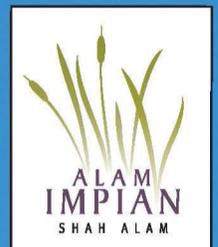


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The future of MALLS

Malls will need to evolve quickly if they were to survive in the aftermath of the Covid-19 pandemic, according to EdgeProp.my's survey. See Pages 8 to 10.

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PJ Old Town under EMCO

The Jalan Othman market at PJ Old Town, Petaling Jaya and the surrounding areas are currently under the Enhanced Movement Control Order (EMCO) from May 10 to 23. This EMCO is the first one within the Conditional MCO period which began on May 4. It will impact about 2,900 residents and business owners in the area.

This is the eighth EMCO in the country. It came about after the Minister of Health detected 26 cases of Covid-19 infections in the area.

The EMCO covers:

- | | | |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------|
| Zone A
Jalan Penchala;
Jalan 4/33; Jalan
4/37; Jalan 4/39;
Jalan 4/41; Jalan
4/44; Jalan
Terus 4/42; Jalan
4/43; Jalan
4/46; and Jalan
Othman 4/4D | Zone B
Jalan 2/29; Jalan
2/29A; Jalan
2/27; Jalan 2/32;
Jalan 2/25; Jalan
2/26; Jalan 2/34;
Jalan 2/34A;
Jalan 2/23; Jalan
Dispensary 2/38;
Jalan Pasar 1/21 | Zone C
Jalan Selangor;
Lorong 3/57D;
Lorong 3/57C;
Jalan RIDA
3/56; Jalan
Sentosa 3/57 |
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FT Ministry wants young adults to buy homes in Putrajaya

The Federal Territories Ministry is targeting young adults to buy homes in Putrajaya as part of measures to increase the population of the city.

Minister Tan Sri Annuar Musa said on May 13 that as part of this plan, the price of affordable housing there would be "lowered from the current RM300,000 to RM200,000 and below" so as to attract young buyers earning less than RM4,000 a month.

"Younger buyers will be eligible to get a longer loan term of up to 30 years and lower monthly instalments, thus increasing affordability," Annuar told the media during an event.

He added that the ministry will

propose to the Cabinet for three affordable housing projects priced in the RM200,000 range to be located in Putrajaya.

Construction sector contracts 6.3% in 1Q

Malaysia's construction sector contracted by 6.3% in the first quarter of 2020 (1Q20), amounting to RM35 billion, from a year ago, said the Department of Statistics Malaysia (DOSM).

Chief statistician Datuk Seri Dr Mohd Uzir Mahidin said all construction activities slowed down during the period.

"There were declines in the non-residential buildings sub-sector (11.0%), special trades activities sub-sector (8.6%), residential buildings sub-sector (7.6%) and civil engineering sub-sector (2.3%) in 1Q2020," he said in a statement.

PBTPay new normal in paying assessment tax

The Ministry of Housing and Local Government on May 12 launched the PBTPay portal that enables ratepayers to carry out revision and transaction of assessment tax with local authorities (PBT) online.

Housing and Local Government Minister Zuraida Kamaruddin said PBTPay allows the public to adapt to the new normal whereby taxpayers would no longer need to pay over the counter at PBT. They can also make payments even after working hours.

For a start, PBTPay involves 46 local authorities including the Sepang Municipal Council, Alor Setar City Council and Kangar Municipal Council, she said.

"We expect all local authorities to be listed on the PBTPay portal in stages by the end of this year," she

HOTLINES

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Tel: 03-8881 0200,
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and 03-8881 0700
from 8.30am to 5pm daily
Or Email: cprc@moh.gov.my

For more information, go to CPRC Telegram channel at <https://t.me/cprckkm>

For queries on the Restricted Movement Control Order, call 03-8888 2010.

told reporters after launching the PBTPay portal (<https://pbtpay.kpkt.gov.my>) at the ministry.

Covid-19: HK developer loses record US\$331.5m on resale of residential land at Kai Tak

Hong Kong developer Goldin Financial Holdings "has suffered its biggest loss on a land sale in the city's history" when it agreed to sell a residential plot on Kai Tak for an estimated loss of HK\$2.57 billion (RM1.44 billion).

The company cited the uncertain market outlook for the sale as the Hong Kong economy reeled from the Covid-19 pandemic, South China Morning Post (SCMP) reported on May 12.

Such a massive loss from the reselling of government land "was unprecedented", Alex Leung, senior director at CHFT Advisory and Appraisal told SCMP.

"Very few land parcels change hands. The market has reversed, and Kai Tak really has a higher risk as the supply there is relatively high."

The Hong Kong-based daily also stated that the resale price translates to HK\$12,250 psf bringing it back to a level last seen at Kai Tak in March 2017.

Only customers' names, telephone numbers needed to enter premises

Only the names and telephone numbers of customers need to be recorded before they are allowed to enter business premises.

Senior Minister (Security Cluster) Datuk Seri Ismail Sabri Yaakob said the government understands the public's worry when some premises require them to provide their identity card numbers and addresses before allowing them in.

"We need the record of the customers in case there are Covid-19 cases, in order to contact (those who have been exposed) but I understand that they do not want to provide their addresses and identity card numbers because of safety concerns," he said at the daily media conference on May 12.

He added that the names and telephone numbers of the customers were sufficient for the authorities to track down the customers in case of Covid-19 infection at a business premise.

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Covid-19: How will Malaysia's housing market perform?

BY **FOO CHEE HUNG**

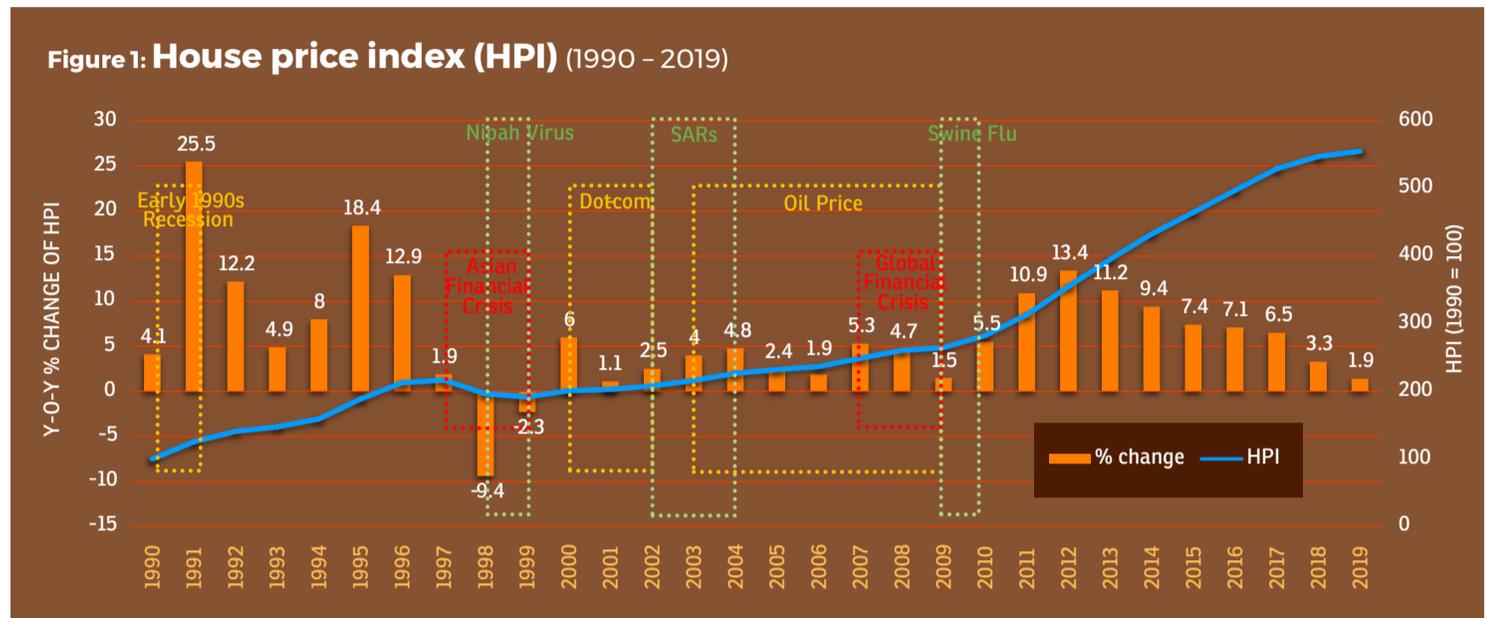


There have been at least 15 global economic crises since 1990 (Table 1). Among them, the one that occurred in 2003 is the only one related to a disease outbreak, the **severe acute respiratory syndrome (SARs)** epidemic. Other economic crises were either associated with a speculative financial bubble bursting, a stock market crash, a sovereign default, or a currency crisis.

