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## Awana Skyway and hilltop Genting casino resume operations

Genting Malaysia Bhd's hilltop casino in Genting Highlands has resumed operations today (June 19) after being shut for three months since March 18 due to the Covid-19 Movement Control Order.

Resorts World Genting (RWG) said in a statement that it will reopen at 10am with enhanced safety measures in place to ensure the health and safety of all its guests and employees.

However, due to limited capacity, entry to SkyCasino in SkyAvenue and Genting Club in Genting Grand Hotel will only be for Genting Rewards

members. Public entry into the casino will resume as soon as possible.

The Awana Skyway cable car and Genting express buses will also resume operations, it said.

Moreover, RWG has implemented MySejahtera Check-In at all its primary entrances and outlets throughout the resort. Thus, guests are encouraged to download and register the MySejahtera application prior to their visit to RWG for convenient access to the resort's premises.

Resorts World Kijal and Resorts World Langkawi have also reopened on Thursday June 18.



RESORTS WORLD GENTING

## Zuraida to discuss foreign property sale price with state governments

Housing and Local Government Minister Zuraida Kamaruddin plans to discuss with all state governments regarding the property sales price and terms for foreign buyers in order to get overhang units sold.

She said while property developers are encouraged to concentrate more on developing affordable housing projects priced at RM500,000 and below, developers would need to clear up their property overhang first, especially the high-end ones, as more than 80% of unoccupied units were from the premium sector.



"We are encouraging developers to clear up their (overhang) stocks and, if there's any development for new homes, let's concentrate on affordable homes that are RM500,000 and below because there is a need for them," she said after the launch of Grand Maris Suite and cheque presentation of land premium for the Rawang Transit Belia project on Tuesday.

## April unemployment rate rises to 5%

Malaysia's unemployment rate in April 2020 spiked to 5% — the highest since 1990 — as unemployed persons went up 48.8% year-on-year (y-o-y) to 778,800 persons.

Chief Statistician Malaysia Datuk Seri Dr Mohd Uzir Mahidin said the closure of operations for most businesses during the Movement Control Order (MCO) has impacted employment and job seekers could hardly find jobs.



## Public approval of Malaysia's Covid-19 actions among the highest globally

Malaysia has been recognised as among the five nations in the world to have succeeded in controlling the spread of Covid-19, said Senior Minister (Security Cluster) Datuk Seri Ismail Sabri Yaakob.

He said Malaysia, was one of the countries where the government's actions in controlling the spread of the virus was well-accepted by the people. "People's acceptance of the government's actions received recognition in a global survey where Malaysia was ranked among the top five countries in the world, with the highest public approval," he said in a daily press conference.

The prime minister introduced the Movement Control Order (MCO) on March 18, which was followed by the Enhanced MCO in several areas. The good cooperation of all Malaysians who had complied with every directive issued, led to the flattening of the COVID-19 curve in the country, he added.

## 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](mailto: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.

The most affected employed persons were in the manufacturing and services sectors, namely accommodation and food & beverage; arts, entertainment & recreation and other services such as beauty centres and salons.



## TNB bill: Consumers can lodge claims with TTPM

Consumers who are not satisfied with the increase in their electricity bill during the Movement Control Order (MCO) period can file their claims at the Tribunal for Consumer Claims Malaysia (TTPM).

Deputy Domestic Trade and Consumer Affairs Minister Datuk Rosol Wahid said besides lodging complaints to Tenaga Nasional Berhad (TNB) and the Energy Commission, consumers can also file their case with TTPM for a fee of only RM5.

"The issue of high electricity bill during the MCO has come to our attention. We noticed that many consumers have expressed dissatisfac-

tion," he told Bernama on Tuesday.

He added that the TTPM has received two claims so far, including one on the extraordinary spike of electricity bill, filed on June 5.

## Preschools, kindergartens to reopen on July 1

The government has agreed to reopen preschools and kindergartens from July 1, said Senior Minister (Security Cluster) Datuk Seri Ismail Sabri Yaakob.

He said the opening as well as the related standard operating procedure (SOP) were tabled by the Education Ministry (KPM) at the special ministerial meeting on Monday.

He added that the move involved 6,216 preschools under KPM and 7,887 private preschools as well as 1,781 kindergartens under the National Unity Ministry and another 8,530 kindergartens under the Rural Development Ministry.

However, the detailed SOP on the opening would be announced by KPM soon.

## CIDB inspected 7,699 construction sites from April 20 - June 14

The Construction Industry Development Board (CIDB) has carried out inspections on 7,699 construction sites nationwide from April 20 to June 14.

Works Minister Datuk Seri Fadillah Yusof said of the total, 370 construction sites were found not in compliance and given a warning, while another 17 were ordered to close or stop operations for the time being.

"Among the offences committed by construction companies were not conducting body temperature checks or providing hand sanitizers, [not practising] social distancing and failure to obtain approval from the state government," he told reporters after visiting the construction site of Bukit Bintang City Centre to monitor compliance with the SOPs of the recovery movement control order (RMCO).

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# Developer clears unsold units by adapting products to customers' needs

BY TAN AI LENG

PETALING JAYA: Its personalised service and social media engagement with customers have helped property developer Oriental Interest Bhd clear off some unsold units from its projects in the current market downturn.

As the property development industry became more competitive and as more young staff joined the company, the developer had decided in 2018 to create a new brand approach called Myra focusing on new homebuyers.

Myra takes a personalised approach in serving its customers in order to best know and meet their needs, said Myra head of marketing and branding Ken Goh.

"As we build a relationship with the customer, we get to know more about them. This helps us develop the right product for them," he added.

One could step into a sales gallery and be interested in buying a high-end product that has everything he or she desires without knowing that they could ill-afford such an expensive property.

"We have encountered some homebuyers who thought the selling price is only what they need to



Lim (left) and Goh see the need for developers to educate first time homebuyers on the actual cost of owning a property.

pay to own a property. They have no idea about the calculation of interest rate for the housing loan, legal fees, stamp duty for the strata title transfer and the maintenance fees that they will need to pay in the future. We hope to educate them even before they sign on the dotted line," explained Goh.

"We want to know more about our customers and hope to make the process of owning a property a happy one and not land them in agony," added Myra general manager of sales and marketing Wendy Lim.

To achieve the objective, instead of offering product information, the sales personnel would instead ask buyers more personal questions such as whether he or she is married; how many children and where are the children studying; where they shop for groceries and others. Their responses can help gauge their financial capabilities and the kind of property they need, not want.

