I) 0990/2)

☎ +6016 220 0780

**RM4,200,000****Taman Tun Dr Ismail, Kuala Lumpur****Type:** 2 adjoining terraced houses**Built-up:** 3,600 sq ft **Land size:** 3,000 sq ft**Bedroom:** 6 **Bathroom:** 6**Sharifah** (REN 05245)

KIM REALTY (E (3) 0211)

☎ +6012 627 9011

**RM630,000****Penduline @Rimbayu, Telok Panglima Garang, Selangor****Type:** Terraced house **Tenure:** Leasehold**Built-up:** 1,771 sq ft **Land size:** 1,400 sq ft**Bedroom:** 4 **Bathroom:** 3**Susan** (REN 34104)

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

☎ +6019 210 9848

**RM550,000****Soho Suites, KLCC, Kuala Lumpur****Type:** Office **Tenure:** Freehold**Built-up:** 628 sq ft **Land size:** 628 sq ft**Suzanne Shoo Kim Looi** (E2069)

GRIFFIN PROPERTIES (E (3) 1792)

☎ +6016 248 1679

**RM9,500,000****Factory, Kapar, Selangor****Type:** Factory **Tenure:** Freehold**Built-up:** 30,008 sq ft **Land size:** 49,986 sq ft**Bathroom:** 8**Tay Yen Sing** (REN 29659)

TECH REALTORS PROPERTIES SDN BHD (E (I) 1492)

☎ +6012 335 0520

**RM1,550,000****Sri Wangsaria Condo, Bangsar, Kuala Lumpur****Type:** Condominium **Tenure:** Freehold**Built-up:** 1,750 sq ft **Bedroom:** 4 **Bathroom:** 3**Terence Tih** (REN 01644)

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

☎ +6017 668 2669

**RM458,000****Bandar Tasik Selatan, Kuala Lumpur****Type:** Condominium **Tenure:** Leasehold**Built-up:** 950 sq ft **Bedroom:** 2 **Bathroom:** 2**Terence Yap** (REN 10998)

GS REALTY SDN BHD (E (I) 1307)

☎ +6012 232 9042

**RM435,000****Taman Jaya, Johor Bahru, Johor****Type:** Terraced house **Tenure:** Freehold**Built-up:** 1,540 sq ft**Bedroom:** 4 **Bathroom:** 3**Usha Sha** (REN 17124)

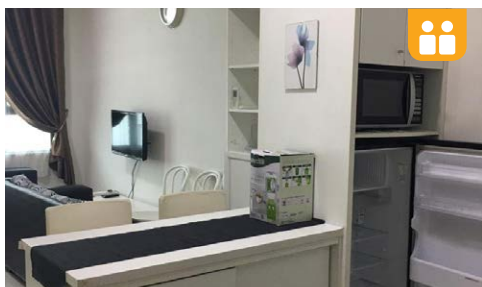
GATHER PROPERTIES SDN BHD (E (I) 1536/3)

☎ +6016 720 0135

**RM950,000****Bandar Sunway, Selangor****Type:** Terraced house **Tenure:** Leasehold**Built-up:** 1,676 sq ft **Land size:** 1,676 sq ft**Bedroom:** 3 **Bathroom:** 2**Vivienne Ng** (REN 04563)

REAPFIELD PROPERTIES (TAMAN SEA) SDN BHD

(E (I) 0452/9) ☎ +6017 338 8859

**RM420,000****Centrestage, Section 13, Petaling Jaya, Selangor****Type:** Condominium **Tenure:** Leasehold**Built-up:** 581 sq ft**Bedroom:** 2 **Bathroom:** 2**Yat Min** (REN 31294)

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

☎ +6018 661 3088

**RM580,000****Serviced Residence, Petaling Jaya, Selangor****Type:** Serviced apartment **Tenure:** 99 years**Built-up:** 613 sq ft**Bedroom:** 1 **Bathroom:** 2**Wenda Tee** (REN 31380)

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

☎ +6013 348 9163

**RM3,200/mth****Ampang, Kuala Lumpur****Type:** Condominium **Tenure:** Freehold**Built-up:** 850 sq ft**Bedroom:** 2 **Bathroom:** 2**Wennie Liew** (REN 16099)

IQI REALTY SDN BHD (E (I) 1584)

☎ +6012 233 3013

**RM9,500,000****Factory, Kapar, Selangor****Type:** Factory **Tenure:** Freehold**Built-up:** 30,008 sq ft **Land size:** 49,986 sq ft**Bathroom:** 8**Winnie Su** (REN 00355)

TECH REALTORS PROPERTIES SDN BHD (E (I) 1492)

☎ +6017 298 1800