

## SPOTLIGHT



## THIS WEEKEND'S SPOTLIGHT: NEW LAUNCH @ CITY OF ELMINA

18 & 19 JULY 2020



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Property

Sime Darby Property Berhad  
197301002148 (15631-P)

Elmina Hijauan Dua Fasa A - EG3A | No. of Units: 218 | Type: 2-Storey Terrace House | Expected Date of Completion: July 2022 | Land: Free from Encumbrances | Tenure of Land: Freehold | Developer's License No.: 13017-28/02-2022/0107(L) | Validity: 06/02/2020-05/02/2022 | Advertising & Sales Permit No.: 13017-28/02-2022/0107(P) | Validity: 06/02/2020-05/02/2022 | Appropriate Authority which Approves the Building Plans: Majlis Bandaraya Shah Alam | Reference No.: MBSA/BGN/BB/600-1(PB)/SEK.U17/0096-2019 | Developed by: Sime Darby Property (City of Elmina) Sdn. Bhd. 199301028527, 10th Floor, Block G, No.: 2 Jalan PJU 1A/7A, Ara Damansara, 47301 Petaling Jaya, Selangor | Selling Price: RM776,888 (Min), RM1,754,860 (Max) | 7% Bumiputra Discount (Quota applies).  
Elmina Hijauan Dua Fasa B - EG3B | No. of Units: 194 | Type: 2-Storey Terrace House | Expected Date of Completion: July 2022 | Land: Free from Encumbrances | Tenure of Land: Freehold | Developer's License No.: 13017-29/02-2022/0155(L) | Validity: 19/02/2020-18/02/2022 | Advertising & Sales Permit No.: 13017-29/02-2022/0155(P) | Validity: 19/02/2020-18/02/2022 | Appropriate Authority which Approves the Building Plans: Majlis Bandaraya Shah Alam | Reference No.: MBSA/BGN/BB/600-1(PB)/SEK.U17/0097-2019 | Developed by: Sime Darby Property (City of Elmina) Sdn. Bhd. 199301028527, 10th Floor, Block G, No.: 2 Jalan PJU 1A/7A, Ara Damansara, 47301 Petaling Jaya, Selangor | Selling Price: RM821,888 (Min), RM1,854,860 (Max) | 7% Bumiputra Discount (Quota applies).  
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# Shah Alam, mature industrial areas to see greater redevelopment

Mature industrial areas such as Shah Alam, Selangor are to see more redevelopment activities in the near future, said Knight Frank Malaysia executive director of capital markets Allan Sim (picture).

"Shah Alam is entering into an early transformation and redevelopment phase from a manufacturing-centric location to a modern urban logistics hub. The scarcity of industrial land within the mature and well-connected locale coupled with increasing demand for higher specification logistics facilities have propelled many landowners to capitalise on the trend to



redevelop their dated industrial premises," said Sim in a press release on the property consultancy's 'Real Estate Highlights 1st Half of 2020' report.

Sim noted that despite rising land prices in Shah Alam, there are still factors incentivising logistics players to look into the locality including Shah Alam's central location.

Notable upcoming redevelopment projects within Shah Alam include the former site of Advance Synergy by Mapletree and the 4.37-acre Xin Hwa site, both at Section 22; and the former FEC Cable site at Section 16. "To date, the largest redevelopment site in the locale encompasses the 71-acre former Chemical Company of Malaysia Bhd (CCM) facility," shared Sim.



Hicom Industrial Estate (top) and Premier Industrial Park in Shah Alam

PICTURES BY LOW YEN YEING | EdgeProp.my

## Process to occupy RTO homes delayed due to poor management

The occupancy process of the People's Housing Project (PPR) rent-to-own (RTO) scheme was delayed for up to 40 months due to poor management, the Auditor-General's Report 2018 Series 3 stated.

Although the RTO projects were completed within the stipulated period, Housing and Local Government Ministry took up to 866 days to hand over the finished projects to the National Housing Department for tenants to occupy.

The absence of standard operating procedures with regard to the handing-over process, as well as delays in the selection of tenants also made matters worse, thus preventing the target groups from enjoying the benefits of the programme.

The findings were from an audit conducted on five RTOs from eight PPR projects in August 2016 till December 2018.

## Civil servants not happy with quality of houses

Majority of house buyers under the civil servant housing scheme (PPAM) in Putrajaya are happy with the location and price of the houses, but not with their quality.

According to the Auditor General's Report 2018 Series 3, an audit analysis of feedback obtained from 535 respondents comprising residents of Pudina, Larai and Palma PPAM, found that 75.33% of them were not satisfied with the parking facilities while 47.62% were not happy with the elevator facilities, and this is supported by call-back reports showing 77 complaints on

## HOTLINES

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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>

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damage in two months.

The report also found that the management of complaints was inefficient because there were still unresolved complaints within the stipulated period, as well as issues on common areas and facilities.

## Michael Yam to be first Malaysian president of CIOB

Datuk Seri Michael Yam FCIQB has been appointed vice-president of the Chartered Institute of Building (CIOB)



on June 23, 2020. With its headquarters in Bracknell, the UK, CIOB is a professional body for construction management and leadership founded in 1834.

In 2022, Yam will become the 119th president of the CIOB, the first Malaysian and the second Asian to be elected to this position in CIOB's 188-year history.

His presidency tenure at CIOB will begin following Mike Foy OBE FCIQB, who will become CIOB president in 2021, and Beard Construction chairman Mark Beard FCIQB who assumed the post at the recent Members' Forum.

Yam owns more than 35 years' experience in the construction, real estate and corporate sectors.

## DBE Gurney to be called Lagenda Properties Bhd

DBE Gurney Resources Bhd which will soon be known as Lagenda Properties Bhd will be scaling up its affordable housing development arm by acquiring the developer of two housing projects.

The group said it would be buying Blossom Eastland Sdn Bhd which is developing Bandar Baru Setia Awan Perdana (BBSAP) and Lagenda Teluk Intan (LTI).

Currently, the group has a remaining aggregate gross development value of about RM2.1 billion, unbilled sales of RM514 million and landbank of around 1,200 acres to be developed.

"DBE will become one of the biggest affordable housing developers in Malaysia. With this significant milestone in DBE, I look forward to our bright future as we continue to work hard to bring the group to greater heights and create value for our shareholders," DBE managing director Datuk Jimmy Doh Jee Ming said.



## Selangor bans smoking, vaping and drinking at playgrounds, recreational parks

Selangor has announced a ban on smoking, vaping and drinking at all playgrounds and recreational parks throughout the state with immediate effect.

State Local Government, Public Transport and New Village Development Committee chairman Ng Sze Han said the ban came into force after the state government approved amendments to the Selangor Local Councils Park Bylaw 2005.

Anyone caught committing the offence can be fined RM1,000.



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**D**o not be penny wise and pound foolish when it comes to waterproofing your building. It may sound like an unnecessary and negligible task but reports have shown that waterproofing accounts for only 1% of a building's construction cost but when ignored, can be responsible for up to 90% of the cost of damages due to leaks!

When a proactive approach is not taken to address this issue early on, it will result in structural breakdowns, leaks and mould leading to expensive rectification works. This was one of the observations during site visits for the recently concluded EdgeProp Malaysia Best Managed and Sustainable Property Awards 2020 organised by EdgeProp Malaysia in partnership with Nippon Paint Malaysia.

So what happens when leaks are left unchecked over time? Besides damaging the paint on the walls and the wall itself, it will also cause ponding on ledges and sills leading to stains, delamination and fungi growth, thus creating health hazards for building occupants.

Malaysia's hot and humid climate encourages the growth of micro-organisms where there is trapped moisture. Fungi and other invisible enemies in the air can affect the health of those residing in the building as they can cause respiratory illnesses such as asthma attacks and other irritations and infections, especially for those who are more vulnerable like young children and the elderly.

Furthermore, stagnant water from water leaks is also the perfect breeding ground for mosquitoes leading to illnesses such as dengue fever. On top of that, ponding or pooling of water is especially dangerous when you have young children and the elderly moving about as the slippery surface can result in unwanted falls.

## Challenges in waterproofing

Waterproofing is a technical task that requires experts to make sure the solutions are applied in a correct manner. Without the correct surface preparation and application method, the waterproofing process might be jeopardised and cause further damage to the building.

For instance, to waterproof concrete walls or floors you must first ensure that the surface is clean and dry. Old paint must be removed from the surface and the area needs to be cleaned to ensure no dirt is left behind. If necessary, a warm water and soap mix can also be used to



The completed waterproofing works at Amber Court, Genting Highlands.



## Some waterproofing methods

### Liquid-applied membrane method

This liquid-based and fully bonded, monolithic coating is suitable for many roofing and waterproofing applications. It cures to form a rubber-like elastomeric waterproof membrane and can be applied on various substrates such as concrete and asphalt.



### Cementitious coating method

This cement-based modified with acrylic polymers method makes use of the polymers to improve elastic and adhesion properties while the cementitious materials provide the tensile strength. The coating prevents water ingress and makes the coating elastic.



### Sheet-type based membrane method

One of the most common types of sheet-based membranes is the bituminous waterproofing membrane. Arriving in the form of rolls, it has to be unfurled and laid on a firm surface before it is stuck to the substrate with a hot tar-based adhesive using blowtorches.

scrub off dirt from the walls and floors. Holes must be patched using hydraulic expanding concrete mix and a minimum of 24 hours of drying is needed before any waterproofing work is done.

It is also important to distinguish the difference between damp-proofing and waterproofing. Damp-proofing keeps moisture out of the surface while waterproofing keeps both liquid and moisture at bay.

When in doubt, get professional help. Waterproofing solutions provider such as Nippon Paint strives to help by providing its expertise and advice in the pre, during and post-waterproofing process.

## Solutions

Having worked closely with their counterparts in China with a long standing presence in the waterproofing industry backed by

knowledge and evolving technology, Nippon Paint has contributed to the completion of several iconic projects such as the Hong Kong-Zuhai-Macau Bridge and the Beijing-Shanghai High Speed Train.

