



EP
04
NEWS

EWI begins handover of homes in West Village, Sydney



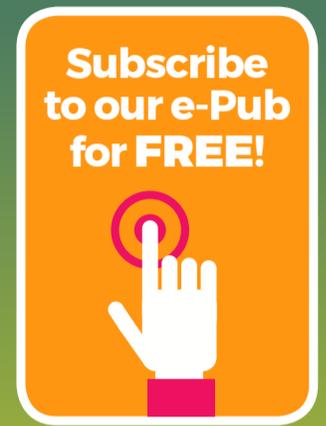
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Another headache for mixed developments



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The many shades of window treatment



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Trying times see owners letting go of new properties via the auction market. See **Pages 6 and 7.**

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Central Market not going 'bankrupt'

City landmark and tourist attraction Central Market is not going bust but will be shuttered for three months for upgrades and renovation works, reported a daily on Monday.

"No, we are not going bankrupt and we are certainly not closing for good.

"There has been a lot of negative perception that we are closing due to the current Covid-19 situation, but I would like to clear the air and say that we are merely taking this opportunity to carry out some much-needed upgrades," a spokesman for the management said.

The spokesman told the daily that "they would be resurfacing and upgrading the car park facilities, repaint the buildings and upgrade some mechanical and electrical systems in the building".

Its tenants have been notified about the three-month closure.



Central Market in 2019.



Deferment of KL-S'pore HSR extended to Dec 31

The Malaysian and Singaporean governments have mutually agreed to extend the deferment of the Kuala Lumpur-Singapore High-Speed Rail (HSR) infrastructure project (KL-Singapore HSR) to Dec 31, 2020.

Senior Minister and International Trade and Industry Minister Datuk Seri Mohamed Azmin Ali said in a statement on Sunday, discussions will resume in the near future and will encompass some of the proposed changes in the commercial and technical aspects of the project.

Child care centres allowed to reopen

Child care centres are now allowed to resume operations by complying with the Guidelines on Prevention of Covid-19 Infection Post-Movement Control Order for Safety at Child Care Centres, said Women, Family and Community Development Minister Datuk Seri Rina Harun on Wednesday.

She said the guidelines encompassed the overall operation of the child care centres, from preparations to reopen them until after the end of their daily session.

"Operators of the child care centres are advised to consult the nearest District Health Office for verification before they start their operation," she added.



Malaysia's first virtual mall to be launched in 3Q

Ideal United Bintang International Bhd (IUBIB) aims to launch the 1st Avenue virtual mall in 3Q2020 following the completion of its acquisition of the mall located on Jalan Magazine in Penang.

The six-storey lifestyle shopping mall was reopened on May 8, 2020 with strict health compliance to prevent the spread of the Covid-19.

It plans to offer an interactive online retail experience by combining a re-active campaign with promotions provided by its tenants.

The mall will also collaborate with online shopping platform Shopee to establish a "mall within a mall" concept that allows shoppers to shop virtually at 1st Avenue Mall.

Hotel closures, staff reduction, pay cuts for SGI

Hotel closures seem to be the order of the day due to the Covid-19 pandemic and the latest casualties are three Swiss Garden International (SGI) hotels across the country, a daily reported on Thursday.

Swiss Garden Damai Laut in Lumut, Perak, Swiss-Inn Chinatown Kuala Lumpur and Swiss-Inn Sungai Petani in Kedah will be closed as

HOTLINES

For COVID-19 screening or tests, contact the **Health Ministry's Crisis Preparedness and Response Centre (CPRC)**

Tel: 03-8881 0200,

03-8881 0600

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.

Seri Ismail Sabri Yaakob.

Denying reports that the area was placed under the Enhanced Movement Control Order (EMCO), he said residents there could still go about their daily activities but have to undergo close health screening.

"Unlike the EMCO, they can still leave and enter the place but must undergo health checks by the Health Ministry," he told a daily news conference on Wednesday.



Kwasa Land appoints Michael Yam as chairman

Kwasa Land Sdn Bhd, the wholly-owned local property development arm of the Employees Provident Fund (EPF), has named Datuk Seri Michael K C Yam as its new chairman, effective June 1.

The building engineer by training has been a director of Kwasa Land since 2011. He took over the position from Tan Sri Samsudin Osman following the latter's retirement, the company said in a statement on Tuesday.

The new chairman brings with him 35 years of experience in the construction, real estate and corporate sectors, having served leading positions in companies like the listed UEM Sunrise Bid and Country Heights Holdings Bhd, as well as renowned names like Landmarks Bhd and Peremba Malaysia.

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EWI begins handover of homes in West Village, Sydney

BY NATALIE KHOO

SYDNEY: Property developer EcoWorld International (EWI) has completed its maiden project West Village at Parramatta, New South Wales, Australia and has started the handover of the homes to owners in the first week of June.

Sitting on a 1.2-acre freehold site, the high-rise residential project stands tall with 40 levels offering expansive panoramic views towards the Sydney Harbour Bridge and the Blue Mountains. It offers 398 luxury apartments with built-ups ranging from 46 sq m to 121 sq m with prices ranging from A\$628,000 (RM1.8 million) to A\$1.8 million. The project was launched in 2015 and marks EWI's first completion of a project entirely developed by the company.

"This project is currently 95% sold. We have a good mix of nationalities among our buyers who are made up of 60% foreigners and 40% Australians. About 15% of them are Malaysians and Singaporeans while we also have buyers from Hong Kong, China and Vietnam," EcoWorld International Australia CEO Yap Foo Leong told EdgeProp.my over Zoom.

"One of the unique features of West Village is the gorgeous private roof entertainment deck on level 40 overlooking most of New South Wales. It has resting pods, entertaining areas and BBQ facilities. There is also a virtual golf and piano room. Meanwhile on the podium deck at Level 7, residents can host their friends and family in pocket-sized gardens or have a barbecue and drinks while enjoying the cool air and beautiful views," offered Yap.

Adding another stylish touch to the luxury project is the 5-storey high ceiling void at the entrance of the main lobby.