Although 8,000 people were infected and at least 774 died worldwide, the impact of SARs was not apparent in the Malaysian property industry. In fact, our property market was quite **resistant** in terms of housing price. Over the last 30 years, house prices here only suffered a decline in 1998 and 1999 (Figure 1); which was generally considered as a lingering effect of the 1997 **Asian Financial Crisis** rather than the impact of **Nipah virus outbreak** that occurred from **September 1998 to May 1999** resulting in 265 cases of acute encephalitis with 105 deaths in Malaysia.

Right after the dip in 1999, local house prices started to grow at a stable pace, with a CAGR of 3.47% throughout 2000-2010. Throughout the period, there was the **2000 Dot-com Bubble**, the **2008 Subprime Global Financial Crisis** and the outbreak of the **Swine Flu disease in 2009 - 2010**, all which seemed to have no impact on the property industry. It is therefore clear that the country's property market is less affected by unprecedented crises. Rather, its volatility to a large extent is dependent on local market conditions including lending policy, market sentiments especially optimism about future capital appreciation, as well as developers' promotions.

However, the economic costs associated with the **Covid-19** presently go beyond the other previous crises. Covid-19 spreads quickly and hence the economic costs to a large extent are due to the necessary con-

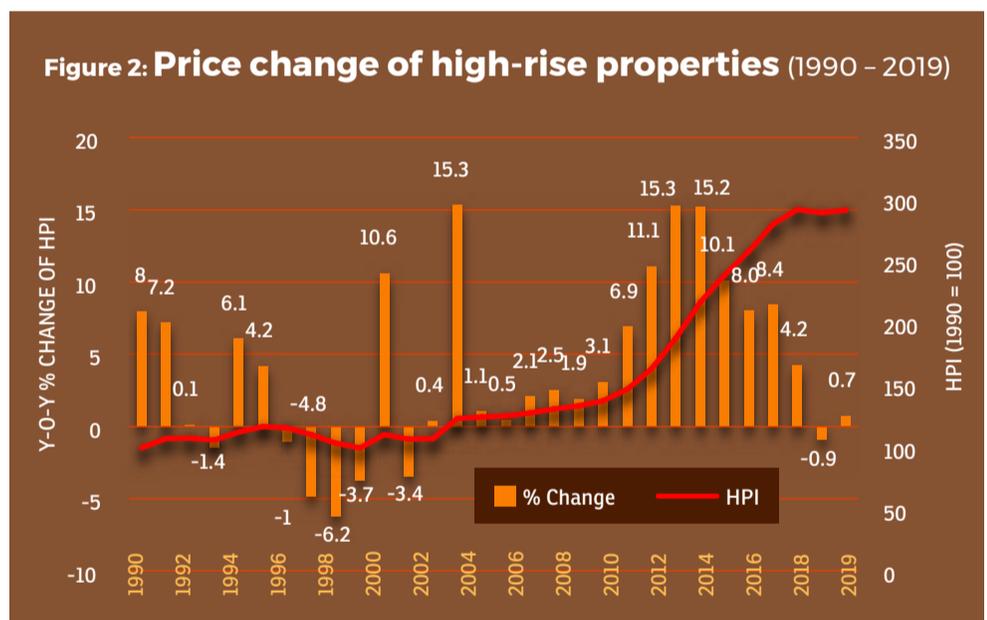


SOURCE: NAPIC

tainment measures for the pandemic, which have halted a majority of business activities.

Malaysia is expected to experience economic contraction following the imposed **Movement Control Order (MCO)** from March 18 to May 3 that has caused business shutdown in all non-essential activities. The country's property market was clobbered as a result. The fear of the virus outbreak is definitely leading to fewer home seekers as well as some listings being delayed. Moreover, buyers were unable to fulfil their obligations with regards to processes like completing documentation and progress payment as financial institutions had scaled down operations in adherence to the MCO. Developers and builders, too, are not likely to meet their completion deadlines as the whole supply chain was interrupted.

While it is still too early to predict the quantum and economic costs brought by Covid-19 on the property market, the transaction **volume** and **value** of property will inevitably decrease in the first half of 2020. Meanwhile, property owners and investors who face cash flow problems will become more realistic in their asking prices, leading to a more favourable buyers' market. As such, it is likely house prices will drop for



SOURCE: NAPIC

the first time since 1999. However, due to market resilience, and as observed in past market recovery following previous crises, house prices will rebound quickly.

High-rise and high-end properties

If we were to take a closer look at the performance of individual property type, we can find that prices of high-rises are sensitive to short-term fluctuations, where price dips occur more frequently (Figure 2). Historical house price index (HPI) shows that high-rise properties suffered a price dip in **1993** (early 1990s Recession), **1996 - 1999** (AFC), **2001** (Dot-com Bubble), and even in **2018** - a challenging year marked by the mismatch of house prices and affordability, overhang in properties, cautious consumer sentiment, difficult access to property financing, and the weakened ringgit against other major currencies. All these indicate that high-rise properties are more susceptible to economic condition.

A similar trend is observed in luxury properties like **detached houses**, where a dip in prices was seen in **1998-1999**, **2001**, and **2018** (Figure 3). Of note is that price dips of high-end properties can be greater than of high-rise properties. Steeper declines were recorded at **13.6%** and **6.7%** respectively, in 1998 and 1999. This is un-

derstandable as consumers will temporarily move away from buying big-ticket items when a recession looms and the market is shadowed by uncertainties.

Subject to location, it is likely that prices of high-rise and high-end properties will experience a decline in 2020, and overhang units of these types of property will increase, offsetting the improvement that had been achieved through the Home Ownership Campaign (HOC) in 2019.

Terraced houses

In contrast, short-term fluctuations appeared to have less influence on prices of **terraced houses** — traditionally the most common affordable housing for mass buyers (Figure 4). To date, terraced house prices recorded the least volatility at **-4.8%** and **-3.3%** in 1998 and 1999, respectively; and have been experiencing a continual growth since then. They are less sensitive to economic factors mainly owing to the strong confidence among investors with regard to their relatively safer nature as a long-term investment tool, as well as their profitable returns that can provide cash flow amid uncertainties.

This is reflected when terraced house prices achieved a **6.7%** and **2.9%** growth in both 2018 and 2019, despite the housing market slowdown since 2015.

Table 1: List of economic crises, 1990 - 2018

YEAR/PERIOD	REGION	AFFECTED	CRISIS
1990s	Global	Global	Early 1990s Recession
1990s	Europe	Finland	Finnish Banking Crisis
1990s	Europe	Sweden	Swedish Banking Crisis
1991	Asia	India	1991 Indian Economic Crisis
1994	America	Mexico	1994 Economic Crisis
1997	America	Asia	1997 Asian Financial Crisis
1998	Europe	Russia	1998 Russian Financial Crisis
1999 - 2002	America	Argentina	Argentine Economic Crisis
2000 - 2002	Global	Global	Dot-com Bubble
2002 - 2004	Asia	Asia	SARs
2003 - 2009	Global	Global	Oil Price Bubble
2003 - 2011	America	America	US Housing Bubble
2007 - 2009	Global	Global	Subprime Global Financial Crisis
2009 - 2019	Europe	Europe	Sovereign Debt Crisis
2014	Europe	Russia	Russian Financial Crisis
2015	Asia	China	Chinese Stock Market Crisis

SOURCE: CAPROASIA INSTITUTE



Hence, a moderate growth for terraced house prices is expected in 2020. However, realising that the country's property landscape has been changing in the past decade; where high-rise properties are representing as high as 30% of the total existing housing stocks, compared with terraced (41%) and detached houses (9%); the **overall house price** is deemed to be affected by the performance of high-rise properties, which will most likely be in a declining mode in 1H2020.

While a dampened property market is expected in 2020, a property market crash like the Asian Financial Crisis is not likely to happen again. This is because the root cause of the previous crisis was different from the one we are faced with today. In 1997, banks and the financial sector had to be bailed out by the government as they were short of liquidity. In contrast, today's banks are in a strong financial position to withstand the pandemic with capital and liquidity buffers. The economic costs brought by Covid-19 are almost certainly related to weak economic activities and poor market sentiments thus reducing seller and buyer traffic in the market.

