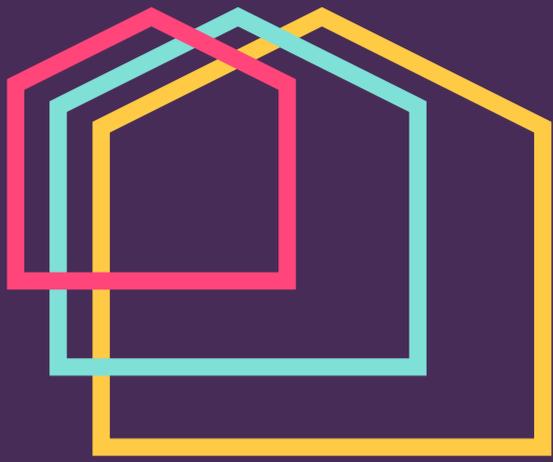




Preserving Closeness

FAMILY. WE LOOK OUT AND CARE FOR EACH OTHER, FOR THINGS ARE ALWAYS BETTER TOGETHER. THROUGH THICK AND THIN, WE SOMEHOW MANAGE TO PULL IT THROUGH. FOR THERE IS NOTHING MORE IMPORTANT THAN THE HAPPINESS OF FUTURE GENERATIONS. IT IS A BOND, A FORTUNE, FOR LIFE.

PARKCITY IS ALL ABOUT CREATING SPACES THAT BRING TOGETHER THE MOST IMPORTANT PARTS OF LIFE – FAMILY, NEIGHBOURHOOD, COMMUNITY, CONNECTIVITY AND CONVENIENCE.
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DIGITAL

EP
02
FEATURE



A place one would love to call home

EP
09
FEATURE



Kg Baru Subang: An industrial diamond in the rough



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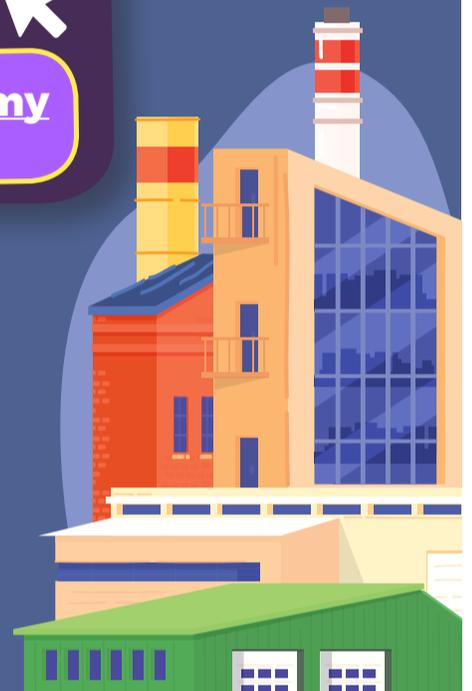
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LIGHT AT THE END OF THE TUNNEL?

06
COVER
STORY

Majority of business owners expect an economic rebound in the next two years, with some looking at buying industrial properties.

Perfecting Community

COMMUNITY. WE ALL YEARN TO BELONG. IT MIGHT TAKE A WHILE TO FIND ONE THAT FITS LIKE A GLOVE. EVENTUALLY IT IS YOU THAT ENRICHES THE COMMUNITY. BY BEING WHO YOU WISH TO BE. MAKING NEW FRIENDS FOR YOU AND THE FAMILY.

PARKCITY IS ALL ABOUT CREATING SPACES THAT BRING TOGETHER THE MOST IMPORTANT PARTS OF LIFE - FAMILY, NEIGHBOURHOOD, COMMUNITY, CONNECTIVITY AND CONVENIENCE.
#ParkCityPC



Nestled among mature neighbourhoods in the heart of Kuala Lumpur lies Malaysia's pioneer master-planned township Desa ParkCity, an address one would love to call home.

It is easy to see how this self-contained township has earned such a prized accolade.

Enveloped in exclusivity, spaces in the multiple award-winning township are vibrant yet exude a distinct warmth and intimacy that blend seamlessly innovation, lifestyle and sustainability.

It is here that you will be greeted with lush greenery and open spaces that inspire wellness, leisure and social pursuits — key elements to living in the new normal.

The making of unique Desa ParkCity did not happen by chance. Its developer, ParkCity, has and continues to deliberately infuse “heart and soul” into the community and township.

Desa ParkCity, sprawling 473 acres, was unveiled back in 2002. A barren, active quarry mine is now Kuala Lumpur's first-ever new and popular urbanist township. It is where people of all ages and abilities gather to learn, grow, interact, mature, thrive and evolve.

Location and connectivity remain key attributes for any sound property investment. Desa ParkCity meets the mark, sitting strategically between the bustling Petaling Jaya suburb and the popular Mont'Kiara enclave. The Kuala Lumpur City Centre is a mere 15km away.

The township is easily accessible by several highways comprising the New Klang Valley Expressway, Duta-Ulu Klang Expressway 3 and the Damansara-Puchong Highway. The Mass Rapid Transit Line 2 (Sungai Buloh-Serdang-Putrajaya line) is expected to be operational in 2021.

Self-contained, the township is served by a growing array of amenities of international standards.

From the start, the planning, design and construction of this popular township was challenging due mainly to poor soil condition and the presence of granite.

