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# Can co-work spaces thrive?

Will the flexible office segment lose its shine or will it come out stronger from the unprecedented events brought on by the Covid-19 pandemic? See **Pages 6 and 7.**



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## Strata development AGMs to resume under RMCO

Annual General Meetings (AGMs) and Extraordinary General Meetings (EGMs) of strata developments can now be conducted physically, according to the government's latest Standard Operating Procedure (SOP) guidelines on strata management for the Recovery Movement Control Order (RMCO) phase which began June 10.

However, the meetings must be conducted according to the Covid-19 prevention SOPs set by the authorities.

Henry Butcher Malaysia Mont' Kiara executive director Low Hon Keong said strata property owners will welcome the move to allow physical AGMs and EGMs to resume as important decisions which have been delayed due to the Movement Control Order and Conditional Movement Control Order can now be made.

"During the MCO and CMCO, many major decisions had to be put on hold as the Joint Management Bodies and Management Corporations could not hold their AGMs," Low told EdgeProp.my.

He also stressed the importance of adhering strictly to the set SOPs.



- Meetings must not run longer than four hours
- Social distancing of sitting and standing of at least 1m apart must be practised
- No refreshments are allowed to be served during or after the meeting
- All participants have to download and use the My Sejahtera mobile application
- The organiser has to prepare soap and water or hand sanitisers during the meeting
- A temperature check has to be conducted before a participant is allowed into the meeting venue (those with a temperature of above 37.5 degrees Celsius and/or have symptoms such as cough, fever, flu are not allowed to join the meeting)
- All participants have to wear face masks in the meeting venue
- The number of participants are limited according to the size of the venue with participants allowed in on a first-come first-served basis



## Schools involving public exam students to reopen on June 24

All schools nationwide will reopen on June 24, involving students sitting for public examinations and equivalent international examinations, said Senior Minister (Education) Dr Mohd Radzi Md Jidin.

He said it involved students sitting for Sijil Pelajaran Malaysia (SPM), Sijil Vokasional Malaysia (SVM), Sijil Tinggi Persekolahan (STPM) and Sijil Tinggi Agama Malaysia (STAM) as well as equivalent international examinations.

He said the School Reopening Management Guidelines had been distributed to schools on June 4 as a guide so that detailed preparations are carried out before reopening.

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"We hope parents and guardians would ensure their children are in good health before sending them back to schools.

"Apart from students, body temperature screening would also be carried out on teachers and individuals with dealings in schools," he said.



## BBCC and Mitsui Fudosan in en-bloc deal worth RM242m

Mitsui Fudosan (Asia) Malaysia Sdn Bhd (MFAM) and BBCC Development Sdn Bhd (BBCCD) have signed a joint venture agreement to acquire a serviced residence block in the Bukit Bintang City Centre (BBCC) development, Kuala Lumpur, for RM242 million.

The joint venture company, known as MFBBCC Serviced Suites Sdn Bhd (MFBBCC), will be 51% held by MFAM and 49% by BBCCD. MFBBCC will manage and operate the property including granting of tenancies within the property.

Part of BBCC's phase two, the 44-storey serviced residence block will house 269 units and is expected to be completed by end-2023. Layout types include one- to three-bedroom apartments with built-ups ranging between 532 sq ft and 1,188 sq ft. The deal follows the partnership between MFAM and BBCCD on The Mitsui Shopping Park Lalaport retail mall project in BBCC.



## MBAM's Foo appointed chairman for regional body

Master Builders Association Malaysia (MBAM) president Foo Chek Lee has been appointed as the new chairman of the Asean Constructors Federation (ACF), effective June 10.

This follows MBAM taking over the federation's chairmanship from the preceding members association, Indonesian Contractors Association.

"On behalf of MBAM, I thank you for this honour entrusted upon me to lead this respected organisation. I believe that there should be no dividing line between us and we should all collaborate and work together for the betterment of the Asean construction community," he said in a press release.

## Screen new employees for Covid-19, says Health DG

The Ministry of Health has called on companies and employers to screen all new employees for Covid-19 in order to contain the spread of the coronavirus.

Its director-general Datuk Dr Noor Hisham Abdullah pointed to a case reported on June 9 which saw a foreign worker testing positive for Covid-19 after he was required to undergo the screening before joining the company.

"If employers are able to that, we

will be able to detect positive cases like in this case. And once it's positive, we isolate them and treat them in the hospital," Dr Noor Hisham added.

## World Bank: Malaysia's economic recovery to begin from end-2020

Malaysia's economy can be expected to be on the recovery path starting from the end of this year and return to growth into 2021, said The World Bank.

Its country manager for Malaysia, Dr Firas Raad, said the country needed to continue with its encouraging and effective public health measures while bringing the economy back to where it was before the Covid-19 pandemic.

He said pro-growth policies, coupled with incentives to push the private sector were crucial ingredients to help the nation recover from the economic downturn.

"The country first needs to continue its effective public health measures to ensure no second wave or the return of the (Covid-19) virus."

## All govt services fully operational, says Mohd Zuki

All government services are fully operational during the implementation of the Recovery Movement Control Order which started from June 10 to Aug 31, said Chief Secretary to the Government Datuk Seri Mohd Zuki Ali.

He said meetings and workshops will also be allowed in accordance with security procedures and health protocols issued by the National Security Council (NSC) and the Ministry of Health (MoH).

"As schools have yet to be reopened, the rotation system and work-from-home practices will still be continued, taking into account needs of civil servants," he added.

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# Scale model maker using slowdown to upgrade its designs

BY CHELSEY POH

**T**he current downturn in the economy amid the Covid-19 outbreak has caused many new property launches to be delayed. Not only have developers suffered, but many downstream property-related industries are affected too including architecture model makers.

“People are waiting for more clarity before buying properties. Hence, many developers have decided to postpone new launches which means it is difficult to get sales at this moment,” says Architecture Model City Sdn Bhd director Tey Bon Peng, who leads the company.

This is a very challenging time for model makers as they depend heavily on property developers’ marketing expenditure, he tells EdgeProp.my.

In his 27 years of experience in architecture model making and since the establishment of Architecture Model City in 2005, the Covid-19 has brought on the most challenging period Tey has ever encountered.

## Incorporating technology

However, Tey admits that even before Covid-19, the property market had been slow in the past few years. Hence, Architecture Model City has been exploring new and more exciting presentations through architecture models such as adding in interactive screens, movements and lights and automatic activated voice introductions.

The recent pause in production due to the Movement Control Order in the country has given time for Tey and his partners more time to dwell on such improvements and innovations to their scale models.

“Developers want to be competitive in marketing. They might not want to be the first to use new technology, but when their competitors start, they would want to follow suit. Hence we need to keep a sensitive eye on technology advancements.

“We need to be prepared, so when the market recovers, we could seize the opportunities. In a slow market, we also need to be more aggressive and take the initiative to approach clients,” Tey says.