Also, market contractions caused by Covid-19 are unlikely to be as severe as those experienced during the Asian Financial Crisis — a plunge of 47.6% and 32.3% in both the value and volume of transactions. We are not experiencing a financial crisis today hence the decline in transaction volume and value will be more manageable. In fact, prior to the pandemic

(since 2015), the country's housing market has seen a **declining trend** for four consecutive years. Throughout this period, slow growth in revenue and dwindling profit margins were a norm to most property developers.

In order to stay competitive in the market as well as to withstand the economic challenges and uncertainties, developers have adjusted their business strategies to suit the market recession. In this sense, developers are believed to be prepared enough to cope with the impact of the pandemic, and have even adapted to the new norm in the post Covid-19 business environment.

One should also realise that houses may not necessarily be more affordable in the post Covid-19 era. This is because, during the economic crisis, not only the housing market is going through adjustment, other markets are also doing the same, particularly the labour market and the financial sector. Wage growth could be lower or zero during the crisis, and the unemployment rate could hit a higher level than any other periods, leading to negative household debt-servicing capacity. Meanwhile, banks are likely to tighten their lending conditions in order to reduce their exposure to a higher risk of possible default from mortgage payments, making it even harder for first-time home buyers to enter the market.

Dr Foo Chee Hung is MKH Bhd manager of product research & development

Figure 3: Price change of detached houses (1990 - 2019)



SOURCE: NAPIC

Figure 4: Price change of terraced houses (1990 - 2019)



SOURCE: NAPIC

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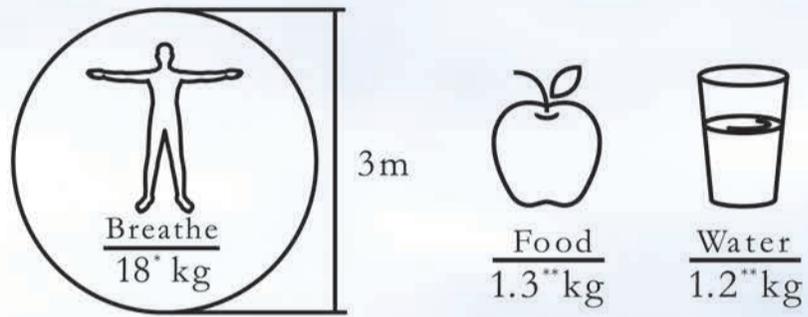


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* Uchiyama, Iwao (Department of Occupation Health, National Institute of Public Health, Japan). "Air and Human Beings: from the Physiological Viewpoint" (1999). <https://ci.nii.ac.jp/naid/110008447936/>

** Ministry of Environment, Japan. Heat Illness Environment Health Manual 2018, p. 32, fig. 3-2. http://www.wbgt.env.go.jp/pdf/manual/heatillness_manual_3-1.pdf



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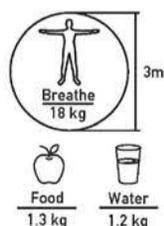


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EdgeProp.my SURVEY: MALLS can never be the same again

BY EDGEPROP.MY

The Covid-19 Movement Control Order (MCO) had been eased into a Conditional MCO until June 9 (at the time this article was written), allowing most retailers to resume operating including in shopping malls, but it is clear that most people remain wary of visiting such public spaces.

To have a better idea about consumers' perception towards shopping malls in light of the Covid-19 coronavirus outbreak, EdgeProp.my ran a survey titled "Will malls be empty in the new normal?" from April 22 till May 3, 2020.

The objective of the survey was to gauge consumer behaviour in visiting shopping malls pre and post-MCO; and to see whether Malaysians were keen to return to visit their favourite malls like they used to after the MCO was lifted.

The survey garnered 1,094 respondents from all the states in Malaysia, with the majority coming from Selangor (50%), followed by Kuala Lumpur (35%), Penang (5%) and Johor (4%).

In terms of age group, a large percentage of respondents (49%) were aged between 41-60 years old, while 40% were aged 20-40 years old and the remaining were respondents aged 61 years and above.

A total of 33% respondents earned RM5,000 to RM9,999 a month; 25% have a monthly income of RM15,000 and 24% earned below RM5,000 a month.

Malaysians still want malls

The survey offered one piece of good news for mall owners and retailers: 82% of respondents believe that shopping malls in Malaysia would not die post-MCO even against the intense competition from e-commerce. And when asked whether they could imagine life without shopping malls, 62% said "No".

This indicated that people still see shopping centres as part of their lives. Although the majority of the respondents (80%) say they will generally visit malls again post-MCO, many (74%) also stated that they will only visit malls when the need arises. Understandably, this was mainly due to concerns over safety and hygiene issues in light of the Covid-19 situation.

Rethink the malls of tomorrow

The MCO which was implemented from March 18 until May 3 before the CMCO took over has also forced Malaysian's to move to online shopping with 64% of the survey respondents having purchased more items online when staying at home during the MCO compared with previously.

Find out what mall owners have to say!



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EdgeProp.my Virtual Fireside Chat

'WILL MALLS BE EMPTY IN THE NEW NORMAL?'

featuring major mall owners in Malaysia



READ the May 8, 2020 issue of EdgeProp.my



Interestingly however, when it comes to online shopping, there were 22% who said they do not shop online at all.

Having said so, almost all of the respondents (93%) saw the potential of physical malls co-existing and complementing online shopping - with shopping malls offering experiential shopping while online platforms offering the convenience of delivering-to-your-doorstep shopping.

Hence, they also believe that malls would need to reinvent themselves to stay relevant and to attract people to visit them. For instance, in the new normal post-MCO, the respondents state that safety and hygiene; security; and a pleasant experience are among the top elements that could enhance a shopping mall's competitiveness.

Some respondents also offered ideas that they thought mall operators could explore such as improving their space layout for easy navigation, differentiating the mall with special themes the way Terminal 21 shopping mall in Bangkok, Thailand has done, offering incentives such as click-and-collect points schemes for shoppers as well as enhancing contactless payment systems.

The post-MCO shopping behaviour will not be the same again as shoppers' priorities have changed due to the fear of contracting the Covid-19.

Now it's time for shopping mall operators and retailers to rethink their direction moving forward to carve their competitive edge.

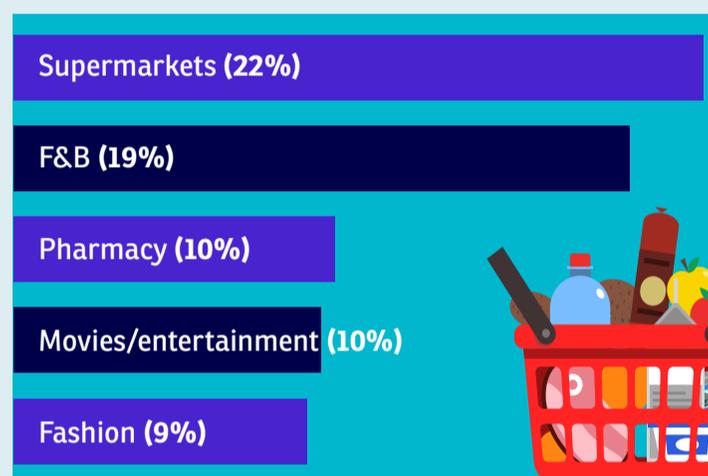
Grocery is No 1 on the shopping list

According to the EdgeProp.my Survey "Will malls be empty in the new normal?", the top five reasons to frequent malls in future (post-MCO) include to buy groceries from the supermarket (22%) and to patronise the F&B outlets (19%). Visiting wellness outlets and pharmacies as well as leisure and entertainment outlets such as cinemas were the next most popular (10% each) followed by fashion outlets (9%). The survey which ran from April 22 till May 3, 2020, received 1,094 respondents.

Other reasons for visiting malls include visiting special interest outlets such as DIY shops, beauty products, electrical appliances and home furnishing items.