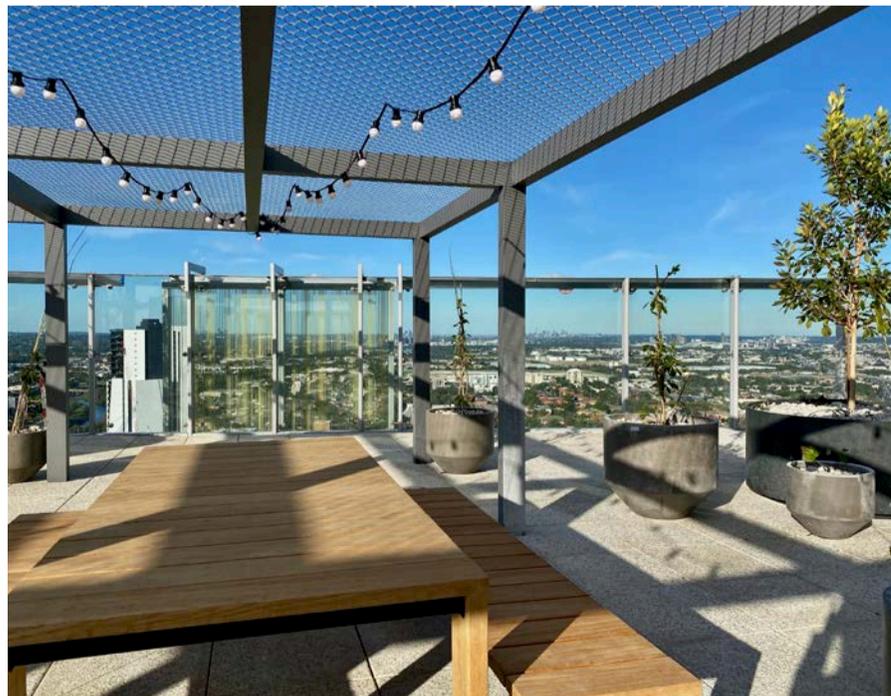
"From the roof hangs the main atrium lights arranged in the form of the number 88, which incidentally is the address of the development," said Yap, adding that they worked with a very established and reputable architect and builder Woods Bagot for this development.

The project with a gross development value of A\$313 million is well connected to amenities such as shopping malls, educational institutions, the train station and eateries.

"Parramatta is a major business and commercial centre, and the second largest CBD in the State of New South Wales. It takes only a 2-minute walk to reach the Westfield Par-



Above: Sitting on a 1.2-acre freehold site, the high-rise project stands tall with 40 levels offering expansive panoramic views towards the Sydney Harbour Bridge and the Blue Mountains.



The gorgeous private roof entertainment deck on level 40 overlooking most of New South Wales has resting pods, entertaining areas and BBQ facilities.



PICTURES BY ECOWORLD INTERNATIONAL

"This project is currently 95% sold. We have a good mix of nationalities among our buyers who are made up of 60% foreigners and 40% Australians. About 15% of them are Malaysians and Singaporeans while we also have buyers from Hong Kong, China and Vietnam."
– Yap

ramatta Shopping Centre, the largest shopping mall in the Southern Hemisphere with over 500 shops and over 30 million visitors annually.

"We are also located just two minutes away to the Parramatta Train Station, the third busiest station in New South Wales. You will also find many restaurants and eateries on Church Street which is home to al fresco dining with a diverse range of cuisines," Yap added.

On the ground floor of West Village itself are 11 retail units with built-ups ranging from 60 sq m to 200 sq m with selling price ranging from A\$10,000 per sq m to A\$12,000 per sq m.

"We still need another one month or so to complete the retail units before we sell them but we won't be doing it immediately as we want to make sure we get good operators who will bring value to our residents. We are currently in talks with some operators. I reckon in a couple of months we will be able to sell off a few of them," Yap said.

EWI will be setting up a permanent office in one of the units as well. "If the residents have any problems, they can always just come down and look for us," he adds.

The EWI team in Sydney is a small one with only six staff who have been busy in recent months preparing for the handing over of West Village residences to their new owners.

"We wanted to be personally involved in the process to showcase our Malaysian hospitality. Pre-settlement inspection has been going on since February this year in batches. Of course,

in light of the Covid-19 situation now, we had to practise social distancing and made sure we used sanitizers and face masks during the process," said Yap.

However, some buyers may not be able to be present physically for the handover due to the Covid-19 pandemic where many cities are in lockdown or have undertaken travel restrictions but the developer intends to do it virtually. "We intend to video call them and take them around to do a virtual walk-through of the development even if they cannot be physically present," he said.

The team, he added is most pleased when buyers who bought the property for investment changed their mind after having seen the quality of the project during the pre-settlement inspection, decided that they wanted to use it for their own stay instead.

On the property market in Australia, Yap admitted that like in other countries affected by the Covid-19 pandemic, the economy and property market will be slow.

"Banks are also tougher on loan approvals. Nevertheless, I believe that when people get back to work and things get better albeit normality being a while away, the market will improve," he added.

Meanwhile, EWI is on the lookout for land-bank as another of its Australian projects - Yarra One in Melbourne will be completed this September. It is also hoping to launch the project on the Macquarie Park site in Sydney which is being redeveloped, a year from now.



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BY TAN AI LENG

Bank Negara Malaysia's (BNM) automatic six-month moratorium on all bank loans will benefit property owners with mortgages, but what happens after the moratorium ends?

The auction market in the upcoming six months will slow down due to the moratorium on loans, but those who can't regain a strong financial footing within that six months may end up seeing their properties go into foreclosures, says AuctionGuru.com.my executive director Gary Chia.

"The critical timing will be at the end of this year," he tells EdgeProp.my.

On March 26, BNM announced a six-month automatic loan moratorium where all financial institutions would offer a six-month deferment for all ringgit-denominated performing loans that had not been in arrears of more than 90 days as at April 1 including housing loans.

This was a measure to mitigate the financial impact on individuals and small-and medium-sized enterprises due to the Covid-19 pandemic and the Movement Control Order (MCO) which had brought the country almost to a standstill from March 18 until May 4, before the movement restriction was replaced by the Conditional MCO.

The World Bank is projecting a negative economic growth (-0.1%) for Malaysia this year amid the Covid-19 crisis, but expects the country to recover in the fourth quarter of the year before bouncing back in 2021.

According to BNM's Economic and Monetary Review 2019, which was released in early April, Malaysia's economic growth, as measured by Gross Domestic Product, is projected at between -2% to 0.5% in 2020 against a highly challenging global economic outlook due mainly to the Covid-19 pandemic.

The impact has been felt in Malaysia's economy where growth slowed to 0.7% in the first quarter of 2020 compared with 4.5% in 1Q2019. Growth in the services and manufacturing sectors will continue to be sluggish, impacted by movement restrictions.

Against this backdrop, Chia says the real situation will emerge when the six-month loan deferment period ends in September.

"Usually, for auctioneers, the more auction cases, the better for us, as that gives us more business, but the sluggish property market, where both the secondary and primary markets are stagnant, also means fewer takers. So overall, it won't be good for the market," he says, explaining that an auctioneer's revenue depends on appointment fees

Brand new properties going UNDER THE HAMMER



Chia: The real situation would emerge when the six-month loan deferment period ends in September.