## Still relevant

Architecture models are often the centerpieces in property showrooms. The trend started in Malaysia around the 1970s. Before that, developers used to sell properties using site plans printed on paper.

“It is very hard to show how exactly the space is on paper, hence demand for 3D models began to appear,” Tey explains.

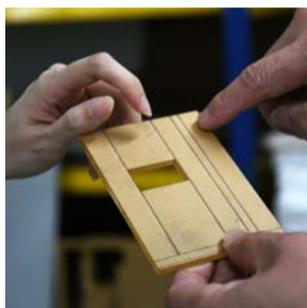
At first, the models only demonstrate the building façade before more details were added to reveal the interior layouts. Models were built using cardboard back then. In the 2000s they were replaced by acrylic boards, which have now become the basic requirement for architecture models.

“The 2000s were when the property market started to boom, and demand for scale models peaked at around 2013 to 2014. When the market was good, developers were more willing to spend on marketing and advertising, hence there were more requirements on details,

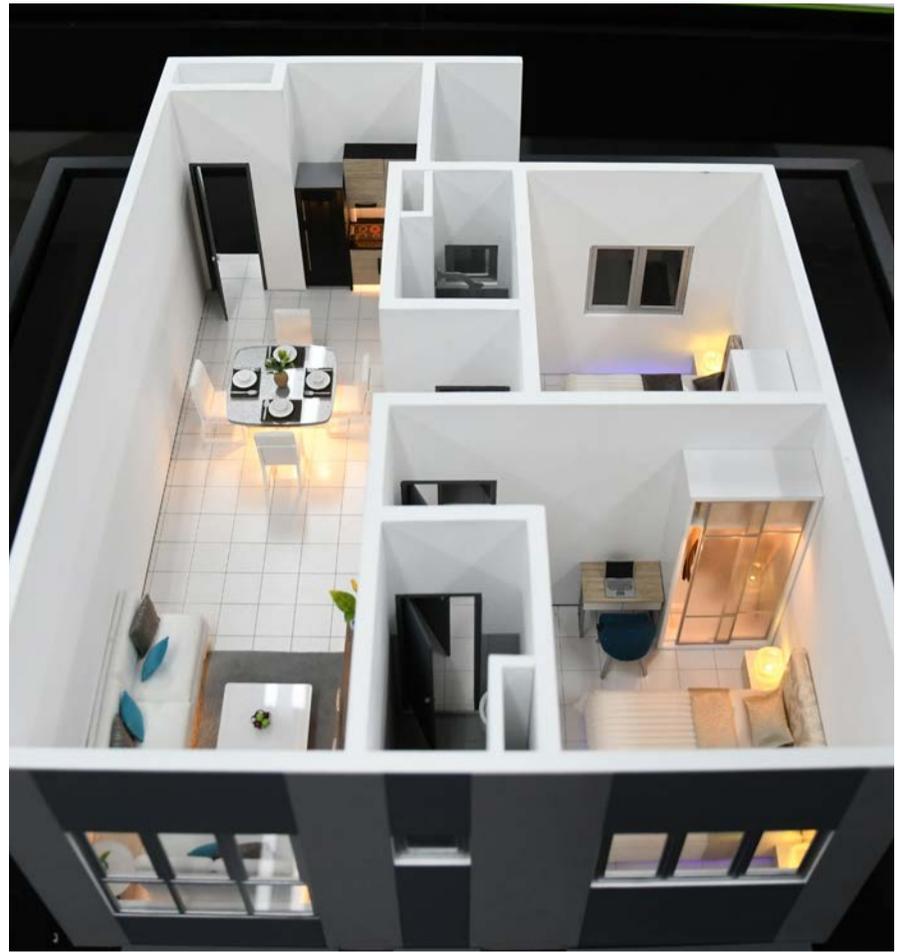
PICTURES BY LOW YEN YEING | EdgeProp.my



Tey: I believe that architecture models will still be relevant at least for the next 10 years.



In the 2000s, model makers started to replace cardboards with acrylic boards, which have now become a basic requirement for architecture models.



The scale models we see today have more detailed interiors.



Tey said it was very hard to show exactly how the space was like on paper, hence demand for 3D models began to appear.

## The production and delivery process



### 1 Confirming the order

After securing an order, model makers will get the architectural plans from the client. Certain technical information and details such as colour and tile design may need clarification from the architects.



### 2 Putting it into shape

After obtaining all relevant information, components will be drawn out based on the design plans using software. The components would later be cut out with a laser cutter, then coloured and assembled.



### 3 Checking its accuracy

In the middle of production, clients and architects would check on the progress and the accuracy of the model. A model could typically be completed between two and eight weeks, depending on the size and details.



### 4 Settling it down

Architecture models could only be delivered after the sales gallery is clean and ready to be visited as it is extremely difficult to clean if they catch dust. The site is surveyed to make sure the entrance is wide enough for the model to enter, and the spot to place to model is not wet or too sunny.

lighting, colours and elements of the surroundings such as roads and landscape,” Tey shares.

Architecture models provide potential buyers a clearer picture of a project while making explanations much easier for sales persons. Besides, an elaborately-built model not only makes the project look more attractive, it also demonstrates the developer’s commitment and builds confidence in buyers towards the developer.

“This is extremely important as a house is a very big ticket item. People would want to feel more secure before buying. Hence many still prefer to visit showrooms themselves before making a decision,” he adds.

“At this juncture, I believe that architecture models will still be relevant at least for the next 10 years,” he says.

## Doing its part in fighting the pandemic

Looking at the future, Tey hopes the government would encourage more activities in the property market, as it is a sector that drives many related industries, such as architecture firms, construction material suppliers, contractors, interior designing companies as well as firms related to marketing and advertising such as architecture model makers.

“It is a hard time for everyone. Right now, we are doing what we can, including playing our part in fighting the pandemic.” He shares that the company had produced and donated intubation boxes made of transparent acrylic boards to hospitals to be used as protective shields for medical personnel when performing intubation for Covid-19 patients.



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BY RACHEL CHEW

The demand for flexible work time and spaces from large corporations or smaller start-ups had emerged strongly in recent times with co-working spaces mushrooming in Malaysia.

However, the Covid-19 outbreak in Malaysia since early 2020 which put the country in almost a complete lockdown during the Movement Control Order (MCO) from March 18 to May 4 before easing into a Conditional MCO (CMCO) until June 10 has dampened even this new office space segment — the one bright spark in the office property sector downturn.

“The flexible office operators have been experiencing demand shock owing to travel restrictions and lockdowns in major cities around the world amid the Covid-19 outbreak. In the near term, social distancing may increase vacancy risk in collaborative spaces, such as hot desks and dedicated desks,” says country head of JLL Property Services (M) Sdn Bhd Y Y Lau.

Opening of new spaces has also been delayed while some operators are giving discounts to secure tenants, she says.

