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Will the Malaysian property sector SURVIVE this mother of all CRISES?



WITH TAN SRI EDDY CHEN,
DATO' SOAM HENG CHOON
and DATO' JEFFREY NG

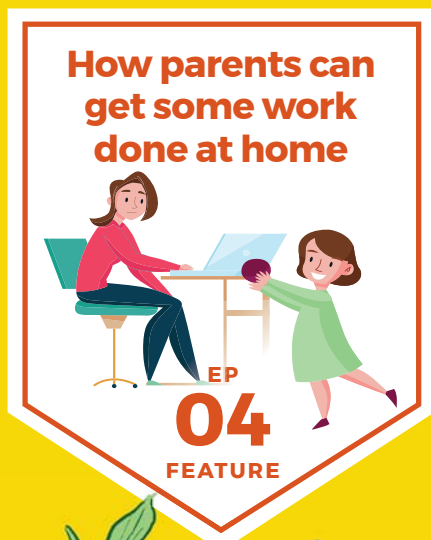
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BUY NOW OR WAIT?

It's a buyers' market right now but should one be spending even if there is a great property deal out there considering the uncertain environment? **See Pages 6 to 8.**

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Dr Noor Hisham named among world's top three doctors on Covid-19

China Global TV Network (CGTN) has listed Health director-general Datuk Dr Noor Hisham Abdullah as one of the world's top three doctors 'born' from public health officials in handling the Covid-19 outbreak, alongside America's Dr Anthony Fauci and New Zealand's Dr Ashley Bloomfield.

On its website on Tuesday, CGTN said it has crowned Dr Noor Hisham as one of the top doctors in the world for his straightforward and calm approach in handling the Covid-19 outbreak in Malaysia.

CGTN said that a few months ago hardly anybody knew of Dr Noor Hisham, 56, and the other two but they have now become the most "trustable" source of information and facts for the pandemic in their own countries.

"Every time I see Health director-general Dr Noor Hisham Abdullah, I feel reassured. The man has been a tower of strength for many Malaysians," CGTN quoted a local portal journalist as saying, adding that Noor Hisham is also a "trusted face" and "a bulwark against confusion".



Noor Hisham

IOI Properties appoints Voon as CEO

IOI Properties Group Bhd (IOIPG) has redesignated its Chief Executive Officer (CEO) Lee Yeow Seng as Executive Vice Chairman and appointed Dato' Voon Tin Yow (pictured) as CEO effective April 15, 2020.

IOIPG in a statement said the redesignation and appointment will enhance the executive leadership of the IOIPG team and strengthen the Group's position as one of the leading property developers in Malaysia.

Lee, 42, was first appointed to the Board of IOIPG on Feb 25, 2013 as Executive Director and then the CEO from January 2014 to date.

Meanwhile, Voon, 63, was with EcoWorld Development Group Bhd as Executive Director since 2015. Voon was also a Non-Independent Non-Executive Director of EcoWorld International Bhd. In February 2020, he resigned from the board of both companies.

Previously, Voon was Executive Director at S P Setia Bhd and held the post of Chief Operating Officer from 1996 to 2014, during which he also served as Acting President and CEO from May 2014 to December 2014.



Fifth enhanced MCO covers Masjid India and surrounding areas

The government has imposed an Enhanced Movement Control Order (MCO) in Masjid India and surrounding areas in Kuala Lumpur, effective April 14 until April 28.

This is the fifth Enhanced MCO to be imposed by the government. It covers Jalan Munshi Abdullah, Jalan Dang Wangi, Jalan Tuanku Abdul Rahman, Jalan Tun Perak, Jalan Melaka and Jalan Ampang which are located in the surroundings of Masjid India.

Senior Minister (Security Cluster) Datuk Seri Ismail Sabri Yaakob said this latest Enhanced MCO was imposed on the advice of the Health Minister.

"All residents in the affected areas are requested to stay calm and give their full cooperation to Health Ministry personnel, and adhere to all instructions issued by the authorities," he said on April 14.

IMF warns pandemic will halt Asia's growth for first time in 60 years

Asia's economic growth this year is likely to suffer zero growth this year for the first time in 60 years as the coronavirus crisis takes an unprecedented toll on the region's service sector and major export destinations, the International Monetary Fund (IMF) said on April 16.

"These are highly uncertain and challenging times for the global economy. The Asia-Pacific region is no exception. The impact of the coronavirus on the region will be severe, across the board, and unprecedented," said director of the IMF's Asia and Pacific Department Changyong Rhee during a virtual news briefing conducted with live webcast.

"This is not a time for business as usual. Asian countries need to use all policy instruments in their toolkits," he was quoted as saying by Reuters.

In its report on the Asia-Pacific region released on Thursday, the IMF said while Asia is set to fare better than other regions suffering economic contractions, the projection is worse than the 4.7% average growth rates

throughout the global financial crisis, and the 1.3% growth rate during the Asian financial crisis in the late 1990s.

The IMF expects a 7.6% expansion in Asian economic growth next year on the assumption that containment policies succeed, but added the outlook was highly uncertain.

MBAM, REHDA committed to COVID-19 safety measures at worksites

The Master Builders Association Malaysia (MBAM) and the Real Estate and Housing Developers' Association (REHDA) Malaysia have pledged their commitment to work closely with relevant stakeholders to ensure work safety and to prevent the COVID-19 virus from spreading at construction sites, in light of the government's recent announcement to allow critical construction activities to commence during Phase 3 of the Movement Control Order (MCO).

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"Various government ministries and agencies have given due consideration to the associations' various proposals such as the issues of foreign workers, cash flows, Site Operating Procedures (SOP) of contractors and developers, and so on.

"Although there are teething problems, we are confident that should everyone play their part, we will be able to face the challenges head on to minimise any adverse impact," MBAM President Foo Chek Lee and REHDA President Dato Soam Heng Choon said in a joint statement.

MREIT managers cautious on malls' rental outlook

Malaysian Real Estate Investment Trust (MREIT) managers are cautious on shopping malls' 2020 rental outlook and are cautious on the REITs' 2020 earnings outlook due to uncertainties over Covid-19, the Movement Control Order (MCO) and the domestic economy, said Affin Hwang Investment Bank Bhd.

The research firm said managers' decision-making on the scope and scale of rental assistance as well as rebate schemes is taking longer than expected due to the heightened uncertainties, including the duration of the MCO and the post-MCO consumer sentiment.

"To recap, we had incorporated an 8% year-on-year decline in the shopping malls' 2020 base rent and assumed they will receive no turnover rentals for 2020," it said.

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Fireside Chat



Will the Malaysian property sector **SURVIVE** this mother of all **CRISES**?