Over the years, Nippon Paint has developed systems and products ranging from liquid applied, cementitious and sheet type of waterproofing membranes as well as accessory items for applications that require special care. Its myriad selection of waterproofing solutions for above ground wet areas and below ground structures bears testament to its efforts as the total coating solutions provider.

To specifically tackle leaks from complicated roofs that have lots of detailing, Nippon Paint offers several solutions. One is the Nippon LM ACR -- a breathable liquid applied waterproofing membrane which is air cured to form a seamless UV-durable, protective waterproof and decorative membrane. The Nippon LM ACR can also be used to prevent blistering issues.

Another solution for complicated roofs is the Nippon LM PUSIL which is also a liquid applied waterproofing membrane with an additional feature to treat rising damp in walls. It is resistant to rain wash-out and possesses excellent weather du-

## Consequences of not waterproofing your building



- 1 Structural breakdown**
- 2 Ponding at ledges and sills**
- 3 Stains, delamination and fungi growth**
- 4 Damages external wall painting**



- 5 Respiratory illness**
- 6 Slippery surfaces which can cause falls**

ability. Nippon LM PUSIL can be applied on various substrates and under conditions such as cold days and on damp or wet surfaces.

For simple roofs without much detailing, the Nippon SM BITUMEN S3000/S4000 -- a sheet formed waterproofing membrane, exhibits excellent mechanical strength, elasticity and durability. It is designed to be placed on top of concrete slabs, providing an economical efficient waterproofing solution to basements and concealed roofs.

These waterproofing solutions do not need complicated and expensive machinery to execute and are recognised for their good weather durability, attractive colours and chemical resistance. They can be applied to obtain the desired specified thickness in a single trowel application.

Depending on the type of surface and condition of the area, getting an expert to advice on the suitable waterproofing methods and surface preparation is vital so that the process can be done in the right way from the very start.

## Contact Nippon Paint for your waterproofing needs today.

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RESTAURANT



HOTEL



OFFICE



GYM



CLINIC

<sup>\*1</sup> Human coronavirus (HCoV-229E)  
• -Adhered virus (HCoV-229E) • [Testing organisation] China Electronic Product Reliability and Environmental Testing Research Institute • [Testing method] Measured the number of virus adhered to a cloth in an approximately 68L sized chamber box • [Inhibition method] nanoe™ released • [Test substance] Adhered virus  
• [Test result] Inhibited by 99% or more in 1 hour • [Test report No] J2003WT8888-00465 • [Test report date] 28 April 2020

<sup>\*2</sup> Feline coronavirus (Feline coronavirus)  
• -Adhered virus (Feline coronavirus) • [Testing organisation] Yamaguchi University Faculty of Agriculture • [Testing method] Measured the number of virus adhered to a cloth in an approximately 45L sized chamber box • [Inhibition method] nanoe™ released • [Test substance] Adhered virus • [Test result] Inhibited by 99% or more in 2 hours

<sup>\*3</sup> Indoor Ventilation  
• [http://www.kansensho.or.jp/sisetunai/2006\\_10\\_pdf/12.pdf#search=%27%E3%82%A6%E3%82%A4%E3%83%AB%E3%82%B9%E5%AF%BE%E7%AD%96+%E6%8F%98%E6%B0%97+%E6%99%82%E9%96%93%27](http://www.kansensho.or.jp/sisetunai/2006_10_pdf/12.pdf#search=%27%E3%82%A6%E3%82%A4%E3%83%AB%E3%82%B9%E5%AF%BE%E7%AD%96+%E6%8F%98%E6%B0%97+%E6%99%82%E9%96%93%27)

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BY RACHEL CHEW

**T**he Covid-19 pandemic has caught everyone off guard and while we lament the changes that it has brought to our lives, it has also on the other hand, given us new options in the way we choose to work and live. These will no doubt impact our perception of what constitutes a good property investment or a property that is able to maintain or see its value appreciate.

At EdgeProp Malaysia's Virtual Fireside Chat titled "Stop! Are you destroying your property value?" held on the evening of July 9, Architect Centre accredited building inspector and trainer Anthony Lee Tee, Muslim Real Estate Consultants Association of Malaysia (PEHAM) president Ishak Ismail and Chur Associates founder and managing partner Chris Tan discussed this topic and other issues raised during the Facebook Live session moderated by EdgeProp Malaysia editor-in-chief and managing director Au Foong Yee.

To Architect Centre's Lee, picking the right development or a development which is designed and built for sustainable or easy maintenance is the first step to ensuring a profitable property investment.

With the Covid-19 preventive measures including the Movement Control Order period (MCO), many especially strata property owners and commercial building owners such as malls and offices have come to realise that it is even more crucial now to have proper property management and maintenance as well as sufficient funds in place for any major breakdowns.

"A property that was designed not just for its appearance but that has also taken into consideration easy maintenance attributes can help sustain and even create value for the property in the long term because at the end of the day, the buyers are the ones who will have to fund the maintenance of the property," he said.

PICTURES BY LOW YEN YEING | EdgeProp.my



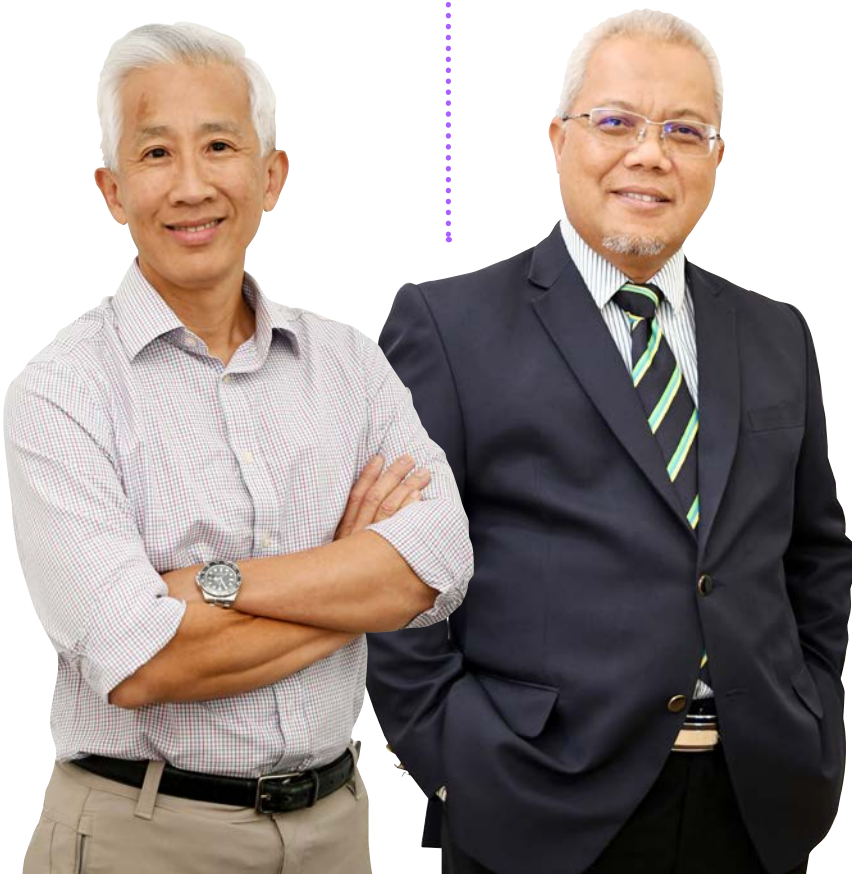
The virtual fireside chat was held on the evening of July 9.



# How not to destroy the value of a property

*"A property that has also taken into consideration easy maintenance attributes can help sustain and even create value for the property in the long term." — Lee*

*"If the condition of your common property is bad, it will affect your unit even though your unit is nicely renovated and maintained" — Ishak*



Some facilities, he added, are difficult to maintain and to keep them running properly. "You have to know what you are buying into. Of course it is your choice whether to buy a property with certain features that may take more effort to upkeep but you must at least be prepared for that and make informed choices."

"The developer should be open and tell them (buyers) the estimated amount of money that it takes to run and to upkeep the property they are buying. The developer should manage their expectations," Lee said.

No doubt, developers play an important role in ensuring a property's value appreciation and sustenance, from the project design stage until way after the project's completion.

"The developer should not wash his hands after completing the project. During our site visits, we saw that strata property owners and residents want the developer who did a good job in maintaining their property to stay on and continue running the building even after the Joint Management Body (JMB) period," said Lee with Chur Associates' Tan concurring. Both were on the judging panel of EdgeProp Malaysia's Best Managed and Sustainable Property Awards 2020.

"If the developer is willing to stay on to manage the project, it is a sign of a good buy," noted Tan.

According to Tan, after having chosen the 'right' product, up-keeping and maintaining it is just as critical to protect the value of the property.

"For the same price, people will pick and choose the best ones. Hence if you keep your own property well, neat, clean with less wear and tear, it is very likely, a prospective buyer will choose your unit over the others," Tan said adding that in a stratified project, the first thing that draws people's attention will be the common areas.

Indeed, with regards to stratified property, PEHAM's Ishak highlighted that the value of the common spaces are embedded into the value of the unit. "Therefore, if the condition of your

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'STOP! ARE YOU DESTROYING YOUR PROPERTY VALUE'

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common property is bad, it will affect your unit even though your unit is nicely renovated and maintained. The common property and the unit are valued as a whole," he shared.

## Going back to basics

One of the issues that came up during the Covid-19 MCO and Conditional MCO period was that some strata property owners were reluctant to pay full maintenance charges as a number of common facilities such as the gym and the swimming pools could not be used due to the virus outbreak.

"When you are buying a strata property, you need to pay the maintenance fee and sinking fund

CONTINUES NEXT PAGE →



## COVER STORY



## ← FROM PREVIOUS PAGE

contribution regardless whether you use them or not.