Malaysian luxury co-working space Colony founder Timothy Tiah tells EdgeProp.my that the company started feeling the impact of Covid-19 in February as unlike most co-working spaces, events accounted for one third of its overall revenue.

“Events revenue dropped by 50% in February from January and in April we recorded zero revenue.

“My worry is that I don’t know when the events revenue will return now with social distancing and a ban on large events still in place,” he says.

Office revenue however, is holding up a bit better. “We’re fortunate that because of our higher-end products, (compared with others) many of our tenants tend to be more stable. But as the economy worsens, we worry that it might also affect even our most stable tenants,” Tiah shares, adding that only 5% of its tenants are on a month-to-month contract.

With revenues fast declining, Colony responded by cost cutting.

“Colony is known for its quality and hospitality. Our teams are empowered with budgets to spend on our guests be it buying them a travel adapter if they need one, to buying takeaway dinner for them if they’re working late. We protected these budgets because we knew if we started to compromise the quality of our product, we will end up in a downward spiral.

“We empathised with our guests. We knew that they too would feel the brunt of this economic impact and may run into some cashflow issues so we made a decision to extend payment terms for all our guests by almost a month,” says Tiah.

Colony also came up with a scheme that offered to pre-pay vendors three to six months in advance if they could offer a discount.

International player WeWork which has co-working spaces in two locations in Kuala Lumpur tells EdgeProp.my that overall operations have to be streamlined to prioritise the health and safety of members and employees.

WeWork’s Southeast Asia head of growth Ray Tan says the pandemic has inspired the team to think out of the box to continue its engagement with members and potential leads, such as the recent launch of the ‘Inside the Spaces’ virtual tour for potential leads to view WeWork spaces. Webinars and sessions with business leaders and members are also organised to ensure ongoing engagements and exchange of ideas.

“Unknown to many, WeWork came into existence in the midst of the global economic crisis about 10 years ago and space-as-a-service has seen continued demand over the years and even more so during challenging times.

“Covid-19 has highlighted the need for a rapid response to an evolving reality, and the

# Covid-19’s positive impact on CO-WORK SPACES



PICTURES BY LOW YEN YEING | EdgeProp.my

Lau: social distancing may increase vacancy risk in collaborative spaces, such as hot desks and dedicated desks.



SAM FONG | THE EDGE

Tiah: As the economy worsens, we worry that it might also affect even our most stable tenants,



ABDUL GHANI ISMAIL | THE EDGE

Loh: Flexible but fitted office spaces offering business-ready workspaces enable their tenants to focus on their BCP.



Colony is a luxury co-working brand that is known for its quality and hospitality.

situation has highlighted how doing so goes beyond immediate and short-term reaction and management but also learning and readjusting for the future,” says Tan.

## Increased interest post MCO

The good news is, JLL Property Services director of research and consultancy Veena Loh is confident that current challenges faced by co-working spaces are merely temporary and the future outlook for co-working spaces remains strong.

“Besides the virus pandemic, other challenges (to the development of co-working space) include traditional preferences by some companies on having private workspace and more control of the space they lease. However, this preference has been slowly decreasing over the years,” Loh notes.

Despite current travel bans and restricted movements of international clients who form a portion of tenants in high-end flexible spaces, these restrictions in Malaysia and other countries are starting to be eased and will eventually be completely lifted.

“In fact, during the MCO and post-MCO, many companies have reached out to flexible space operators, showing interest in temporary office spaces as part of their business continuity plans (BCP).

“BCP requires the organisation to put in place a contingency plan where the business can still continue despite any unforeseen situations including splitting the work force into groups. Thus, flexible but fitted office spaces offering business-ready workspaces enable their tenants to do this and focus on their BCP,” says Loh.

JLL’s Lau adds that BCP also requires flexibility in using the workspace. For instance, the typical leasing term with flexible space is shorter compared with its traditional counterpart, thus allowing business agility for tenants.

“Of course, for multi-national corporations, BCP is not a new concept but in such uncertain times, we see smaller entities (SMEs and micro entrepreneurs) realise the need of having a proper BCP for their sustainability. Thus, in addition to MNCs, more SMEs are expected to consider flexible spaces as part of their BCP,” she says.



## Moving forward

In the medium-term, flexible space operators are expected to go through a shakeout stage in their business life cycle after their rapid expansion over the last three years, says Lau.

Lau urges flexible space operators to maintain their sustainability and they will need to continue observing the market and its preferences.

"The ever-changing market trend and demand should be accommodated in order to stay relevant. With increasing demand and thus increasing supply, operators will also need to ensure they offer competitive rates and attractive services and facilities.

"Anticipating a new-norm, some operators may also take pivotal business decisions such as choosing alternative locations. Mobile working or working from home may continue to some extent within some companies, and it will surely change work cultures. Thus, for example, more flexible space may be opened around residential areas rather than in urban centers," Lau shares.

Meanwhile, Loh believes that while more people may work from home going forward, there will still be healthy demand for flexible and co-work spaces due to the inadequacy of facilities and unsuitability of working in their homes.

During the CMCO period when more businesses were allowed to resume operations, Colony has also seen a surge in interest for its workspaces. "Some of the interest came from corporations that are looking to move from their traditional office spaces. However, they're all at the lead stage, haven't really converted to actual deals yet," Tiah shares, adding that most of them are new requests. He adds that it will take a few months to know the conversion rate to actual sales.

"While my stress levels have been elevated, I'm excited about the challenges that lie ahead. This is our chance to prove that we are a high-performance team," he says.

"We can't tell to what extent the pandemic would affect the industry but as long as people still need offices, they will need co-working spaces as we are a subset of the overall office market," Tiah shares.

## Rethinking the workspace

The Covid-19 pandemic has called for a rethinking and reimagining of the workspace and culture, according to WeWork's Southeast Asia head of growth Ray Tan.

As more businesses resume operations, companies will be looking for ways to both help their employees manage the crisis and transition into the recovery, in addition to future-proofing their work environment, he notes.

"From a workforce allocation perspective, we can expect large organisations to explore dispersed workforce — where they might consider having different functions working out of different areas and the assurance of continuity should anything happen," Tan shares.

WeWork also expects companies to be more conservative while having a more comprehensive future-proofing strategy in place in a post-Covid-19 world. With tighter economic resources and support, financial commitment will have to be savvier.



WeWork Mercu 2, KL Eco City, is one of the two locations WeWork has in Malaysia.

"In contrast to traditional leases with huge opportunity costs, we foresee shifts towards the co-working industry as trends of greater demand for agility and flexibility, and fewer commitments on resources such as real estate and outsourcing services for cost efficiency rise. Many companies will look to a holistic space-as-a-service partner that supports them beyond

just space but also the network and community to scale and grow," says Tan.

He adds that Southeast Asia's co-working industry has long shown significant growth potential with demand expected to rise over the next few years. Malaysia has seen strong foreign investor confidence and will continue to track strong momentum.