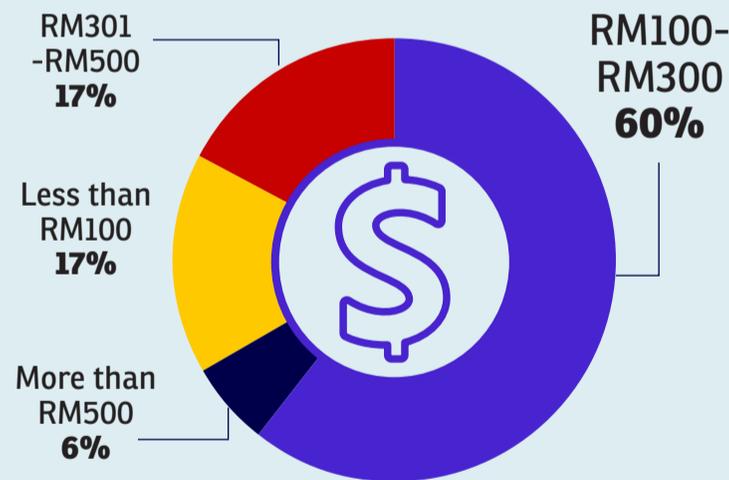
In terms of spending, before the MCO, mall visitors had spent the most money on groceries/essential items; and F&B (28% each), followed by fashion apparel and accessories (14%), entertainment and leisure (13%) as well as services such as haircut, skincare and medical (7%). It is worth noting that only 2% spent their money on luxury goods such as branded items, jewelry and watches.

Top five reasons to visit post-MCO

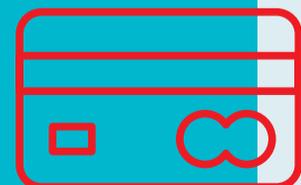
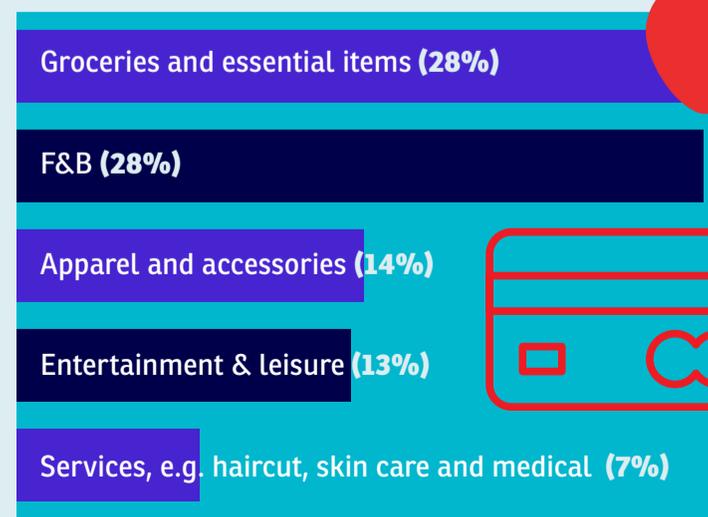


*Respondents can choose more than one reason

Average spending per visit

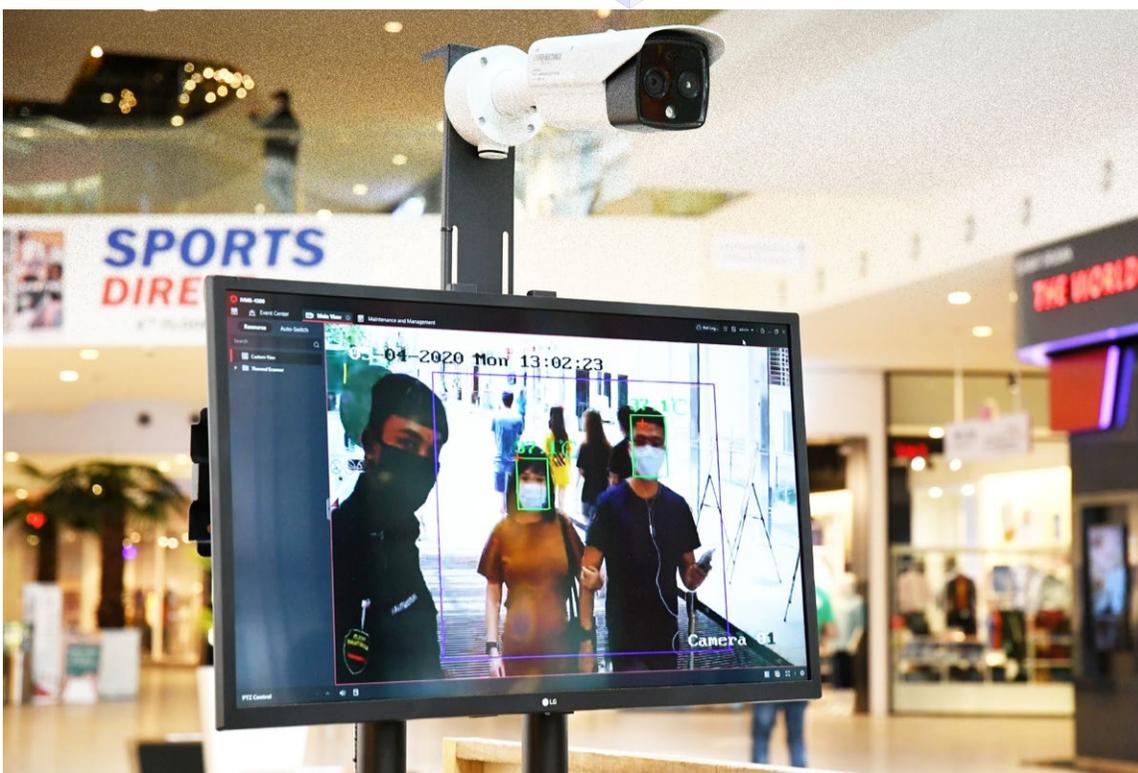


Top five things shoppers spend their money on before MCO



COVER STORY

EdgeProp.my Survey: 'Will malls be empty in the new normal?'



Temperature checks on shoppers are now part of the new norm.

Nope, malls won't be empty

80% would visit again post-MCO



82% believe malls will not die



62% cannot imagine life without malls

Safety and hygiene the main concern

Malaysian mall-goers are keen to visit again now that the Covid-19 Movement Control Order (MCO) period is over but mostly only when the need arises due to health and safety concerns over the Covid-19.

Based on a survey conducted by EdgeProp.my Survey titled "Will malls be empty in the new normal?" about 80% out of the 1,094 respondents said they are generally still keen to visit shopping malls in future after the MCO. However, 15% of them were feeling unsure while another 5% said they won't be visiting. The survey ran from April 22 till May 3, 2020.

Although the majority of the respondents look forward to visiting malls again in the long run, in the near term, most would continue to be wary about the spread of the Covid-19 coronavirus as only 26% of those who will visit malls post-MCO stated that they will go to the malls immediately after the MCO is lifted against 74% who reckoned that they would only visit when the need arises.

And when they do visit, how long will they spend in the mall? In envisioning the situation post-MCO, close to 47% of the respondents stated that they will spend no longer than the necessary time while 25% were uncertain and will wait-and-see before deciding. About 28% were confident that the time spent will be no different from pre-MCO.

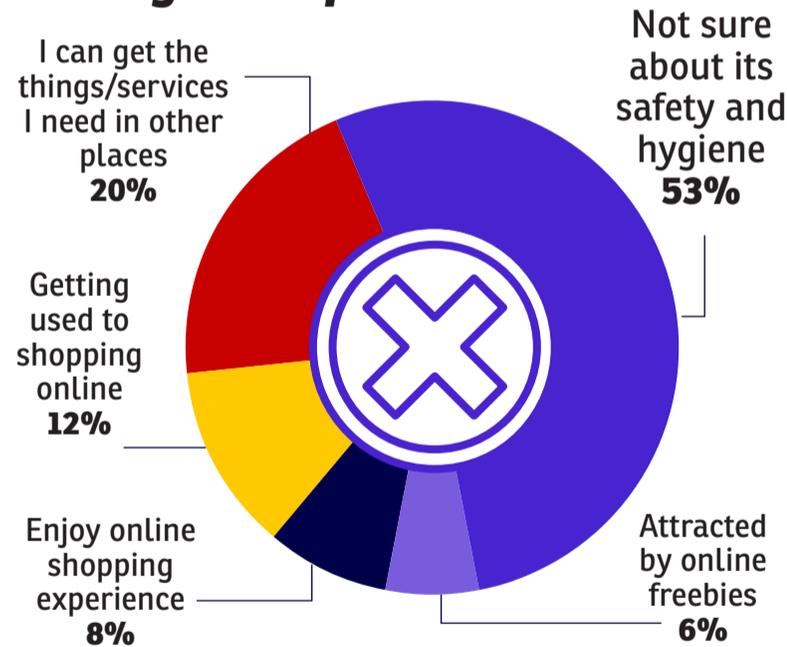
Prior to the MCO, 74% of the respondents stated that they spend around one to three hours when they visit a mall; 19% spent three to five hours, 4% spent less than an hour while 3% spent more than five hours in a mall.