"The question to ask going forward post MCO is, do we need all those fancy facilities that we hardly use but still have to pay to maintain them? Fancy facilities or lifestyle facilities used to be the main selling points of a condominium for example but in the future, the selling points could be larger lifts, more open spaces to allow for social distancing," Tan said.

He added that with cost being a concern as the economy has been hit by the pandemic, new home buyers may prefer properties with low maintenance charges hence basic and functional facilities will be more in demand than so-called lifestyle facilities.

## Location is less relevant

Tan also believes that the traditional mantra for property investment "location, location, location" may no longer be as relevant going forward.

"To me, location has become slightly less relevant after the pandemic. I am not saying that it has become totally not important but proximity now is no longer defined based on physical distance but on digital access. We are entering a new normal. We used to want to stay near our place of work or have the convenience of public transport like LRT and MRT but now after the MCO, we have more options as to how and where we want to work.

"Even if the pandemic is over and we are back to normal, it is a normal with more choices because you can now have a choice of working from home or wherever you are as long as you have web access, for instance".

Tan opined that the 'old normal' was when people had to travel to work. "Right now, people are working in the best location possible which is in their homes. Location used to weigh so heavily in a property buyer's consideration, but it now weighs lighter," he said, adding that internet access may be a more important factor to look at.

However, PEHAM's Ishak who is also

the founder and CEO of IM Global Property Consultants Sdn Bhd stressed that location is still very important in property investment to ensure value appreciation.

"Urbanisation, town and city development plans are all drafted based on location. If maturity of the place is there then the location is very important."

## 'Clean, safe and harmonious'

Ishak noted that post MCO, homebuyers especially strata property buyers and investors look for clean, safe and harmonious communities to live in. This means that owners have to be proactive and make the effort to ensure that a community and their property are clean, safe and harmonious.

"If you have a responsible community that manages and maintains the property well, units in that property will have higher market demand. It takes everyone — the developer, the purchaser, the community and the management committee to work together towards enhancing the sustainability and value of their property," he concluded.

He also urged property buyers to do more research before making a purchase decision especially in an economic downturn and when budget is tight.

"Knowledge is power. Buying a property in the new normal requires even more research and knowledge because you cannot afford a wrong decision. Engage a professional and do your own research," he stressed.

The Fireside Chat was organised by EdgeProp.my with Nippon Paint Malaysia as the partner. The supporting sponsors were Panasonic Malaysia; KipleLive, a wholly-owned subsidiary of Green Packet Bhd and Matrix Concepts Holdings Bhd. The event is also supported by The Edge.

Some lucky viewers who posted questions during the FB live session received a copy of the OMG Strata 2.0 Owner's Manual and Guidebook worth RM29.90 sponsored by EdgeProp Malaysia while a few received home inspection vouchers worth RM5,000 each sponsored by Architect Centre.

## Is your property healthy?



**O**n a scale of 1 to 10 (with 1 being the best and 10 the poorest), Architect Centre accredited building inspector and trainer Anthony Lee Tee ranked most properties he has visited in Malaysia, a 7 to even 10.

"Some of these are high-end properties. They have poor ventilation, stale air, water seepages that lead to mould and fungus. The indoor air quality is dreadful. Some buildings even have materials with formaldehyde," said Lee, adding that these are tell-tale signs of the building's "health".

He advised discerning buyers to use their senses when they visit a property to gauge its health.

"Use your senses to see, feel, touch and smell for any abnormalities in a property. Some things are easy to notice such as paint peeling, leaks and mould on surfaces such as walls and ceilings."

However, he warned that the larger concern lies in things that are invisible to the naked eye. "Those things can be in the walls, the air ducts and lifts. This is when you may need to get professional help," he said.

For strata properties, one could also look at the quality of the services — the cleanliness, the upkeep of the facilities and the property manager itself.

Lee was speaking at EdgeProp Malaysia's Virtual Fireside Chat titled "Stop! Are you destroying your property value?" held on July 9. With him was Muslim Real Estate Consultants Association of Malaysia (PEHAM) president Ishak Ismail and Chur Associates founder and managing partner Chris Tan.

Tan noted that a property may not be perfect but it must be manageable and offered a tip to prospective strata property buyers — request to view a copy of the project's latest Annual General Meeting (AGM) minutes.

"Ask the owner or seller for a copy of the AGM minutes. There is no law saying that AGM minutes cannot be disclosed. If he cannot give it to you, it is already a sign that something is not right with the property," he said.

"The minutes are like the property's medical record. You can find out a lot of things from the minutes from the issues raised in the meeting," he explained.

In addition, Ishak shared that one could also request a copy of the minutes from the Commissioner of Buildings (COB).

"What you need to pay attention to is the maintenance fee collection rate. If it is below 50%, the property is in trouble and it will not be well-maintained because there are not enough funds to maintain the place.

"You should also check whether the property management company is a registered company with the the Board of Valuers, Appraisers, Estate Agents and Property Managers," said Ishak.

### How to find out if a property is 'healthy'

#### 1 Inspect the unit and common property

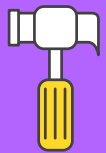
Feel, touch and smell for any abnormalities as you go around the various common areas

#### 2 Request a copy of the latest AGM minutes

Pay attention to the collection rate and frequently raised problems.

#### 3 Check if the property management company is registered

Ensure the company is registered with The Board of Valuers, Appraisers, Estate Agents and Property Managers



## Defects after the DLP

*"If someone did something wrongly, it is still wrong even after the DLP." — Tan*

**I**s a developer still liable to rectify defects that appear way after the defects liability period (DLP)?

According to Chur Associates founder and managing partner Chris Tan, the DLP is not a deadline to claim for defects and hence the answer is 'yes'.

"If someone did something wrongly, it is still wrong even after the DLP. As long as you can prove that it is a defect and not wear and tear, and it can be traced back to the party that caused this defect, you can still submit a claim. It may take longer because after the DLP, there is no retention fund for such rectifications

anymore so the developer will take a longer time to do so," Tan offered.

He was responding to a query from a viewer of EdgeProp Malaysia's Virtual Fireside Chat titled "Stop! Are you destroying your property value?" held on the evening of July 9. Also joining the discussion was Architect Centre accredited building inspector and trainer Anthony Lee Tee and Muslim Real Estate Consultants Association of Malaysia (PEHAM) president Ishak Ismail.

The Facebook Live session was moderated by EdgeProp Malaysia editor-in-chief and managing director Au Foong Yee.

Ishak pointed out that under

the Strata Management Act, developers must place a deposit with the Commissioner of Buildings (COB) for building defects rectifications.

"Residents, Joint Management Bodies and Management Corporations must know that such a fund exists and if the developer does not rectify the defect, the COB may use this deposit to rectify the defect," he said.

When it comes to property maintenance, the adage prevention is better than cure often holds true. Lee believes that a defect which is not nipped in the bud early will cause major and costly issues in future.

For instance, a design defect

that causes rain water to splash into the lift lobby may not seem like a big deal but will damage the lift in the long run due to the constant moisture.

"It is best to consult a professional especially when it comes to things hidden behind walls and areas or things that you can't have access to," said Lee.

The Fireside Chat was organised by EdgeProp.my with Nippon Paint Malaysia as the partner. The supporting sponsors were Panasonic Malaysia; KipleLive, a wholly-owned subsidiary of Green Packet Bhd and Matrix Concepts Holdings Bhd. The event is also supported by The Edge.





#DigitalReady

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# What's pending for the property sector?

BY JONES LANG WOOTTON  
EXECUTIVE DIRECTOR **MALATHI THEVENDRAN**, SENIOR VICE  
PRESIDENT **DAVID JARNELL** AND  
VICE PRESIDENT **MARY KURIEN**

**T**he unprecedented Covid-19 pandemic will continue to have an adverse effect on global markets and Malaysia's economic growth. However, with proactive measures taken by the respective ministries, the pandemic appears to be under control. Nevertheless, there have been detrimental implications on the economy and the property market.

Since the 1970s, Jones Lang Wootton (JLW) has been monitoring the property sector, which included three recessionary periods, caused by many factors that required various remedial approaches resulting in different recovery patterns.

Malaysia's three most recent recessions (in 1985, 1998 and 2009) demonstrated how important it is for policies to vary according to circumstances; and curtailing the negative impacts of a crisis depends on quickness to react, the ability to be practical and flexible while remaining committed to restoring stability and growth. Taiwan's economy, for example, has fared relatively well due to the early precautionary measures taken to curb the pandemic and similarly, Malaysia has adopted speedy precautionary measures.

With regards to the property market, which is cyclical in nature, good economic growth often leads to overbuilding, which then subsequently results in a market slowdown and declining market prices. This scenario was already trending in Malaysia with a supply/demand mismatch, poor market sentiment and decreasing affordability levels, which was then compounded further due to Covid-19. As an economic slump is inevitable, further price depreciation and poorer market performance is anticipated.

## Are we heading towards a recession?

### The 2020s' impending recession?

#### Propelled by the Covid-19 pandemic

The Covid-19 pandemic triggered a global health catastrophe and many countries came to a standstill with lockdowns imposed. In Malaysia, various degrees of Movement Control Order (MCO) came into effect between March 18 and June 9, 2020, with the country now being in a Recovery MCO Stage until Aug 31, 2020. There are still many limitations imposed on business and lifestyle activities.