"We believe this trend will only continue as co-working spaces become a key recovery asset for companies facing economic challenges," offers Tan.



Tan

PICTURES BY WEWORK

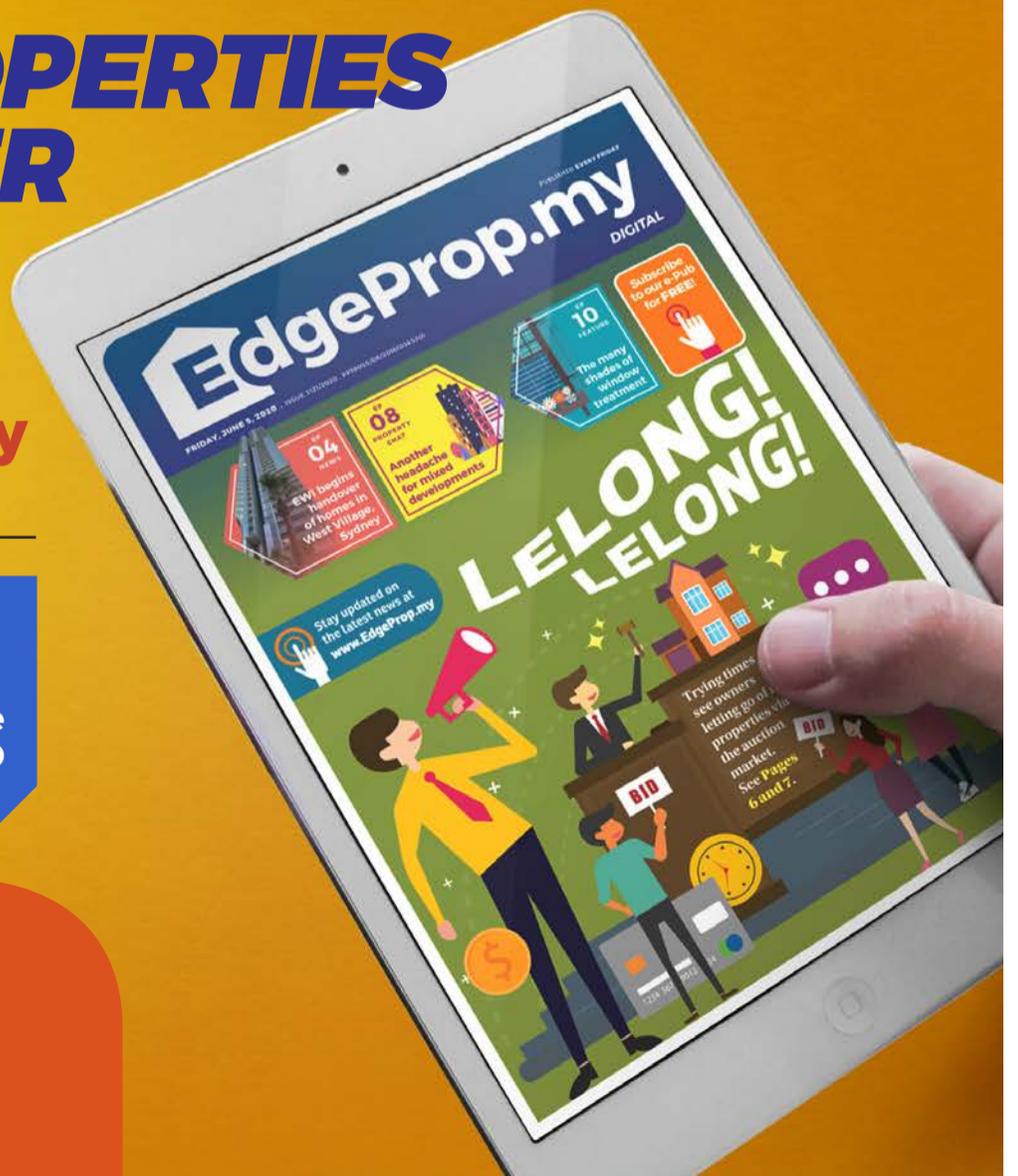
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FEATURE



A street in the George Town Unesco World Heritage Site, Penang Island, featuring colonial-era shophouses.



# Preventing fires in heritage buildings

BY EDGEPROP.MY

**D**espite the substantial losses of lives and livelihoods in fire mishaps, the fire safety awareness among Malaysians remain slow.

From 2013 to 2018, 733 people perished, 2,341 were injured and properties worth billions of ringgit were damaged or destroyed in flames, according to the latest statistics from the Fire and Rescue Department of Malaysia (Bomba).

But the state of apathy and disengagement among many has not changed much, especially in premises where we spend almost all our time every day as the number of building and premises fire accidents remains at the level above 5,000 during the same period.

One particular category highly exposed to fire risk is heritage buildings, because they are mostly built with combustible materials and suffer from the lack of proper fire systems and emergency escape routes, says Bomba operations division head of operations management section Senior Assistant Fire Commissioner Haron Tahir.



**"Most of the heritage buildings are built with wood that have aged for decades, thus making them vulnerable to fire." — Haron**

"Most of them are built with wood that have aged for decades, thus making them vulnerable to fire. On top of that, there is a lack of proper fire-fighting equipment and detection systems such as sprinkler system, fire suppression system and extinguishers. And the emergency escape routes can be inconspicuous due to the complicated layout of the buildings," he tells EdgeProp.my.

He adds that 27 fire incidents at heritage-status buildings were recorded from 2013 to 2019, of which 15 were offices, followed by shoplots (8), hotels (2) and residential houses (2).

Besides the lack of proper fire safety systems and emergency escape routes, fire caused by faulty wiring works and improper use of appliances is another major cause of heritage building fire, notes Malaysian Institute of Architects (PAM) heritage and conservation committee chairman Steven Thang.

"The original electrical design might be working fine in the past when the consumption of energy was low as they were just catering for the usage of lights and a few appliances. But today, there are more appliances connected to extension cords. This may trigger a loose connection inside the cord which will burst into flames.

"On top of that, wiring works that have been done by non-competent persons in these buildings is another cause of electrical fires," he elaborates.

For heritage buildings used as commercial premises such as restaurants, there is a high fire risk too, especially in the kitchen of an old wooden building.