When asked about the possible factors that could prevent them from visiting malls post-MCO, over half of the respondents expressed their concerns over safety and hygiene (53%). Indeed, the Covid-19 has placed safety and hygiene a top priority for shoppers going forward which in turn will shape how malls will evolve now and beyond.

Another 20% of the respondents said there may be no need to visit the malls as they could get the things or services they need from other places or avenues.

Other factors that could keep shoppers away from malls are that they have already gotten used to shopping online (12%) during the MCO, they

Most likely reasons for not visiting malls post-MCO



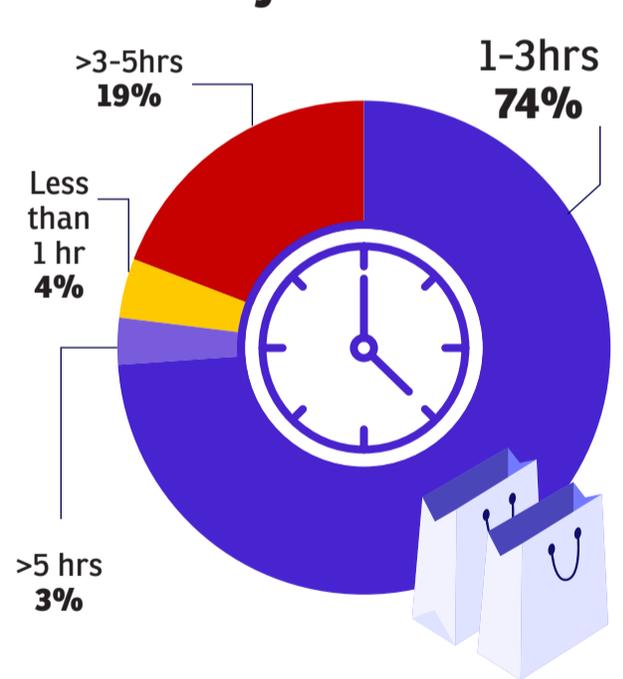
enjoy the online shopping experience more than a visit to the mall (8%) and are attracted to online freebies and discounts offered (6%).

On the other hand, a total of 58% of the respondents stated that they will miss the ground events, promotions and entertainment activities offered by malls, since no public events are allowed for now due to social distancing to prevent the spread of the Covid-19.

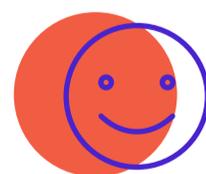
Meanwhile, to win back those who said they will not visit the malls again and those who were undecided, the most important thing for malls to do is to raise their confidence in the aspect of safety and hygiene (26%). They also asked for more conveniences (14%) to be made available as well as more genuine promotions. Others include easier access, more unique tenants, new buying experiences, good service and unique F&B selections.

One could therefore expect malls to be a far cry from pre-MCO days as traffic will be reduced quite significantly until the fear of the disease dissipates.

Average time people spent in malls before MCO



How to win back the undecided and those who won't be visiting the mall anytime soon



Safety and good hygiene 26%



Convenience 14%



Genuine promotions 11%



Easy accessibility 11%

Unique tenant mix – goods/services which only that particular mall could offer 9%

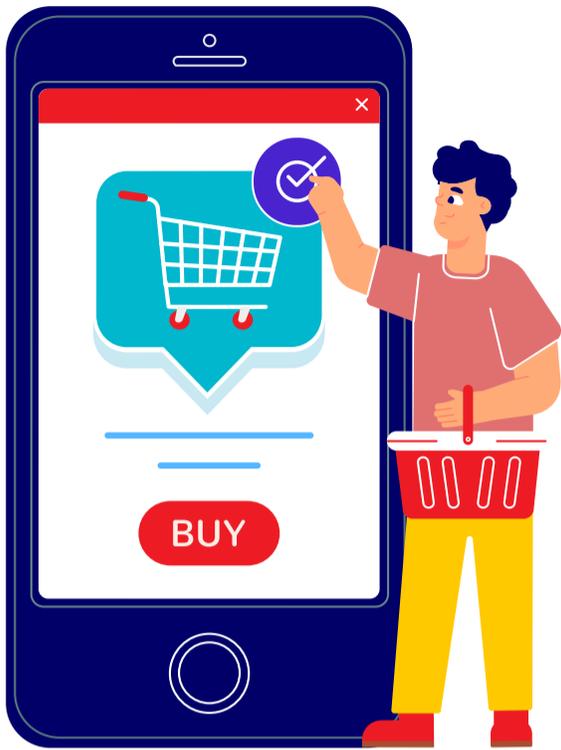
New buying experience 9%

Unique F&B selection 9%

Good services 9%

Others 2%

Malls need to reinvent themselves



BY CHIN WAI LUN

The Covid-19 outbreak and the subsequent implementation of the Movement Control Order (MCO) on March 18 until the Conditional MCO on May 3 have caused a drastic change in the lifestyle of many. For a start, the limited movement and social distancing rules led to a significant drop in income, especially for those in the retail sector.

But most businesses are adapting, as they shift their business models virtually to online shopping. And this leads to this question, what must malls of tomorrow offer?

In the EdgeProp.my Survey: "Will malls be empty in the new normal", a whopping 91% of the same 1,094 respondents felt that malls should reinvent themselves. They must first of all embrace online shopping. Indeed, a significant 93% of the respondents believed that malls could co-exist with online shopping. The survey of 1,094 respondents ran from April 22 till May 3, 2020.

Consumer shopping habits are changing. The usual mall offerings consisting of retail shops, departmental stores and F&B outlets do not suffice anymore.

"Despite its ubiquity, the mall as it's been conceived for the last half century is at a critical inflection point. A storm of global trends are coming together at the same time to cause malls to change the role they play in people's lives. No longer are they primarily about shopping. Now, when consumers visit malls, they are looking for experiences that go

well beyond traditional shopping," said management consulting firm McKinsey & Company in a recent article.

Beyond converging with online shopping, a majority of the responses said the mall of tomorrow must topmost, be a safe and hygienic mall (20%) — timely considering the current circumstances.

Besides that, 17% preferred a mall with good F&B options — unsurprising for a population that is passionate about their food; and 16% opted for security. Nice ambience and special promotions both recorded 14% of responses each.

Sharing the majority at about 20% were other entries providing personal feedback on what malls could offer in future, corroborating with McKinsey's statement that shoppers are seeking for experiences beyond that of traditional retail shopping.

In this context, some suggested that malls could opt for click-and-collect points for those who made online purchases. A recent example would be Tesco Malaysia's "Order & Collect" services at selected stores. Customers can place an order via Whatsapp and then proceed to collect the order in-store once they made payment with a barcode they will receive when the order's ready.

Other suggestions for malls of tomorrow include more family bonding activities, digital services such as contactless parking payments and pet-friendly spaces.

Meanwhile, there were suggestions that malls could adopt special themes to lure more shoppers. For instance, the world touristic cities-themed Terminal 21 malls in Thailand where each retail floor represents a touristic city (Tokyo, London, San Francisco and more).

The message is clear. The retail shopping industry must reinvent themselves or else be left behind in this dynamic environment. Consumers are seeking other value-added services, entertainment and conveniences. Of course, learning from the Covid-19 pandemic, the mall of tomorrow could probably be the most hygienic place to be in.

The rapid urbanisation, changing demographics and the ever-changing consumer needs are catalysing the transformation of malls. Malls are still essential, but can they leverage on the expanding technologies and differentiate themselves with new business models and unique offerings?