#### Measures

Numerous measures under the Short Term Economic Recovery Plan were introduced and the key ones are as follows:

- Total RM285 billion Prihatin Rakyat Economic Stimulus Package, announced by the Ministry of Finance, with a revitalisation phase to come under Budget 2021
- All banks to provide financial relief – payment moratorium comprising restructuring and rescheduling loans
- RM1 billion PENJANA Tourism Financing facility
- 40 initiatives, emphasising on supporting workers and small- and medium-sized enterprises, worth RM35 billion with a RM10 billion contribution by the government
- Home Ownership Campaign reintroduced on June 1, 2020
- Stamp duty exemption and Real Property Gains Tax exemption (June 1, 2020 to Dec 31, 2021)
- Tax incentives for companies relocating into Malaysia

JONES LANG WOOTTON

## Periodic snapshots of the average price trend of select prime two-storey terraced houses in the Klang Valley (recessionary years)



JONES LANG WOOTTON

Compared with the Asian Financial Crisis (AFC) in 1998, which was caused by the collapse of the financial system, the Covid-19 era recovery is expected to be a greater challenge as it is health-centric. Furthermore, other risk factors including tensions between the US and China, depressed oil prices and domestic political uncertainty are adding to the challenge. Moreover, it has curbed economic growth on a monumental global scale and as job losses and company closures are inevitable, Malaysia could be heading into a major recession. In addition, the nationwide MCO has accentuated the economic slowdown and major questions include: Will the introduction of the Stimulus Package be enough to protect the economy, business continuity and the people's welfare, and how bad and how long will the inevitable recession last?

JLW is of the opinion that the prompt measures taken by the government could generate growth sooner than anticipated due to the nation's strong fundamentals

## The effects of Covid-19 on the property market

### SHORT TERM

Slow market will prevail as the impact of Covid-19 will become fully apparent towards the end of 2020

### INTERIM

- Lacklustre market activity
- People are expected to temporarily:
  - stop buying luxury and big ticket items during this period of uncertainty
  - Adopt "wait and see" attitude

### CHALLENGES

- Lack of confidence
- Uncertainties
- Business closures
- Unemployment
- Mortgage repayments
- Delays in construction



JONES LANG WOOTTON

(including a stable financial sector) and moderate stock market performance. In general, business terms suggest it would be beneficial to companies if the financial year is extended to 14 or 15 months to take into consideration the time loss, which to a certain extent has been experienced by the whole world. We can't regain lost time, but measures could be taken to mitigate intangible losses.

Furthermore, in 2018, RM41.3 billion was spent on "Outbound Tourism" by Malaysian residents and there is a distinct possibility, depending on the duration of international lockdowns, that a significant amount of this form of expenditure may well be ploughed back into the local economy.

## Slowdown already underway

Regardless of the Covid-19 pandemic, property market sentiment is already weak.

Prior to Covid-19, Malaysia's property market was in a slowdown with:

- Overhang of unsold properties
- Swelling oversupply
- Relatively tight lending guidelines for banks

Developers will aim to clear their unsold inventories. Only 1,759 condominium units and 125 houses were launched in 2Q20 in the Klang Valley. More activity is expected in 2H20 due to the re-introduction of the Home Ownership Campaign and incentives provided to stimulate the market.

Imminent impacts in the commercial sector are expected with take-ups, occupancies and rental rates anticipated to decline.

## Positive indicators

- Some projects have been financed through equity financing rather than bank borrowings.
- Some developers have entered into joint venture agreements, thus reducing risk factors.
- Exposure to gearing is more manageable compared with previous times.
- There are substantial discounts on property prices, which are already being discounted.
- Consumers' lifestyles will continue to change for the better.
- Developers will need to reassess buildings (particularly well-being and healthwise).
- Market prices may not decline immediately. JLW foresees that only purchasers/investors who cannot pay their mortgage instalments due to loss of income, could be forced to sell. The numbers, however, will not be as substantial as the AFC when interest rates were relatively high (12.3% in 2Q98 compared with 5.78% as at May 2020), resulting in a "double whammy" for investors.

CONTINUES NEXT PAGE →





# Tago to stamp its mark with Alaia Titiwangsa

BY NATALIE KHOO

KUALA LUMPUR: Boutique property developer Tago (M) Sdn Bhd is aiming to launch a serviced apartment project called Alaia Titiwangsa by end 2020. Located at Taman Tiara Titiwangsa, Kuala Lumpur, the 1.6-acre leasehold project has a gross development value of RM293 million.

Tago chief operating officer Daryl Chew told EdgeProp.my that the site which was acquired in 2019, came with a Development Order, but after taking over the land, Tago decided to submit a new plan to the authorities.

"Alaia Titiwangsa will have 436 units in a 40-storey high tower with 18 retail units on the ground floor. Unit built-ups will range from 635 sq ft to 1,012 sq ft, while indicative prices are from RM380,000," said Chew.

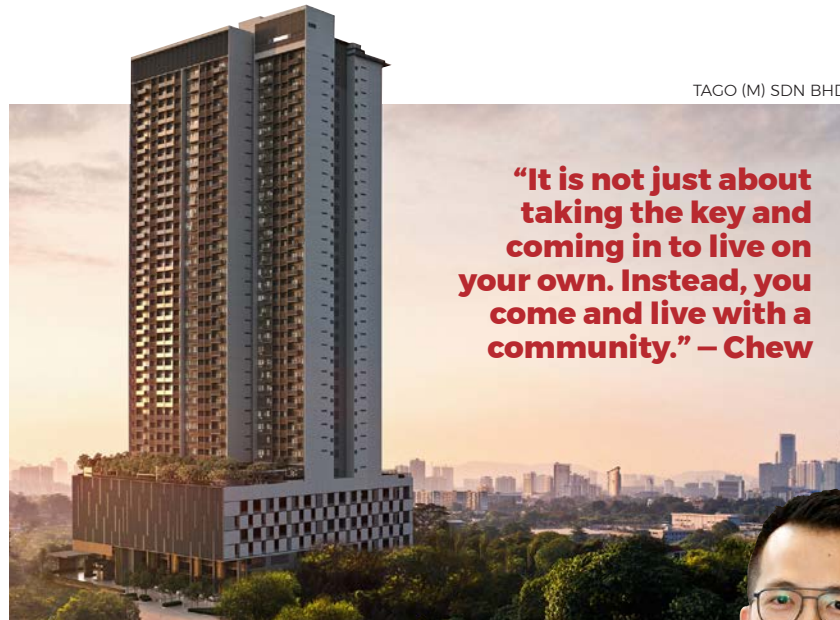
The development will have direct access to the Duta-Ulu Kelang Expressway (DUKE) while international schools (Wesley Methodist, International School of KL and Sayfol International School); hospitals (Institut Jantung Negara and Columbia Asia); hypermarkets (AEON BiG and Giant); and Titiwangsa Lake Gardens are all within a 10km radius. The project is slated for completion towards the end of 2023.

As for facilities, there will be the Sky Pool, Sky Cinema and Sky Lounge on the rooftop level, while on Level 7 will house family-oriented facilities.

Targeting "millennials and those who appreciate good product design", Chew believes design is not meant to be just aesthetically pleasing but must be functional and convenient for users.

"Details such as where we should put the staircase — is it practical if we put it here — all these considerations have been carefully thought through at the design stage.

An artist's impression of Alaia Titiwangsa.



"We also understand that homebuyers now don't just buy the brick and mortar of a home, they are living and coming into a new community. It is not just about taking the key and coming in to live on your own. Instead, you come and live with a community," offered Chew.

Hence, to instill a sense of belonging among residents, the developer plans to hire a full-time "community leader" who will organise events and activities within the community.

The inspiration to do so was derived from Tago's previous development Anjali North Kiara. "We noticed that residents there really enjoyed attending events hosted in the development. They came to know their neighbours and be in the loop on the latest happenings," he noted.

The developer will also be introducing a community mobile application where residents can perform tasks such as booking common facilities and paying their main-

tenance charges online, Chew highlighted.

When asked whether this is a good time to launch a project considering the impact of Covid-19 pandemic on the economy and dampened market sentiments, Chew said what matters most is the product.

"Buyers will have the wait-and-see attitude and a lot of banks will be cautious in giving out loans. Nevertheless, it is encouraging to see the support given by the government via initiatives such as PENJANA, and we believe that businesses will pick up again.

"The product must suit

market needs. We are launching products that are within the price range of what we think our homebuyers will be able to get financing for — with a very good location. This is the opportune time to stand out as a developer," said Chew.

He added that the developer's goals are not the typical ones as it wants to focus on building a brand that is associated with good design and quality.

"This is the time to educate the public about who we are and what we stand for. Our focus is to build the right product with the right location and right pricing. Because of our size and nature, we can afford to be nimble and selective. That is the image we want to build in the coming years," stressed Chew.

The developer is also currently working on a regeneration project located across PJ Hilton at Jalan Barat, Petaling Jaya, which will see the conversion of a 21,000 sq ft space into a social hub for F&B offerings and events curated by its team.

Founded in 1982, Tago started out as an investment holding company and a premium gift products dealer. It subsequently ventured into property development in the 1990s with the 58-acre TAGO Industrial Park in Bandar Sri Damansara followed by six exclusive Aman Bali bungalows at Taman Rainbow, Jalan Ipoh.

Its latest completed project in 2018 was Anjali North Kiara located at Bukit Segambut, Kuala Lumpur. It also has a 4.5-acre beach resort in Kuantan called Adena.

LOW YEN YEING | EdgeProp.my

## PROPERTY CHAT



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## Property market sector snapshot



### Office

- Leasing activity curtailed
- Reassessment of workspace
- Delayed decisions
- Shift to remote working
- Conventional space downsizing



### Hotel

- Susceptible to closures
- Lack of demand
- Subdued investment
- Downward pressure on achieved room rates/occupancies



### Retail

- Some retailers to cease business
- More usage of e-commerce platforms
- Reconfiguration of the retail environment
- Decline in retail sales and footfall
- Change in merchandise and preferences



### Residential

- Minimal short-term pricing adjustments
- Slowdown in activity
- Transactions decline
- Developers to reassess products



### Industrial

- Supply chain disruption and recalibration of networks
- Most resilient sector, less challenges
- Logistics growth
- Distribution warehouses to benefit

With the deteriorating global economy and the longevity of the Covid-19 pandemic unknown, the question remains as to whether the Malaysian property market will continue in a prolonged downturn.