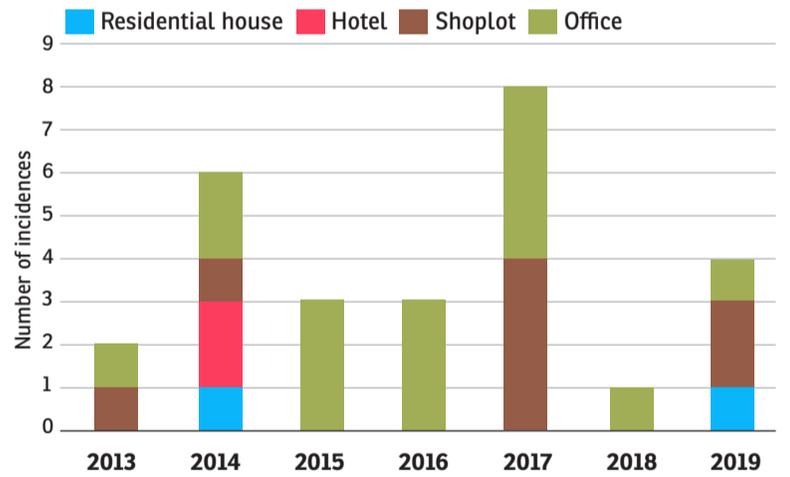
He adds that the low awareness has also added fuel to the fire. "For example, sometimes a canopy supported with columns is built across a street that has a row of heritage shoplots on both sides. So how can the fire engine go through the street when there is a fire in one of the shoplots, and fire spreads very fast in a compact heritage zone," he highlights.

"Another thing is, do the people in the building and pedestrians on the street know where to run and where the assembly point is?" he asks.

All these have contributed to not just loss of lives and property, but also the destruction of many precious irreplaceable cultural heritage items that are now forever gone, he laments.

"That part of history will be gone. Even if you build new buildings to replace it, the character is no longer there, such as food, dialect and festive culture," Thang points out.

## A total of 27 fire incidents at heritage-status buildings were recorded from 2013 to 2019



SOURCE: BOMBA

## Several fire incidents involving old and pre-war buildings

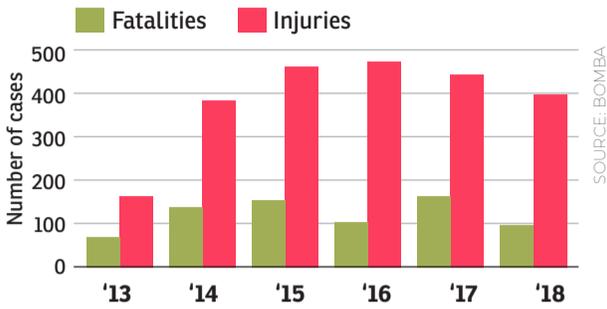
DATE	LOCATION	BUILDINGS
October 2003	Gombak, KL	The 127-year-old Rumah Pak Ali tourist attraction
October 2007	Jalan Semarak, KL	The 67-year-old Police Training Centre earmarked for redevelopment
December 2008	Lebuh Armenian, Penang	Seven pre-war shop houses in the George Town Unesco World Heritage zone
March 2015	Jalan Parameswara, Melaka	Six wooden terraced houses believed to be more than a 100 years old in the Melaka City Unesco World Heritage zone
August 2019	Sungai Lembing, Pahang	Century-old buildings in the heritage town comprising 20 double-storey shop houses, 11 single-storey terraced houses and a library

SOURCE: MEDIA REPORTS

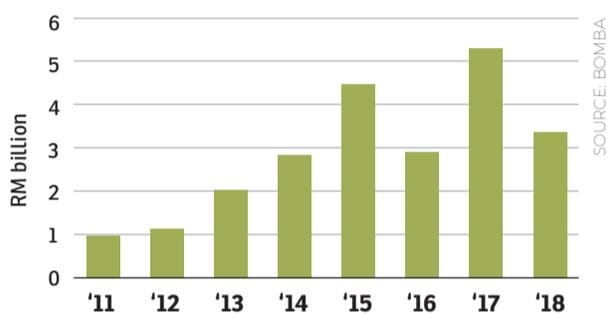




## Fire-related fatalities and injuries across Malaysia from 2013 to 2018



## Estimated loss in fire-related incidents



A typical interior of a colonial building in George Town, Penang.

## Common fire hazards in heritage buildings

- Improper electrical wiring and overuse of extension cords
- Lack of emergency escape routes or complicated routes to the exit
- Cooking and open flames in kitchens
- Combustible materials used to build the property
- Absence of proper fire safety systems
- Piles of combustible items, such as old newspapers and cardboard boxes



## How to mitigate the risk?

- Work with a fire engineer or architect to identify key areas to improve.
- Break the hoarding habit.
- Invest in a fire extinguisher.
- Install a smoke alarm.
- Use hinged grilles on your windows instead of fixed ones to allow an additional escape route in case you can't reach the door.
- Ensure the fire exits are unobstructed.



## Balancing conservation and safety

Indeed, upgrading the fire safety equipment and system in a heritage building is not an easy task. The biggest challenge, according to Haron, is the obvious limitations on carrying out modifications to the buildings to prevent harming their heritage status.

He explains that some of the buildings are only allowed minimal works due to the strict regulations, which means, if the refurbishing works are not done carefully, they could lose their heritage status.

"Hence, for those that have been accorded the world heritage status, we need to carefully work within the permitted boundaries in order to protect their heritage status and sometimes, we may need to take a performance-based approach to have alternative means of meeting the fire standards," Haron adds.

LOW YEN YEING | EdgeProp.my



**"The management must take care of the fire safety aspect of these buildings and must know how to react when a fire occurs." — Thang**

In order to address the issue, stakeholders including Bomba, PAM, Department of National Heritage, The Heritage of Malaysia Trust, Public Works Department, local authorities, non-governmental organisations and universities are working together to come up with guidelines on fire safety for heritage buildings.

The guidelines aim to assist owners on how they can overcome the challenges without conflicting with the rules and regulations through an alternative fire safety design, says Thang.

"These guidelines are not a one-size-fits-all solution that has an answer to every question. We are providing

an alternative perspective to the issues that different buildings are having.

"For instance, if you are running a hotel in a two-storey heritage building where there is only a steep staircase connecting the ground floor and upper level, you should limit the number of guests on the upper level as there is only one escape route or, if possible, have an alternative staircase in the building," he explains.

According to Bomba's Haron, the guidelines will be implemented by local authorities while serving as a reference for the Principal Submitting Person (PSP), who can be an architect, fire engineer or consultant appointed by heritage building owners to work on a fire safety plan for their buildings, which will be subject to review and approval by Bomba.

For owners who would like to apply for a permit to conduct business in these buildings, they are required to go through the process before obtaining approval from the local authority, he adds.

## Owners need to do their part

Meanwhile, heritage building owners and residents are advised to do their part in ensuring the fire safety in their properties.

For those who have a hoarding habit, it is best to avoid piling up combustible items such as old newspapers. It is also important to check your appliances and wiring regularly to prevent electrical fire, Thang adds.

"The respective owners and local authorities should work together to conduct fire drills on a regular basis. This is to ensure people know what to do and where to run in the event of fire while giving the response team an idea of how long it would take for them to reach the location.

"The management must take care of the fire safety aspect of these buildings and must know how to react when a fire occurs," Haron says.

## Investors beware

Meanwhile, prospective buyers or investors are urged to pay more attention to the safety aspect of the buildings they are buying into.