The Central Credit Reference Information System (CCRIS) enquiry service is also available for interested buyers. It serves to help

homebuyers have a better understanding of their financial strengths.

"If the CCRIS report shows that the interested buyer is heavily in debt, instead of selling our property, we would advise him/her to reduce certain debts before trying to submit their loan application or place a booking with us," noted Lim.

Myra also gathers feedback by talking to buyers or interested purchasers personally to understand their concerns.

This approach has helped OIB clear some unsold units in certain projects that are completed such as Seroja Hills condominium in Salak Tinggi, Selangor which has seen the remaining 50 units sold when the sales team came up with a new homeownership package after talking to prospective buyers.

"The moving-in cost was their main concern as most of them do not have the budget for renovations and necessary electrical appliances. Hence, we repackaged the product into ready move-in units with no extra cost needed to own the house, and it worked," Lim said.

The company also used the same method to understand customers' budgets and space utilisation. The information collated has helped

the developer create products at a suitable price.

Myra currently has four townships under its belt - Myra Saujana in Dengkil, Myra Meranti in Puchong along with Myra Alam in Puncak Alam and Myra Putra in Desa Pinggiran Putra, with more projects on the way including Myra Gardens in Rawang and Myra Vista in Bandar Baru Salak Tinggi.

In February this year, the company unveiled the third phase in Myra Alam offering 52 units of terraced houses with selling prices starting from RM480,000. Unfortunately, the Covid-19 outbreak and the ensuing Movement Control Order kicked in March 18, disrupting the launch.

"It was a bit tough initially. Fortunately, we had moved our operations online two years ago. Even working remotely, we were still able to shift our marketing focus from physical to online.

"Social media and messaging application engagement with customers is a must. We also use other ways to introduce our products such as videos. These actually helped to maintain our sales. We actually received 89 bookings through virtual engagement in April and May," said Goh.

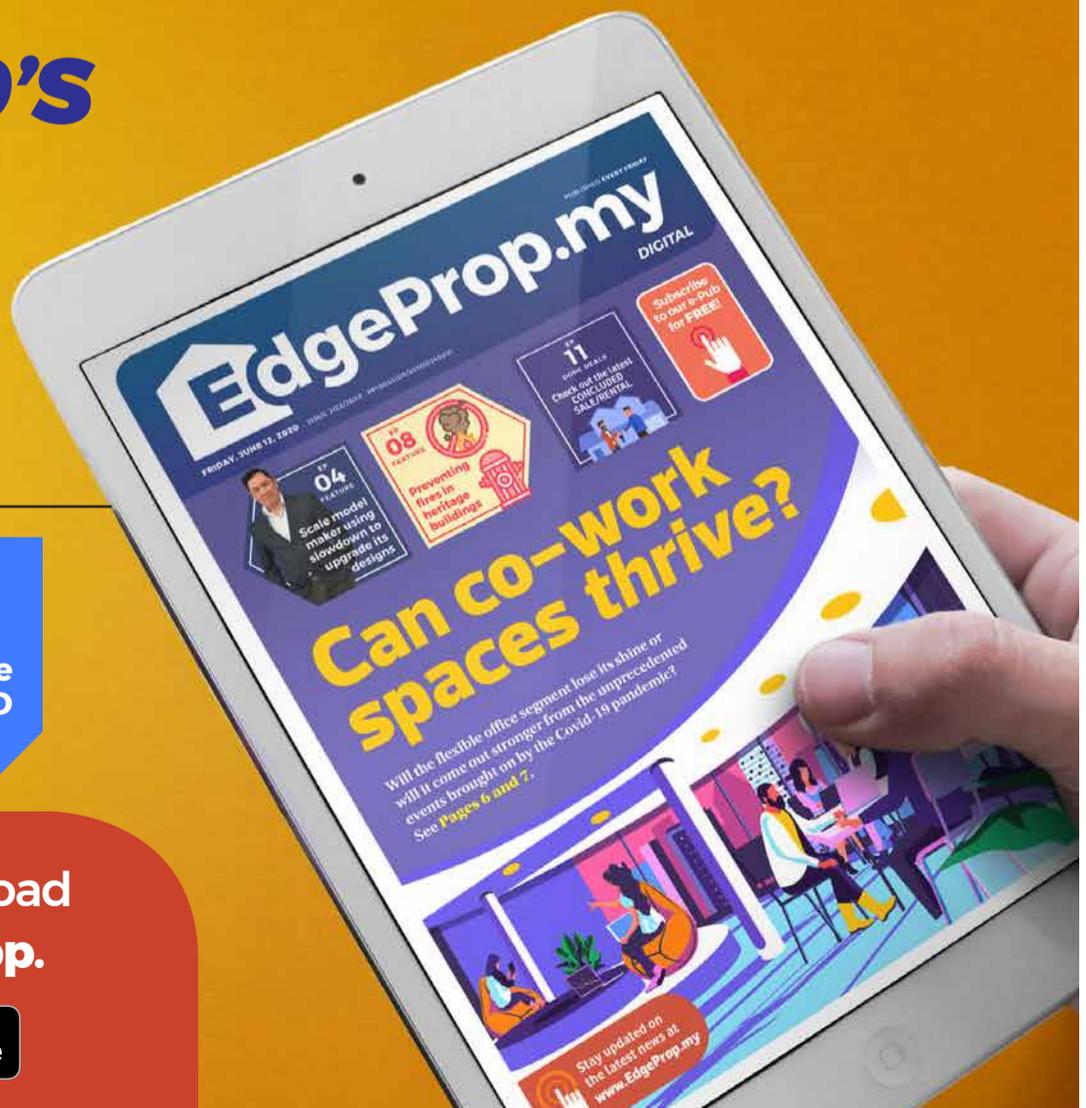
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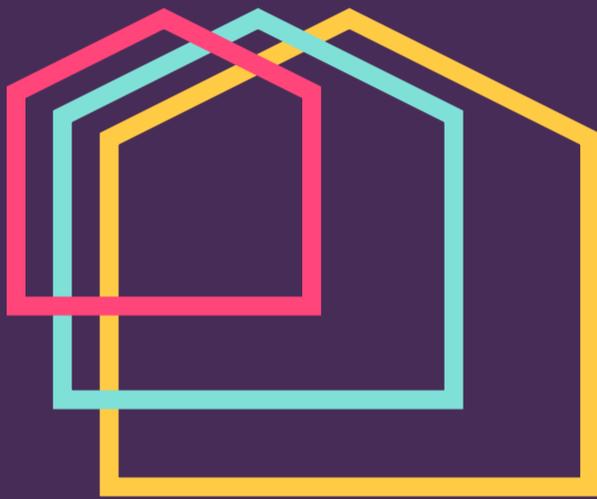
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## COVER STORY

BY TAN AI LENG



owning a property can be more than a home or an investment. For former restaurateur who only wants to be known as Adam, the double-storey terraced house he had owned came

to his rescue when he was in financial trouble.