What must malls of tomorrow offer? — The top five elements



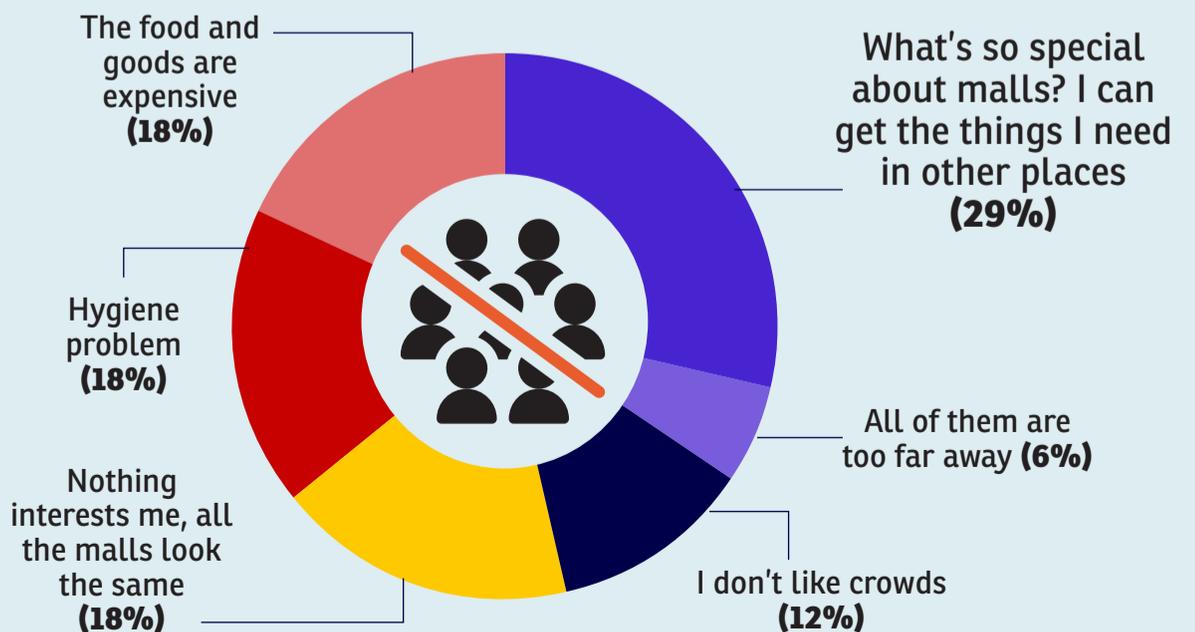
Why some people don't visit shopping centres

In contrast to most of us who like to visit malls, there are some who seem to dislike malls and avoid them even during normal times. In the EdgeProp.my Survey: "Will malls be empty in the new normal?" 17 people said they never visit malls. The survey which ran from April 22 to May 3, 2020 received 1,094 responses.

Of that, five of them said it is because there is nothing special about malls as they can get the things they need from other places.

There were also a few who said nothing in Malaysian malls interests them and that all of them looked the same. Others stated hygiene issues, that things there were too expensive, that they disliked crowds and that the malls were too far away.

Whilst some are already shying away from malls even before Covid-19 struck, the pandemic has inevitably resulted in dampening even more people's interest in malls.



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Covid-19 has impacted us in many ways and that is no different for the F&B industry. Are cloud kitchens the new norm? Will an F&B space change from serving diners to purely delivery?

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Inside Scoop*



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Harnessing the benefits of ERGONOMIC FURNITURE

BY NATALIE KHOO

In this modern age, office employees spend an average of eight hours a day glued to their desk and computers in the office or wherever they choose to work.

Such long hours sitting put a strain on the back and neck which is no wonder that back and neck aches are common occurrences especially when the sitting posture is incorrect. In the long run, it may even lead to more serious health issues. However, such a risk could be reduced if we use ergonomic chairs and desks.

According to Ergoland Alliance managing director Evonne Ng, for a chair or desk to qualify as ergonomic furniture, it needs to fit two criteria — comfort and efficiency.

“When we talk about an ergonomic chair, first of all, you need to look at the back care of the chair. Can the chair support your body perfectly and fit your body contour? The key is whether it can provide you with dynamic seating — which means it allows continuous movement (the back support moving together with your back when movement is made) while you are sitting down. The advantage of dynamic seating is that it reduces pressure on the back,” Ng tells EdgeProp.my.

Meanwhile, she notes that desks that are ergonomic in nature allow for adjustments to suit a person’s height. Ideally, the height of the desk should be two fingers above the user’s navel.

“It should not be too low or too high. Otherwise, it puts a strain on your neck and shoulder,” says Ng, who has been promoting ergonomic furniture for more than 10 years.

As for its efficiency, Ng relates it to comfort whereby if a person’s body is comfortable, his or her focus and productivity would also be good.

“When we slouch, you become tired and your back becomes strained without you even realising it. When the desk height is suited to your body height, it prevents you from slouching, making you more efficient in delivering your work,” she says.

Most ergonomic furniture for children can be used all the way to their teen years or even adulthood.



Growing awareness on its benefits

With rising awareness, interest and demand for ergonomic furniture have also increased but compared to Scandinavian countries for instance, Malaysia is still far behind in terms of usage.

“Over there [in Scandinavian countries], eight out of 10 corporate offices use ergonomic furniture such as a sit-stand desk. They know the long-term benefit of using furniture such as these because they understand that our bodies are not meant to be sat down for long hours. Usually, you sit for two to three hours and then you can work standing up to reduce the pressure on your back. Not only that, when you switch between sitting and standing, you also lose calories when you are standing up. But for Malaysian companies, only one or two invest in ergonomic solutions,” Ng notes.

She says it is human nature to find a solution only when a problem occurs.

“As we all know, prevention is always better than cure. In my perception, it is always better to prevent future health problems which may incur a lot of medical cost. Another reason for the lack of ergonomic furniture usage is the pricing factor as most people have the perception that ergonomic furniture is expensive. But one should not look into the initial investment made. Instead, focus on the overall lifetime cost..

“A good quality ergonomic furniture has a life span of four to five times more compared to a normal furniture. If you go to a normal furniture shop, an office chair easily costs you RM700-RM800. Not only it may not be comfortable, after 1-2 years there may be wear and tear which needs additional replacement cost. The lifetime cost may be even more expensive in the end,” says Ng, adding that most ergonomic furniture for children can be used all the way to their teen years or even adulthood.

Prices range from RM1,000-RM5,000 depending on size and specifications.

When buying ergonomic furniture, look for authenticity and consider the after sales service. “Make sure the desk or chair really come with full lumbar support and fully adjustable to suit each specific individual. Suppliers like us also provide a warranty of 10 years for our furniture so, it is important that customers look for responsible sellers who

could provide after sales service should they have further enquiries after they buy the furniture.

It is important for us to educate people and make sure the furniture is used correctly so that the maximum benefit can be harnessed from their usage,” she concludes.

An ergonomic chair provides you with dynamic seating — which means it allows continuous movement (the back support moving together with your back when movement is made) while you are sitting down.



CLICK HERE
to watch a video demonstration of a sit-stand desk.

Ng: It is important for us to educate people and make sure the furniture is used correctly so that the maximum benefit can be harnessed from their usage.

PICTURES BY LOW YEN YEING | EdgeProp.my

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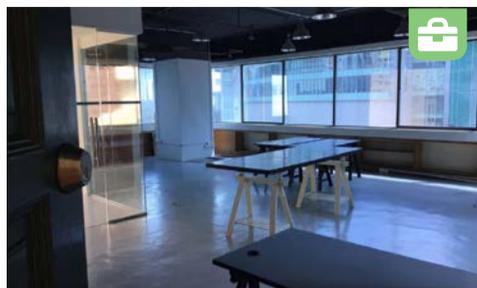
Residential



Click/tap on each listing to visit the listing's page

**RM537,000****CitiZen, Jalan Klang Lama, Kuala Lumpur****Type:** Condominium **Tenure:** Freehold
Built-up: 852 sq ft **Bedroom:** 2 **Bathroom:** 2

Alice (REN 31102)

DREAMVEST REALTY SDN BHD (E (1) 1634)
☎ +6012 322 6692**RM700,000****Wisma Stephens / Wisma Cosway, KLCC, Kuala Lumpur****Type:** Office **Tenure:** Freehold
Built-up: 1,056 sq ft **Rooms:** 2

Angelia Kong (REN 03495)

FIRST REALTORS AGENCY (E (3) 0788)
☎ +6017 292 3977**RM24,000/mth****Oasis Square, Ara Damansara, Selangor****Type:** Office **Tenure:** Freehold
Built-up: 8,541 sq ft **Land size:** XXX

Ann Soh (REN 03232)

METRO REC SDN BHD (VE (1) 0376/1)
☎ +6018 369 8650**RM510,000****The Veo, Taman Melawati, Kuala Lumpur****Type:** Condominium **Tenure:** NA
Built-up: 750 sq ft
Bedroom: 1 **Bathroom:** 1

Carmen Teoh (REN 27223)

IQI REALTY SDN BHD (E (1) 1584)
☎ +6012 303 3133**RM5,800,000****Seputeh Gardens, Seputeh, Kuala Lumpur****Type:** Bungalow **Tenure:** Freehold
Built-up: 6,038 sq ft **Land size:** 6,695 sq ft
Bedroom: 6 **Bathroom:** 6

Catherine (REN 09255)

CBD PROPERTIES SDN BHD (E (1) 1197)
☎ +6012 383 9275**RM2,100,000****SEA Park Petaling Jaya****Type:** Bungalow **Tenure:** Freehold
Built-up: 3500 sq ft **Land size:** 4,852 sq ft
Bedroom: 4 **Bathroom:** 4

Charles Chua (REN 02154)

REAPFIELD PROPERTIES (HQ) SDN BHD (E (1) 0452)
☎ +6012 282 0823

RENTED FOR

RM4,200/mth (RM2.10 psf)**Serviced apartment, Villa Seavoy, Titiwangsa, Kuala Lumpur****Concluded by:** Huey Ling Lee (PEA1713)
of One WSM Property Sdn Bhd
(+6017 323 1819) **When:** December 2019

Noteworthy

- Leasehold
- Low floor unit
- Semi-furnished
- 3 bedrooms and 3 bathrooms
- Facilities: gym, swimming pool, security service
- Nearby amenities: convenience stores, eateries, medical centres, schools, Titiwangsa Lake Gardens (Taman Tasik Titiwangsa)

Villa Seavoy is a low-density luxury villa-type serviced apartment project in Titiwangsa, Kuala Lumpur. The three-storey development houses 15 units owned by one owner. The project was developed by Longwin Development Sdn Bhd.