Considering the above-mentioned measures and uncertainties, in terms of numbers of retrenched workers and exposure to property mortgage instalments similar to the 1990s, JLN anticipates some foreclosures, resulting in certain property prices declining. This will be more prominent for "rent investment properties" such as short-term rentals, serviced residences and strata offices. However, the extent of this is not expected to create an alarming situation for the property market.

Residential property prices for certain projects which are in an oversupply situation have already registered declines of between 15% and 20% since 2017, and further potential decreases of say, between 10% and 15%, for select projects could occur as the market readjusts. Property investors who may face cash flow problems will become more realistic in their asking prices, and developers, who once refrained from reducing prices of subsequent phases of their projects, may now take the opportunity to

reduce prices using the "excuse" of the Covid-19 pandemic. However, due to market resilience, and as observed in past market recoveries following previous crises, house prices will have a gradual rebound. It will become even more important to undertake suitable market research to understand the target market requirements and demand prior to launch. The incentives introduced by the government will also bode well for genuine residential buyers.

For the commercial sector, developers will adopt a cautious approach towards construction due to the expanding oversupply and declining rental rates. Although the Covid-19 pandemic will bring a much needed "breather" to the market, it is plausible for the authorities to freeze planning approvals for select buildings, a practice which was imposed in the past.

To conclude, the pandemic is seen as a catalyst for the changes which have already influenced work and lifestyles, and developers will need to reassess their products in terms of convenience, mobility, flexible and minimalist living, co-working, connectivity and technology, which have played a significant role in shaping and shifting consumers' attitudes, values and purchasing behaviour.



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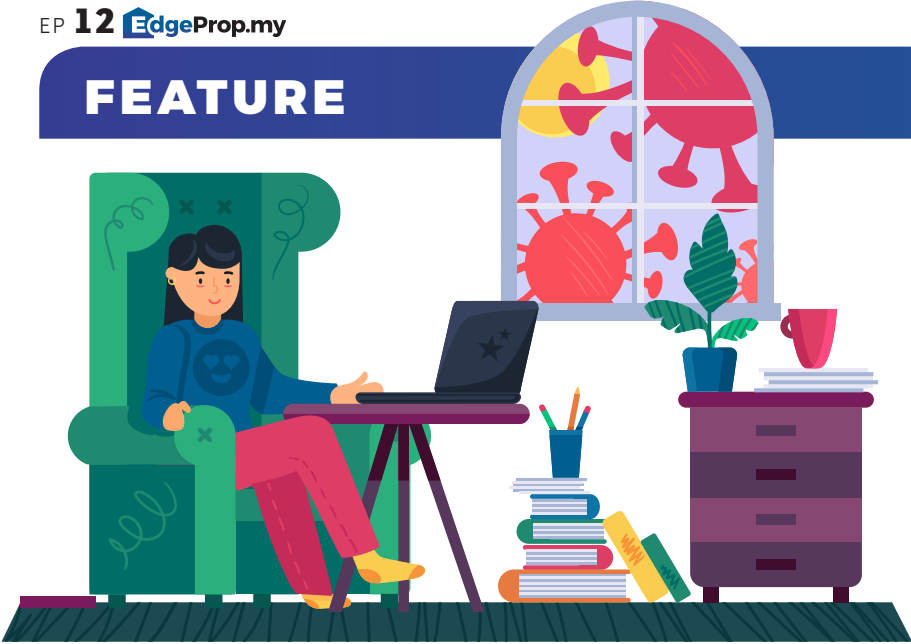
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FEATURE



# Top pandemic-driven trends in office spaces

BY CHELSEY POH

One of the side effects of the Covid-19 pandemic is that companies now realise that having their employees working from home is a viable option. With restrictions caused by the pandemic and with extensive internet coverage available, office spaces have encountered one strong rival — the home.

The 'new normal' has certainly affected demand for office spaces and the often asked question today is: Will office spaces become obsolete in future?

The Savills Office FiT survey covering 65,000 Savills' and KKS Savills' clients from various industries in the UK and EU as respondents explored how people responded to working from home and what might be future changes in an office space.

First of all, 89% of the respondents believe that the physical office will still be necessary for companies to operate successfully, with 47% believing this to be the case into the future and 42% believing this to be the case at least in the short term.

The survey was conducted in April 2020 when the UK was in lockdown. The UK government announced lockdown measures on March 23, with restrictions currently eased.

Nonetheless, the survey found that post-lockdown, respondents tend to be willing to work more days from home compared to pre-lockdown.

"However, there are other factors that will impact the nature of demand. These include the significance of emergent business sectors and the changing nature of work. Some businesses, for example within the life sciences sector, will remain more resilient and grow faster, potentially leading to higher demand for office space that meets their unique requirements," said Savills.

Whilst it is generally perceived that productivity is either the same or higher when



Nabeel: A pandemic of this magnitude will no doubt impacts the ways we have traditionally worked, but it isn't clear yet exactly what the final solution will look like.

working from home (more than 85%), it was also noted that working from office and home have their own advantages and disadvantages.

The respondents believe that the office environment is better for personal growth and to gain a sense of belonging or pride in a company, while the home is more preferred for better work-life balance.

Offices are also thought to be the better place to network, mentor, collaborate with colleagues, manage teams, and for career advancement, while the home is better for meeting targets and deadline, as well as to concentrate and focus on a task.

## Impact on office design

While the physical office may remain, its design and location may change in line with consumer preferences.

Working from home has provided people

a chance to ponder whether their comfort and wellbeing are satisfied more effectively at home or in the office.

When asked whether the pandemic would result in a long-term impact on the company office, a majority of respondents responded 'yes' where 71% believe that it will cause changes in design while 74% believe that space and size will be affected.

Compared with working from home, the respondents also highlighted what is lacking in the workplace.

The survey results clearly demonstrated that people felt that their fundamental needs, such as cleanliness, natural light and green spaces are better met at home.

Only 1.5% respondents said their offices enabled access to outdoor and green spaces, 5.2% with access to natural light and 3.4% to good air quality.

"Future design solutions will have to deliver skylights, large windows, operable fresh air opportunities, rooftop terraces, vegetation, balconies and courtyards. These have been more prevalent in building design in recent years but we need

more," said Savills in the survey report.

Whereas at home, many felt that there was no appropriate ergonomic furniture and equipment to meet their occupational health needs. "This is a factor to be addressed by organisations in the future if home-working is to be more widely adopted," the research consultancy said.

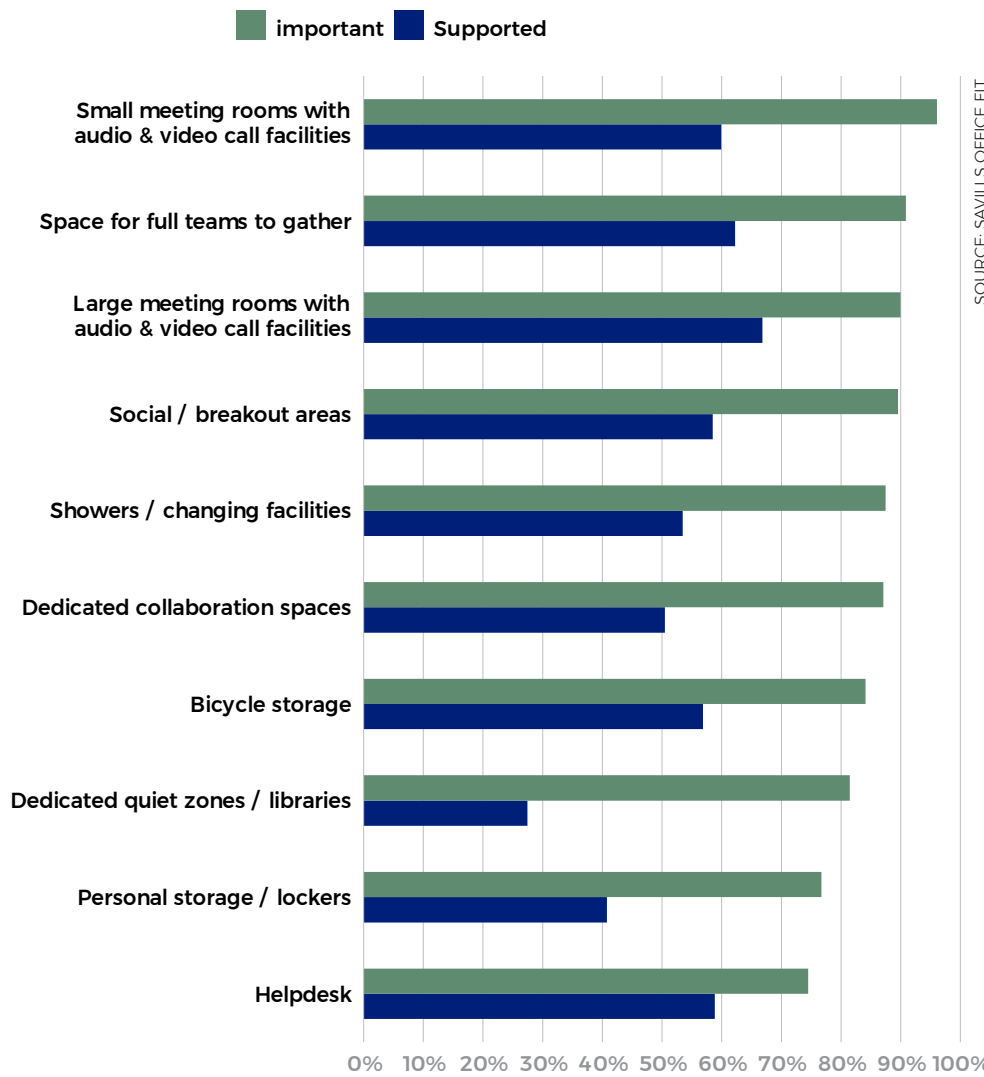
For an office space to support a mobile workforce, the right facilities and setting would be needed. Based on the survey, small meeting rooms with video and audio facilities scored highest in importance at 96% with only 60% saying these are currently supported.