Fast forward to the present, liveability, development sustainability and value creation in the township have been vindicated by the numerous international and local recognitions such as EdgeProp Malaysia's Best Managed and Sustainable Property Awards 2020.

In 2019, EdgeProp Malaysia also named ParkCity, a subsidiary of the Samling Group in Sarawak, as Malay-



A place one would love to call home

ParkCity Group's brand values

Family

Home is where the heart is. Creating homes and spaces that redefine form and function

Community

Live, learn and grow together. Everything is in place to forge sustainable and engaging communities to flourish and prosper.

Convenience

What you need and when you need it most. A variety of amenities and facilities readily available at your doorstep.

Neighbourhood

Enjoying moments, inspiring togetherness and friendship. Meandering walkways, lush landscapes, waterparks and wonderful gathering places that encourage interaction within the communities.

Connectivity

Everything is within reach. Well planned infrastructure and services provide convenience and easy access between homes, shops and park.



“The 20-year journey has been a long one and we stay committed to maintain the townships and continuously improve them for the betterment of the community and society at large.” — LAU

sia's Responsible Developer: Building Sustainable Development. This was in recognition of the developer's vision, commitment and efforts made towards the building of sustainable developments in Malaysia.

ParkCity Group's pillars in township development and its quality maintenance are anchored in four values — patience, willingness to forge ahead, commitment and passion. ParkCity Group CEO Datuk Joseph explains: “We are proud that we have made this commitment and will continuously stay focused on carrying through this undertaking. Our biggest day-to-day challenge is rising construction cost

with stagnant property prices.

“Hence, the need for innovative ways to reduce construction cost such as by embracing the latest technology and to come up with more creative product designs. These are in addition to staying more sensitive towards customer needs in order to introduce market-driven products,” he adds.

A thriving, self-sustaining neighbourhood

Desa ParkCity is home not only to Malaysians but also to a diverse expatriate community from the United Kingdom, Japan, Hong Kong, Australia, China and more.

The self-sustaining township of both landed and vertical homes are supported by bustling retail, education, medical and leisure activities.

Anchoring the amenities is a 45-acre iconic retail entertainment centre called The Waterfront wrapped around an award-winning Central Park and the 11.3-acre British colonial-style architecture hybrid mixed-use development Plaza Arkadia — both award winning projects.

The pet-friendly and popular Central Park won Gold in the 10 years and above specialised category while Plaza

Arkadia won Gold in the below 10 years mixed development (entire) category at EdgeProp Malaysia's Best Managed and Sustainable Property Awards 2020. It is easy to see why. Through the park, the developer promotes a closer-to-nature lifestyle with tree-lined paths, a picturesque lake, children's playground complete with childproof play equipment and a nine-foot wide jogging path.

Come morning or when the sun goes down, residents and visitors alike, accompanied by their best friends enjoy the park. Children cycle or scoot around while families and friends catch up over a meal or a tete-a-tete in the many restaurants and cafes at The Waterfront.

Rachel, who stays in the nearby Kepong area, has been a regular weekly visitor to Central Park with her dog Pudding over the past eight years or so.

Desa ParkCity, sprawling 473 acres, was unveiled back in 2002. A barren, active quarry mine is now Kuala Lumpur's first-ever new and popular urbanist township.

Desa ParkCity is also a favourite F&B hangout for Rachel and her cousins.

Why not move to Desa ParkCity? “I am saving up...” she quips with a smile.

Many joggers find Desa ParkCity a haven — this has led to the likes of Shirley, who decided to move into the township last year.

Safety is paramount

For a responsible developer, safety of its residents and visitors would be a priority.

This is especially so with the retail hubs and parks so popular with the public. In addition, each housing precinct comes with their own security checkpoint. Hence the two entrances into the township, both have boom gates and guarded by professionally trained auxiliary police. The two main boom gates are down at midnight and guarded by the auxiliary police.

A rigorous security system gives the township the reputation as one of the safest places to live in Malaysia. Ubiquitous public CCTV cameras, round-the-clock patrolling of the auxiliary police force, and strictly guarded neighbourhoods provide a blanketing network of surveillance. A modern approach of Crime Prevention through Environmental Design (CPTED) has been used in addition to support Desa ParkCity's proactive security system. Measures such as strategic use of shrubberies, diligent upkeep of the neighbourhoods, and good lighting design are all constructive to deter potential offenders and keep the community safe.

Of live, learn, play and wellness

The International School @ Desa ParkCity offers both primary and secondary education. Due to its popularity, an extension to the school is currently being built with a targeted completion in early 2022 and to be fully operational by end of 2022.

This is in addition to the availability of public schools in the Kepong area such as SMK Kepong, Kepong Baru National High School and Sri Kepong primary school.

The ParkCity Medical Centre provides state-of-the-art full inpatient and outpatient medical services, advanced diagnostics and 24-hour emergency. The RM60 million The ParkCity Club is for the exclusive use of Desa ParkCity residents with monthly subscription fees starting from RM137 for a single member to RM318 depending on the numbers in a family.

Aside from Desa ParkCity, the ParkCity group is building the 190-acre ParkCity Hanoi in Vietnam and the 551-acre Marina Parkcity in Miri, Sarawak.

Lau says: “The 20-year journey has been a long one and we stay committed to maintain the townships and continuously improve them for the betterment of the community and society at large.