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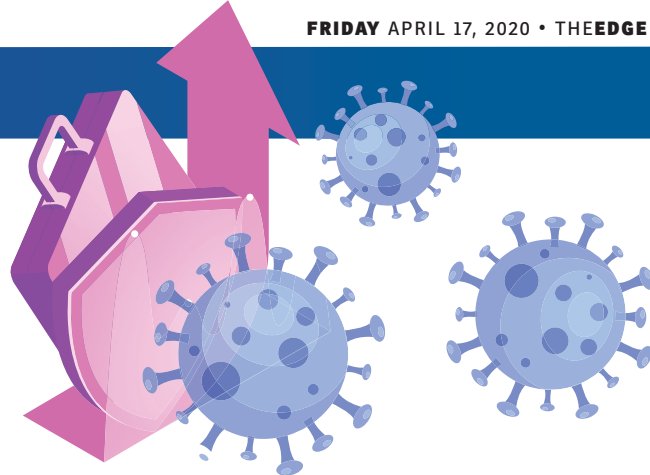
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PROPERTY CHAT



Create a legal 'shield' from Covid-19 events



The Covid-19 pandemic has derailed the entire world. Covid-19 has disrupted supply chains, manpower, businesses and societies to an extent that some experts said have not been seen since World War II.

Whilst the Malaysian Government has in its '*Economic Stimulus Packages*' offered some relief to businesses and the rakyat, one aspect that has been overlooked is the provision of a 'legal shield' to people and businesses who are unable to fulfill their contractual obligations during the Covid-19 Movement Control Order (MCO) period in the country.

It is certainly not within the contemplation of most Malaysians to have their lives come to a grinding halt hence it would be utterly unjust to hold them liable for their failure to fulfill their contractual obligations, under the circumstances.

The Government vide Parliament should therefore offer legislative protection from legal consequences arising from inability to perform contractual obligations and to allow time to remedy such shortcomings. These could range from the right to forfeit a deposit or to impose interest or other forms of monetary penalties or for financial institutions, the right to recall a performance bond under a default, recovery of outstanding loans, foreclosure or auction of properties and recovery of motor vehicles for hire-purchase loans.

Covid-19 (Temporary Measures) Act, 2020 (Singapore)

On April 7, 2020, the Parliament of the Republic of Singapore passed the Covid-19 (Temporary Measures) Act, 2020 (ACT) which was promptly gazetted on April 9. The purpose of the temporary ACT was to

BY DATUK CHANG
KIM LOONG



deal with matters relating to the Covid-19 pandemic, allowing for amendments to be made to certain existing laws.

The Covid-19 ACT applies to a party to a scheduled contract that is unable to meet an obligation that is to be performed on or after Feb 1, 2020 or where the inability is materially caused by a Covid-19 event. If relief is given under this ACT, it is an offence for any individual or company to take legal action against the non-performing party. The prescribed period of relief is six months.

The ACT has also modified the Bankruptcy Act to increase their monetary limits and the prescribed period for any action has been increased from 21 days to six months and in tandem, their Companies Act and Insolvency, Restructuring and Dissolution Act have also been modified with increases to the monetary threshold and extension of time from three weeks to six months before a company is treated as unable to pay their debts.

Proposal for Malaysia

The legislation in Singapore could be localised to suit the Malaysian context. Under the Singapore Act, a panel of assessors decides the relief/s granted under the Act. The decision of such assessor is not appealable. For Malaysia, instead of a panel of assessors, we propose that the Malaysian Courts (of Law) resolve disputes involving Covid-19 cases and to grant relief/s. This could be in the form of a temporary designated High Court, for a prescribed period, to preside over all Covid-19 related cases.

The Covid-19 procedure should be simplified with a checklist of documents to be furnished to the presiding judge. Lawyers appointed to present their client's case should even limit their professional fees otherwise it will defeat its purpose for speedy relief and not to cause further hardship to parties already suffering from financial and emotional distress.

Absence of 'Force Majeure' clause

Most legal experts are trying to determine if Covid-19 falls within the legal concept of '*force majeure*' and therefore applies to contracts that provide for a '*force majeure*' event. A '*force majeure*' clause allows the non-performance of one or more of the contractual obligations due to events beyond the control of both parties such as wars, riots, strikes, civil commotions, natural disasters, epidemics, riots, strikes or government interventions.

But, there is no such clause in numerous contracts such as tenancy agreements, leases, and the statutory Sale & Purchase Agreement regulated under the Housing Development (Control & Licensing) Regulations, 1989.

In the absence of a '*force majeure*' provision within our scheduled housing agreements, there would be issues that both developer and purchaser would encounter and if unresolved, will lead to unnecessary legal challenges post MCO.

Issues such as the ability of the purchaser to take vacant possession (VP) under the now extended MCO, within the 14 days from the developer's notice and the commencement of 'Defects Liability Period' of 24 months, would not only affect the purchaser but any delay by the developer to complete construction and deliver VP

within the agreed completion date would mean the developer has to pay 'additional' liquidated ascertained damages (LAD).

To overcome most adverse consequences caused by the Covid-19, we would recommend a form of mandatory '*force majeure*' relief (temporary) with safeguards to the developer and purchaser that could range from duration of relief to prohibition from penalization (termination/ determination/ forfeiture/levy of penalties etc) due to breach of obligations under a contract.

The goal here is two-fold, firstly, to offer temporary reprieve for contracting parties who are impacted during the MCO period and secondly, to provide a platform for continuous economic activity. We anticipate post MCO and Covid-19, there will be a period of adjustment to a 'new normal' environment. A reasonable time is required for Malaysians to 'pick up and get back on their feet'.

Hence, we suggest that a focus group of legal, economic and financial brains be appointed to explore and study all possible angles of legal entanglements that may appear post MCO, Covid-19 and beyond.

A Covid-19 Act will protect and allow businesses and even investors to continue their activities with confidence. Resources which are much slimmer after Covid-19 should be channeled to the right direction of economic rejuvenation, not litigation.



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FEATURE



How parents can get some work done at home



BY NATALIE KHOO

Many Malaysians have been working from home since the Movement Control Order period in the country began on March 18 and now extended to April 28. Even after the MCO, the work-from-home trend may well be the new normal for office workers.

Some rejoiced as "going to work" will now take just five minutes from the bed to the laptop, coupled with savings from commuting. There are also some who dread it, worried about their urges to take a nap in between work or from binging on snacks all day.

Yes, working from home is challenging but that is an understatement when you have kids running around you asking you "why, why, why" or screaming their heads off when you are having a conference call with your bosses.

As a parent, your challenge would not be about overcoming the temptation to nap but getting your kids to nap so that you can get your work done!

Here are four tips for working parents to have a productive work session at home with kids. Hang in there dads and mums (as well as grandpas and grandmas).

1 Create a space for the kids near you

Sounds disastrous but they can do their colouring or read or watch a video while

you are working. That way, they won't feel isolated from you while you can still keep an eye on them.

2 Remind them that you are at work, just not at the office

Tell them beforehand, lecture if you must and constantly remind them that you are working and may not be able to attend to them immediately. Stress that even though you are home, this is not a holiday and help them to understand what is going on. Kids are smarter than you think - they know when it's serious talk.

3 Make full use of nap time

The best time to capitalise on work which requires your full attention is when the kids are having a nap. It can be tempt-

ing to try to squeeze in some time to run some house chores especially if you see that big pile of laundry but try to maximise the time instead to work on that urgent proposal. If your children are not the best nappers, set a "20-minute quiet time" for them to rest and just have a lie-down. If they start fussing, try your best to not run to them immediately.