Loh: Some property owners want to try selling their units via auctions after receiving little interest via conventional channels.

from clients as well as a certain percentage of commission from the sale of their clients' auction properties.

Like Chia, Property Auction House executive director Danny Loh foresees a dreary property market in the near term due to a myriad of uncertainties, both domestic and global.

He notes that the number of newly completed residences put up for auction has increased over the past two years, especially in 2019.

"There were quite a number of recently completed units that went under the hammer last year, some of which have been left vacant although they are in good locations," he says.

For instance, he has five high-rise residential units located at Jalan Ampang, Kuala Lumpur, all brand new unoccupied units, being prepared to be put up for bids soon.

Most of the unit owners had intended to turn them into short-stay rentals but the Joint Management Body or Management Corporation of their respective buildings have banned short-stay activities thus affecting their investments.

As the number of such foreclosures grew, some banks have offered borrowers who are facing short-term cash flow problems special loan repayment arrangements on a case-by-case basis, says Loh.

Normal sellers exploring auction platforms

Interestingly, beyond foreclosures, there are increasingly more enquiries from normal property owners looking to sell their properties using the auction method in order to find genuine buyers.

"This type of client wants to know whether there are interested buyers in the market with the hope that their properties could be sold at a good price," says Chia.

By appointing auctioneers, a property will be valued in a professional manner in order to set a reserve price, while the process of the auction is transparent, which allows the owners to see for themselves whether there are interested buyers.

"By selling a property using the auction method, owners could also choose the way they want to sell their properties, for instance by allowing only interested buyers to view their units or have the auction session done at their properties. They could also reject any viewings if they want to. Although we have watched interesting realty shows by western producers, in Malaysia, not many owners would want to reveal their identities," notes Chia.

Loh has received calls from property owners who want to try selling their units via auctions after receiving little interest using conventional channels.

"Some of them just felt tired of the negotiation process and decided that the auction market could be a better alternative to sell their properties. But this is still a new concept for most owners," he adds.

Dropping reserve prices

There are good bargains on the auction market already even before the MCO kicked in but getting interested buyers is tough due to the current weak consumer sentiment exacerbated by the Covid-19.

There are deals with reserve prices set more than 30% below their market value. For purchasers who are cash-rich, these properties are good opportunities for investment. On the other hand, for most people, conserving cash would be their priority in the current environment.

"The Covid-19 pandemic has changed the way we perceive the world. There will be a change in our priorities in life post-crisis. One would be whether we need to own a property. People's buying behaviour would be impacted, especially for big-ticket items. If the primary and secondary markets are hit, the auction market will definitely be worse," says Loh.

Loh notes that the reserve price of some landed homes in prime locations could go as low as 50% from market value, for instance, bungalows near Templer Hills in Rawang and landed homes in Cyberjaya.

"The entry cost for these properties are just too high for most interested buyers while for high-income earners, these may not be the properties they are looking for," he explains.

Tough for property auctions to go online

Due to the Covid-19 Movement Control Order (MCO) from March 18, close to 300 properties which were scheduled for auction biddings have been put on hold, according to Property Auction House executive director Danny Loh.

Unlike property developers and real estate agents, he says moving the auction process online is difficult as it requires a lot of communication such as meetings with legal consultants, visits to government agencies and auction sessions with potential buyers.

Similarly, AuctionGuru.com.my executive director Gary Chia has also postponed auctions sessions for more than 100 properties. During the MCO period, the office took the opportunity to clear administrative

work and improve its online platform.

"I foresee the market will not recover so fast even after MCO, hence, I am looking at shifting my focus more to advisory work during this slow period," says Chia, adding that social distancing is still needed until a vaccine for the Covid-19 is found.

"Auction buyers still rely heavily on seeing what they are buying, so they are finding it difficult to accept the idea of bidding online. Same goes for sellers.

"Sellers want to see real buyers. In an auction, everything is transparent and immediate. If your property has good potential, it will find its new owner immediately — a reliable buyer that comes with money and intention to own the property," he notes.





Uncovering the bargains on EdgeProp.my

A look at auction properties listed on EdgeProp.my revealed some deals that had reserve prices of at least 30% below market value (according to the respective agents handling the deals). Here are some of them.

*The latest auction dates have yet to be determined due to the MCO, please contact agents for more information.

Click/tap on each listing for more details



Double-storey terraced house in Seksyen 7, Shah Alam, Selangor



Built-up: NA
Land area: 1,647 sqft
Bed/baths: 4 bedrooms and 4 bathrooms
Tenure: Leasehold
Reserve price: RM440,000 (33% below market value)

Bungalow house in Taman Yarl, KL



Built-up: 5,187 sqft
Land area: 4,822 sqft
Bed/baths: 6 bedrooms and 6 bathrooms
Tenure: Freehold
Reserve price: RM1,749,600 (38% below market value)

Duplex penthouse in G Residence Condominium, Kuchai Lama, KL



Built-up: 2,303 sq ft
Bed/baths: 4+1 bedrooms and 4 bathrooms
Tenure: Freehold
Reserve price: RM874,800 (33% below market value)

Unit at Central Residence Condominium, Jalan Sungai Besi, KL

Built-up: 1,089 sq ft
Bed/baths: 3 bedrooms and 2 bathrooms
Tenure: Freehold
Reserve price: RM417,600 (36% below market value)



Three-storey terraced house in Mutiara Bukit Jalil, KL

Built-up: 2,495 sqft
Land area: 1,399 sqft
Bed/baths: 5 bedrooms and 5 bathrooms
Tenure: Freehold
Reserve price: RM754,560 (37% below market value)

Serviced apartment at Sunway Nexis, Kota Damansara, Selangor

Built-up: 872 sq ft
Bed/baths: 1+1 bedrooms and 2 bathrooms
Tenure: Leasehold
Reserve price: RM548,000 (45% below market value)



Three-storey corner terraced house in Reed Lakefields, Sungai Besi, KL



Built-up: 3,502 sq ft
Land area: 3,571 sq ft
Bed/baths: 5 bedrooms and 5 bathrooms
Tenure: Leasehold
Reserve price: RM1.18 million (35% below market value)

1.5-storey terraced house in Taman Impian Emas, Skudai, Johor



Built-up: 2,328 sq ft
Land area: 4,586 sq ft
Bed/baths: 5 bedrooms and 5 bathrooms
Tenure: Freehold
Reserve price: RM620,000 (30% below market value)