“In our business, there are always ups and downs. We are glad that through our perseverance and tenacity, we have successfully made all our townships desirable places to live.”

Continues next page



The pet-friendly and popular Central Park won Gold in the 10 years and above specialised category at EdgeProp Malaysia's Best Managed and Sustainable Property Awards 2020.

From previous page

A 'community of short distances'

Award-winning Desa ParkCity is expanding. In the self-contained township are some 60 acres to be developed over the next 10 years.

Upon completion, the township will have 7,000 homes and 3.7 million sq m of commercial space with a total gross development value of RM7.5 billion.

What will Desa ParkCity look like in the next decade? What can its residents and visitors expect?

ParkCity Group CEO Joseph Lau said the developer had a vision of building a markedly better place for people of all ages, backgrounds, and ethnicities to reside, work, shop, learn, play and enjoy.

"We undertake to create a development that we as a developer, owners and residents are proud of. This is our commitment from the start," stresses Lau.

Desa ParkCity is designed to appreciate communal living. This is underscored by the developer's thrust in features like the central park, sports centre and clubhouse.

The developer has successfully created a "community of short distances" with the provision of tree-lined pedestrian sidewalks running parallel to the roads. Besides greening the environment and encouraging walking, this also adds to the safety of pedestrians.

Forefront of fulfilling homebuyers' needs

Globally, people are still coming to terms



Developed on a 11.3-acre site, Plaza Arkadia is designed to redefine mixed-use developments in Malaysia. It features colonial style architecture with a modern contemporary twist.

to a new normal that dictates the way we live, work, learn and play.

In Malaysia, KGV International Property Consultants carried out a survey on the behavioural pattern of housing property investors post the Movement Control Order (MCO) to ascertain what they wanted in their future homes.

High-speed Internet, gated-and-guarded security, good ventilation, substantial green areas and natural lighting topped the list.

When choosing a property, the top six criteria of homebuyers are: location, security, selling price, environment and neighbourhood (90%), ease of selling

(89%) and capital appreciation potential (see graphic).

"The results and features of what the homebuyers wanted in their homes post-MCO were in our expectations. In fact, over the past six months we have been getting feedbacks and indication of what homebuyers want even before MCO. During the MCO period, the homebuyers' wants and features were amplified," said the consultancy's executive director Samuel Tan.

He also added that the survey results saw that many are planning to buy a property within the next two years and these features will be the key pointers they will

be looking out in their hunt for a home.

Desa ParkCity ticks most, if not, all the criteria for one to choose their property to call home.

Sneak peek into Park Place

Interestingly, the features identified by the survey respondents are encapsulated in Park Place, an upcoming launch at Desa ParkCity, which has created a buzz. This is a modern, stylish and vertical development sitting on 4.55 acres of land located at the upcoming ParkCity TownCenter @ Desa ParkCity.

Standing at 53-storeys with a total of 537 units, the architect of the development is multiple-award winning Erik L'Heureux from Pencil Office and PIA Interior, Thailand's leading design studio with over 20 years of diverse experience.

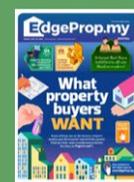
Park Place is about modern and dynamic living that encompasses creativity, respectability, liveability and social consciousness. This is made possible through the creation of public working space "at home" without infringing the private sanctuary of home.

The result: One holistic communal living. On the 41st and 42nd floors are the sky garden, co-working and family areas that stretch over some 20,000 sq ft of space, providing private areas for those seeking their "me" time.

Meanwhile on Level 8 is a plethora of amenities including an outdoor amphitheatre, garden cabanas and a garden deck.

Top six criteria in choosing a home

- 1 Location (93%)
- 2 Security (92%)
- 3 Selling price (90%)
- 4 Environment and neighbourhood (90%)
- 5 Easy to sell (89%)
- 6 Capital appreciation potential (88%)



CLICK to read the EdgeProp Malaysia e-Pub of May 22, 2020 for the full report

Again interestingly, the design of Park Place has accommodated for the new normal of living, even before Covid-19 struck.

Located within the Desa ParkCity TownCenter spanning 55 acres of new and exciting residential, commercial and retail concepts, Park Place is set to benefit from the upcoming development activities in its immediate vicinity.

Solid track record

These days, people buy homes for more than a roof over their heads. Capital appreciation and steady rental yields are paramount.

With this in mind, any property enthusiast in the Klang Valley would be familiar with Desa ParkCity, sprawling 473 acres of freehold land.

According to a market outlook and investor guide on Desa ParkCity last year based on the research of Savills Malaysia and Knight Frank Malaysia, the township has performed commendably, with a chained price index showing a gradual uptrend, with estimated growth of 16.7% from 2013 to 2018.

In contrast, the chained price index in the Kuala Lumpur City Centre locality peaked in 2014 before declining sharply in 2015. It should be noted that in 2013, Malaysia instituted a slew of cooling measures to curb speculation. This was on the backdrop of a slowdown in both global and domestic economies.

According to Knight Frank Research, despite prevailing challenges in the property market, the high-rise residential segment in Desa ParkCity performed well during the review period from 2013 to 2018.

"The average translated price of high-rise residential properties in the township grew circa 19.8%, from about RM715 psf to RM875 psf or Compound Annual Growth Rate (CAGR) of 3.7%. The well-planned master development continues to attract high local demand amongst

own-stay purchasers and investors," Knight Frank Research said in the report.