4 Create a schedule

Having a schedule allows you to plan for when is the best time to work and play. Set aside a time to play with your kids. By doing this, it also allows them to look forward to the allocated quality time with mum and dad.

The writer is a mum working from home

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COVER STORY



A note from the Editor-in-chief



The current Covid-19 outbreak is unleashing havoc to economies across the globe. Uncertainty is the order of the day.

Frontline workers strive courageously to keep all of us safe. Business owners labour over cash flow issues. Employees worry about losing their jobs.

The reality: No one has an answer to the what, how and when of this Covid-19 pandemic that is threatening to bring world economies to their knees.

Stock markets have taken a knock. Industries are hitting the pause button; some already closing or downsizing.

Meanwhile, the government has extended lifelines through stimulus packages. Efforts can be expected to stimulate

the much-needed economic activities.

In this context, is property investment then an irrelevant topic of discussion?

No one knows exactly what will unfold in the next few months or few years. What we do know is that now is a property buyers' market. Prices are expected to dip, though thankfully this is cushioned in part by the moratorium on bank mortgages. Even before the pandemic hit, the value of Malaysia's residential overhang has stood at close to RM20 billion and growing.

Be that as it may, there are always those out there who are confident about their job security, who have strong finances that are just sitting pretty in the bank and who have been waiting for the once-in-a-lifetime opportunity to invest in real estate. Is the Covid-19 pan-

demic such an opportunity? Even so, exactly where are we now in the curve? When is the right time to go into the market? The jury is definitely out on this.

The only certainty, however, is that every adversity offers an opportunity. Ultimately, every investor — big or small — needs to first establish the purpose of investment and his or her risk appetite.

Do your research. Stay close to the pulse of the market. Making informed investment decisions, without doubt, is key.

Good luck!

Au Foong Yee

Editor-in-chief and Managing Director,
EdgeProp Malaysia

BY **EDGEPROP.MY**

With the current Covid-19 outbreak worsening the economic downturn in Malaysia, people in general are just not in the mood to spend, what more on buying property. Nevertheless, the current buyers' market and low interest rate environment can be tempting.

At the EdgeProp.my Facebook LIVE Fire-side Chat titled 'Undervalued Properties: Opportunities or Risk?' which took place last Friday April 10, several EdgeProp.my's Pro Agents gave their views on the current market environment and some advice for property buyers.

The online event received more than 10,000 views. Selected questions from viewers were answered by the guests namely Propnex principal and chief operating officer Evon Heng, Kith & Kin Realty co-founder Freeman Woo, Rescom Realty & PEHAM (Persatuan Perunding Hartanah Muslim) Exco team leader Mohd Faizal Mohd Ismail and Propstar Realty senior real estate negotiator Kevin Teh. The chat was moderated by EdgeProp Malaysia editor-in-chief and managing director Au Foong Yee.

"We are living in interesting times, a time that is beyond our wildest imagination. Just look at the current economic and investment landscape. Bank Negara Malaysia expects GDP growth in 2020 to range from -2% to 0.5%. World Bank has recently revised its projected growth for Malaysia from 4.5% to -0.1%," said Au, kicking off the session.

She recalled that during the global financial crisis in 2008, despite negative GDP growth, house prices in Malaysia continued to rise steadily.

"Before you think about popping the champagne, getting out of the current economic woes is a lot trickier. Why? Because it involves a life-threatening health crisis that is affecting people all across the globe. Will the Malaysian housing market crash? Is it going to be total gloom? Or are we staring at a once-in-a-lifetime investment opportunity?"

Is it a good time to buy?

Propnex's Heng highlighted that property owners are becoming more realistic in their pricing during tough times and are more willing to reduce their asking prices. She defines undervalued properties as properties with asking prices of at least 10% below bank valuation, are in a good location, units that are easy to secure tenants and offer decent rental yield of around 4.5%.

"The Covid-19 pandemic has impacted

Should I buy now? DEPENDS...

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PROPNEK

Heng: The Covid-19 pandemic has opened up good investment opportunities as property owners are looking to cash out to conserve cash for their businesses.

every sector but it has opened up good investment opportunities as property owners are looking to cash out to conserve cash for their businesses. Now is the time for serious buyers — those who have done their studies, understood their budget and risk appetite, and most importantly, identified their preferred locations — to seriously consider making their buying decisions," said Heng.

Meanwhile, Rescom Realty's Faizal, who specialises in Bangi, Semenyih and Nilai properties, said prices for landed homes are now "juicy" compared with prices in 2018 and 2019.

*Before you buy,
ask yourself...*

Is this the **RIGHT TIME** to buy? Or **WAIT**?

Beyond the brick and mortar, how good is the property's **MANAGEMENT AND MAINTENANCE**?

What **BUDGET** do you have in mind before you go "shopping"?

Are you **FINANCIALLY STABLE**? Do you have the financial capacity to finance your loan?

What is the **PURPOSE** of your purchase?

What is the **RISK** that comes with buying the property — for instance, what if the property is not able to be rented out?

Have you done your **RESEARCH** and spoken to **PROFESSIONALS** such as real estate agents who can give you insights to the property and the development?





When will prices hit bottom? What if prices go lower after this?

While many anticipate property prices to come down in light of the uncertainties brought on mainly by the Covid-19 pandemic, no one would be able to predict exactly when housing prices will bottom.

"We will never know when prices have hit rock bottom. The more important question an interested buyer should ask is: why am I buying the property in the first place?" offered Kith & Kin's Woo.

"Don't buy because of the property price. Always know why you are buying and the purpose of the purchase. Understand that and your financial status first before looking for a property, said Woo, citing for instance, investors looking for rental returns.

"In Malaysia, we are lucky to gain rental returns for properties which will hold the market value of the property. When the rental yield reaches 5-6%, those who are cash-rich will look at buying and investing in these properties to diversify their savings," he added.

Heng concurred, saying that if one is looking to buy a property for own stay, that property which you have an eye on in the market may not always be available.

"If it is so nice, it will not be there always waiting for you. We can never know when prices will bottom. The longer you wait, the more likely the good deals will be going off. Every property has its uniqueness, and once it goes off the market, you may not get it back."

Faizal reckoned that property prices are unlikely to change much immediately after the Movement Control Order imposed since March 18 until April 28, due

to the six-month loan moratorium which has been introduced by the government effective April 1.

"Property owners will be able to sustain their holding power due to the moratorium. But after September, we will begin to see some changes," said Faizal.

Nevertheless, he believes that for first-time homebuyers, the best time to buy a property is "always now".

"If you want to buy a property and are waiting for the best time, it is now. If you keep waiting for the market to touch bottom, you may just miss the right home," he shared, and added that a first-time homebuyer should never hope for property prices to go down to buy a home.

"In any case, generally, many landed homes on the secondary market have lower asking prices now compared to a few months ago. You should take the opportunity now to really find a home that suits you," he shared.