The leasehold development is strategically located within the Titiwangsa Lake Gardens bungalow homes precinct and is easily accessible via the Duta-Ulu Klang Expressway (DUKE), Jalan Pahang and Jalan Tun Razak.

Residents could go for a casual stroll or exercise at the popular Titiwangsa Lake Gardens, which is just 1.3km away from the development. There are eateries, schools, convenient stores, bus stops available in the vicinity.

Huey Ling Lee, the estate agent who concluded the deal, said Villa Seavoy's proximity to KLCC (around 5km) is one of the reasons the tenant had chosen the unit. "The tenant's workplace is near the Petronas Twin Towers. Moreover,

he has kids studying in the primary and secondary schools close to Titiwangsa," Lee said.

Lee noted that the tenant also likes the unit because it is within a low density development with quiet surroundings.

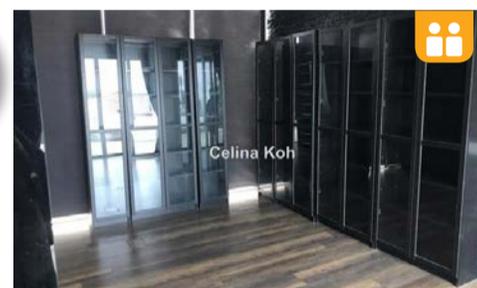
The landlord meanwhile, is fussy in choosing his tenants. Compared to nearby serviced apartments, the rents for the units here are higher due to their exclusivity and security.

As at April, 2020, there are no Villa Seavoy units available for rent on EdgeProp.my but according to 66 rental listings for serviced apartments in the Titiwangsa area, the average asking rental of serviced apartments there was around RM2,331 or RM2.76 psf.

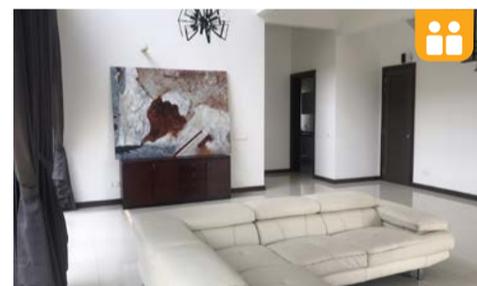
There were also 35 units listed for sale at an average asking price of RM608,609 or RM682 psf.

Titiwangsa saw 20 serviced apartment units sold in 2018 at an average price of RM632,100 or RM643 psf. In 2019, five units were sold at an average price of RM1.31 million or RM1,111 psf.

DONE DEAL

**RM3,750,000****SierraMas, Selangor****Type:** Bungalow **Tenure:** Freehold
Built-up: 5,200 sq ft **Land size:** 4,920 sq ft
Bedroom: 5 **Bathroom:** 6

Celina Koh (REN 17715)

BILLION REALTORS (E (3) 1872)
☎ +6012 228 1248**RM3,800/mth****Eco Sanctuary, Telok Panglima Garang, Selangor****Type:** Semidee house **Tenure:** Freehold
Built-up: 2,743 sq ft **Land size:** 3,060 sq ft
Bedroom: 5 **Bathroom:** 5

Chris Chiam (REN 27288)

REAPFIELD PROPERTIES (SJ) SDN BHD (E (1) 0452/2) ☎ +6019 317 7060

**RM1,300/mth****USJ 13, Selangor****Type:** Terraced house **Tenure:** Freehold
Built-up: 1,200 sq ft **Land size:** 1,200 sq ft
Bedroom: 3 **Bathroom:** 3

Eugene Koo (REN 00311)

I-PROP REALTY (USJ) SDN BHD (E (1) 0452/2)
☎ +6017 212 3948**RM450,000****D'Aman Crimson, Ara Damansara, Selangor****Type:** Condominium **Tenure:** Freehold
Built-up: 1,155 sq ft
Bedroom: 3 **Bathroom:** 2

Wenda Tee (REN 31380)

REAPFIELD PROPERTIES (HQ) SDN BHD (E (1) 0452)
☎ +6013 348 9163**RM760,000****Bukit Jelutong, Selangor****Type:** Terraced house **Tenure:** Freehold
Built-up: 2,100 sq ft **Land size:** 1,646 sq ft
Bedroom: 4 **Bathroom:** 3

Winnie Su (REN 00355)

TECH REALTORS PROPERTIES SDN BHD (E (1) 1492)
☎ +6017 298 1800**RM10,000,000****Bukit Bandaraya, Bangsar, Kuala Lumpur****Type:** Bungalow **Tenure:** Freehold
Built-up: 3,500 sq ft **Land size:** 6,609 sq ft
Bedroom: 3 **Bathroom:** 6

Ian Tang (REN 22803)

REAPFIELD PROPERTIES (HQ) SDN BHD (E (1) 0452)
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RM1,850,000

Jalan BRP 5/3, Bukit Rahman Putra, Selangor

Type: Bungalow **Tenure:** Freehold
Built-up: 3,600 sq ft **Land size:** 6,000 sq ft
Bedroom: 6 **Bathroom:** 6

Irene Wan (REN 15703)

PROPNEK REALTY SDN BHD (E (I) 1800)

+6016 233 9488



RM1,600,000

Bandar Sungai Long, Selangor

Type: Bungalow land **Tenure:** Freehold
Land size: 15,300 sq ft

James Lee (PEA2496)

LEADERS REAL ESTATE (E (3) 1204)

+6010 773 0073



RM2,200,000

Lekas Technology Park, Semenyih, Selangor

Type: Factory **Tenure:** Freehold
Built-up: 4,337 sq ft **Land size:** 9,135 sq ft
Bedroom: 1 **Bathroom:** 2

Jessica Tung (REN 05827)

PROPNEK REALTY SDN BHD (E (I) 1800)

+6012 381 7783



RM1,368,888

USJ 20, USJ, Selangor

Type: Terraced house **Tenure:** Freehold
Built-up: 2,300 sq ft **Land size:** 3,637 sq ft
Bedroom: 6 **Bathroom:** 3

John Oh (REN 07002)

Oriental Real Estate Sdn Bhd (E (I) 1503)

+6012 298 6266



RM22,000/mth

Section 51, Petaling Jaya, Selangor

Type: Factory **Tenure:** Leasehold
Built-up: 9,300 sq ft **Land size:** 9,800 sq ft

Josephine Tan (REN 05324)

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

+6012 390 9498



RM610,000

Seksyen 8, Taman Sri Bangi, 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 (I) 1498/3)

+6016 220 6104

SOLD FOR

RM2 million (RM444.40 psf)

Double-storey bungalow, Kampung Tunku, Petaling Jaya, Selangor



Concluded by: Amy Wong (REN 30799)

of IQI Realty Sdn Bhd (+6018 354 0010)

When: February 2020

DONE DEAL



Noteworthy

- Freehold
- Land area: 4,500 sq ft; built-up: 4,000 sq ft
- 7 bedrooms; 4 bathrooms
- Nearby amenities: schools, restaurants, wet market, sports facilities and around 1.7km to Taman Paramount LRT station
- Easy access to Damansara-Puchong Expressway (LDP) and Federal Highway

Surrounded by Taman Universiti, SS3, SS4, Sea Park and PJ Old Town, Kampung Tunku is one of the oldest low-density residential areas in Petaling Jaya, Selangor offering spacious landed homes on large tracts of freehold land.