On the average transacted price, Savills Malaysia said all home size categories in Desa ParkCity saw a positive five-year CAGR.

"Since 2013, the average transacted price for high-rise residential units of 1,000 sq ft to 1,999 sq ft has moved upwards by 27.9%, followed by 2,000 sq ft to 2,999 sq ft (6.4%) and less than a 1,000 sq ft (8.4%). The price growth in Desa ParkCity is the highest amongst other areas of coverage including KLCC-Bukit Bintang and Mont'Kiara, signifying its ability to command a premium with its unique concept," Savills noted.

Meanwhile, EdgeProp Research shows that more than a hundred homes were transacted each year in Desa ParkCity between 2015 and 2019.

In 2020, the non-landed homes and landed homes were transacted at an average of RM860 psf and RM1,294 psf, respectively.

To date, the most transacted non-landed homes in Desa ParkCity are the One Central Park (RM968-RM1,200 psf), The Westside III (RM873 psf) and The Westside II (RM806 psf). Northshore Gardens which was launched in 2008 at RM480 psf is now being transacted at over RM840 psf — a 75% in capital appreciation.

In August last year, the group launched Park Regent at an average of RM1,100 per square foot and despite the prevailing tough market, they achieved over 70% sales rate during their priority launch. To date, Park Regent has reached almost 90% sales rate.

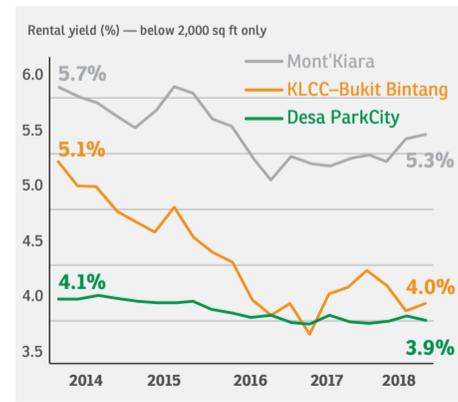
Desa ParkCity performed well despite prevailing challenges in the property market

Average transacted price: High-rise scheme

SELECTED LOCALITY	AVERAGE TRANSACTED PRICE (RM/PSF)		ESTIMATED GROWTH	CAGR
Desa ParkCity	715	857	+19.8%	3.7%
KLCC	1,204	1,122	-6.8%	-1.4%
Mont'Kiara	775	777	+0.3%	0.1%
Kota Damansara	495	447	-9.6%	-2.0%

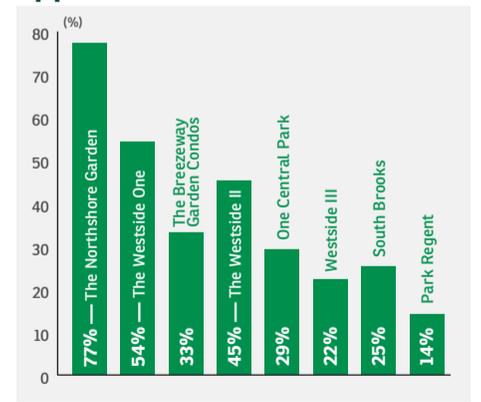
SOURCE: KNIGHT FRANK MALAYSIA

Rental yield trend by area (2014-2018)



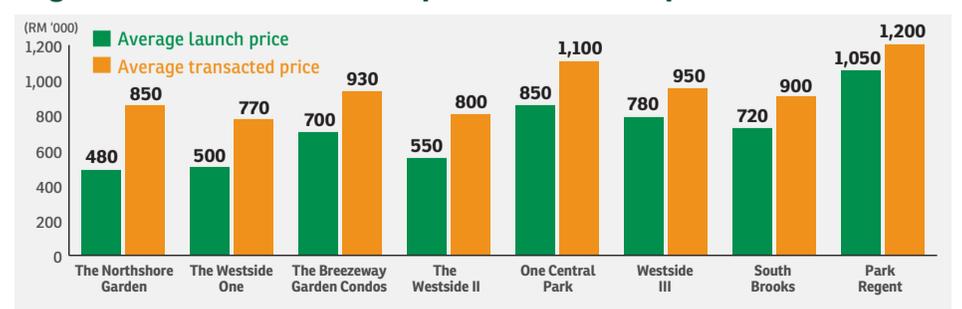
SOURCE: SAVILLS (MALAYSIA)

High-rise residential capital appreciation



SOURCE: PERDANA PARKCITY SDN BHD

High-rise residential launch price VS current price



SOURCE: PERDANA PARKCITY SDN BHD

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World's tallest prefab towers in Singapore 'being built' in Malaysia

The residential project Avenue South Residences in Singapore will boast the tallest prefabricated buildings in the world and Malaysia's claim to fame will be that their "modules" are made in a factory in Senai, Johor.

According to a report by CNN, the development will involve 988 apartments constructed from "almost 3,000 vertically stacked modules" ending up with two 192m towers.

Six-sided boxes cast in concrete made in the Johor factory will be taken to Singapore "to be fitted out and furnished before being moved to the construction site", said the report.

ADDP Architects told the broadcaster that the building method is known as Prefabricated Prefinished Volumetric Construction (PPVC) and it is "less labour-intensive and can help reduce waste and noise pollution".