Other office design factors or facilities that are regarded highly include full team meeting spaces (91%), large meeting rooms with audio and video call facilities (90%) and social breakout areas.

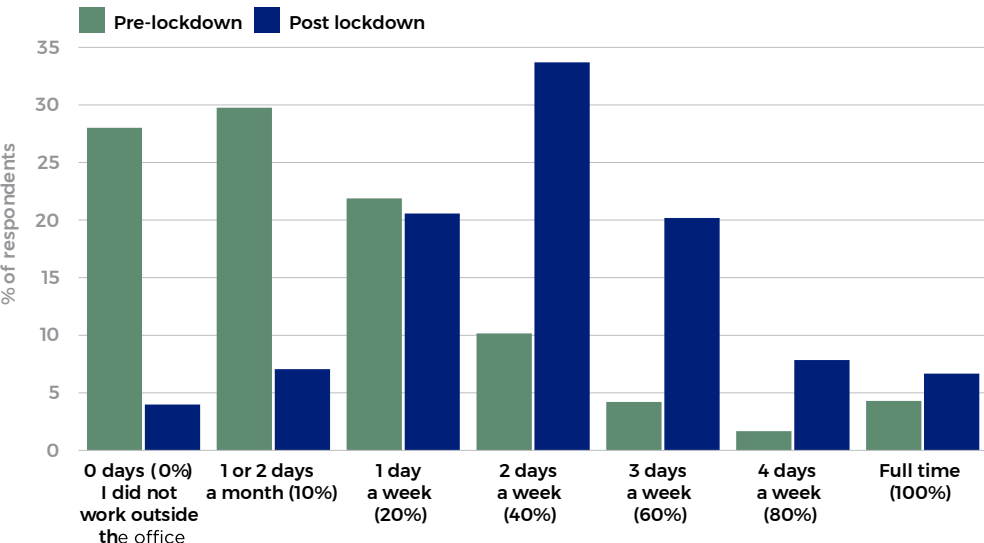
The widest gap between importance and support was seen in dedicated quiet zones with only 27% feeling that this was currently supported against 81% who rated it as important.

CONTINUES NEXT PAGE →

## What office design factors are important to office workers – are they supported?



## What is the propensity to work from home post-lockdown?



SOURCE: SAVILLS OFFICE FIT

SOURCE: SAVILLS OFFICE FIT



## FEATURE



← FROM PREVIOUS PAGE

## Impact on work location preference

The survey has indicated a potential for corporations to rethink their preference towards alternative locations such as suburban locations, business parks and rural areas.

Although a majority of the respondents (82%) are currently working in the city centre, it was found that only 47% favour working in the city centre in the future.

When asked about future preference, close to 10% of Greater London office workers said that they would like to work in rural location (see chart).

"Assuming that workers get what they really want, with this finding, demand for city centre space could be lower at some point in the future," the survey said.

"It seems likely that organisations may move to a 'hub & spoke' model, with a city centre presence but also regional and local office hubs. This potential shift in location strategy does vary by industry and workforce commuting patterns.

"However, this result is likely to be a reflection of sentiment captured during early lockdown and will likely be addressed by future improvements to mobility, employee safety and workplace design," the report said.

Commute time is the key influence to workers' attitude towards work from home. The survey showed that there is a clear correlation between employees' attitudes towards working from home and the length of their commutes.

For those who enjoy a short commute, the number of people who dislike working away from the office (20%) are four times more of those with the longest commute (5%).

"Therefore, there is a suggestion of the strengthening of smaller distributed office locations around

the major cities that are more proximate to residential locations," the report offered.

"Despite the respondents being broadly UK and EU-based, we believe the results are instructive for anyone involved in the office sector, regardless of location," Savills said.

## What about the office space in Malaysia?

In Malaysia, Savills Malaysia deputy managing director and head of capital markets Kuala Lumpur Nabeel Hussain believes that with many people working from home, the worker density in city centre locations will reduce, as has been seen in KL even during the Recovery Movement Control Order period.

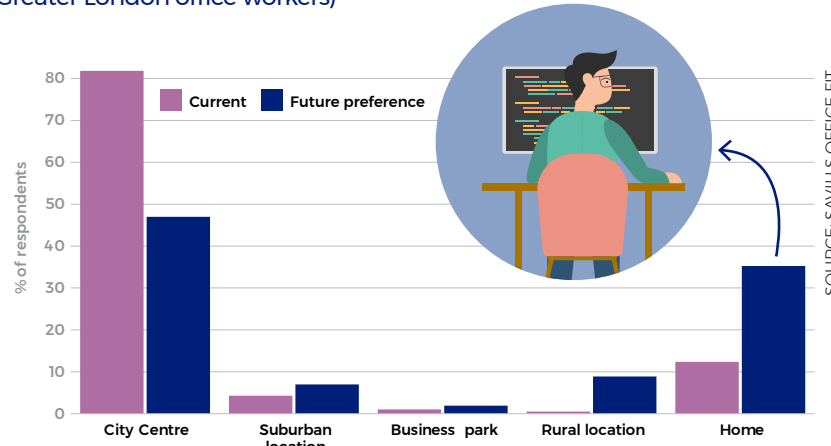
"Traffic conditions, even during peak hours, have been less busy in KL city centre. While it is still too early to see any significant changes, a pandemic of this magnitude will no doubt impact the ways we have traditionally worked, but it isn't clear yet exactly what the final solution will look like," he tells EdgeProp.my.

He points out that studies done by KKS Savills have found that the expected space savings from 50% of staff working from home is cancelled out by a two-metre social distancing requirement, which means in this scenario, the space required is still the same.

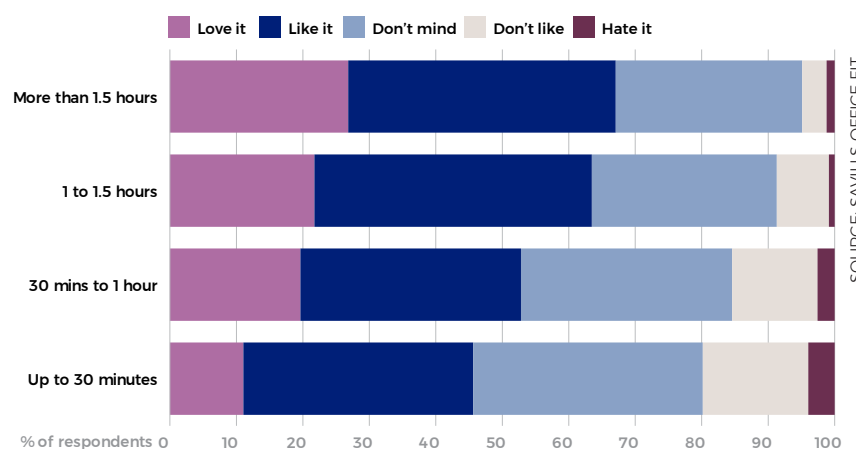
"Another factor is in materials, as the virus can last longer on certain softer surfaces than on other materials such as metal surfaces, future office designs should look to incorporate these materials into office design, especially at high touch points," he adds.

Plans are for the survey to be repeated in October 2020, to see whether responses have changed materially once the initial novelty of remote working has worn off.

## Workplace location most frequently used (Greater London office workers)



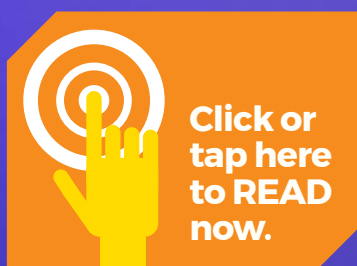
## How do office workers with long and short commutes enjoy working from home?



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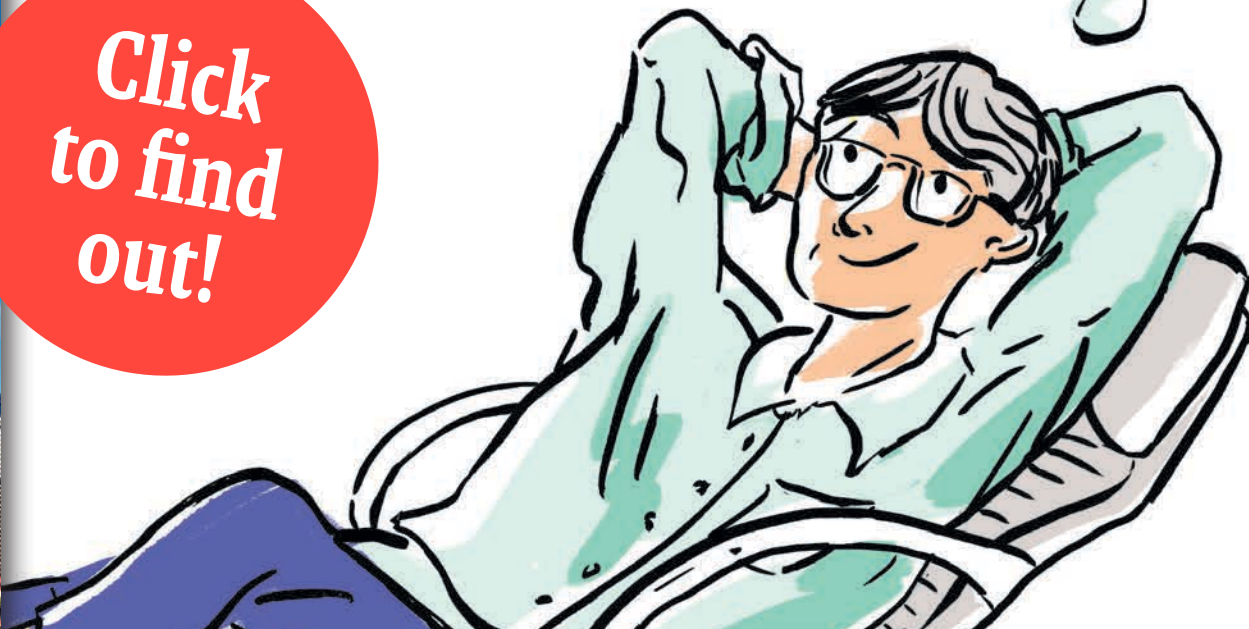