Unit at Residensi Encorp condominium, Puteri Harbour, Johor Bahru



Built-up: 695 sq ft
Bed/baths: 1 bedroom and 1 bathroom
Tenure: Freehold
Reserve price: RM308,500 (64% below market value)

Double-storey semidee house in Sunway Mutiara, Penang

Built-up: 2,552 sq ft
Land area: 3,552 sq ft
Bed/baths: 4 bedrooms and 3 bathrooms
Tenure: Freehold
Reserve price: RM974,300 (41% below market value)



2.5-storey semidee house in Taman Murai Jaya, Simpang Ampat, Penang

Built-up: 1,992 sq ft
Land area: 4,585 sq ft
Bed/baths: 4 bedrooms and 3 bathrooms
Tenure: Freehold
Reserve price: RM446,000 (34% below market value)



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Another headache for mixed developments

A leave to appeal to the Federal Court was rejected recently and the Court of Appeal's decision that a Joint Management Body (JMB) is not allowed to have different rates of charges despite a development having different components and common facilities, remains intact.

With the said decision, we foresee a lot of disruptive impact to a mixed development with multiple components since now every owner is to pay a 'single rate' to their respective JMB regardless whether one enjoys or has access to the common facilities or not. This is utterly unfair, especially to low and medium cost parcel owners who are unable to enjoy or have access to the facilities used by high-end owners in cases where there is one single JMB on a mixed development.

The House Buyers' Association (HBA) is steadfast and unwavering in our views that there should be variable rates for mixed development schemes. Mixed developments involve issues extending beyond the mere use of parcels and the factors enumerated in the formula contained in the First Schedule of the Strata Management Act, 2013 (SMA).

There are situations where even between parcels of the same use and with the same characteristics, the costs of maintaining such common areas could vary. This is because certain common property including facilities in such mixed-use strata development may not be shared in use equally by the components in a strata development (that is: there is exclusivity of use of certain designated parts of the common property to only one or more components but not all the components).

Furthermore, the Court of Appeal's decision fails to appreciate the differences between en bloc parcel (a block with a single strata title) and multiple parcels (a block with multiple strata titles). For example, an en bloc office parcel block could have little or no common area at all within its own block and it may be unfair to require the en bloc parcel block owners to foot the bill for maintaining the common facilities located in residential towers such as swimming pool and gym.

A point to note is that the apartments and offices

BY **DATUK CHANG KIM LOONG**



shared the same weight in computing share units.

Above all, the overriding principle in determining maintenance charges we believe shall be that **an owner only pays for what he is entitled to use.**

The allowance of different rates during management by the JMB will provide for flexibility. Of course, safeguards must be put in place to ensure that this mechanism is not abused. The rates of maintenance charges must be sanctioned by general meetings, and preferably, with the passing of special resolutions.

When the SMA allows for the imposition of different rates of maintenance charges for developments managed by the Management Corporation (MC), the same shall be applicable to developments managed by the JMB unless there are valid justifications not to do so.

After all, the JMB is merely the precursor of the MC and will be succeeded by the MC once the strata titles are issued.

The spirit of the law is to have a smooth transition from the JMB stage to the MC stage and not to create confusion and dire ramifications.

The case in the limelight at the Court of Appeal was the Menara Rajawali: a stand-alone, mixed-use strata scheme in a single building where facilities are shared by all parcels in the strata development. Hence, the uniform flat rate of maintenance charges apply fairly and reasonably to all the parcels based on their allocated share units.

However, mixed-use strata schemes are very diverse in nature with regards to their development sizes, component mix, numbers of building blocks and large enbloc block parcels. For large and diverse mixed-use strata schemes where high maintenance common facilities are exclusive to certain component or components only, the uniform flat rate of maintenance charges cannot be applied as it will be unfair to the other components which do not enjoy such common facilities.

This may be further complicated by large en bloc block parcels in the mixed-use strata scheme. The

“The spirit of the law is to have a smooth transition from the JMB stage to the MC stage and not to create confusion and dire ramifications.”



REAL EXAMPLES OF CURRENT DILEMMA

- 1 Mixed-use strata scheme comprising high-rise condominium blocks with low and medium cost flats.
- 2 Mixed-use strata scheme comprising high-rise condominium blocks with exclusive facilities and land parcels of terraced houses without facilities.
- 3 Mixed-use strata scheme comprising retail mall, hotel, office, apartments and en bloc retail carpark parcels.
- 4 Mixed-use strata scheme comprising high-rise towers of multiple office parcels, en bloc retail mall podium and en bloc 3-storey shop parcels fronting access road.
- 5 Mixed-use strata scheme comprising high-rise block of office parcels and en bloc block of hotel.

allocated share units generated by the standard share unit formula in the First Schedule of the SMA or the Fourth Schedule of the Strata Titles Rules, as the case may be, will not be able to provide for a fair and reasonable uniform flat rate of maintenance charges in such cases.

Advice to JMBs with regards to this ruling

Some of the JMBs in large and diverse mixed-use schemes have passed 'special resolutions' under Section 32 of the SMA in conjunction with the statutory by-law 4 of Strata Management Regulations, 2015 (SMR) to grant exclusive use of designated parts of the common property to a particular component and thereby restricting such use from other components. Such JMBs, in our humble opinion should be allowed to continue with their different rates of maintenance charges that have been approved at AGM/EGM as fair and reasonable maintenance charges to the different components based on an approved rational operating budget. But, we stand corrected with other differing views.

Perhaps, other JMBs of large diverse and complicated mixed-use strata schemes may want to emulate the abovementioned JMBs in their pragmatic approach to seek maintenance charges that are rational, fair and reasonable to their diverse components. They may want to seek independent legal advice prior to this undertaking.

Legislative intervention needed

It is pertinent to note that Section 60 of SMA allows different rates of maintenance charges for MCs of mixed-use strata schemes.

The Housing and Local Government Ministry and the Director-General's Department of Land and Mines have to quickly look into amending the SMA and the Strata Titles Act to resolve the present dilemma of such large diverse and complicated mixed-use strata schemes, to offer clarity.

The Minister may have to pass a new set of SMR to even differentiate between 'residential' and 'commercial' areas.