AVENUE SOUTH RESIDENCES

Airbnb contributed RM3.98b to Malaysia's GDP, from 2015 to 2019

Short-term rental activities have contributed as much as RM3.98 billion to Malaysia's Gross Domestic Product (GDP) and supporting 52,100 local jobs between 2015 and 2019, a report by Oxford Economics revealed.

The report entitled "The Economic Impact of Airbnb in Malaysia", which was commissioned by Airbnb, explores the total economic impact of the company nationwide between 2015 and 2019.

"Between 2015 and 2019, Airbnb guests spent a total of RM11.8 billion, growing at an annual rate of 79.6% in Malaysia.

"For every RM100 spent by Airbnb tourists outside their accommodation spend, approximately RM49 went on shopping, activities and other related items while RM24 were spent on restaurants," said the report, which was released by Airbnb recently.



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Hatten Land secures new strategic investor for Harbour City in US\$323m deal

Melaka-based Hatten Land Ltd has signed a deal worth US\$323 million (RM1.36 billion) with Tayrona Capital Pte Ltd relating to the Har-

bour City project in the state.

The Harbour City project, which is held under Gold Mart Sdn Bhd, is incorporating elements of retail, hospitality and entertainment within an integrated mixed development.

Under the agreement, Tayrona Capital will invest US\$23 million in Gold Mart via the issuance of new shares, allowing it to obtain a 99% equity stake in the latter.

In addition, it will inject US\$240 million to improve and complete the development and marketing of the marine-themed, mixed development which comprises the thematic Harbour City Mall, Melaka's largest 'Sky' water theme park of 500,000 sq ft, as well as a luxury hotel.

IHG and LQ retail to open Malaysia's first Kimpton Hotel

InterContinental Hotels Group (IHG), one of the world's leading hotel com-



KIMPTON HOTEL KUALA LUMPUR

panies, has signed a management agreement with LQ Retail Sdn Bhd to open Malaysia's first Kimpton Hotels and Restaurants in 2023.

The hotel will be located at The

Exchange, the lifestyle quarter of the Tun Razak Exchange (TRX).

In a virtual briefing session with the media on Monday, IHG's Southeast Asia (SEA) and Korea managing director Rajit Sukumaran said the Kimpton Kuala Lumpur will offer 471-rooms, as well as three food and beverage outlets, namely a rooftop bar, a restaurant and a deli-grocer cafe.

LQ Retail is a joint venture between Australian Securities Exchange-listed Lendlease, an international property and infrastructure group, and TRX City Sdn Bhd, the master developer of TRX.

Covid-19: One in four respondents looking to relocate, says report

One in four people surveyed said they are more likely to move house in the next 12 months due to the Covid-19 pandemic, Knight Frank research showed.

In the Global Buyer Survey 2020 which was released by Knight Frank, some 25% out of the 700 respondents reckoned that they are more inclined to move as a result of the pandemic.

Among those who are more likely to relocate, 40% are searching for a new home in the same location as they are now in, while about 26% are planning to move to a different location in the same country. Of those who are considering a move, 34% (or 9% of all respondents) are considering moving out of their current countries.

The survey found that the UK, Spain and France are the most preferred destinations, while Australia, Canada, Switzerland and the US come next.

"Such countries offer a good quality of life, political stability, a secure currency, excellent education systems and in normal times are easily accessible," the London-based property consultancy said in the report, adding that New Zealand, Portugal, Malta and Norway also ranked highly.