According to Amy Wong from IQI Realty Sdn Bhd who concluded the deal, there are only 44 bungalows in Kampung Tunku.

"It is also a relatively safe residential area as there are security guards stationed at the entrance and exit to the area," she added.

She noted that the owner of this particular bungalow decided to let go of the unit as their children have grown up and are no longer living with them so, they decided to move to a condominium.

Meanwhile, the buyers were looking for a spacious

home that comes with ample outdoor space for a garden. They also wanted a central location within the Klang Valley. This double-storey bungalow met their requirements and budget, said Wong.

"Besides, this is also a quiet area yet not too far from various amenities, like schools, grocery shops and eateries which were among the reasons the buyer decided to purchase the house," Wong said.

EdgeProp.my data showed that there were eight bungalows in Kampung Tunku that were sold in 2019. The average transacted price was RM1.7 million or RM283 psf. As at end-April 2020, there were 17 sale listings of Kampung Tunku bungalows on EdgeProp.my asking for an average RM2.03 million or RM386 psf.



RM2,800,000

Sierra Hijauan, Ampang, Selangor

Type: Semidee house **Tenure:** Leasehold
Built-up: 4,077 sq ft **Land size:** 3,200 sq ft
Bedroom: 6 **Bathroom:** 6

Justin Lee (REN 32527)

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

+6016 618 9568



RM1,950,000

The Sentral Residences, KL Sentral, Kuala Lumpur

Type: Condominium **Tenure:** Freehold
Built-up: 1,405 sq ft
Bedroom: 2 **Bathroom:** 3

Kenny Chong (REN 16876)

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

+6017 828 1488



RM913,000

Seksyen 9, Shah Alam, Selangor

Type: Residential land **Tenure:** Leasehold
Land size: 9,622 sq ft

Kheng Fatt (REN 04422)

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

+6012 329 6931



RM1,000,000

Surian Condominium, Mutiara Damansara, Selangor

Type: Condominium **Tenure:** Freehold
Built-up: 1,421 sq ft
Bedroom: 4 **Bathroom:** 3

Laura Teh (REN 02734)

REAPFIELD PROPERTIES SDN BHD (E (I) 0452)

+6019 221 9830



RM1,560,040

Anggun Kirana, Alam Nusantara, Setia Alam

Type: Terraced house **Tenure:** Freehold
Built-up: 4,238 sq ft **Land size:** 2,520 sq ft
Bedroom: 6 **Bathroom:** 7

Leena Tan (REN 28908)

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

+6012 322 7901



RM3,500,000

Rafflesia @ The Hill, Damansara Perdana, Selangor

Type: Semidee house **Tenure:** Leasehold
Built-up: 6,000 sq ft **Land size:** 3,408 sq ft
Bedroom: 5 **Bathroom:** 5

Low Chee Hoong (REN 22437)

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

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**RM5,500/mth****Pavilion Suites Kuala Lumpur, KL City, Kuala Lumpur****Type:** Condominium **Tenure:** NA
Built-up: 718 sq ft **Bedroom:** 1 **Bathroom:** 1**Mark Thoo** (REN 31739)

PROPTEX REALTY SDN BHD (E (1) 1800)

☎ +6012 308 0410

**RM2,850,000****Jelutong Villas, Damansara Heights, Kuala Lumpur****Type:** Semidee house **Tenure:** Freehold
Built-up: 3,800 sq ft **Land size:** 3,550 sq ft
Bedroom: 4 **Bathroom:** 4**May Leong** (E 2769)

JUBILEE REALTY (E (3) 1853)

☎ +6012 779 0798

**RM2,470,000****Pavilion Suites Kuala Lumpur, KL City, Kuala Lumpur****Type:** Condominium **Tenure:** NA
Built-up: 747 sq ft
Bedroom: 1 **Bathroom:** 1**Michelle Ong** (REN 11532)

GATHER PROPERTIES SDN BHD (E (1) 1536)

☎ +6012 230 9666

**RM271,000****Seremban, Negeri Sembilan****Type:** Condominium **Tenure:** Freehold
Built-up: 873 sq ft
Bedroom: 3 **Bathroom:** 2**Ming Ming** (REN 07221)

CBD PROPERTIES (SEREMBAN) SDN BHD (E (1) 1197/9)

☎ +6012 227 1766

**RM1,050,000****Halamanda, Gombak, Selangor****Type:** Terraced house **Tenure:** Malay Reserved Land
Built-up: 2,322 sq ft
Land size: 1,300 sq ft **Bedroom:** 5
Bathroom: 5**Mohamad Khairudin Bajuri** (REN 15202)

AZMI & CO. (ESTATE AGENCY) SDN BHD (E (1) 0553)

☎ +6016 525 6259

**RM470,000****Kampung Pandan, Kuala Lumpur****Type:** Residential land **Tenure:** Leasehold
Land size: 2,830 sq ft**Mohd Syam** (REN 15084)

JUSTE LAND BHD (E (3) 0205)

☎ +6013 639 6454

**RM102,000/mth****Off Jalan Telok Gong, Port Klang, Selangor****Type:** Factory **Tenure:** Freehold
Built-up: 100,000 sq ft
Land size: 217,800 sq ft**Norman Soo** (REN 20639)

CID REALTORS SDN BHD (E (1) 1855)

☎ +6017 309 0128

**RM1,200,000****Kemuning Utama Palma, Shah Alam, Selangor****Type:** Semidee house **Tenure:** Freehold
Built-up: 2,800 sq ft **Land size:** 2,450 sq ft
Bedroom: 4 **Bathroom:** 6**Ong Chee Yong** (REN 22613)

POLYGON PROPERTIES SDN BHD (E (1) 1714)

☎ +6018 366 8687

**RM675,000****VIVO Residential Suites, 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 (1) 0990/2)

☎ +6016 220 0780

**RM2,800,000****Jalan Rahim Kajai, Taman Tun Dr Ismail, Kuala Lumpur****Type:** Terraced house **Tenure:** NA
Built-up: 2,000 sq ft **Land size:** 4,000 sq ft
Bedroom: 4 **Bathroom:** 3**Sharifah** (REN 05245)

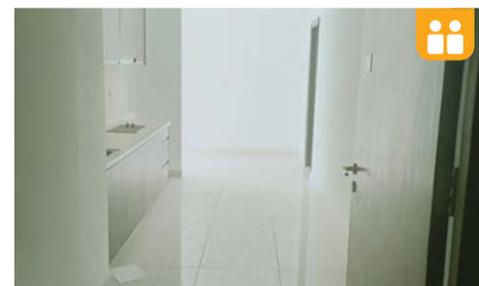
KIM REALTY (E (3) 0211)

☎ +6012 627 9011

**RM600,000****Cameron Towers, Petaling Jaya, Selangor****Type:** Condominium **Tenure:** Freehold
Built-up: 1,507 sq ft **Bedroom:** 3 **Bathroom:** 2**Siew Lee Tan** (REN 01666)

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

☎ +6012 458 3016

**RM600,000****The Regalia, KL City, Kuala Lumpur****Type:** Condominium **Tenure:** Freehold
Built-up: 968 sq ft **Bedroom:** 2 **Bathroom:** 2**SK** (REN 04972)

SQUARE FEET REAL ESTATE (E (3) 1547)

☎ +6014 338 3381

**RM4,000,000****Desa Pandan, Kuala Lumpur****Type:** Shoplot **Tenure:** Leasehold
Built-up: 9,660 sq ft **Land size:** 3,220 sq ft**SP Lee** (REN 40386)

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

☎ +6018 382 9338

**RM1,080,000****Taman Meranti Jaya, Puchong, Selangor****Type:** Terraced house **Tenure:** Freehold
Built-up: 1,540 sq ft **Land size:** 3,070 sq ft
Bedroom: 5 **Bathroom:** 5**Tay Yen Sing** (REN 29659)

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

☎ +6012 335 0520

**RM1,320,000****Putra Heights, Subang Jaya, Selangor****Type:** Terraced house **Tenure:** Freehold
Built-up: 3,000 sq ft **Land size:** 3,900 sq ft
Bedroom: 5 **Bathroom:** 5**Viannie Chua** (REN 34954)

CBD PROPERTIES (USJ) SDN BHD (E (1) 1197/8)

☎ +6012 851 1491

**RM65,000/mth****Menara Worldwide, KLCC, Kuala Lumpur****Type:** Office **Tenure:** NA
Built-up: 10,000 sq ft**Victor Lim** (REN 09135)

CBD PROPERTIES SDN BHD (E (1) 1197)

☎ +6019 280 2788