As for investors, Propstar's Teh reminded them that property is a long-term investment and they must expect to wait for their returns on investment. He said there are a number of interested property investors out there looking for a good deal before the MCO and he expects those with deep pockets to continue shopping for bargains post-MCO.

"If it's for your own stay, you should not really care whether the market is going up or down.

"However, when it comes to your subsequent purchases for investing, the question to ask is: 'can you wait?' If you can't, then buy, provided you are financially stable," he said.



Teh: When it comes to your subsequent purchases for investing, the question to ask is: 'can you wait?'



Faizal: Property owners will be able to sustain their holding power due to the moratorium. But after September, we will begin to see some changes.

The loan moratorium and the property seller

The six-month moratorium on all bank loans from April 1 will benefit most mortgage holders but for investor-owners who are looking to cash out, it may not be such a good idea for them to opt for the loan repayment deferment.

This is because the sale transaction process for secondary properties takes around three to four months to conclude for fully redeemed secondary properties, while for properties that are still serving loan repayments, the transaction may take around six months to complete.

"Time is an opportunity cost especially for those who only have a very short repayment period left and looking to sell. They should list their property in the market and continue to pay their instalments," said Propnex principal and chief operating officer Evon Heng.

"For sellers looking to realise their investment, the earlier they could sell off their property, the earlier they could get the money to reinvest," she noted.

Propstar Realty senior real estate negotiator Kevin Teh concurred, saying

that if those who intend to sell decided to take the deferment and waited until September to list their property, they would have wasted a lot of time to get their property sold.

Even if you could get the buyer immediately after the Movement Control Order, the seller will still need to wait till early next year to get their profit," he said.

Both Heng and Teh were speaking at the EdgeProp.my Facebook LIVE Fireside Chat titled 'Undervalued Properties: Opportunities or Risk?' on April 10.



Property management impacts the value of the property

The quality of a property's maintenance and management could play a decisive role in determining the property's value, said Kith and Kin Realty co-founder Freeman Woo at the EdgeProp.my Facebook LIVE Fireside Chat titled 'Undervalued Properties: Opportunities or Risk?' on April 10.

Speaking from experience, Woo said property management is a major consideration for buyers when they are choosing a property. "For instance, on first impression when walking into a premises, the quality of the management can be observed. Even from the look of the security guards when you first enter the property, you can know whether it is managed well," said Woo.

He added that in the current market where negative sentiments abound and properties may be hard to sell, any value-add could mean a lot.

In deciding whether to buy a property, Woo advised buyers to use the "PPLC" rule which stands for the 'purpose' of buying; the 'price', the 'location' and the 'condition' of the property, both of the individual unit and the common property.



Woo: Even from the look of the security guards when you first enter the property, you can know whether it is managed well.

Looking beyond the property price

In conclusion, EdgeProp.my's Au highlighted that buying a property especially for a first-time homebuyer, is one of the single biggest and most important decision one makes in his or her life, hence it is also a very personal decision close to one's heart.

"If a listing on the market that a person is eyeing is no longer for sale, why should he or she be upset? Then it hit me that people buy because of the familiarity it offers. Maybe it is near to a school or your work place. And if the listing is gone, you may not find a similar listing like this again," said Au.

"Even if there are other listings in the market in the same development, it may not be the one which you really like in the first place, perhaps for the view or the layout or the floor level, for instance," chipped in Propstar's Teh.

Hence, a discerning buyer should not just look at the price of the property alone.

"Instead, they should do their research, talk to the professional real estate agents who can advise them, look beyond the brick and mortar of the property such as its property management and the investment potential including the location, facilities and amenities of the property," said Au.

Although no one knows when the Malaysian housing market will bottom, all agreed that it is a good time now to look out for buying opportunities.

"It is too early to know whether the market has bottomed, but my guess is that it hasn't. The reality is people are losing their jobs. When it comes to tenancies, we can expect vacancies.

"The bottom will come, we don't know when. Are there risks? Yes, of course there are risks. We have to ask ourselves, can we take on that risk before we make this major decision of signing on the dotted line," she stressed.



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COVER STORY

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Unit at Solaris Dutamas



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- Commands a rental of RM4,000 to RM4,500
- Seller looking to cash out
- Located in an integrated development featuring Publika Shopping Mall

Unit at I-zen Kiara 1



Noteworthy:

- Located above 1 Mont Kiara Shopping Mall
- Seller willing to reduce price further

Unit at 10 Mont Kiara



Noteworthy:

- Private lift lobby
- Big built-up of 3,000 over sq ft
- Seller looking to cash out to fund his children's studies in Australia

Unit at Ritze Perdana



Noteworthy:

- Studio unit previously rented out at between RM1,000 and RM1,100
- Price much lower now compared with RM300,000 at one time

Handled by
Mohd Faizal



Semidee at Legundi Residensi, Bangi



Noteworthy:

- Large with built-up of 3,000 sq ft and land area of 4,500 sq ft
- New and never been lived in
- Last transacted price of similar units in 2019 was at RM1.9 million.
- Owner wants to cash out and asking for RM1.25 million for this unit.

Putra Hills Residency



Noteworthy:

- Bungalow lot
- Gated-and-guarded community
- Freehold

Pallida terraced house at Setia Ecohill



Noteworthy:

- Located close to Ecohill Taipan, the commercial precinct of Setia Ecohill
- Gated and guarded
- Brand new

Terraced house at Taman Desaria, Nilai



Noteworthy:

- Matured area
- Listed for less than 6 months
- Market value in the last two months was RM420,000, now asking RM365,000

Handled by
Evon Heng



Unit at The Nest Residences



Noteworthy:

- Located in between Puchong and Old Klang Road
- Property was handed over last year and is vacant
- 6% rental yield
- Suitable for first-time homebuyers

Beverly Heights Linked bungalow



Noteworthy:

- Good for families
- 6+1 rooms
- Near international schools

Unit at The Petalz



Noteworthy:

- Located in between Sunway Pyramid and Mid Valley Megamall
- Located near a KTM station
- 4.9-5% rental yield

Unit at Quadro Residences



Noteworthy:

- Luxury condo at KLCC
- Fully furnished

Handled by
Kevin Teh



Unit at Pavilion Hilltop



Noteworthy:

- Owner cashing out
- Rental yield of 5%

Unit at Anjali North Kiara



Noteworthy:

- 20% below market price
- Owner cashing out

Unit at 11 Mont'Kiara



Noteworthy:

- Previously rented out
- Rental yield of 5.3%

Unit at SENI Mont'Kiara



Noteworthy:

- One of the smallest units in this project
- Rental yield of 5.2%
- Comes with ready tenant
- Seller cashing out

MONT'KIARA

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Hilltop**

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**Residensi
22**

>200 new listings

**Verve
Suites**

>250 new listings

383

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GARDEN



Romaine lettuce

This frequently used lettuce for salads and stir-fries can be re-grown at its stump. Just place the bottom of the stump in half an inch of water and maintain the water level for a few days, you will start seeing new leaves growing out of it. Transplant it into a pot of black soil and it will continue to grow. You will need at least 12 days before you can expect to harvest the lettuce.