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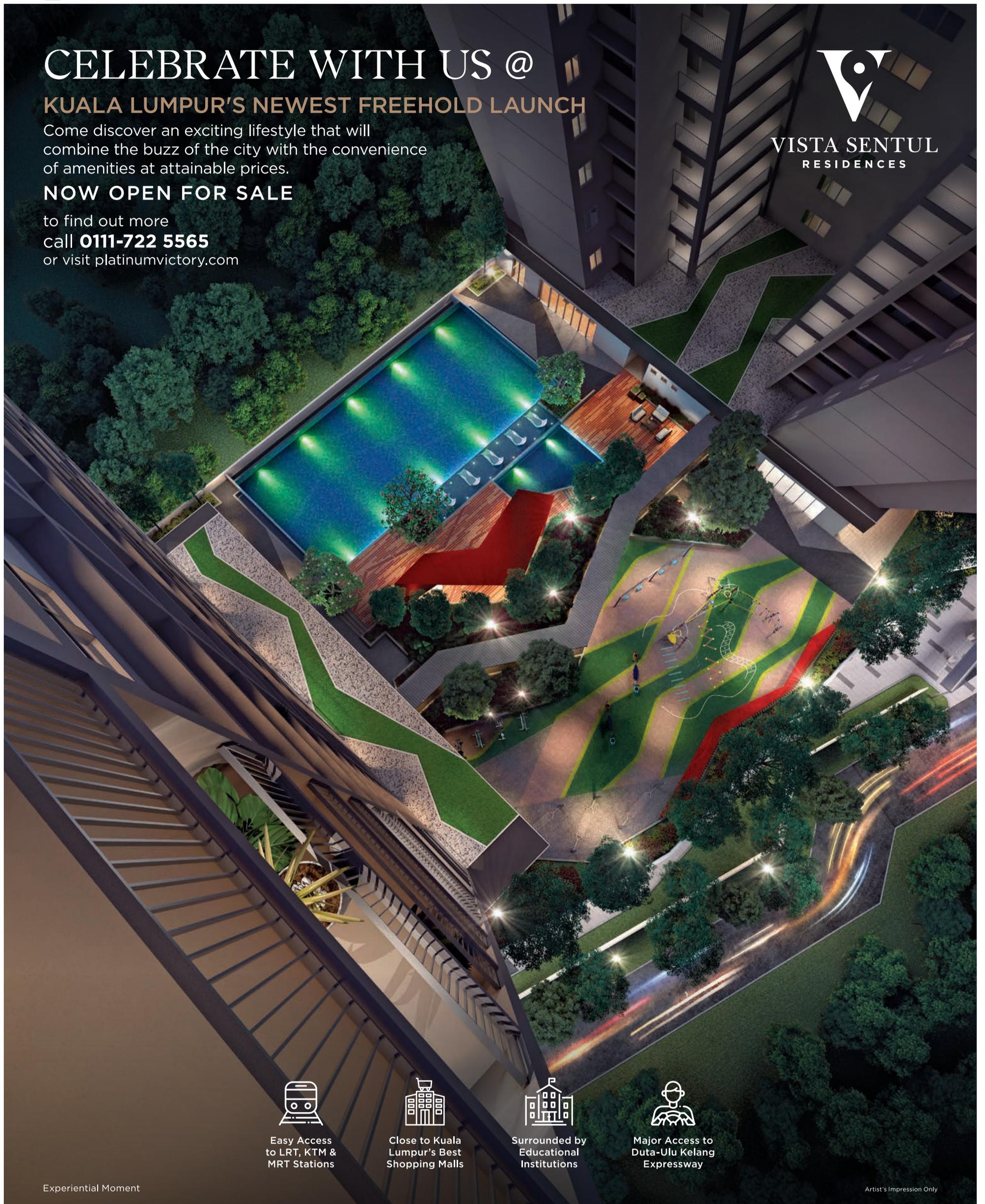
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BY RACHEL CHEW

The Covid-19 pandemic almost paralysed Malaysia during the Movement Control Order (MCO) lockdown period for six weeks from March 18, but business owners are optimistic that the market is gradually resuming its pace especially in the current Recovery MCO. According to findings from KGV International Property Consultants (M) Sdn Bhd's recent market survey, many expect the economy to rebound within the next 24 months.

In the survey on "Behavioural patterns of industrial property investors post-MCO" conducted in June, about 82% of the 200 respondents who are either individual potential investors or smaller corporates, said they expect the business environment to recover in less than six months to two years, whereby 16.5% expect a recovery in less than six months, 32.5% expect a recovery in a year and 33% expect it to do so in the next two years.

"Surprisingly, this is relatively optimistic and show the confidence of the potential industrial property buyers.

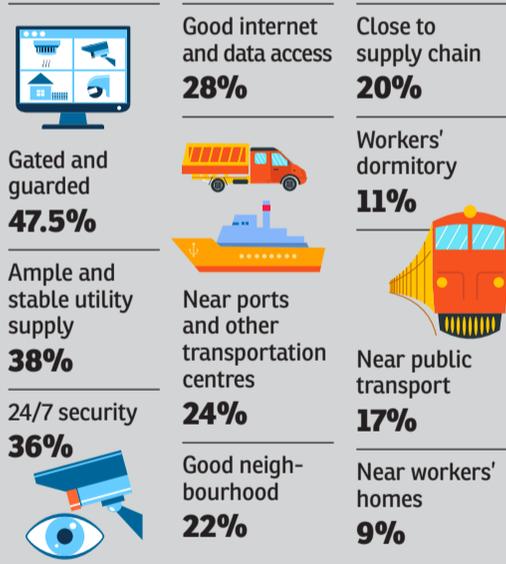
"However, it is interesting to note that even though more than 80% expect the market to recover within less than six months to two years, only about 50% are prepared to commit and buy the next factory within the next two years. This reflects the severity of the adverse macro environment that has affected the potential buyers' ability to invest," says KGV International Property Consultants executive director Samuel Tan.



ALL PICTURES BY LOW YEN YEING | EdgeProp.my

Not all gloom and doom in the INDUSTRIAL PROPERTY MARKET

Top-10 preferred industrial property features



Nevertheless, of those who intend to purchase an industrial property in the next two years, 41% of the respondents are prepared to spend between RM1 million and RM3 million on it while 18% intend to spend below RM1 million. Naturally, the quantum of respondents decreases as the investment amount increases.

When it comes to their industrial property investment intentions, these were quite well distributed among buying for capital gains, for renting out and for future use, with each buying intention garnering about one-third of votes. Only 14% or 28 respondents said they would buy for immediate use.

"This could be attributed to the current weak market sentiment, hence the immediate demand for factories is understandably lower at this juncture," Tan says.