Datuk Chang Kim Loong is the Hon. Secretary-General of the National House Buyers Association (HBA). HBA can be contacted at:
Email: info@hba.org.my
Website: www.hba.org.my
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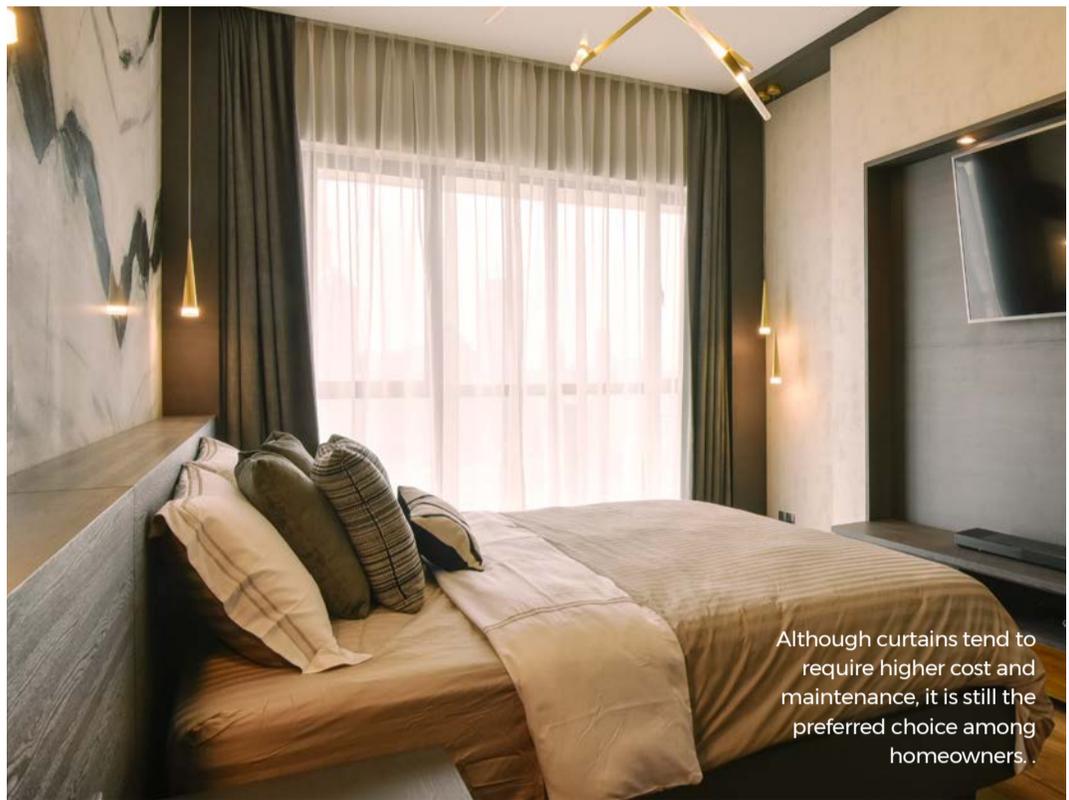
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If you use the fan at home most of the time, do note that the weights at the bottom of the blind will hit against the wall, creating thudding sounds.

The many shades of window treatment



Although curtains tend to require higher cost and maintenance, it is still the preferred choice among homeowners.



Some households opt for blinds for a more streamlined and modern look.



A mix of sheer and thick fabric to cover both day and night.

BY NATALIE KHOO

Curtains, blinds, drapes, shutters, Roman shades? All you want is a screen to keep your abode from prying eyes and block off the day heat and glare, but with so many choices of window treatments out there, how do you make your choice?

Before a decision is made, some of the key factors to consider is your lifestyle, budget and the maintenance of the material, which is often overlooked, Hoe and Yin Design Studio managing director and interior designer Katrine Cheong tells EdgeProp.my.

“For example, if you have children, you most probably don’t want to install a blackout curtain in their rooms because you don’t want them to sleep until the afternoon because no sunlight is coming in. However, a blackout curtain is useful for those who travel frequently and may be jetlagged, so the day light is blocked out and won’t disturb their sleep,” she says.

“Another example is sheer curtains. It provides privacy during the day because the outside of your home is brighter than the inside. Thus, if you are at home during the day, you can see what is happening outside but outsiders cannot see what you are doing inside your home. However, come night time, when you switch on the lights inside the house, outsiders can see what you are doing inside. So I will advise my clients to have double-layered curtains to cover both day and night,” she elaborates.

Cost and maintenance considerations

Although curtains tend to require higher cost and maintenance, it is still the preferred choice among homeowners.

“Curtains use up more material compared to blinds. Naturally, that leads to higher cost. The good thing about curtains is that there are so many choices available out there, from sheer to dimmer curtains. You can even choose to have curtains with 3-D prints. However, there are also increasingly different types of blinds in the market now — from pleated blinds, Venetian blinds to vertical blinds,” says Cheong.

Nevertheless, she says that most households still opt for curtains instead of blinds because it provides more privacy and is able to add a design flavour into the interior space.

“Blinds have side gaps where people can still look in. Of course, there are some homes that prefer blinds because of their simplicity and modern look. You can even combine the two of them if you want to. The only thing to note is that if you use the fan at home most of the time, the weights at the bottom of the blind will hit against the wall, creating thudding sounds,” Cheong points out.

Homeowners may also want to consider the

maintenance involved in window treatments.

“For example, if you opt for blackout curtains, you need to know the reason the curtain is able to do so is because it has a layer of rubber material. After a few washes though, it will crack. You can send them for dry cleaning which is an additional cost to take into account,” explains Cheong.

Another example she cites is a client who chose to use silk curtains, but had to replace it after a few years when colour wore off.

“It looked nice when it is first put up, but because silk is a delicate material, it is not heat-resistant, so after a few years, the colour wears off, making it look really dull.

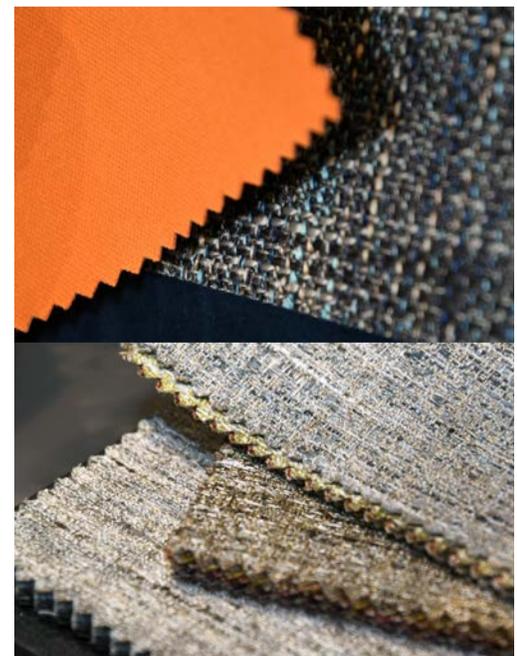
“On colour, I would suggest choosing materials that are neutral-hued or earth-toned, especially if you don’t know what kind of furniture theme you want for your home, so it is easier to match later on,” Cheong advises.