Thang notes that there could be a high cost of modification works to meet the fire safety requirements set by the local authority and the actual space that can be used for operating business could be less than it had appeared from the beginning — all these will have an impact on the returns on investment.

"Hence, it is crucial to know your building and what kind of business you wish to do with it. How are you going to put your money into it without knowing what the potential problems are? That is a gamble. You need to know, at least, what the state is like before you invest," he concludes.

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Commercial

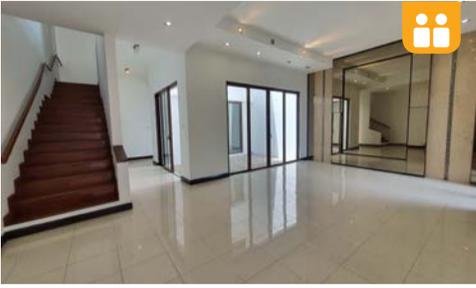


Residential



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## Properties for sale and rent

**RM960,000****Bukit Jelutong, Selangor****Type:** Terraced house **Tenure:** Freehold  
**Built-up:** 2,500 sq ft **Land size:** 2,112 sq ft  
**Bedroom:** 4 **Bathroom:** 4**Winnie Su** (REN 00355)TECH REALTORS PROPERTIES SDN BHD (E (1) 1492)  
☎ +6017 298 1800**RM88,179/mth****Rembia Solar Valley, Alor Gajah, Melaka****Type:** Factory **Tenure:** Freehold  
**Built-up:** 73,483 sq ft **Land size:** 124,884 sq ft**Yong Hao Sit** (REN 09622)REGIONAL REAL ESTATE (E(3) 1274)  
☎ +6012 690 8291**RM950,000****Section 17, Petaling Jaya, Selangor****Type:** Terraced house **Tenure:** Freehold  
**Built-up:** 2,427 sq ft **Land size:** 1,875 sq ft  
**Bedroom:** 5 **Bathroom:** 3**Yoong Shiun Yan** (PEA 1320)HARTAMAS REAL ESTATE (MALAYSIA) (E(1) 1439)  
☎ +6019 288 2356**RM420,000****Taman Sri Haneco, Semenyih, Selangor****Type:** Terraced house **Tenure:** Freehold  
**Built-up:** 990 sq ft **Land size:** 990 sq ft  
**Bedroom:** 3 **Bathroom:** 3**Zuraidah** (REN 17983)LEGACY REAL PROPERTY SDN BHD (E (1) 1925)  
☎ +6019 221 5106**RM1,300,000****Wangsa Melawati, Kuala Lumpur****Type:** Terraced house **Tenure:** Freehold  
**Built-up:** 2,000 sq ft **Land size:** 2,600 sq ft  
**Bedroom:** 5 **Bathroom:** 6**Aimi Zamzuri** (REN 27363)

FIRDAUS &amp; ASSOCIATES PROPERTY PROFESSIONALS SDN. BHD. (VE (1) 0091/3) ☎ +6017 300 6640

**SOLD FOR****RM2,450,000** (RM346.97 psf)**Bungalow, Long Branch Residences, Kota Kemuning, Selangor****Concluded by: Ong Chee Yong** (REN 22613)  
of Polygon Properties Sdn Bhd  
(+6018 366 8687) **When:** January 2020**DONE DEAL****Noteworthy**

- Leasehold (expiring 2112)
- Land size: 7,061 sq ft
- Built-up: 5,150 sq ft
- 6 bedrooms; 8 bathrooms
- Unfurnished
- Amenities: About 6km to Kota Kemuning commercial hub, Gamuda Walk Mall, Columbia Asia Hospital Bukit Rimau, Aeon Bukit Rimau, Kota Permai Golf & Country Club, Kota Kemuning Lakeside Park, SMK Kota Kemuning and SJK(C) Chung Hua
- Facilities: clubhouse, playground, linear garden, wellness park and half basketball court

Long Branch Residences @ Home Tree is a residential project and the first phase of a mixed development in Kota Kemuning, Shah Alam by BCB Bhd. The gated-and-guarded project comprises 101 units of 2 1/2-storey bungalows with built-ups ranging from 4,942 to 7,063 sq ft.

Long Branch Residences is easily accessible via the Shah Alam Expressway (KESAS) and Kemuning-Shah Alam (LKSA) highway about 3km away.

According to Ong Chee Yong of Polygon Properties who concluded the sale, the unit was never occupied since it was first purchased by the seller in 2016.

The buyer was captivated by the community-style living environment and the round-the-clock security.

"The buyer also liked the contemporary design of the bungalow and deemed the purchase a value buy as it was

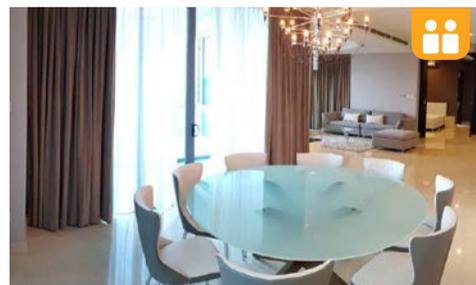
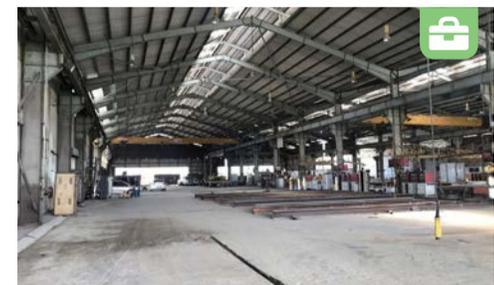
sold below market price," Ong told EdgeProp.my adding that the unit also boasts a large garden.

Based on data from EdgeProp.my as of April 2020, there was only one transaction in Long Branch Residences in 2018 priced at RM2,930,000 or RM458 psf.

In 2017, there were three units sold for an average price of RM2,646,667 or RM478 psf. One sale was recorded in 2016 at RM2,500,000 or RM496 psf.

Meanwhile, as of mid-April 2020, there were 27 sale listings asking for an average RM2,778,889 or RM479 psf.