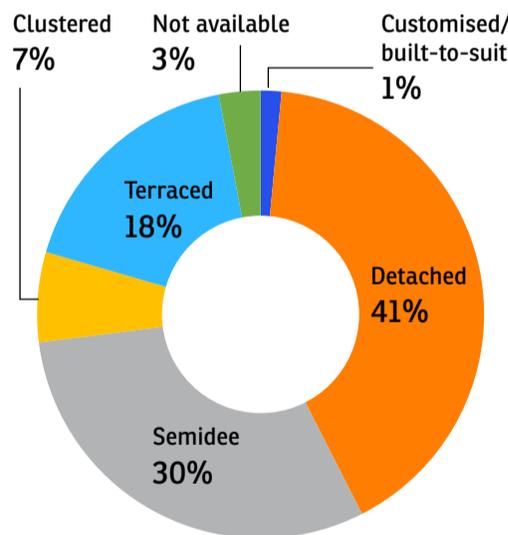
Will prices drop?

Interestingly, 65% of the respondents expect the selling price for factories to drop between 10% to more than 30% while another 10% expect prices to remain the same and 11% were unsure. Only 14% expect prices to increase. In a nutshell, the market is generally anticipating industrial property prices to drop within the next two years.

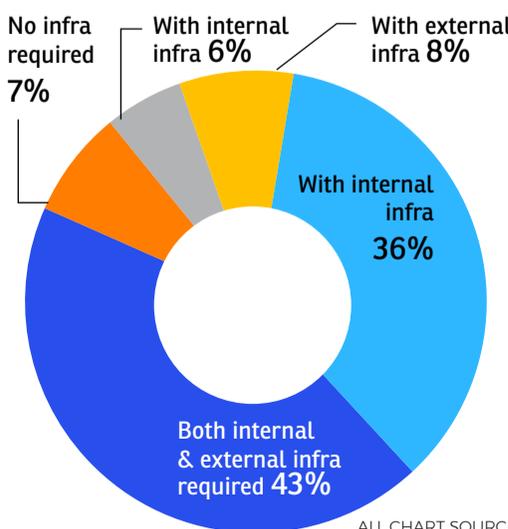


"Confidence needs to be built in the market over the next two years. Among other things, the government needs to provide support such as promoting private consumption, tax incentives and human resource reform, etc. Only then will demand be totally restored in the industrial sector." — Tan

Preferred factory types



Preferred infrastructures



ALL CHART SOURCES: KGV INTERNATIONAL

In fact, according to the survey, the main motivation for investors to purchase their next factory unit in such challenging times was cheaper prices (79.5%).

Tan tells EdgeProp.my that there are a few reasons for the price drop forecast, one being the plunge of demand for goods and services on a global scale.

"The pandemic has disrupted the entire supply chain and demand for goods and services on a global scale. Manufacturers are handicapped, in that certain components are not readily available to complete the production. Problems in logistics for goods have compounded the matter.

"Besides, drop in demand due to lower consumption is another inhibiting factor. The employment market with lower income is also expected to slow down the demand. Travel restriction is another reason investors are careful with overseas property investments," Tan shares.

He adds that the compound effects of the above mean a slowdown in manufacturing activities, and this drives caution for any new or expansion plans, which pressures the price trend of industrial properties moving forward.

"Confidence needs to be built in the market over the next two years. Among other things, the government needs to provide support such as promoting private consumption, tax incentives and human resource reform, etc. Only then will demand be totally restored in the industrial sector," he notes.

The ideal industrial property

When asked to state their preferred industrial property type, a majority of the respondents in the survey chose detached (41%) units followed by 30.5% who liked semidee factories.

Meanwhile, most of the respondents (62%) preferred 1½-storey factory units, a trend which is already reflected in the current market supply.

"1½-storey factory units are the most popular. This is consistent with what we see in most of the industrial schemes where most factory units offer a ground level operations or warehouse space at the back and a double-storey office annex at the front.

CONTINUES NEXT PAGE →

COVER STORY



← FROM PREVIOUS PAGE

“The main reason for this preference is the relatively lower land cost in Malaysia compared with other countries. Factory operators prefer a low-rise building for efficient operation flow and lower building construction cost such as foundation cost, cargo lifts, floor loading for higher floors and other reasons,” Tan points out.

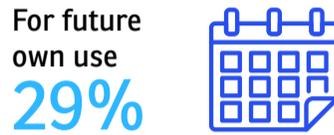
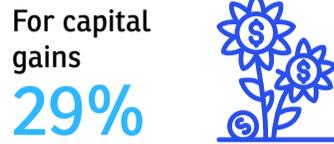
The survey respondents who were mainly made up of individuals and small- and medium-enterprises (SMEs) also preferred industrial properties on land areas of five acres and below. About 40% and 44% of respondents liked something between one to five acres, and below one acre respectively. When it comes to built-up sizes, the most popular were units sized 5,001-10,000 sq ft (29%) and 10,001-20,000 sq ft (19%), which are the common floor sizes for semidee and detached factories.

Industrial property investors (43.5% of respondents) are also more likely to buy a property with both internal and external infrastructures, or at least with the internal infrastructure such as water, electricity and internal access roads, ready to be used or connected.

Hence, gated-and-guarded industrial parks came out top of the respondents’ list (47.5%) of industrial property features. The next most preferred feature was ample and stable utility supply (38%) followed closely by 24/7 security service (36%).

“It shows factory buyers/operators are very concerned about the security and stability of utility supply. These two factors precede the other features that are secondary,” says Tan.