What if you don’t want to put on any curtains or blinds but just need something to block out the heat? There is a solution for that as well.

“You can apply a specific type of transparent coating onto the window which is said to block out 99% of the heat without blocking off the sunlight. This is really good for homes facing east in the morning and west in the afternoon when the sun becomes too hot,” she recommends.



Cheong: There are so many choices available out there, from sheer to dimmer curtains.



A few sample fabric swatches. Cheong suggests choosing colours that are neutral-hued or earth-toned so it would be easier to match furnishings.

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**RM3,200,000****Seri Beringin, Damansara Heights, Kuala Lumpur****Type:** Residential land **Tenure:** Freehold
Land size: 7,770 sq ft**May Leong** (REN 2769)

JUBILEE REALTY (E (3) 1853)

☎ +6012 779 0798

**RM1,100,000****Medan Damansara, Bukit Damansara, Kuala Lumpur****Type:** Terraced house **Tenure:** Freehold
Built-up: 1,500 sq ft **Land size:** 1,958 sq ft
Bedroom: 3 **Bathroom:** 3**May Leong** (REN 2769)

JUBILEE REALTY (E (3) 1853)

☎ +6012 779 0798

**RM2,970,000****Cahaya SPK Section 9 Shah Alam, Selangor****Type:** Bungalow **Tenure:** Leasehold
Built-up: 6,000 sq ft **Land size:** 8,400 sq ft
Bedroom: 5 **Bathroom:** 5**Aimi Zamzuri** (REN 27363)

FIRDAUS & ASSOCIATES PROPERTY PROFESSIONALS

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

**RM4,500/mth****Arata of Tijani, Bukit Tunku, Kuala Lumpur****Type:** Condominium **Tenure:** Freehold
Built-up: 1,900 sq ft
Bedroom: 3 **Bathroom:** 4**Ain Nabila** (REN 39738)

CBD PROPERTIES SDN BHD (E (1) 1197)

☎ +6011 264 7714

**RM20,924/mth****Top Glove Tower, Shah Alam, Selangor****Type:** Commercial space **Tenure:** NA
Built-up: 4,452 sq ft **Land size:** 4,452 sq ft**Amy Wong** (REN 30799)

IQI REALTY SDN BHD (E (1) 1584)

☎ +6018 354 0010

SOLD FOR**RM3.4 million** (RM852 psf)**Condominium, Palmyra Bangsar, Bangsar, Kuala Lumpur****Concluded by:** Carol Tong (REN 34423)
of Kith and Kin Realty Sdn Bhd (+6014 683 2968)
When: January 2020**DONE DEAL****Noteworthy**

- Built-up: 3,989 sq ft
- 4 bedrooms; 5 bathrooms
- Freehold
- High-floor, semi-furnished unit
- Low density with only 60 units in total
- Facilities: Launderette, swimming pool, sauna, garden, children's playground and 24-hour security
- Amenities nearby: Shopping malls, international schools, F&B outlets, shops and a medical centre
- Accessible via Damansara Link, Sprint Expressway and Kerinchi Link

Developed by BRDB Developments Sdn Bhd about 16 years ago, Palmyra Bangsar is a low-density luxury condominium project located at Jalan Medang Tanduk in Bangsar, Kuala Lumpur.

According to Kith and Kin Realty Sdn Bhd real estate negotiator Carol Tong who concluded the deal, the previous owners of this 3,989 sq ft unit have moved to a smaller home after their children had flown the nest.

Meanwhile, the buyer is an expatriate who has been staying in Bangsar with his family for more than six years. "The family has been searching for a suitable home in the Bangsar area as they have been renting in Bangsar. They chose Palmyra Bangsar for its location and because it is low-density with only 60 units in total," Tong told EdgeProp.my.

She shared that the sellers

had asked for a higher price initially but looking at the current soft market, the price was reduced to RM3.4 million or an average RM852 psf for the unit transacted in January. It comes semi-furnished with built-in kitchen cabinets with appliances, built-in wardrobes and beds. Despite its age, the unit has been very well-maintained.

According to EdgeProp.my data, Palmyra Bangsar was transacted at an average price of RM1,116 psf in 2019, an increase of 12% from RM988 psf in 2018.

As at May 2020, the property portal has three sale listings of Palmyra Bangsar, with an average asking price of RM990 psf or RM5.96 million.

Planning to buy or sell a home? With **EdgeProp's FREE transacted price tool**, you can check past transaction prices for any property by name or area and make an informed decision.

**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

**RM1,760,000****Taman Tun Dr Ismail, Kuala Lumpur****Type:** Terraced house **Tenure:** Freehold
Built-up: 2,644 sq ft **Land size:** 2,056 sq ft
Bedroom: 5 **Bathroom:** 4**Ann Soh** (REN 03232)

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

☎ +6018 369 8650

**RM17,000/mth****T1 Mont Kiara (MK11), Mont'Kiara, Kuala Lumpur****Type:** Condominium **Tenure:** Freehold
Built-up: 5,693 sq ft
Bedroom: 5 **Bathroom:** 5**Carmen Teoh** (REN 27223)

IQI REALTY SDN BHD (E (1) 1584)

☎ +6012 303 3133

**RM848,000****Prima 16, Petaling Jaya, Selangor****Type:** Condominium **Tenure:** Freehold
Built-up: 1,444 sq ft
Bedroom: 2 **Bathroom:** 2**Catherine** (REN 09255)

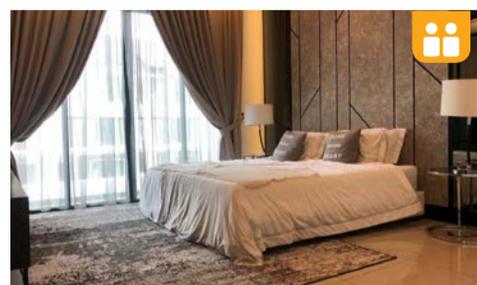
CBD PROPERTIES SDN BHD (E (1) 1197)

☎ +6012 383 9275

**RM1,725,000****Kemuning Utama Permai, Shah Alam, Selangor****Type:** Semidee house **Tenure:** Freehold
Built-up: 3,900 sq ft **Land size:** 4,000 sq ft
Bedroom: 6 **Bathroom:** 5**Chris Chiam** (REN 27288)