Now a Grab driver, Adam revealed he was heavily in debt after his business took a turn for the worse and had to be shut down two years ago. The income as a Grab driver was rather lucrative but after repaying the monthly instalment of his personal loan which he had taken for his business, he only has enough to pay for his and his wife's monthly expenses.

"My wife then suggested we sell off our only property to clear my debts. It was a hard decision, but now I am relieved I made that decision," he says.

**Refinancing a home loan means replacing the current one with a new one and it only makes sense to do so if the new one offers greater benefits than the existing one such as lower interest rates, shorter mortgage terms or is more flexible.**

The double-storey leasehold terraced house in Kota Damansara, which he bought at RM230,000 around 15 years ago was sold at RM800,000 in 2019 slightly below his asking price of RM850,000. After using around 60% of the proceeds to clear his debts, he still has some savings left for future rainy days.

"I can't imagine how I would have coped otherwise. Now at least with everything settled, I do not have to worry and just focus on my job," said Adam.

Although selling your one and only property can save you when you are cash-strapped, you may not need to resort to that. One could first try to ease cash flow by refinancing the property.

Refinancing a home loan means replacing the current one with a new one and it only makes sense to do so if the new one offers greater benefits than the existing one such as lower interest rates, shorter mortgage terms or is more flexible.

Top Mortgage Solution Sdn Bhd senior mortgage consultant Ken Ng Teck Ken says refinancing is one common way for businessmen to conserve cash for future investments.

Generally, people refinance their properties either to get more cash for personal or business use, or to save on loan interest when Bank Negara Malaysia lowers the Overnight Policy Rate, subsequently leading to banks reducing the base rate for loans.

"The current economic downturn has impacted local businesses. Since the end of

2019, we have noticed a rising number of enquiries on property refinancing as more people experience tight cash flows," Ng tells EdgeProp.my.

On average, Ng used to have around 15 appointments a month, mostly referral cases. But since early 2020, enquiries and appointments have surged by around 50% to 70% a month.

Mortgage agent Ethan Soon has also observed a rise in the number of people looking to refinance their properties for cash especially since the Covid-19 outbreak earlier this year which has affected businesses through the entire value chain.

"Unlike two years ago, people refinance to get funds for businesses, to reinvest in another property, or for children's education. Now, more people are actually looking for refinance because they are just short of cash," says Soon, who is a former mortgage banker.

### Be prepared for less than what you expect

Indeed, refinancing is a good way to cash out as it saves one the hassle of moving out and looking for buyers, but more importantly, it is a way to obtain funds without having to dispose of a property we intend to keep.

# More turning to PROPERTY REFINANCING FOR CASH



ETHAN SOON



Soon: There has been a rise in the number of people looking to refinance their properties for cash since the Covid-19 outbreak.

However, owning a property worth over a million ringgit for instance, doesn't mean we could acquire a loan of a similar amount as repayment ability is still the banks' main consideration, say the mortgage loan consultants.

If we refinance our only property, there is a higher chance we could get a 90% refinancing loan based on the bank's valuation of the property, meaning, for a property that has a bank valuation of RM1 million, we could get RM900,000, explains Soon.

However, for the second or third property, the refinancing loan could probably only reach around 70% or 80% of the property value, based on the bank valuation.

Citing the same example, Soon says for a RM900,000 refinance loan (repayment period of 30 years with an interest rate of 4.25% for instance), the monthly repayment will be around RM4,500.

"A bank would only approve the refinancing application if the borrower could 'afford' the monthly repayment after deducting other commitments such as hire purchase and credit card loan, or other mortgage loans, if any," he points out.

Besides refinancing, property owners could also consider a top-up loan — an additional loan on top of the current mortgage outstanding balance where the loan amount is based on the appreciated market value of the borrower's collateral.

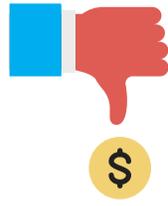
The application and approval of a top-up loan is easier and quicker than a refinancing loan. For the former, it will probably take one week to approve the application and money will be disbursed within a month or two, as it's a transaction within the same lending bank.

Similarly, the amount of top-up loan we could obtain also depends on our income and personal commitments. After all, banks will not lend what we could not afford to repay.

## Pros and cons of property refinance



- Easy way to obtain funds
- Can continue to own the property
- Mortgage loan has lower interest rate compared with personal loan



- Longer repayment period than personal loan
- Not suitable for emergencies as the process takes at least three months
- May not get the desired loan amount

## When is the right time to refinance?

For many, property refinancing means another mountain of debt to scale. Thus, it is typically viewed as the final resort when in trouble.

However, Ng from Top Mortgage Solution says refinancing could be considered as a tool to accumulate wealth and not merely when one needs cash. After all, banks always prefer borrowers with stable incomes and good credit scores.

“Many people would only turn to refinancing when they have cash flow problems or have already missed their monthly loan repayments. This actually lowers their chances of getting a better deal,” he explains.

The best timing to refinance our property is therefore when we are financially stable and proper financial



planning is crucial to determine the right timing.

“When we foresee a potential cash flow problem, we could opt for property refinance to strengthen our financial position. For those looking for investment opportunities, refinance could be a source of

funds to accumulate wealth.

“The good thing about property refinancing is the lower interest rate compared to a personal loan, and we could opt for early settlement when we have the financial capability,” says Ng.

He adds that property refinancing also offers an opportunity for us to restructure our borrowings through debt consolidation.

This means we could “bundle up” the personal loans and hire purchase loans by using our property as collateral to refinance. By doing so, we could leverage the low interest rate advantage of mortgage loans to repay other bank loans.

However, the opportunity cost will be time as it takes over 10 years to repay the mortgage loan, notes Ng.