Celery

Similar to romaine lettuce, you can regrow celery. Cut off the base of the celery and plant it in a bowl of water in a sunny spot. Ensure that the water level is maintained and that it gets enough sunlight for the next five to seven days, after which you will see small new leaves growing. Transplant it to a soil pot but you will need to wait for about four months to harvest a whole new celery plant.



Bok Choy

Bok Choy is another vegetable that you can regrow by cutting the stump and placing it in water. You need to be patient with Bok Choy as it will usually take up to two weeks before you can see new leaves growing out of it. That would be the time for transplanting it into a soil planter box.

You can RE-GROW THESE VEGIES at home from 'scraps'

BY RACHEL CHEW

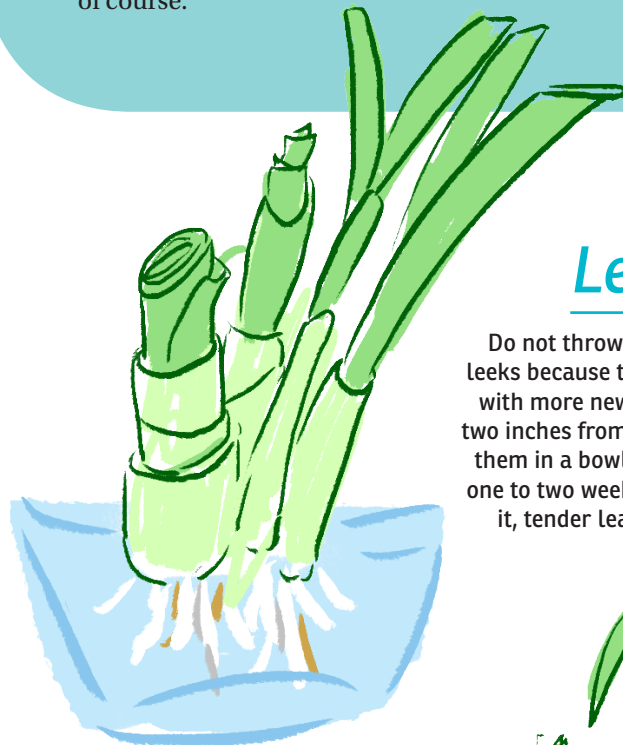
It's nice to grow your own vegetables at home and for many of us, we will just plant them from seeds that we get from packets on the supermarket shelves. But growing your vegetables from kitchen scraps would be way cooler don't you think?

It is also free, sustainable, fresh from the garden to the table and oh, so satisfying to see new life growing from an old and eaten one that usually end up as garbage.

With populations in major cities around the world currently forced to stay at home or in lockdown to flatten the curve of the Covid-19 virus outbreak which was declared a global pandemic on March 11, 2020, many people may be thinking of growing their own food as the possibility of food supply shortages and price hikes loom.

Re-growing your vegetable from scraps could save you some money and the hassle of getting out of the house to shop. It is practical and easy as it requires very little space. You can do it with just a container, regular water and some soil right in your kitchen.

Here are some common herbs and vegetables that are often used in a Malaysian kitchen that can be re-grown again and again, giving you an endless supply, depending on how many people you need to feed of course.

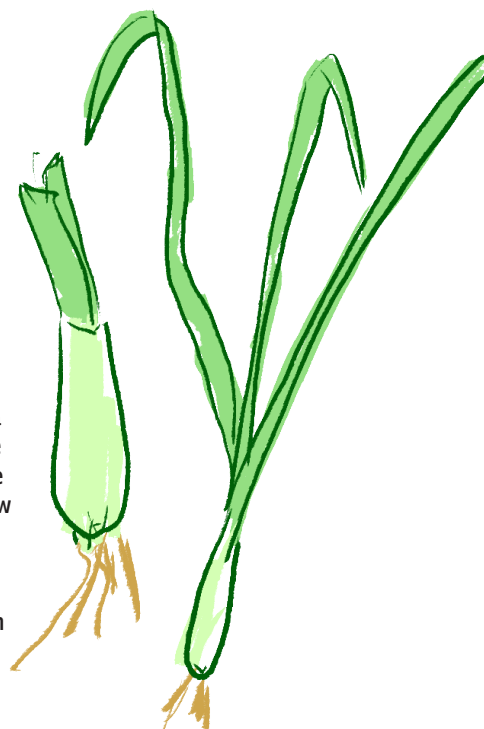


Leeks

Do not throw away the roots of leeks because they will reward you with more new leaves. Cut about two inches from the roots and place them in a bowl of warm water for one to two weeks. Before you know it, tender leaves are forming!

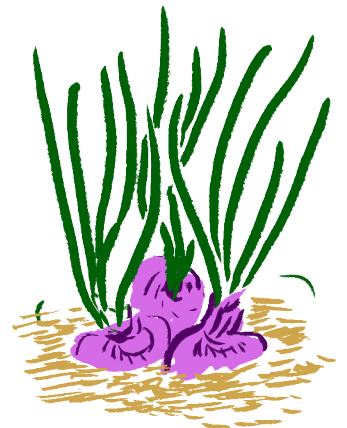
Lemongrass

Lemongrass is one ingredient that is often sold as a small bundle of a few sticks but you may perhaps use only two or three of them. Keep the unused ones and place them in a few inches of water. After about three weeks, you should see some roots which means they are ready to be transplanted into a pot of soil or on the ground in a sunny spot.



Ginger

Do you have an old and wrinkled piece of ginger that you've forgotten in your fridge? Don't bin it. Instead, place the ginger in a deep pot with black soil. Keep the soil moist with plenty of sunlight for a month. A leafy ginger plant will soon appear. You will know the fresh new ginger root is ready to be dug up and harvested when the ginger flower grows and is about to bloom. But leave some behind to continue growing.



Green spring onion

Ran out of spring onions to garnish your dishes or to cook that onion and ginger chicken you have been craving for? You can easily and quickly grow spring onions by simply burying an onion with its head cut off slightly in a deep pot filled with black soil. Place the onion with the roots facing down before covering it with a thin layer of soil. In a few days, you will find baby green spring onion shoots breaching out of the soil.



Coriander

Good news for coriander lovers! You no longer have to buy it again as it can be re-grown constantly. Just place the stems with roots in a glass of water and leave them by a window or a place that receives good sunlight and good air circulation. They will continue to grow so, you just pluck them as needed!



To real estate agents — Have you just concluded an interesting deal?
We would love to hear from you! Contact us at editor@edgeprop.my



DONE DEALS

SOLD FOR

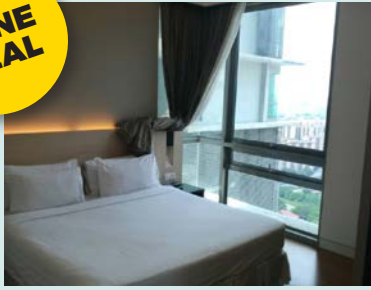
RM510,000 (RM927.27 psf)

Serviced apartment, Swiss-Garden Residences, Kuala Lumpur



Concluded by: Meifen Low (REN 06451)
of One World Real Estate (+6012 653 0714)
When: January 2020

DONE DEAL



Noteworthy

- Freehold
- Built-up: 550 sq ft
- 1 bedroom; 1 bathroom
- Fully furnished
- High floor
- Around 1.2km from the Bukit Bintang shopping belt, walking distance to Plaza Rakyat LRT station, Hang Tuah Monorail and LRT station.