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## SPOTLIGHT



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**RM2,500,000****Cendana on Sultan Ismail, KLCC, Kuala Lumpur****Type:** Condominium **Tenure:** Freehold  
**Built-up:** 2,486 sq ft **Bedroom:** 5  
**Bathroom:** 4**Zuraini Zallin** (PEA1699)

RESCOM REALTY (VE (3) 0244)

☎ +6019 663 1526

**RM650,000****Pandan Indah, Ampang, Kuala Lumpur****Type:** Terraced house **Tenure:** Leasehold  
**Built-up:** 1,400 sq ft **Land size:** 1,400 sq ft  
**Bedroom:** 4 **Bathroom:** 3**Zuraidah** (REN 17983)

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

☎ +6019 221 5106

**RM1,400,000****Mutiara Gombak, Gombak, Kuala Lumpur****Type:** Semidee house **Tenure:** Freehold  
**Built-up:** 3,000 sq ft **Land size:** 2,800 sq ft  
**Bedroom:** 4 **Bathroom:** 4**Zull Ariffin** (PEA1829)

RIZQ REALTY (E (3) 1880)

☎ +6019 212 4461

**RM4,000,000****Tropicana Indah, Tropicana, Selangor****Type:** Bungalow **Tenure:** Leasehold  
**Built-up:** 7,100 sq ft **Land size:** 5,100 sq ft  
**Bedroom:** 7 **Bathroom:** 7**Zoe Ong** (REN 00379)

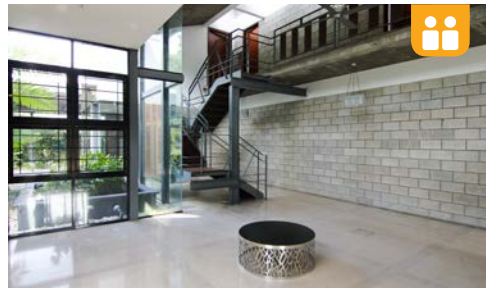
TECH REALTORS PROPERTIES SDN BHD (E (1) 1492)

☎ +6010 278 2202

**RM3,465,000****Hijauan Enklaf, Setia Alam, Selangor****Type:** Bungalow **Tenure:** Freehold  
**Built-up:** 5,202 sq ft **Land size:** 6,229 sq ft  
**Bedroom:** 5 **Bathroom:** 5**Ziana** (REN 27787)

ORIENTAL REALTY (E (3) 0050/20)

☎ +6013 333 3504

**RM6,500,000****Saujana, Shah Alam, Selangor****Type:** Bungalow **Tenure:** Freehold  
**Built-up:** 5,200 sq ft **Land size:** 10,200 sq ft  
**Bedroom:** 6 **Bathroom:** 6**Zack Ng** (PEA2049)

KNIGHT FRANK MALAYSIA SDN BHD (VE (1) 0141)

☎ +6017 770 6897

**RM330,000****Ritze Perdana 2, Damansara Perdana, Selangor****Type:** Serviced apartment **Tenure:** Leasehold  
**Built-up:** 424 sq ft **Bedroom:** Studio  
**Bathroom:** 1**Yat Min** (REN 31294)

WTW REAL ESTATE SDN BHD (E (1) 0507/6)

☎ +6018 661 3088

**RM5,800,000****Damansara Utama, Selangor****Type:** Office **Tenure:** Freehold  
**Built-up:** 4,807 sq ft**William Tan Koon Leng** (PEA 1315)

IQI REALTY SDN BHD (E (1) 1598/1)

☎ +6014 313 1931

**RM3,962,400****Bandar Bukit Raja, Klang, Selangor****Type:** Factory **Tenure:** Freehold  
**Built-up:** 6,096 sq ft **Land size:** 8,649 sq ft**Winny Su** (REN 00355)

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

☎ +6017 298 1800

**RM720,000****Bandar Parklands, Klang, Selangor****Type:** Terraced house **Tenure:** Freehold  
**Built-up:** 1,300 sq ft **Land size:** 1,650 sq ft  
**Bedroom:** 4 **Bathroom:** 4**Megan** (REN 05622)

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

☎ +6019 576 8786

## RENTED FOR

**RM10,000/mth** (RM2.90 psf)**Condominium unit, The Pearl, Jalan Stonor, Kuala Lumpur****Concluded by:** Wennie Liew (REN 16099)  
of IQI Realty Sdn Bhd (+6012 233 3013)  
**When:** March 2020

DONE DEAL



## Noteworthy

- Freehold
- Built-up: 3,439 sq ft
- 4 bedrooms; 5 bathrooms
- Fully furnished
- Amenities: 1.2km from Suria KLCC and Kuala Lumpur Convention Centre, 550m from Prince Court Medical Centre and private, international and national schools located within 5km
- Facilities: 38m salt water swimming pool, gymnasium, sauna room, yoga room, golf simulator room, library, sky lounge, water features and pool deck cabanas
- Accessibility: 1.2km to KLCC LRT station, easy access to main roads such as Jalan Stonor, Jalan Kia Peng and Jalan Tun Razak.

Developed by Ceramic Home Tiles Sdn Bhd, a subsidiary of Malton Bhd, the 41-storey The Pearl is a low-density luxury condominium development with only 179 units. The freehold project is located along Jalan Stonor within the KLCC vicinity.

According to Wennie Liew from IQI Realty Sdn Bhd who concluded the deal, The Pearl is just a stone's throw away from KLCC Park and Pavilion KL. It is also easily accessible via major roads, such as Jalan Bukit Bintang, Jalan Kia Peng, and Jalan Sultan Ismail.

"Many tenants have terminated their tenancy agreements due to the Covid-19 outbreak so many landlords have reduced their rents to attract new tenants. However, for this unit, the tenant agreed to go with the five-figure rent," she said. The unit is fully furnished and even comes with electrical

appliances. Also helping the landlord fetch a good rent for the unit was the good quality furniture and elegant interior design.

Notably, the deal was signed one day before the Movement Control Order. Liew said the tenant is a China restaurateur who owns an F&B outlet in Kuala Lumpur city centre and liked The Pearl for its proximity to Pavilion KL. He signed a one-year rental with an option to renew for another year.

EdgeProp.my recorded a total of 54 rental listings with an average asking rental of RM9,938 or RM2.70 psf a month as at July 5, 2020 while there were 35 sale listings asking for an average price of RM3.86 million or RM971 psf. In 2019, nine transactions were concluded with the average transacted price at RM3.21 million or RM832 psf.

**RM1,350,000****Sri Carcosa, Seremban, Negeri Sembilan****Type:** Semidee house **Tenure:** Freehold  
**Built-up:** 3,200 sq ft **Land size:** 3,825 sq ft  
**Bedroom:** 6 **Bathroom:** 5**Zhafri Aiman** (REN 38103)

IQI REALTY SDN BHD (E (1) 1584)

☎ +6012 396 3080

**RM1,128,000****Mutiara Oriental, Tropicana, Selangor****Type:** Condominium **Tenure:** Freehold  
**Built-up:** 2,970 sq ft **Bedroom:** 3  
**Bathroom:** 5**Yoong Shiun Yan** (PEA 1320)

HARTAMAS REAL ESTATE (MALAYSIA) SDN BHD

(E (1) 1439) ☎ +6019 288 2356





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**RM30,000,000****Georgetown, Penang**

**Type:** Bungalow **Tenure:** Freehold  
**Built-up:** 35,000 sq ft **Land size:** 62,692 sq ft  
**Bedroom:** 10 **Bathroom:** 7

**William Wong** (REN 06642)

MERIDIN PROPERTIES SDN BHD (E (I) 1525/2)  
 ☎ +6012 473 2313

**RM380,000****Plaza Damas 3, Sri Hartamas , Kuala Lumpur**

**Type:** Serviced apartment **Tenure:** Freehold  
**Built-up:** 500 sq ft **Bedroom:** Studio  
**Bathroom:** 1

**Wenda Tee** (REN 31380)

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

**RM1,300,000****Mont Kiara Aman, Mont'Kiara, Kuala Lumpur**

**Type:** Condominium **Tenure:** Freehold  
**Built-up:** 1,668 sq ft **Bedroom:** 3  
**Bathroom:** 2

**Vivienne Ng** (REN 04563)

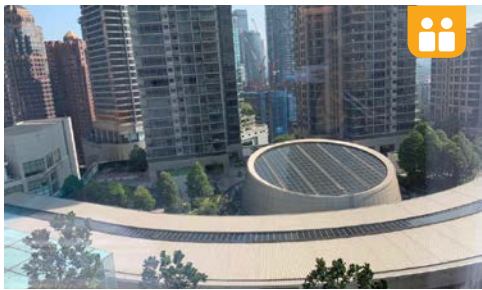
REAPFIELD PROPERTIES (TAMAN SEA) SDN BHD  
 (E (I) 0452/9) ☎ +6017 338 8859

**RM11,000/mth****USJ 1, USJ, Selangor**

**Type:** Factory **Tenure:** Leasehold  
**Built-up:** 10,000 sq ft **Land size:** 12,000 sq ft

**Vivian Ong** (REN 00426)

FULL HOMES REALTY SDN BHD (E (I) 1501/3)  
 ☎ +6016 212 2689

**RM4,500,000****Pavilion Residences, Bukit Bintang, Kuala Lumpur**

**Type:** Serviced apartment **Tenure:** Leasehold  
**Built-up:** 1,254 sq ft **Bedroom:** 2  
**Bathroom:** 2

**Vincent Wong** (REN 21609)

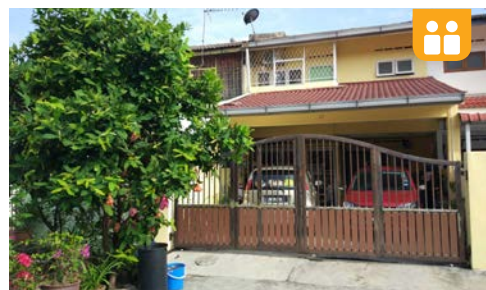
FULL HOMES REALTY SDN BHD (E (I) 1501/8)  
 ☎ +6012 283 7345