## Only for long-term owners

Although property refinancing could be a good way to generate cash, Soon reminds us that only property owners who have held the property for over 10 years could enjoy the benefits of refinancing.

Based on his observation, capital appreciation rates of properties generally double every 10 years hence he adds, it will not be wise to refinance properties owned for fewer than 10 years, unless the property is in high demand and is seeing high capital appreciation.

One must also consider the borrowing costs for refinance, such as property valuation fees and legal fees for loan agreements which have to be paid by borrowers. This will cost around RM10,000 to RM20,000 depending on the loan amount. It will cost you less than RM10,000 for a top-up loan with the same lending bank.

“These are all the costs that we need to consider if we are looking at refinancing. It’s not advisable to take up refinancing if we couldn’t get at least RM100,000 cash, after deducting all the cost and mortgage loan settlement, as a new loan [refinancing] means a longer repayment period,” Soon explains.

Meanwhile, Ng adds that the appli-

cation for property refinancing — from submission, approval and settlement to loan disbursement, normally takes around three to six months. For individuals who are in urgent need, they might need to rethink refinancing.

“Three months is when the house is fully redeemed [with no mortgage loan]. For a property with a mortgage loan, normally it will take around six months to conclude the deal,” Ng adds.

Although property refinancing has its complications, mortgage loan consultants still see property as a good investment asset.

“It’s a cliché, but property investment is a long-term game. As long as we could purchase the property at a reasonable price — of course the lower the better — and hold it for over 10 years, it could serve as an investment tool,” notes Ng.

For Adam, who is now living in a rented house, he is keen at looking for a good bargain in a slow market despite the uncertainties ahead.

“As long as it’s not for speculation, I think it’s fine. To me, buying property has multiple purposes — for savings, for shelter and yes, for cash when you need it,” he says.

TOP MORTGAGE SOLUTION



Ng: Enquiries and appointments for property refinancing have surged 50% to 70% a month since January.

## Example of property refinancing for cash

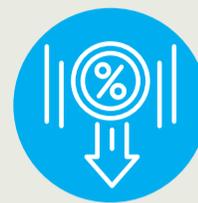
Mr A has been paying **RM2,000 a month** to service an existing housing loan. He still has **RM180,000** outstanding to be paid. The property's value is now **RM700,000**.

He decides to **refinance** and the new mortgage amount is **RM560,000**. After settling the existing loan outstanding sum of RM180,000, Mr A will get a cash-out of **RM380,000\***.

\*The calculation does not include borrowing costs.



## Why refinance



**Lower interest rate which means lower monthly instalments**



**Shorter loan tenure which could mean savings on total interest**



**To get some cash for other needs depending on how much the value of the property has appreciated**



**To change from a flexi loan to a fixed rate loan or vice versa depending on the interest rate environment**

## How to refinance

2+2.99



- 1 Make sure you are no longer bound by the existing mortgage **lock-in period**
- 2 Look for the **best refinancing package** including the bank where the current mortgage is
- 3 Prepare the documents:
  - a. Six months **salary slips** (some banks request for only three months)
  - b. Latest Employees' Provident Fund (**EPF**) statement
  - c. **Documents** related to property ownership (sale and purchase agreement or the property title)
- 4 **Prepare funds** for the fees involved in the processing of the new loan





# Know the Types of RESOLUTION(S) under SMA

BY DATUK CHANG KIM LOONG



The Strata Management Act 2013 (SMA) came into force in June 2015. It is a convoluted and intricate legislation with a lot of untested areas. Here, we discuss the various types of resolutions under the SMA which is one of the more common queries the National House Buyers Association (HBA) has been inundated with.

Property owners are often confused with the various types of resolutions. It is important to appreciate that, pursuant to the SMA, there are four types of resolutions namely Ordinary Resolution, Special Resolution, Comprehensive Resolution and Unanimous Resolution. These resolutions require different threshold of votes in order for it to be carried. This is because certain matters have long lasting effect to a stratified development and therefore require a clearer mandate.

An **Ordinary Resolution** generally requires at least 14 days' notice and is carried if supported by a simple majority of votes cast. This is the most common method whereby a decision can be made during a general meeting and is applicable to Joint Management Body (JMB), Management Corporation (MC) and subsidiary Management Corporation (Sub MCs).

A **Special Resolution** requires a longer notice period of at least 21 days and is considered passed if it receives at least three-quarters of valid votes cast in a general meeting by a show of hands, or, if a poll is taken, by a majority consisting of not less than three-quarters in number of the valid votes cast (section 2 of the SMA).

A Special Resolution is required when a management body wishes to make or amend a by-law pursuant to section 70 of the SMA, or when a JMB or MC pursuant to section 98 of the SMA wishes to insure against other risks other than those in a

building fire insurance policy as stated in section 93 of the SMA. The Special Resolution is also applicable to Sub MCs.

On the other hand, a **Unanimous Resolution** requires every valid vote cast at the general meeting by a show of hands, or by every valid vote cast if a poll is conducted (section 2 of the SMA), for it to be carried. The notice period requires at least 21 days. This type of resolution is relevant when an MC pursuant to section 74 of the SMA wishes to acquire land outside the lot or to grant or accept the burden or benefit of an easement on the lot. Hence, it is only applicable to an MC.