Located in the heart of Kuala Lumpur, Swiss-Garden Residences Kuala Lumpur is situated at off Jalan Pudu, right behind Swiss Garden Hotel Bukit Bintang.

Completed in 2011, the freehold high-rise residential project was developed by PJ Development Holdings Bhd (now part of OSK Holdings Bhd).

Swiss-Garden Residences consists of two blocks housing 478 units with built-up sizes ranging from 550 to 2,700 sq ft. Facilities include swimming pool, banquet hall, squash court, gymnasium, sauna and more.

This project is just a 1.2-km walk from Petaling Street and the Bukit Bintang shopping belt as well as less than 1km to Berjaya Times Square KL, said One World Real Estate negotiator Meifen Low who concluded this studio unit deal.

The seller was a foreigner while the buyer is a property investor familiar with the Kuala Lumpur market who saw the potential of the unit in such a location, for capital appreciation and rental income, Low noted.

This well-maintained unit which comes with a car park bay was sold at slightly below market price. On top of that, it was a fully-furnished corner unit that offers privacy and a fantastic city view. "It did not take long for the buyer to make his decision," added Low.

Data obtained from EdgeProp.my as of April 13, 2020, showed that there were 23 listings for Swiss-Garden Residences with asking prices averaged at RM605,391 or RM834 psf.

A further breakdown showed three listings for 550 sq ft units priced from RM414,000 to RM560,000 (RM752.72 to RM1,018.18 psf).

As for rentals, there were 16 listings with an average monthly rate of RM2,561 or RM3.98 psf.

Meanwhile, there were four transactions in 2019 with an average transacted price of RM603,750 or RM1,012 psf, while in 2018 there were 13 transactions with an average transacted price of RM645,462 or RM1,042 psf.

SOLD FOR

RM1.35 million (RM375 psf)

Semidee house, Taman Hijau, Ukay Heights, Selangor



Concluded by: Kashfi Sharifuddin (REN 00973)
of Reapfield Properties (HQ) Sdn Bhd
(+6012 216 1512) **When:** January 2020

DONE DEAL



Noteworthy

- Freehold
- Land size: 3,600 sq ft
- Built-up size: 3,000 sq ft
- 5 bedrooms; 3 bathrooms
- Semi furnished
- Nearby amenities: Ampang Point Shopping Centre, International School of Kuala Lumpur (ISKL), Mutiara International Grammar School, KPJ Ampang Puteri Specialist Hospital, Darul Ehsan Golf Club.

Taman Hijau, Ukay Heights is located at the edge of Ampang, Selangor. It is a low density housing area mainly comprising low-rise apartments, semidees and bungalows. It is a serene and green neighbourhood where amenities are close by including Ampang Point Shopping Centre, cafes, restaurants, banks and convenience stores. Pre-schools and international schools are located nearby as well.

Taman Hijau is easily accessible through Kuala Lumpur Middle Ring Road 2 (MRR2) and Ampang-Kuala Lumpur Elevated Highway (AKLEH).

Kashfi Sharifuddin from Reapfield Properties (HQ) Sdn Bhd found a buyer for this semidee home in January 2020. It was sold at RM1.35 million or RM375 psf, after being listed for about 3.5 months.

According to him, the buyer liked the large bedroom on the ground floor of the double-storey semidee, for his elderly parents. The clean and well-maintained house also faces greenery. Meanwhile, the owner decided to sell the house as she has been relocated to work elsewhere, said Kashfi.

He noted that the price was

very reasonable for a freehold semidee in Ukay Heights as it is close to Kuala Lumpur city centre which is about 15 minutes away.

Although the property market is generally soft now, Ukay Heights' property values have remained stable due to their strategic location and nice environment.

"It is still a prestigious address due to its proximity to international schools and embassies and the address is perceived as the Kenny Hills of Ampang," he said.

Based on EdgeProp.my data, there was hardly any transactions of semidees in Ukay Heights in the past. The last was a semidee sold in 2015 priced at RM1.55 million or RM431 psf while another one changed hands previously in 2012 at RM1.19 million or RM331.

As at April 13, 2020, the property portal has only one semidee in Ukay Heights listed for sale. The asking price was RM1.45 million or RM402 psf. There were however 12 bungalows for sale with an average asking price of RM4.40 million or RM568 psf. There were also five bungalows waiting to be rented out at an average RM16,800 or RM2.37 psf.

SPOTLIGHT



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RM1,083,600

Arcoris, Mont'Kiara, Kuala Lumpur

Type: Condominium **Tenure:** Freehold
Built-up: 903 sq ft
Bedroom: 2 **Bathroom:** 2

Ian Tang (REN 22803)

REAPFIELD PROPERTIES (HQ) SDN BHD (E (I) 0452)
+6018 278 3154



RM2,400/mth

Laman Suria, Mont'Kiara, Kuala Lumpur

Type: Condominium **Tenure:** Freehold
Built-up: 1,027 sq ft
Bedroom: 3 **Bathroom:** 2

Carmen Teoh (REN 27223)

IQI REALTY SDN BHD (E (I) 1584)
+6012 303 3133



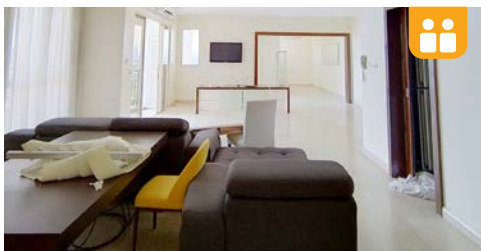
RM4,900/mth

Kiaramas Ayuria, Mont'Kiara, Kuala Lumpur

Type: Condominium **Tenure:** Freehold
Built-up: 1,605 sq ft
Bedroom: 4 **Bathroom:** 4

Angelia Kong (REN 03495)

FIRST REALTORS AGENCY (E (I) 0788)
+6017 292 3977



RM1,900,000

Kiaramas Cendana, Mont'Kiara, Kuala Lumpur

Type: Condominium **Tenure:** Freehold
Built-up: 2,852 sq ft
Bedroom: 5 **Bathroom:** 5

Tay Yen Sing (REN 29659)

TECH REALTORS PROPERTIES SDN BHD (E (I) 1492)
+6012 335 0520



RM1,390,000

Mont'Kiara Meridin, Mont'Kiara, Kuala Lumpur

Type: Condominium **Tenure:** Freehold
Built-up: 2,513 sq ft
Bedroom: 4 **Bathroom:** 4

Jacky Chong (REN 14251)