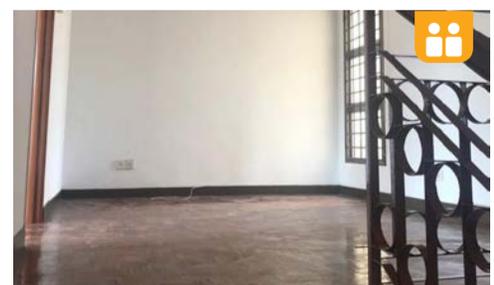
REAPFIELD PROPERTIES (SJ) SDN BHD

(E (1) 0452/2) ☎ +6019 317 7060

**RM898,710****Puchong, Selangor****Type:** Terraced house **Tenure:** Freehold
Built-up: 2,488 sq ft
Bedroom: 5 **Bathroom:** 5**Ednes Pung** (REN 25635)

GS REALTY SDN BHD (E (1) 1307)

☎ +6012 272 1551

**RM850,000****USJ 16, Selangor****Type:** Terraced house **Tenure:** Freehold
Built-up: 1,800 sq ft **Land size:** 1,800 sq ft
Bedroom: 4 **Bathroom:** 3**Eugene Koo** (REN 00311)

I-PROP REALTY (USJ) SDN BHD (E (1) 0452/2)

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Properties for sale and rentPro Agents, get your listings featured here! Email support@edgeprop.my or call 03-7733 9000**RM446,000****Elegan Townhouse, Taman Putra Perdana, Puchong, Selangor**

Type: Townhouse **Tenure:** Leasehold
Built-up: 1,511 sq ft **Land size:** 1,650 sq ft
Bedroom: 3 **Bathroom:** 3

Fong Tan (REN 38422)

REAL ESTATE FINDERS (MY) SDN BHD (E (1) 1516)
☎ +6012 370 9874

**RM1,980,000****SouthLake, Desa ParkCity, Kuala Lumpur**

Type: Terraced house **Tenure:** Freehold
Built-up: 2,000 sq ft
Bedroom: 4 **Bathroom:** 4

Frank Liang (REN 20657)

REAPFIELD PROPERTIES (HQ) SDN BHD (E (1) 0452)
☎ +6012 211 3138

**RM2,200,000****Taman Connaught, Cheras, Kuala Lumpur**

Type: Bungalow **Tenure:** Leasehold
Built-up: 3,000 sq ft **Land size:** 8,160 sq ft
Bedroom: 4 **Bathroom:** 3

James Lee (PEA2496)

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

**RM6,000,000****Puchong, Selangor**

Type: Shop office **Tenure:** Freehold
Built-up: 1,800 sq ft **Land size:** 1,875 sq ft

Jimmy Ng (REN 02015)

REAPFIELD PROPERTIES (HQ) SDN BHD (E (1) 0452/1)
☎ +6016 257 0886

**RM818,888****Subang Jaya, Selangor**

Type: Terraced house **Tenure:** Freehold
Built-up: 1,800 sq ft **Land size:** 1,650 sq ft
Bedroom: 4 **Bathroom:** 3

John Oh (REN 07002)

Oriental Real Estate Sdn Bhd (E (1) 1503)
☎ +6012 298 6266

SOLD FOR**RM550,000** (RM519.36 psf)**Serviced apartment, KL Traders Square, Setapak, Kuala Lumpur**

Concluded by: Justin Lee (REN 32527)
of Full Homes Realty (+6016 618 9568)
When: February 2020

**Noteworthy**

- Freehold
- High-floor unit
- Built-up: 1,059 sq ft
- Four bedrooms and two bathrooms
- Two side-by-side car park bays
- Semi-furnished
- Facilities: Swimming pools, adventure playground, multipurpose hall, jogging path, cycling path, basketball court, badminton courts, tennis courts and gym
- Amenities nearby: less than 5km from Titiwangsa Lake Garden, schools, shopping malls, eateries and convenience stores
- Easily accessible via Duta-Ulu Kelang Expressway (DUKE)

Developed by SCP Group, KL Traders Square is a 17-acre freehold mixed development located on Jalan Gombak, Setapak, Kuala Lumpur. This high-density project comprises five 38-storey towers housing 2,550 serviced apartments with sizes ranging between 842 sq ft and 1,059 sq ft. All units come with either one or two car park bays.

Residents could access the scenic Titiwangsa Lake Gardens located less than 5km away while malls such as Setapak Central Mall, AEON Wangsa Maju and Wangsa Walk Mall are within 30 minutes' drive away.

The property was listed for two months before Full Homes Realty negotiator Justin Lee found a buyer for this semi-furnished unit.

Lee said the seller, an investor who owns many properties decided to sell this unit to improve his cash flow.

Meanwhile, the purchasers liked KL Traders Square's location and the price as it met their budget to buy a home for their family. "They were looking at another unit of the same size in the same development, but ended up choosing this one as the price was lower," Lee disclosed, adding that the buyers also liked that it is a freehold development.

According to EdgeProp.my's data, in 2019, KL Traders Square recorded 42 transactions with an average price of RM536,679 or RM576 psf. Whereas in 2018, six units were sold with an average price of RM441,667 or RM485 psf.

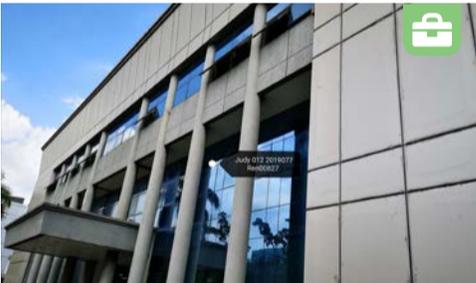
As at May 2020, there were 41 sale listings on the property portal asking for an average RM494,512 or RM545 psf. There were also 24 units for rental listed at an average RM1,979 or RM2.16 psf per month.