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**RM4,200/mth****Marc Residence, KLCC, Kuala Lumpur****Type:** Condominium **Tenure:** Freehold  
**Built-up:** 907 sq ft **Land size:** NA  
**Bedroom:** 2 **Bathroom:** 2**Ain Nabila** (REN 39738)CBD PROPERTIES SDN BHD (E (1) 1197)  
☎ 6011 26477114**RM20,924/mth****Top Glove Tower, Shah Alam, Selangor****Type:** Office **Tenure:** Freehold  
**Built-up:** 4,452 sq ft**Amy Wong** (REN 30799)IQI REALTY SDN BHD (E (1) 1584)  
☎ +6018 354 0010**RM2,200,000****Banyan Tree, KLCC, Kuala Lumpur****Type:** Condominium **Tenure:** Freehold  
**Built-up:** 1,076 sq ft **Land size:** NA  
**Bedroom:** 2 **Bathroom:** 2**Angelia Kong** (REN 03495)FIRST REALTORS AGENCY (E (3) 0788)  
☎ +6017 292 3977**RM66,310/mth****Tropicana Gardens, Kota Damansara, Selangor****Type:** Office **Tenure:** Leasehold  
**Built-up:** 13,262 sq ft**Ann Soh** (REN 03232)METRO REC SDN BHD (VE (1) 0376/1)  
☎ +6018 369 8650**RM650,000****D'Mawar Residensi, Bandar Baru Salak Tinggi, Sepang, Selangor****Type:** Terraced house **Tenure:** Leasehold  
**Built-up:** 2,000 sq ft **Land size:** 4,350 sq ft  
**Bedroom:** 5 **Bathroom:** 3**Asyran Laidin** (PEA 2350)IREAL PROPERTY SDN BHD (E (1) 1747)  
☎ +6012 429 9573**RM3,660,000****11 Mont Kiara (MK11), Mont'Kiara, Kuala Lumpur****Type:** Condominium **Tenure:** Freehold  
**Built-up:** 3,720 sq ft **Land size:** NA  
**Bedroom:** 4 **Bathroom:** 4**Carmen Teoh** (REN 27223)IQI REALTY SDN BHD (E (1) 1584)  
☎ +6012 303 3133**RM35,000,000****Bukit Kemuning, Shah Alam, Selangor****Type:** Factory **Tenure:** Freehold  
**Built-up:** 150,000 sq ft  
**Land size:** 200,000 sq ft**Chris Chiam** (REN 27288)

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

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### Puchong, Selangor

**Type:** Terraced house **Tenure:** Freehold  
**Built-up:** 3,396 sq ft **Land size:** NA  
**Bedroom:** 6 **Bathroom:** 7

#### Ednes Pung (REN 25635)

GS REALTY SDN BHD (E (1) 1307)  
☎ +6012 272 1551**RM4,000/mth**

### USJ 9, Selangor

**Type:** Shoplot **Tenure:** Freehold  
**Built-up:** 1,500 sq ft **Land size:** 1,500 sq ft  
**Bedroom:** NA **Bathroom:** NA

#### Eugene Koo (REN 00311)

I-PROP REALTY (USJ) SDN BHD (E (1) 0452/2)  
☎ +6017 212 3948**RM27,000/mth**

### UOA Business Park, Glenmarie, Selangor

**Type:** Office **Tenure:** Freehold  
**Built-up:** 6,700 sq ft

#### Victor Lim (REN 09135)

CBD PROPERTIES SDN BHD (E (1) 1197)  
☎ +6019 280 2788**RM650,000**

### Taman Bukit Rahman Putra, Bukit Rahman Putra, Selangor

**Type:** Terraced house **Tenure:** Freehold  
**Built-up:** 1,400 sq ft **Land size:** NA  
**Bedroom:** 4 **Bathroom:** 3

#### Frank Liang (REN 20657)

REAPFIELD PROPERTIES (HQ) SDN BHD (E (1) 0452)  
☎ +6012 211 3138**RM800,000**

### SS 7, Kelana Jaya, Selangor

**Type:** Terraced house **Tenure:** Freehold  
**Built-up:** 2,200 sq ft **Land size:** 1,475 sq ft  
**Bedroom:** 4 **Bathroom:** 3

#### Hanif Kasmani (REN 38092)

MAXXAN REALTY SDN BHD (E (1) 1766)  
☎ 6010 404 0345**SOLD FOR****RM3.28 million** (RM886.24 psf psf)

### Unit at 11 Mont'Kiara, Kuala Lumpur

**Concluded by: James Lai (PEA 1933)**

of Property Hub Sdn Bhd (+6016 311 6092)

**When:** February 2020**DONE DEAL**

#### Noteworthy

- Freehold
- Built-up: 3,701 sq ft
- Semi-furnished high-floor unit
- 5 bedrooms and 6 bathrooms
- Facilities: 24-hour security and card access system, centralised air-conditioning, CCTV monitors, covered parking, reception lobby, reflexology path, garden and jungle walk, gymnasium, sauna, swimming pools, badminton court, squash court, tennis court, half basketball court, sky lounges and terrace as well as one poolside barbeque area
- Nearby amenities: Mont'Kiara International School (about 500m away), Solaris Mont'Kiara (about 1.6km), 11 Mont'Kiara and Plaza Mont'Kiara (700m)

The 6.7-acre 11 Mont'Kiara (MK 11) is a luxury condominium located at Jalan Kiara 1, Mont'Kiara, Kuala Lumpur. This freehold development comprises five 41-storey towers housing 339 units with built-ups from 2,707 sq ft to 6,725 sq ft.

According to Property Hub agent James Lai who concluded the deal, residents at 11 Mont'Kiara enjoy panoramic views of Kuala Lumpur city centre.

"The unit sold was nicely renovated and is on the 29th floor. It was previously rented out for RM15,000 a month," Lai said.

The buyer chose this unit as it needs no renovations and he liked its simple and elegant interiors. On top of that, the new owner was taken in by the nice postcard

view of KL city from the living room.

EdgeProp.my data showed that a total of six units in MK 11 were transacted in 2019, with an average price of close to RM2.67 million or RM783 psf.

Based on 62 property listings on EdgeProp.my, the asking price for MK11 was RM3.2 million or RM860 psf as at end-May 2020.

Meanwhile, based on 54 rental listings, the average asking monthly rent of the units are RM13,167 or RM3.34 psf.

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**RM25,068,000**

### Puchong, Selangor

**Type:** Agricultural land **Tenure:** Freehold  
**Land size:** 126,590 sq ft

#### James Lee (PEA2496)

LEADERS REAL ESTATE (E (3) 1204)  
☎ +6010 773 0073**RM1,350,000**

### Twins, Damansara, Kuala Lumpur

**Type:** Condominium **Tenure:** Freehold  
**Built-up:** 1,480 sq ft **Land size:** NA  
**Bedroom:** 3 **Bathroom:** 5

#### Jennifer Yap (REN 01757)

REAPFIELD PROPERTIES (HQ) SDN BHD (E (1) 0452)  
☎ 6012 324 0238**RM24,000/mth**

### Taman Shamelin, Cheras, Kuala Lumpur

**Type:** Factory **Tenure:** Leasehold  
**Built-up:** 12,000 sq ft

#### Jessica Tung (REN 05827)

PROPNEK REALTY SDN BHD (E (1) 1800)  
☎ +6012 381 7783**RM1,300,000**

### Megan Avenue 1, KLCC, Kuala Lumpur

**Type:** Office **Tenure:** Freehold  
**Built-up:** 2,228 sq ft **Land size:** 2,228 sq ft  
**Bedroom:** NA **Bathroom:** 2