**RM50,000,000****Apex Tower @ Southgate Commercial Centre, Kuala Lumpur**

**Type:** Office **Tenure:** Freehold  
**Built-up:** 90,126 sq ft

**Victor Lim** (REN 09135)

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

**RM420,000****Seksyen 25 (Taman Sri Muda), Shah Alam, Selangor**

**Type:** Terraced house **Tenure:** Freehold  
**Built-up:** 1,400 sq ft **Land size:** 1,200 sq ft  
**Bedroom:** 4 **Bathroom:** 3

**Tony Tan** (REN 05165)

KIM REALTY (E (3) 0211)  
 ☎ +6016 301 8851

**RM47,205/mth****Section 13, Petaling Jaya, Selangor**

**Type:** Factory **Tenure:** Leasehold  
**Built-up:** 20,524 sq ft **Land size:** 21,780 sq ft  
**Bathroom:** 3

**Thean** (REN 02316)

MIDAS PROPERTIES (E (3) 0677)  
 ☎ +6012 203 5517

**RM1,200,000****Klang, Selangor**

**Type:** Shoplot **Tenure:** Freehold  
**Built-up:** 1,540 sq ft

**Tay Yen Sing** (REN 29659)

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

**RM1,580,000****Tara, Ampang Hilir, Kuala Lumpur**

**Type:** Condominium **Tenure:** Freehold  
**Built-up:** 2,750 sq ft **Bedroom:** 3  
**Bathroom:** 4

**Susie Ong** (PEA1243)

METRO CITY REALTORS SDN BHD (E (I) 1652)  
 ☎ +6016 225 0163

## RENTED FOR

**RM5,000/mth** (RM0.93 psf)**1½-storey semidee factory, Hi-tech 7 Industrial Park, Semenyih, Selangor**

**Concluded by: Jessica Tung** (REN 05827)  
 of Propnex Realty Sdn Bhd (+6012 381 7783)  
**When:** February 2020

**DONE DEAL**

## Noteworthy

- Freehold
- Land area: 11,374 sq ft; Built-up: 5,400 sq ft
- Two bathrooms
- Bare unit
- Facilities: Gated and guarded, auto gate, electric shutters at office and staircase areas, alarm system and CCTV
- Easy access to Kajang Dispersal Link Expressway (SILK), The Kajang-Seremban Highway (Lekas) and main roads such as Jalan Bangi Lama and Jalan Sg Lalang

Developed by SYF Development Sdn Bhd, Hi-tech 7 Industrial Park in Semenyih is a modern industrial park in Selangor's Southern corridor. The industrial park offers 76 units with land sizes ranging from 10,725 sq ft to 65,623 sq ft and built-ups from 5,400 sq ft to 18,400 sq ft. The units come with three-phase power supply of 200/400 ampere units (AMP).

Propnex Realty Sdn Bhd's Jessica Tung who concluded the deal said unlike conventional industrial units, the ones here have modern features and annexed office spaces making them suitable to be used as office, warehouse and production facilities.

"The tenant is a construction company looking for a contemporary-designed unit as the company's office and warehouse with ample space to store building materials. They like the safe

environment as this is a gated and guarded industrial park with 24-hour security," she added. It inked a one-year tenancy agreement with a lease renewal option subject to negotiation.

According to data from EdgeProp.my, as at July 5, there were 39 rental listings asking for an average rent of RM25,744 or RM0.66 psf per month in the Semenyih area.

Meanwhile, there were 127 industrial units listed for sale on the property portal with the average asking price at RM3.78 million or RM215 psf.

EdgeProp.my data also showed that 39 industrial units were transacted in 2019 with the average transacted price at RM2.21 million or RM234 psf.

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**RM1,600,000****Taman Kinrara, Puchong, Selangor**

**Type:** Bungalow **Tenure:** Freehold  
**Built-up:** 3,000 sq ft **Land size:** 6,480 sq ft  
**Bedroom:** 5 **Bathroom:** 3

**Vincent Ng** (E 0994)

KIM REALTY (E (3) 0211)  
 ☎ +6019 336 0899

**RM5,800/mth****The Ruma, KLCC, Kuala Lumpur**

**Type:** Serviced apartment **Tenure:** Freehold  
**Built-up:** 915 sq ft **Bedroom:** 2 **Bathroom:** 2

**Tracy Tan** (REN 02529)


RGROUP 6 SDN. BHD (E (I) 1707/6)  
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**RM1,570,000**


**Sunway SPK Damansara, Kuala Lumpur**  
**Type:** Terraced house **Tenure:** Freehold  
**Built-up:** 2,400 sq ft **Land size:** 1,650 sq ft  
**Bedroom:** 3 **Bathroom:** 2

**Suki Tan** (REN 06909)  
BIG PLUS PROPERTIES SDN BHD (E (I) 1834)  
 +6013 277 8668



**RM225,000**


**Taman Sentosa, Klang, Selangor**  
**Type:** Terraced house **Tenure:** Freehold  
**Built-up:** 1,000 sq ft **Bedroom:** 2  
**Bathroom:** 1

**Steve Lieow** (PEA2417)  
THE ROOF REALTY SDN BHD (E (I) 1605)  
 +6010 218 3671



**RM13,300,000**

**Sungai Besi, Pudu, Kuala Lumpur**  
**Type:** Commercial land **Tenure:** Leasehold  
**Land size:** 14,438 sq ft

**SP Lee** (REN 40386)  
REAPFIELD PROPERTIES (HQ) SDN BHD (E (I) 0452)  
 +6018 382 9338



**RM899,000**

**Dataran Prima, Petaling Jaya, Selangor**  
**Type:** Office **Tenure:** Freehold  
**Built-up:** 2,392 sq ft

**Lue** (REN 18679)  
HARTAMAS REAL ESTATE (MALAYSIA) SDN BHD (E (I) 1439)  +6014 626 4929



**RM600,000**


**Cameron Towers, Petaling Jaya, Selangor**  
**Type:** Condominium **Tenure:** Freehold  
**Built-up:** 1,507 sq ft **Bedroom:** 3  
**Bathroom:** 2

**Siew Lee Tan** (REN 01666)  
TECH REALTORS PROPERTIES SDN BHD (E (I) 1492)  
 +6012 458 3016



**RM3,100,000**


**Sunway Vivaldi, Sri Hartamas, Kuala Lumpur**  
**Type:** Condominium **Tenure:** Freehold  
**Built-up:** 4,047 sq ft **Bedroom:** 5  
**Bathroom:** 6

**Shiyan Lim** (REN 04671)  
KITH AND KIN REALTY SDN BHD (E (I) 1933)  
 +6012 288 3436



**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



**RM380,000**


**Mahsuri Apartments, Taman Setiawangsa, Kuala Lumpur**  
**Type:** Condominium **Tenure:** Freehold  
**Built-up:** 820 sq ft **Bedroom:** 3 **Bathroom:** 1

**Shahrul Nizam** (REN 24288)  
AJC PROPERTY SURVEYORS SDN BHD (VE (I) 0202)  
 +6019 619 7278



**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 (I) 1670/3)  
 +6016 345 9809



**RM800,000**


**USJ 19, USJ, Selangor**  
**Type:** Terraced house **Tenure:** Freehold  
**Built-up:** 1,835 sq ft **Land size:** 1,650 sq ft  
**Bedroom:** 3 **Bathroom:** 3

**Samuel Sing** (REN 14178)  
CITI LIFE REAL ESTATE (E (3) 1627)  
 +6012 279 0150



**RM1,700/mth**


**Suria Residence, Bukit Jelutong, Selangor**  
**Type:** Serviced apartment **Tenure:** Freehold  
**Built-up:** 943 sq ft **Bedroom:** 2 **Bathroom:** 2

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



**RM18,000/mth**


**SS 21, Damansara Utama, Selangor**  
**Type:** Shophouse **Tenure:** Freehold  
**Built-up:** 4,750 sq ft **Land size:** 4,050 sq ft

**Ong Chee Yong** (REN 22613)  
POLYGON PROPERTIES SDN BHD (E (I) 1714)  
 +6018 366 8687



**RM490,000**


**Anjung Hijau, Bukit Jalil, Kuala Lumpur**  
**Type:** Condominium **Tenure:** Freehold  
**Built-up:** 1,116 sq ft **Bedroom:** 3 **Bathroom:** 2

**Neoh Eng Kim** (REN 32881)  
TECH REALTORS PROPERTIES SDN BHD (E (I) 1492)  
 +6016 208 6331



**RM330,000**

**Bentong, Pahang**  
**Type:** Agriculture Land **Tenure:** Freehold  
**Land size:** 43,560 sq ft

**Neel** (REN 04411)  
REAPFIELD PROPERTIES (PUCHONG) SDN BHD (E(I) 0452/8)  +6012 219 1124



**RM1,800,000**


**Section 11, Shah Alam, Selangor**  
**Type:** Bungalow **Tenure:** Leasehold  
**Built-up:** 3,900 sq ft **Land size:** 9,960 sq ft  
**Bedroom:** 5 **Bathroom:** 6

**Nadia Rohim** (REN 08342)  
DZ ANGKASA PROPERTY CONSULTANTS SDN BHD (VEPM (I) 0331)  +6012 358 2950



**RM9,500/mth**

**The Ritz-Carlton Residences, KLCC, Kuala Lumpur**  
**Type:** Serviced apartment **Tenure:** Freehold  
**Built-up:** 1,163 sq ft **Bedroom:** 1 **Bathroom:** 1

**Michelle Ong** (REN 11532)  
GATHER PROPERTIES SDN BHD (E (I) 1536)  
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