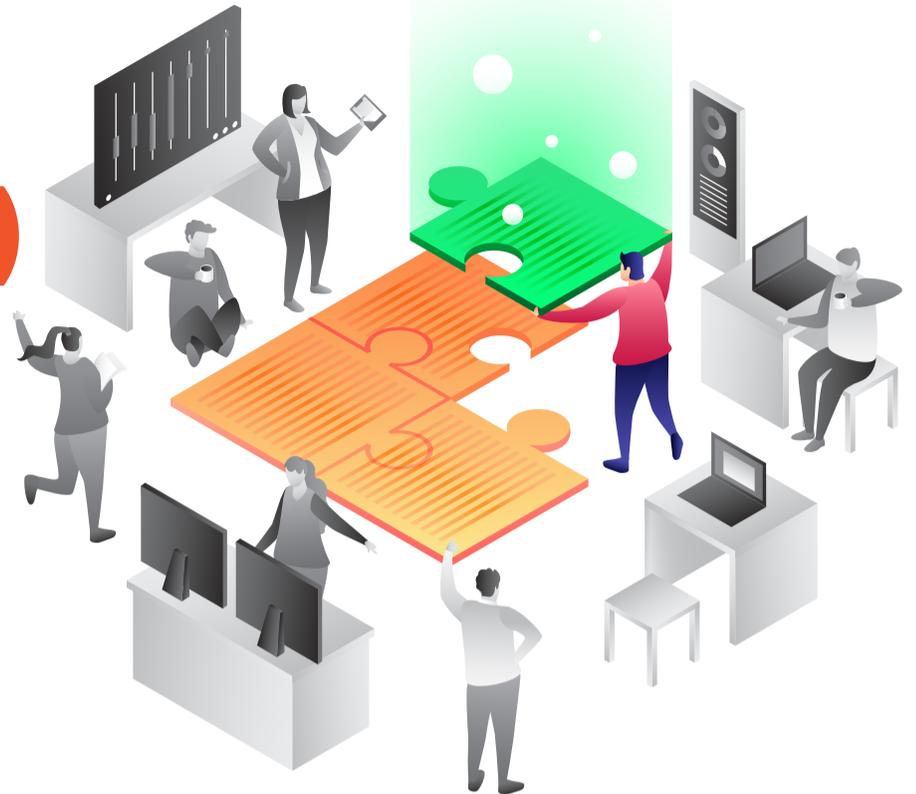
A **Comprehensive Resolution** requires a longer notice period of at least 30 days before the general meeting which the resolution will be considered. The votes will be cast by poll over a period of 60 days (section 2 of the SMA). At the end of 60 days, the votes will be counted and the Comprehensive Resolution is only carried if the valid votes cast for the resolution is at least two-thirds of the aggregate share units of all the parcels in the stratified development. This type of resolution is applicable when a decision is needed to create a Sub MC and limited common property pursuant to section 17A of the Strata Titles Act 1985. Hence, it is only applicable to an MC only.

## Requisition for motion

Another popular query is about when is it a suitable time to submit a motion to be proposed, discussed and voted upon during a general meeting. Paragraph 13, Second Schedule of the SMA, reads as follows:-

### Requisition for motions to be included on agenda for general meeting

- (1) Any proprietor may, by notice in writing deposit at the registered office of the management corporation not less than seven days before the time for holding the meeting, require inclusion of a motion as set out in such notice in the agenda of the next general meeting



- of the management corporation.
- (2) Upon receipt of the notice under subparagraph (1), the management committee shall include the motion in the agenda of next general meeting, and the notice of the motion shall be displayed on the notice board of the management corporation."

The words 'next general meeting' in this provision appears to render the provision ambiguous. However, it will not be so ambiguous if it is read in conjunction with paragraph 12, Second Schedule of the SMA, as shown below:-

### Notice of general meeting

- (1) At least fourteen days' notice of any general meeting shall be given to every proprietor.
- (2) Every notice for a general meeting shall include but not be limited to the following:
  - a. the place, date and time for the meeting;
  - b. each proposed resolution to be considered at the meeting; and
  - c. a notification to each proprietor of his voting rights and that he may vote in person or by proxy at the meeting.
- (3) In the case of an annual general meeting, the notice in subparagraph (2) shall also—
  - a. be accompanied by a copy of the minutes of the last annual general meeting;
  - b. be accompanied by a copy of the audited accounts together with the auditor's report on the accounts of the management corporation; and
  - c. specify any other matters to be considered at the meeting.
- (4) No motion shall be submitted at a general meeting unless—
  - a. notice of the motion has been given in accordance with this paragraph; or
  - b. the motion is a motion to amend a motion of which notice has been so given."

Any property owner who requires inclusion in the agenda of the MC's next general meeting may serve a notice in writing to the MC and if at the time of the submission of the written request, notices have been given in respect of an upcoming general meeting, the said motion shall only be included in the agenda of the following general meeting.

The rationale is that if new inclusions into an agenda are allowed after the notices of general meeting have been served, owners who did not attend the meeting may not be aware of the additional motion requested.

It is also to avoid submission of contentious motions in hopes that they will be carried without the knowledge of non-attending owners.

Until our Parliament amends the law or the Courts of Law further clarifies on this issue, HBA will take the view that no new fresh motion will be allowed unless there is at least 14-day notification to every owner. Of note is that, the SMA does not prohibit owners from submitting fresh motions at any time of the year even in the absence of any notice convening a general meeting.

## Rejection of motion submitted by owners

Can the management body refuse to include a motion submitted by owners, into the agenda of the next general meeting?

Paragraph 13(2) of the Second Schedule shows that it is mandatory for the management body to include a motion submitted by the owners into the agenda of the next general meeting. This also applies to a motion to amend any existing motions as set out in the agenda of the notice for the upcoming general meeting.

## Deciding matters at general meeting by poll

There are also queries whether a demand for a poll in deciding matters during general meeting needs to be agreed by the majority of the persons entitled to vote. Paragraph 17(1), Second Schedule of the SMA provides that it is sufficient for one owner to demand for a poll hence there is no requirement for the majority to agree.

Similarly, pursuant to paragraph 17(4), Second Schedule of the SMA, the demand for poll can only be withdrawn by the person who makes the demand.

It is expected more uncertainties or lacuna in the SMA and its Regulations will arise, be argued, tested and clarified by the Courts of Law. HBA has made proposals for the amendments to the SMA and Regulations in view of the many existing uncertainties. Hopefully, the ambiguities in the strata management legislations can be resolved shortly.

TYPES OF RESOLUTIONS	REQUIREMENTS	PURPOSE
<b>Ordinary Resolution</b>	<ul style="list-style-type: none"> <li>notice period of at least 14 days</li> <li>simple majority by show of hands or by poll</li> </ul>	<ul style="list-style-type: none"> <li>All matters other than those required to be carried by Special, Comprehensive and Unanimous resolutions</li> </ul>
<b>Special Resolution</b>	<ul style="list-style-type: none"> <li>notice period of at least 21 days</li> <li>if by a show of hands, at least three-quarters of valid votes cast</li> <li>if by poll, not less than three-quarters of the valid votes cast</li> </ul>	<ul style="list-style-type: none"> <li>make or amend additional by-law</li> <li>to insure against risks other than those in a building fire insurance policy as stated in section 93 of the SMA</li> </ul>
<b>Comprehensive Resolution</b>	<ul style="list-style-type: none"> <li>notice period of at least 30 days</li> <li>votes will be cast by poll over a period of 60 days after general meeting; and</li> <li>carried if the total valid votes for the resolution is at least two-thirds of the aggregate share unit.</li> </ul>	<ul style="list-style-type: none"> <li>to create Sub MC and limited common property</li> </ul>
<b>Unanimous Resolution</b>	<ul style="list-style-type: none"> <li>notice period of at least 21 days</li> <li>every valid vote cast at the general meeting by show of hands or by poll</li> </ul>	<ul style="list-style-type: none"> <li>to acquire land outside the lot</li> <li>to grant or accept the burden or benefit of an easement on the lot</li> </ul>