#### Jimmy Ng (REN 02015)

REAPFIELD PROPERTIES (HQ) SDN BHD (E (1) 0452/1)  
☎ +6016 257 0886**RM1,560,000**

### DC Residency, Damansara, Kuala Lumpur

**Type:** Condominium **Tenure:** Freehold  
**Built-up:** 1,100 sq ft **Land size:** NA  
**Bedroom:** 2 **Bathroom:** 2

#### Josephine Tan (REN 05324)

CBD PROPERTIES SDN BHD (E (1) 1197/12)  
☎ +6012 390 9498**RM530,000**

### Taman Putra Prima, Puchong, Selangor

**Type:** Terraced house **Tenure:** Freehold  
**Built-up:** 1,275 sq ft **Land size:** 1,400 sq ft  
**Bedroom:** 4 **Bathroom:** 3

#### Justin Lee (REN 32527)

FULL HOMES REALTY SDN BHD (E (1) 1501/8)  
☎ +6016 618 9568**RM1,500,000**

### Denai Alam, Selangor

**Type:** Terraced house **Tenure:** Freehold  
**Built-up:** 3,402 sq ft **Land size:** 3,360 sq ft  
**Bedroom:** 4 **Bathroom:** 4

#### Kalthum Samad (REN 25404)

NILAI HARTA CONSULTANT SDN BHD (VE (1) 0134/7)  
☎ 6019 351 6257

## SPOTLIGHT

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**RM3,800,000****DC Residency, Damansara, Kuala Lumpur**

**Type:** Condominium **Tenure:** Freehold  
**Built-up:** 2,982 sq ft **Land size:** NA  
**Bedroom:** 3 **Bathroom:** 4

Kelly Tan (PEA 1960)

IQI REALTY SDN. BHD. (E (1) 1584)  
☎ +6012 266 0695

**RM1,800,000****SS 3, Petaling Jaya, Selangor**

**Type:** Semidee house **Tenure:** Freehold  
**Built-up:** 2,800 sq ft **Land size:** 3,200 sq ft  
**Bedroom:** 5 **Bathroom:** 3

Kelvin Chee (REN 03769)

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

**RM780,000****Jalan Bukit Kemuning, Kota Kemuning, Selangor**

**Type:** Factory **Tenure:** Freehold  
**Built-up:** 4,000 sq ft **Land size:** 2,000 sq ft

Kheng Fatt (REN 04422)

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

**RM1,000,000****Surian Condominium, Mutiara Damansara, Selangor**

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

Laura Teh (REN 02734)

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

**RM886,000****Kota Kemuning, Selangor**

**Type:** Terraced house **Tenure:** Freehold  
**Built-up:** 2,100 sq ft **Land size:** 1,650 sq ft  
**Bedroom:** 4 **Bathroom:** 4

Low Chee Hoong (REN 22437)

REAPFIELD PROPERTIES (HQ) SDN BHD (E (1) 0452)  
☎ +6012 318 8473

**RM385,000****Taman Gembira, Klang, Selangor**

**Type:** Terraced house **Tenure:** Freehold  
**Built-up:** 1,000 sq ft **Land size:** 1,640 sq ft  
**Bedroom:** 3 **Bathroom:** 2

Lue (REN 18679)

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

**RM1,100,000****Medan Damansara, 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 (E 2769)

JUBILEE REALTY (E (3) 1853)  
☎ +6012 779 0798

**RM3,500,000****East Residence @ KLCC, Damansara, Kuala Lumpur**

**Type:** Linked bungalow **Tenure:** Leasehold  
**Built-up:** 4,519 sq ft **Land size:** NA  
**Bedroom:** 5 **Bathroom:** 6

May Leong (E 2769)

JUBILEE REALTY (E (3) 1853)  
☎ +6012 779 0798

**RM850,000****Oasis Ara Damansara, Ara Damansara, Selangor**

**Type:** Shophouse **Tenure:** Freehold  
**Built-up:** 1,223 sq ft **Land size:** NA  
**Bedroom:** **Bathroom:** 2

Wenda Tee (REN 31380)

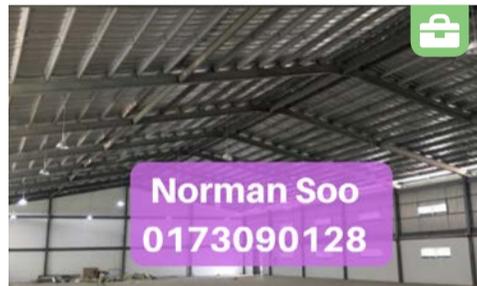
REAPFIELD PROPERTIES (HQ) SDN BHD (E (1) 0452)  
☎ +6013 348 9163

**RM1,200,000****Taman Kajang Perdana, Kajang, Selangor**

**Type:** Terraced house **Tenure:** Freehold  
**Built-up:** 2,200 sq ft **Land size:** 4,478 sq ft  
**Bedroom:** 5 **Bathroom:** 4

Mohd Hazli Aziz (REN 35744)

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

**RM10,600,000****North Port, Port Klang, Bandar Sultan Sulaiman, Selangor**

**Type:** Factory **Tenure:** Leasehold  
**Built-up:** 55,000 sq ft **Land size:** 87,120 sq ft

Norman Soo (REN 20639)

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

**RM574,200****Seremban, Negeri Sembilan**

**Type:** Bungalow **Tenure:** Freehold  
**Built-up:** 1,726 sq ft **Land size:** 4,250 sq ft  
**Bedroom:** 4 **Bathroom:** 2

San Wai Hong (REN 34629)

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

**RM1,850,000****Sierra Damansara, Kota Damansara, Selangor**

**Type:** Semidee house **Tenure:** Leasehold  
**Built-up:** 3,000 sq ft **Land size:** 3,200 sq ft  
**Bedroom:** 6 **Bathroom:** 4

Siew Lee Tan (REN 01666)

TECH REALTORS PROPERTIES SDN BHD (E (1) 1492)  
☎ +6012 458 3016

**RM380,000****Sri Damansara Courts, Bandar Sri Damansara, Selangor**

**Type:** Condominium **Tenure:** Freehold  
**Built-up:** 893 sq ft **Land size:** NA  
**Bedroom:** 3 **Bathroom:** 2

SP Lee (REN 40386)

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

**RM738,000****USJ, Selangor**

**Type:** Terraced house **Tenure:** Freehold  
**Built-up:** 1,650 sq ft **Land size:** 2,200 sq ft  
**Bedroom:** 4 **Bathroom:** 3

Tay Yen Sing (REN 29659)

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

**RM1,100,000****The Mews, KLCC, Kuala Lumpur**

**Type:** Condominium **Tenure:** Freehold  
**Built-up:** 925 sq ft **Land size:** NA  
**Bedroom:** 1 **Bathroom:** 1

Viannie Chua (REN 34954)

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

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