IQI REALTY SDN BHD (E (I) 1584/4)
+6012 363 6864



RM1,950,000

Seni Mont'Kiara, Mont'Kiara, Kuala Lumpur

Type: Condominium **Tenure:** Freehold
Built-up: 2,347 sq ft
Bedroom: 4 **Bathroom:** 4

Kevin Teh (REN 02206)

PROPSTAR REALTY (E (I) 1591)
+6013 555 7333



RM1,100,000

Kiaramas Cendana, Mont'Kiara, Kuala Lumpur

Type: Condominium **Tenure:** Freehold
Built-up: 1,645 sq ft
Bedroom: 3 **Bathroom:** 3

Michelle Tang (REN 35926)

MIP PROPERTIES SDN BHD (E (I) 1866)
+6012 603 0866

SPOTLIGHT**Properties for sale and rent**

Commercial



Residential

Click/tap on
each listing
to visit the
listing's page**RM310,000****Fortune Park, Seri Kembangan, Selangor****Type:** Condominium **Tenure:** Leasehold
Built-up: 1,090 sq ft
Bedroom: 3 **Bathroom:** 2**Abdul Hadi** (REN 26520)

RESCOM REALTY (VE (3) 0244)

☎ +6013 296 8410

**RM850,000****Impiana on the Waterfront, Ampang, Selangor****Type:** Condominium **Tenure:** Freehold
Built-up: 2,000 sq ft
Bedroom: 5 **Bathroom:** 4**Angelia Kong** (REN 03495)

FIRST REALTORS AGENCY (E (3) 0788)

☎ +6017 292 3977

**RM1,900,000****Taman Tun Dr Ismail, Kuala Lumpur****Type:** Terraced house **Tenure:** Freehold
Built-up: 2,600 sq ft **Land size:** 2,200 sq ft
Bedroom: 5 **Bathroom:** 4**Ann Soh** (REN 03232)

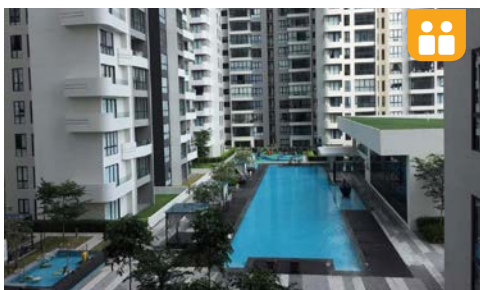
METRO REC SDN BHD (VE (1) 0376/1)

☎ +6018 369 8650

**RM1,700/mth****The Zest @ Kinrara 9, Bandar Kinrara Puchong, Selangor****Type:** Condominium **Tenure:** NA
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

**RM1,290,000****Concerto North Kiara, Dutamas, Kuala Lumpur****Type:** Condominium **Tenure:** Freehold
Built-up: 1,976 sq ft
Bedroom: 4 **Bathroom:** 5**Chris Tang** (REN 32877)

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

☎ +6018 278 9330

**RM1,800,000****Jalan Impian Mahkota 1, Kajang, Selangor****Type:** Shop **Tenure:** Freehold
Built-up: 4,800 sq ft **Land size:** 1,600 sq ft
Bathroom: 2**Darren Toh** (REN 05189)

KIM REALTY (E (3) 0211)

☎ +6012 397 7800

**RM205,000****Kelana Jaya, Selangor****Type:** Shop apartment **Tenure:** Leasehold
Built-up: 897 sq ft **Bedroom:** 3 **Bathroom:** 2**Firdaus Bin Samuri** (REN 25246)

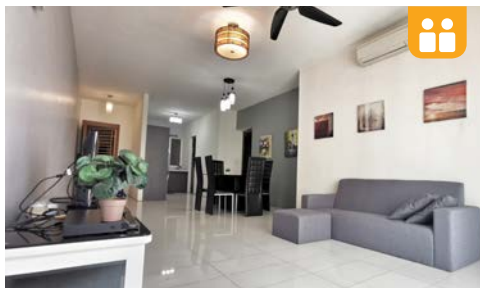
LEGACY REAL PROPERTY SDN BHD (E (1) 1925)

☎ +6019 337 7358

**RM1,729,800****Sinar Samudra, Batu Caves, Selangor****Type:** Terraced house **Tenure:** Leasehold
Built-up: 4,335 sq ft **Land size:** 4,335 sq ft
Bedroom: 7 **Bathroom:** 6**Aimi Zamzuri** (REN 27363)

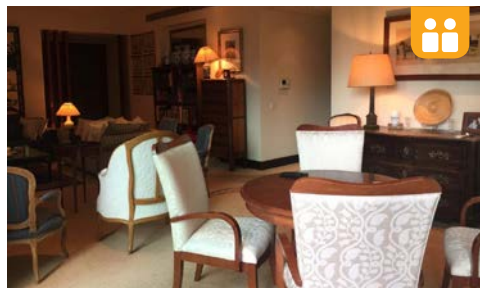
FIRDAUS & ASSOCIATES PROPERTY PROFESSIONALS

SDN. BHD. (VE (1) 0091/3) ☎ +6017 300 6640

**RM2,600/mth****Titiwangsa Sentral, Titiwangsa, Kuala Lumpur****Type:** Condominium **Tenure:** Freehold
Built-up: 1,110 sq ft
Bedroom: 3 **Bathroom:** 2**Henry Lim** (REN 01741)

TECH REALTORS PROPERTIES SDN BHD (E (1) 1492)

☎ +6012 311 8707

**RM5,000,000****The Binjai on The Park, KLCC, Kuala Lumpur****Type:** Condominium **Tenure:** Freehold
Built-up: 2,282 sq ft
Bedroom: 3 **Bathroom:** 5**Ian Tang** (REN 22803)

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

☎ +6018 278 3154

**RM2,500/mth****Springville Residence, Seri Kembangan, Selangor****Type:** Condominium **Tenure:** NA
Built-up: 1,044 sq ft
Bedroom: 3 **Bathroom:** 2**Joseph Tan** (REN 05029)

THE ROOF REALTY SDN BHD (E (1) 1605/6)

☎ +6012 212 3479

**RM860,000****Villa Astana, Kajang, Selangor****Type:** Semidee house **Tenure:** Freehold
Built-up: 2,940 sq ft **Land size:** 2,145 sq ft
Bedroom: 5 **Bathroom:** 4**Justin Lee** (REN 32527)

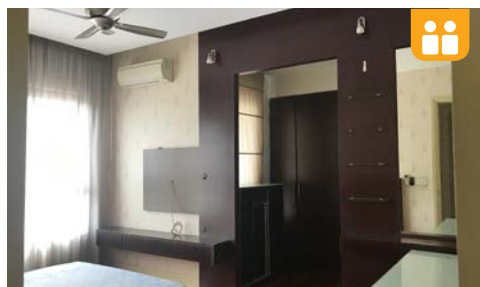
FULL HOMES REALTY SDN BHD (E (1) 1501/8)

☎ +6016 618 9568

**RM850,000****Sri Suria, Bukit Rimau, Shah Alam****Type:** Bungalow **Tenure:** Freehold
Built-up: 2,200 sq ft **Land size:** 1,650 sq ft
Bedroom: 4 **Bathroom:** 3**Kheng Fatt** (REN 04422)