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](mailto:info@hba.org.my)  
**Website:** [www.hba.org.my](http://www.hba.org.my)  
**Tel:** +6012 334 5676

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## SPOTLIGHT



Commercial



Residential

## Properties for sale and rent



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**RM600,000****Bandar Mahkota Cheras, Cheras, Selangor****Type:** Terraced house **Tenure:** Freehold  
**Built-up:** 1,080 sq ft **Land size:** 2,196 sq ft  
**Bedroom:** 4 **Bathroom:** 3**Zuraidah** (REN 17983)LEGACY REAL PROPERTY SDN BHD (E (I) 1925)  
☎ +6019 221 5106**RM730,000****Maxwell Towers, Petaling Jaya, Selangor****Type:** Condominium **Tenure:** Freehold  
**Built-up:** 1,861 sq ft **Land size:** NA  
**Bedroom:** 3 **Bathroom:** 3**Yoong Shiun Yan** (PEA 1320)HARTAMAS REAL ESTATE (MALAYSIA) (E (I) 1439)  
☎ +6019 288 2356**RM3,500,000****Bukit Jelutong, Selangor****Type:** Semidee house **Tenure:** Freehold  
**Built-up:** 5,118 sq ft **Land size:** 6,097 sq ft  
**Bedroom:** 6 **Bathroom:** 7**Winy Su** (REN 00355)TECH REALTORS PROPERTIES SDN BHD (E (I) 1492)  
☎ +6017 298 1800**RM790,000****Damansara Foresta, Bandar Sri Damansara, Selangor****Type:** Condominium **Tenure:** Freehold  
**Built-up:** 1,425 sq ft **Land size:** NA  
**Bedroom:** 4 **Bathroom:** 3**Wenda Tee** (REN 31380)REAPFIELD PROPERTIES (HQ) SDN BHD (E (I) 0452)  
☎ +6013 348 9163**RM7,500,000****Temasya Alpine, Glenmarie, Selangor****Type:** Factory **Tenure:** Freehold  
**Built-up:** 8,458 sq ft **Land size:** 14,717 sq ft**Victor Lim** (REN 09135)CBD PROPERTIES SDN BHD (E (I) 1197)  
☎ +6019 280 2788

## RENTED FOR

**RM68,000/mth** (RM0.57 psf)**Factory, Port Klang, Selangor****Concluded by: Norman Soo** (REN 20639)  
of CID Realtors Sdn Bhd (+6017 309 0128)  
**When:** January 2020

DONE DEAL

## Noteworthy

- Leasehold
- Detached unit
- Land area: 117,518 sq ft; built-up: 9,999 sq ft
- Easy access to the New North Klang Straits Bypass (Shapadu); 5km to North Port; 7km to Port Klang

As the largest port in Malaysia, there is always good demand for warehouses or factories near Port Klang which is only 6km away from Klang town and 38km from Kuala Lumpur, according to Norman Soo from CID Realtors Sdn Bhd who concluded the rental of this factory unit in the Selat Klang Utara industrial area.

The area is about six minutes' drive to the North Port Terminal. The owner had purchased the property 10 years ago and has been leasing out the space for rental returns.

"The return on investment (ROI) of this factory is around 7% a year," said Soo.

The new tenant is a foreign firm in the manufacturing and exporting business. It chose this unit as it offers two entrances and exits as well as ample storage space.

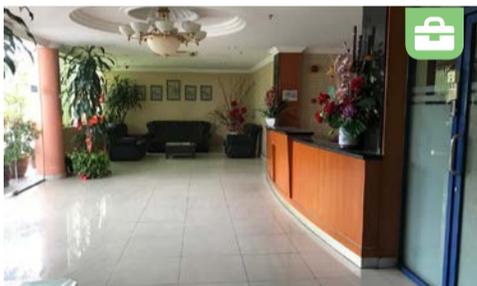
"Renting an industrial unit as factory and warehouse near

the terminals will help to save transportation cost for the company," offered Soo.

There were 83 industrial unit rental listings in Port Klang on EdgeProp.my asking for an average rental of RM127,197 per month or RM0.91 psf as at June 2020. There were also 59 sale listings of industrial units in Port Klang with an average asking price of RM16.98 million or RM189 psf.

In 2019, 19 factory units in Port Klang were sold at an average transacted price of RM5.71 million or RM284 psf.

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.

**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 (I) 1197/8)  
☎ +6012 851 1491**RM35,000,000****Klang, Selangor****Type:** Factory **Tenure:** NA  
**Built-up:** 90,000 sq ft **Land size:** 130,680 sq ft**Tay Yen Sing** (REN 29659)TECH REALTORS PROPERTIES SDN BHD (E (I) 1492)  
☎ +6012 335 0520**RM55,000,000****Plaza 63, Sungai Besi, Kuala Lumpur****Type:** Commercial complex **Tenure:** Leasehold  
**Built-up:** 172,544 sq ft **Land size:** 20,480 sq ft**SP Lee** (REN 40386)REAPFIELD PROPERTIES (HQ) SDN BHD (E (I) 0452)  
☎ +6018 382 9338**RM550,000****D'Aman Crimson, Ara Damansara, Selangor****Type:** Condominium **Tenure:** Freehold  
**Built-up:** 1,155 sq ft **Land size:** NA  
**Bedroom:** 3 **Bathroom:** 2**Siew Lee Tan** (REN 01666)TECH REALTORS PROPERTIES SDN BHD (E (I) 1492)  
☎ +6012 458 3016**RM1,980,000****Taman Tun Dr Ismail, Kuala Lumpur****Type:** Terraced house **Tenure:** Freehold  
**Built-up:** 2,000 sq ft **Land size:** 2,000 sq ft  
**Bedroom:** 5 **Bathroom:** 3**Sharifah** (REN 05245)KIM REALTY (E (3) 0211)  
☎ +6012 627 9011**Norman Soo**  
017 309 0128**RM59,000/mth****Bandar Sultan Sulaiman Tanjung Harapan, Port Klang, Selangor****Type:** Factory **Tenure:** Leasehold  
**Built-up:** 56,000 sq ft **Land size:** 87,120 sq ft**Norman Soo** (REN 20639)CID REALTORS SDN BHD (E (I) 1855)  
☎ +6017 309 0128**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