**RM8,500/mth****K Residence, KLCC, Kuala Lumpur**

Type: Condominium **Tenure:** Freehold
Built-up: 2,800 sq ft
Bedroom: 4 **Bathroom:** 3

Josephine Tan (REN 05324)

CBD PROPERTIES SDN BHD (E (1) 1197/12)
☎ +6012 390 9498

**RM25,000,000****Hicom Glenmarie, Subang, Selangor**

Type: Factory **Tenure:** Freehold
Built-up: 29,000 sq ft **Land size:** 72,000 sq ft

Judy Chan (REN 00827)

KKLAND PROPERTIES (E (3) 1749)
☎ +6012 201 9077

**RM2,000,000****SS 7, Kelana Jaya, Selangor**

Type: Semidee house **Tenure:** Freehold
Land size: 2,800 sq ft **Land size:** 4,650 sq ft
Bedroom: 5 **Bathroom:** 4

Kelvin Chee (REN 03769)

MAXLAND REAL ESTATE AGENCY (E (3) 0769)
☎ +6012 339 3608

**RM2,518,000****Bukit Cerakah Peringkat 1, Mukim Ijok, Kuala Selangor, Selangor**

Type: Residential land **Tenure:** Leasehold
Land size: 129,167 sq ft

Kheng Fatt (REN 04422)

CHESTER PROPERTIES SDN BHD (E (1) 1321/15)
☎ +6012 329 6931

**RM900,000****Surian Condominium, Mutiara Damansara, Selangor**

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

Laura Teh (REN 02734)

REAPFIELD PROPERTIES SDN BHD (E (1) 0452)
☎ +6019 221 9830

**RM136,620/mth****Seksyen 22, Shah Alam, Selangor**

Type: Factory **Tenure:** Freehold
Built-up: 65,057 sq ft

Lim Suan Loon (PEA1481)

THE ROOF REALTY SDN BHD (E (1) 1605)
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**RM899,000****Dataran Prima, Petaling Jaya, Selangor**

Type: Office **Tenure:** Freehold
Built-up: 2,392 sq ft
Bedroom: Studio **Bathroom:** 3

Lue (REN 18679)

HARTAMAS REAL ESTATE (MALAYSIA) SDN BHD
(E (1) 1439) ☎ +6014 626 4929

**RM2,900,000****11 Mont Kiara, Mont'Kiara, Kuala Lumpur**

Type: Condominium **Tenure:** Freehold
Built-up: 3,729 sq ft
Bedroom: 5 **Bathroom:** 6

Michelle Ong (REN 11532)

GATHER PROPERTIES SDN BHD (E (1) 1536)
☎ +6012 230 9666

**RM650,000****Seremban, Negeri Sembilan**

Type: Terraced house **Tenure:** Freehold
Built-up: 2,586 sq ft **Land size:** 1,716 sq ft
Bedroom: 4 **Bathroom:** 4

Ming Ming (REN 07221)

CBD PROPERTIES (SEREMBAN) SDN BHD (E (1) 1197/9)
☎ +6012 227 1766

**RM1,300,000****Hijauan Residence, Batu 9, Cheras, Selangor**

Type: Semidee house **Tenure:** Freehold
Built-up: 3,300 sq ft **Land size:** 2,800 sq ft
Bedroom: 5 **Bathroom:** 5

Mohd hazli Aziz (REN 35744)

IW PROPERTIES (E (3) 1334/1)
☎ +6012 666 0984

**RM480,000****Kampung Sungai Merab Luar, Bangi, Selangor**

Type: Residential land **Tenure:** Freehold
Land size: 7,600 sq ft

Mohd Syam (REN 15084)

JUSTE LAND BHD (E (3) 0205)
☎ +6013 639 6454



Norman Soo
017 309 0128

RM102,000/mth**Telok Gong, Port Klang, Selangor**

Type: Factory **Tenure:** Leasehold
Built-up: 120,000 sq ft **Land size:** 217,800 sq ft

Norman Soo (REN 20639)

CID REALTORS SDN BHD (E (1) 1855)
☎ +6017 309 0128

**RM8,500/mth****Quadro Residences, KLCC, Kuala Lumpur**

Type: Condominium **Tenure:** Freehold
Built-up: 1,800 sq ft
Bedroom: 3 **Bathroom:** 5

Roger Lee (REN 28996)

REAPFIELD PROPERTIES (HQ) SDN BHD (E (1) 0452)
☎ +6016 723 4867

**RM1,808,080****Kota Kemuning, Selangor**

Type: Semidee house **Tenure:** Leasehold
Built-up: 2,940 sq ft **Land size:** 3,230 sq ft
Bedroom: 5 **Bathroom:** 5

San Wai Hong (REN 34629)

VIVAHOMES REALTY SDN BHD (E (1) 1670/3)
☎ +6016 345 9809

**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

**RM103,400/mth****Ampang, Kuala Lumpur**

Type: Commercial complex **Tenure:** NA
Built-up: 47,000 sq ft

SP Lee (REN 40386)

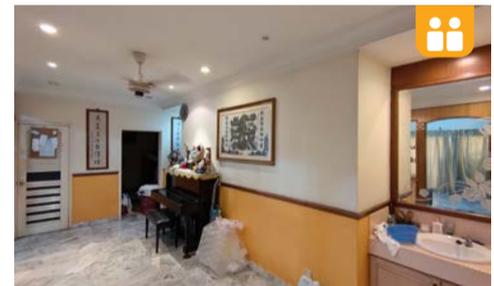
REAPFIELD PROPERTIES (HQ) SDN BHD (E (1) 0452)
☎ +6018 382 9338

**RM595,000****Meridian TownHouse, Petaling Jaya, Selangor**

Type: Condominium **Tenure:** Leasehold
Built-up: 1,040 sq ft
Bedroom: 3 **Bathroom:** 2

Susan Chow (REN 34104)

CHESTER PROPERTIES SDN BHD (E (1) 1321/15)
☎ +6019 210 9848

**RM1,630,000****USJ 16, Selangor**

Type: Terraced house **Tenure:** Freehold
Built-up: 2,160 sq ft **Land size:** 4,025 sq ft
Bedroom: 5 **Bathroom:** 3

Tay Yen Sing (REN 29659)

TECH REALTORS PROPERTIES SDN BHD (E (1) 1492)
☎ +6012 335 0520

**RM850,000****Kemuning Utama Bayu, Shah Alam, Selangor**

Type: Terraced house **Tenure:** Freehold
Built-up: 2,200 sq ft **Land size:** 1,650 sq ft
Bedroom: 4 **Bathroom:** 4

Thomas Thi (REN 31138)

WEREG PROPERTIES (E (3) 1867)
☎ +6016 260 2880

**RM1,606,888****Subang Heights, Selangor**

Type: Bungalow Land **Tenure:** Freehold
Land size: 5,100 sq ft

Viannie Chua (REN 34954)

CBD PROPERTIES (USJ) SDN BHD (E (1) 1197/8)
☎ +6012 851 1491

**RM24,000,000****The Vertical, Bangsar South, Kuala Lumpur**

Type: Office **Tenure:** Leasehold
Built-up: 20,000 sq ft

Victor Lim (REN 09135)

CBD PROPERTIES SDN BHD (E (1) 1197)
☎ +6019 280 2788

**RM1,460,000****The Potpourri, Ara Damansara, Selangor**

Type: Condominium **Tenure:** Leasehold
Built-up: 1,950 sq ft
Bedroom: 4 **Bathroom:** 3

Wenda Tee (REN 31380)

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