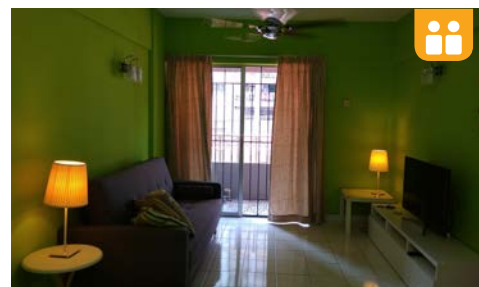
CHESTER PROPERTIES SDN BHD (E (1) 1321/15)

☎ +6012 329 6931

**RM1,250,000****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 (1) 0452)

☎ +6019 221 9830

**RM1,020/mth****Arena Green, Bukit Jalil, Kuala Lumpur****Type:** Condominium **Tenure:** Freehold
Built-up: 999 sq ft
Bedroom: 2 **Bathroom:** 2**Livien** (REN 14087)

GRIFFIN PROPERTIES (E (3) 1792/1)

☎ +6012 421 5350

**RM1,560,000****Kota Kemuning, Selangor****Type:** Semidee house **Tenure:** NA
Built-up: 3,976 sq ft **Land size:** 3,600 sq ft
Bedroom: 4 **Bathroom:** 6**Low Chee Hoong** (REN 22437)

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

☎ +6012 318 8473

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RM780,000

Jalan Sierra Ukay 2, Ampang, Selangor
Type: Terraced house **Tenure:** Leasehold
Built-up: 1,920 sq ft **Land size:** 1,400 sq ft
Bedroom: 4 **Bathroom:** 3

Mohd Hazli Aziz (REN 35744)
IW PROPERTIES (E (3) 1334/1)
☎ +6012 666 0984



RM605,000

Acacia @ Serene Heights, Semenyih, Selangor
Type: Terraced house **Tenure:** Freehold
Built-up: 2,143 sq ft **Land size:** 1,540 sq ft
Bedroom: 4 **Bathroom:** 3

Nur Ameera Binti Mohd Junaidi (PEA1767)
ALAM HARTA REALTY (E (3) 1687)
☎ +6011 116 92107



RM2,680,000

Long Branch Residences, Shah Alam, Selangor
Type: Bungalow **Tenure:** Leasehold
Built-up: 7,148 sq ft **Land size:** 7,427 sq ft
Bedroom: 6 **Bathroom:** 6

Ong Chee Yong (RegistNumber)
COMPANYNAME (RegisNumber)
☎ +6018 366 8687



RM338,000

OUG Parklane, Jalan Klang Lama, Kuala Lumpur
Type: Condominium **Tenure:** Freehold
Built-up: 950 sq ft **Bedroom:** 3 **Bathroom:** 2

Philip CK Ong (REN 32684)
I-PROP REALTY (USJ) SDN BHD (E (1) 0990/2)
☎ +6016 220 0780



RM290,000

Akasia Apartment, Puchong, Selangor
Type: Apartment **Tenure:** Freehold
Built-up: 850 sq ft
Bedroom: 3 **Bathroom:** 2

Tay Yen Sing (REN 29659)
TECH REALTORS PROPERTIES SDN BHD (E (1) 1492)
☎ +6012 335 0520



RM12,265,540

Star Central, Corporate Park, Cyberjaya
Type: Office tower **Tenure:** Freehold
Built-up: 18,000 sq ft

Victor Lim (REN 09135)
CBD PROPERTIES SDN BHD (E (1) 1197)
☎ +6019 280 2788



RM850,000

Oasis Ara Damansara, Ara Damansara, Selangor
Type: Shop house **Tenure:** Freehold
Built-up: 1,223 sq ft **Bathroom:** 2

Wenda Tee (REN 31380)
REAPFIELD PROPERTIES (HQ) SDN BHD (E (1) 0452)
☎ +6013 348 9163



RM3,500,000

Jalan Mihrab, Bukit Jelutong, Selangor
Type: Semidee house **Tenure:** Freehold
Built-up: 5,600 sq ft **Land size:** 8,700 sq ft
Bedroom: 6 **Bathroom:** 5

Winnie Su (REN 00355)
TECH REALTORS PROPERTIES SDN BHD (E (1) 1492)
☎ +6017 298 1800



RM730,000

Azelia Residence, Bandar Sri Damansara, Selangor
Type: Condominium **Tenure:** Freehold
Built-up: 969 sq ft **Bedroom:** 2 **Bathroom:** 1

Joanne Soh (REN 13124)
CBD PROPERTIES SDN BHD (E (1) 1197)
☎ +6012 297 6506



RM24,000/mth

Oasis Square, Ara Damansara
Type: Office **Tenure:** Freehold
Built-up: 8,541 sq ft

Ann Soh (REN 03232)
METRO REC SDN BHD (VE (1) 0376/1)
☎ +6018 369 8650



RM340,000

Apartment Sri Ara, Ara Damansara, Selangor
Type: Apartment **Tenure:** Freehold
Built-up: 785 sq ft **Bedroom:** 3 **Bathroom:** 2

Wenda Tee (REN 31380)
REAPFIELD PROPERTIES (HQ) SDN BHD (E (1) 0452)
☎ +6013 348 9163



RM18,472,000

Jalan Sentul Pasar, Sentul, Kuala Lumpur
Type: Agricultural land **Tenure:** Freehold
Land size: 80,314 sq ft

James Lee (PEA2496)
LEADERS REAL ESTATE (E (3) 1204)
☎ +6010 773 0073



RM600,000

Nilai Impian, Nilai, Negeri Sembilan
Type: Terraced house **Tenure:** Freehold
Built-up: 2,500 sq ft **Land size:** 1,776 sq ft
Bedroom: 5 **Bathroom:** 4

Mohd Syam (REN 15084)
JUSTE LAND BHD (E (3) 0205)
☎ +6013 639 6454



RM12,675/mth

Q Sentral, KL Sentral, Kuala Lumpur
Type: Office **Tenure:** Freehold
Built-up: 1,950 sq ft

Low Chee Hoong (REN 22437)
REAPFIELD PROPERTIES (HQ) SDN BHD (E (1) 0452)
☎ +6012 318 8473



RM680,000

Taman Sri Bangi Seksyen 8, Selangor
Type: Terraced house **Tenure:** Leasehold
Built-up: 1,650 sq ft **Land size:** 1,540 sq ft
Bedroom: 4 **Bathroom:** 3

Juzri (REN 35407)
HUNT PROPERTIES (BANGI) SDN BHD (E (1) 1498/3)
☎ +6016 220 6104



RM988,000

Residential Suites @ M City, Ampang, Kuala Lumpur
Type: Condominium **Tenure:** Freehold
Built-up: 1,066 sq ft
Bedroom: 2 **Bathroom:** 2

Charles Chua (REN 02154)
REAPFIELD PROPERTIES (HQ) SDN BHD (E (1) 0452)
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