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**SPOTLIGHT**

Commercial



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**RM980,000****Bangi Avenue, Bangi, Selangor**

**Type:** Terraced house **Tenure:** Freehold  
**Built-up:** 2,200 sq ft **Land size:** 4,479 sq ft  
**Bedroom:** 4 **Bathroom:** 4

**Mohd Syam** (REN 15084)

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

**RM2,180,000****Medan Damansara, Damansara, Kuala Lumpur**

**Type:** Terraced house **Tenure:** Freehold  
**Built-up:** 3,046 sq ft **Land size:** NA  
**Bedroom:** 6 **Bathroom:** 4

**May Leong** (E 2769)

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

**RM3,700,000****Damansara Heights, Damansara, Kuala Lumpur**

**Type:** Bungalow **Tenure:** NA  
**Built-up:** 3,700 sq ft **Land size:** 6,800 sq ft  
**Bedroom:** 4 **Bathroom:** NA

**May Leong** (E 2769)

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

**RM710,000****D'Demang @ Seri Kembangan, Puchong South, Selangor**

**Type:** Terraced house **Tenure:** Leasehold  
**Built-up:** 1,840 sq ft **Land size:** 1,300 sq ft  
**Bedroom:** 4 **Bathroom:** 3

**Lue** (REN 18679)

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

**RM35,000,000****Jenjarom, Kuala Langat, Selangor**

**Type:** Factory **Tenure:** Freehold  
**Built-up:** 80,000 sq ft **Land size:** 174,240 sq ft

**Kheng Fatt** (REN 04422)

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

**RM1,200,000****Jade Hills, Kajang, Selangor**

**Type:** Semidee house **Tenure:** Freehold  
**Built-up:** 3,300 sq ft **Land size:** 3,375 sq ft  
**Bedroom:** 5 **Bathroom:** 6

**Justin Lee** (REN 32527)

FULL HOMES REALTY SDN BHD (E (1) 1501/8)  
☎ +6016 618 9568

**SOLD FOR****RM2.6 million** (RM525.15 psf)**DONE DEAL****D'Villa Botany, 2-storey semidee house, Kota Damansara, Selangor**

**Concluded by:** Ann Soh (REN 03232)  
of Metro Rec Sdn Bhd (+6018 369 8650)  
**When:** December 2019

**Noteworthy**

- Leasehold
- Land area: 4,951 sq ft; built-up: 5,151 sq ft
- Five bedrooms; five bathrooms
- Fully furnished unit
- Walking distance to NSK Trade City (around 750m), 2.5km to Dataran Sunway, Giant Hypermarket, Sunway Giza Mall, 4km to Segi University Kota Damansara and Thompson Hospital Kota Damansara
- Easy access to the New Klang Valley Expressway (NKVE) and Persiaran Surian

D'Villa Botany is located at Jalan Kenyalang in Kota Damansara behind the popular grocery and household goods retail store NSK Trade City.

Developed by Sunway Integrated Properties Sdn Bhd, it is one of the earliest gated and guarded residential developments in Kota Damansara. Landed homes at D'Villa Botany offer large land areas.

According to Ann Soh from Metro Rec Sdn Bhd who concluded the deal, Kota Damansara has become one of the most sought-after addresses in Petaling Jaya for its proximity to various amenities and major business hubs such as Mutiara Damansara, Damansara Uptown and Bandar Utama.

"The seller of this semidee home had fully renovated and extended the house by another 951 sq ft in built-up size making the house even

more spacious. However, he has retired and the children have moved out so, he decided to sell the house and live in a condominium," said Soh.

Considering the renovations and extension carried out, Soh reckoned this is a good deal. "The buyer was happy not only because no renovations were required but also because it is well-maintained," she said.

EdgeProp.my data showed that there were four transactions of semidee homes in Kota Damansara in 2019, sold at an average price of RM2.42 million or RM467 psf. From 2015 to 2018, there were 25 semidees that were sold here for between RM261 and RM551 psf.

As at early June 2020, there were six semidee homes listed for sale on EdgeProp.my with the average asking price at RM2.74 million or RM563 psf.

**RM500,000****Subang Bestari, Selangor**

**Type:** Terraced house **Tenure:** Leasehold  
**Built-up:** 2,224 sq ft **Land size:** 2,445 sq ft  
**Bedroom:** 5 **Bathroom:** 5

**Kalthum Samad** REN 25404

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

**RM22,000/mth****Section 51, Petaling Jaya, Selangor**

**Type:** Factory **Tenure:** Leasehold  
**Built-up:** 20,000 sq ft **Land size:** 9,300 sq ft

**Josephine Tan** (REN 05324)

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

**RM450,000,000****Jalan Loke Yew, Cheras, Kuala Lumpur**

**Type:** Commercial Complex **Tenure:** NA  
**Built-up:** 560,000 sq ft  
**Land size:** 704,915 sq ft

**Jimmy Ng** (REN 02015)

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

**RM2,888,000****Tanarimba, Janda Baik, Pahang**

**Type:** Bungalow **Tenure:** Leasehold  
**Built-up:** 6,485 sq ft **Land size:** 44,793 sq ft  
**Bedroom:** 3 **Bathroom:** 4

**Jennifer Yap** (REN 01757)

REAPFIELD PROPERTIES (HQ) SDN BHD (E(1)0452)  
☎ +6012 324 0238

**RM25,068,000****Puchong, Selangor**

**Type:** Land **Tenure:** Freehold  
**Built-up:** NA **Land size:** 126,590 sq ft

**James Lee** (PEA2496)

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

**RM1,550,000****Bukit Rahman Putra, Selangor**

**Type:** Bungalow **Tenure:** Freehold  
**Built-up:** 3,600 sq ft **Land size:** 7,007 sq ft  
**Bedroom:** 7 **Bathroom:** 8

**Irene Wan** (REN 15703)

PROPnex REALTY SDN BHD (E (1) 1800)  
☎ +6016 233 9488

## SPOTLIGHT

Properties for **sale** and **rent**

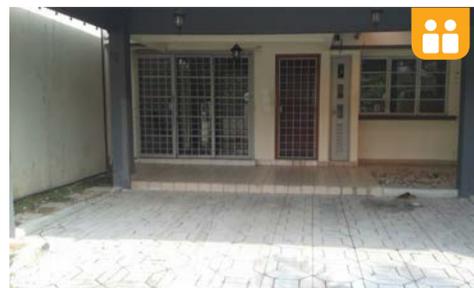
Commercial



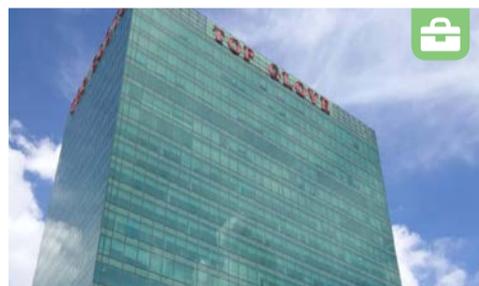
Residential



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

**RM1,150,000****Denai Alam, Selangor****Type:** Terraced house **Tenure:** Freehold  
**Built-up:** 3,300 sq ft **Land size:** 2,960 sq ft  
**Bedroom:** 5 **Bathroom:** 5**Hanif Kasmani** (REN 38092)MAXXAN REALTY SDN BHD (E (1) 1766)  
☎ +6010 404 0345**RM2,700/mth****The Fennel, Sentul, Kuala Lumpur****Type:** Condominium **Tenure:** Freehold  
**Built-up:** 1,186 sq ft **Land size:** NA  
**Bedroom:** 3 **Bathroom:** 3**Fong Tan** (REN 38422)REAL ESTATE FINDERS (MY) SDN BHD (E (1) 1516)  
☎ +6012 370 9874**RM850,000****USJ, 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)  
☎ +6017 212 3948**RM2,800/mth****SkyLuxe On The Park, Bukit Jalil, Kuala Lumpur****Type:** Condominium **Tenure:** Freehold  
**Built-up:** 1,087 sq ft **Land size:** NA  
**Bedroom:** 3 **Bathroom:** 2**Chris Chiam** (REN 27288)

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

**RM1,320,000****Residensi Sefina, Mont'Kiara, Kuala Lumpur****Type:** Condominium **Tenure:** NA  
**Built-up:** 1,333 sq ft **Land size:** NA  
**Bedroom:** 3 **Bathroom:** 2**Carmen Teoh** (REN 27223)IQI REALTY SDN BHD (E (1) 1584)  
☎ +6012 303 3133**RM525,000****Taman Putra Prima, Puchong, Selangor****Type:** Terraced house **Tenure:** Freehold  
**Built-up:** 1,274 sq ft **Land size:** NA  
**Bedroom:** 4 **Bathroom:** 3**Carmen Teoh** (REN 27223)IQI REALTY SDN BHD (E (1) 1584)  
☎ +6012 303 3133**RM923,510****Bangi Golf Resort, Bangi, Selangor****Type:** Residential land **Tenure:** Leasehold  
**Built-up:** NA **Land size:** 11,890 sq ft**Asyran Laidin** (PEA 2350)IREAL PROPERTY SDN BHD (E (1) 1747)  
☎ +6012 429 9573**RM3,200,000****Casabella, Kota Damansara, Selangor****Type:** Bungalow **Tenure:** Leasehold  
**Built-up:** 5,000 sq ft **Land size:** 4,000 sq ft  
**Bedroom:** 6 **Bathroom:** 6**Ann Soh** (REN 03232)METRO REC SDN BHD (VE (1) 0376/1)  
☎ +6018 369 8650**RM4,900/mth****Kiaramas Ayuria, Mont'Kiara, Kuala Lumpur****Type:** Condominium **Tenure:** Freehold  
**Built-up:** 1,605 sq ft **Land size:** NA  
**Bedroom:** 4 **Bathroom:** 4**Angelia Kong** (REN 03495)FIRST REALTORS AGENCY (E (3) 0788)  
☎ +6017 292 3977**RM20,924/mth****Top Glove Tower, Shah Alam, Selangor****Type:** Office space **Tenure:** NA  
**Built-up:** 4,452 sq ft **Land size:** NA**Amy Wong** (REN 30799)IQI REALTY SDN BHD (E (1) 1584)  
☎ +6018 354 0010**RM6,500/mth****Tijani 2 North, Kenny Hills, Kuala Lumpur****Type:** Condominium **Tenure:** Freehold  
**Built-up:** 2,943 sq ft **Land size:** NA  
**Bedroom:** 4 **Bathroom:** 4**Ain Nabila** (REN 39738)CBD PROPERTIES SDN BHD (E (1) 1197)  
☎ 6011 26477114**RM4,600,000****One KL, KLCC, Kuala Lumpur****Type:** Condominium **Tenure:** Freehold  
**Built-up:** 3,285 sq ft **Land size:** NA  
**Bedroom:** 3 **Bathroom:** 4**Ian Tang** (REN 22803)REAPFIELD PROPERTIES (HQ) SDN BHD (E (1) 0452)  
☎ +6018 278 3154**RM11,888,888****Jalan Klang Lama, Kuala Lumpur****Type:** Land **Tenure:** Freehold  
**Built-up:** NA **Land size:** 30,268 sq ft**James Lee** (PEA2496)LEADERS REAL ESTATE (E (3) 1204)  
☎ +6010 773 0073**RM1,500/mth****Eco Majestic, Semenyih, Selangor****Type:** Shop **Tenure:** NA  
**Built-up:** 1,560 sq ft**Jessica Tung** (REN 05827)PROPnex REALTY SDN BHD (E (1) 1800)  
☎ +6012 381 7783**RM7,000,000****Jelebu, Negeri Sembilan****Type:** Industrial land **Tenure:** Freehold  
**Built-up:** NA **Land size:** 4 acres**Joanne Soh** (REN 13124)CBD PROPERTIES SDN BHD (E (1) 1197)  
☎ +6012 297 6506**RM850,000****Elmina East @ Denai Alam, Shah Alam, Selangor****Type:** Terraced house **Tenure:** Freehold  
**Built-up:** 2,399 sq ft **Land size:** 2,063 sq ft  
**Bedroom:** 5 **Bathroom:** 4**Juzri** (REN 35407)HUNT PROPERTIES (BANGI) SDN BHD (E (1) 1498/3)  
☎ +6016 220 6104