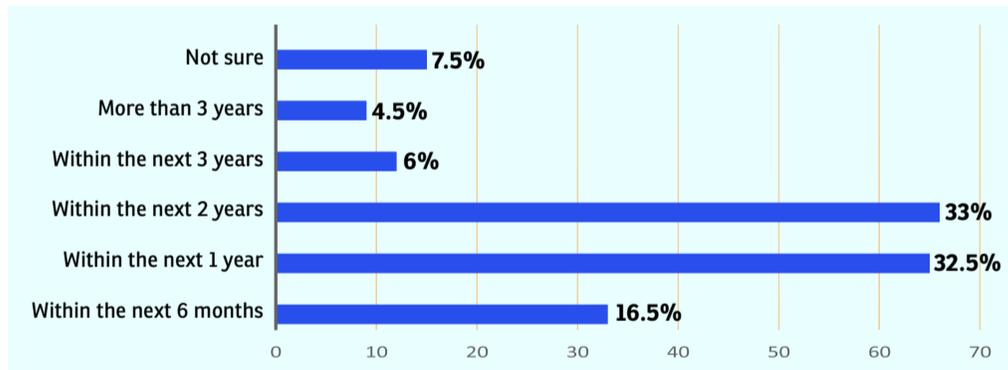
Intention of investment



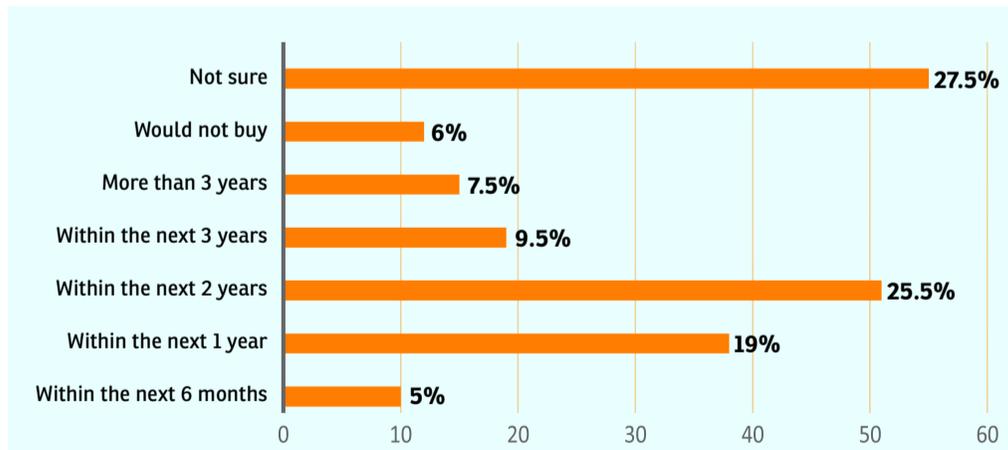
Industrial property investors are more likely to buy a property with both internal and external infrastructures, or at least with the internal infrastructure.

LOW YEN YEING | EdgeProp.my

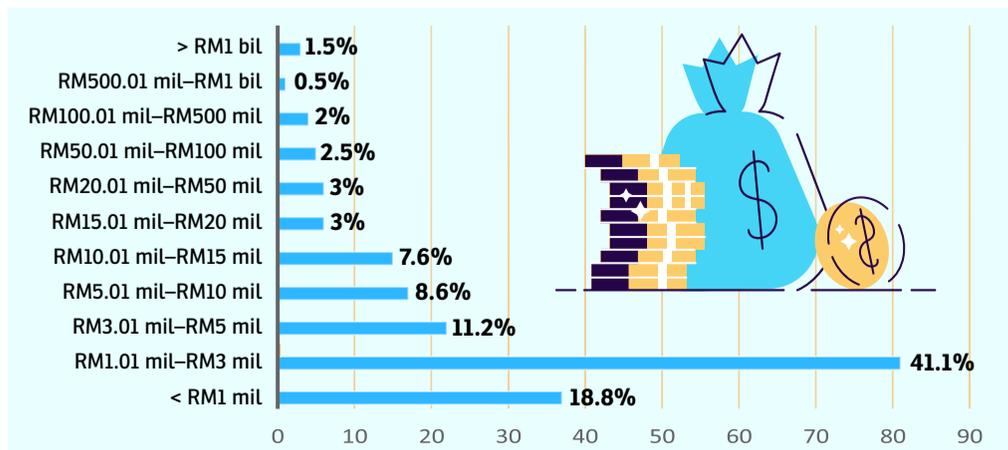
Expectation of market recovery



When will you buy next?



How much are you prepared to spend?



Key considerations for next purchase

In buying their next factories, the key criteria for the purchasers ranked as follows: location (81%), rentability (43%), selling price (42.5%), security of the area (37%) and capital appreciation (35%).

“Location remains the key criterion. This is understandable as the location factor is the utmost crucial factor affecting selling price, rental, capital growth and the security of the premises and vicinity,” Tan says.

Meanwhile, the top factors that will motivate investors to acquire their next factory units are: cheaper prices (79.5%), more choices (53%), recurring income (50%), new or future business expansion (49%) and capital growth (47.5%).

“From the list above, we can deduce that it is indeed a buyers’ market now with most potential buyers expecting prices to be lowered. There are also ample choices in the market.

“About half are looking at recurring income and capital growth. Some are planning for future expansion. It is noted that only 29% are looking at immediate business expansion. This is a sign of the challenging times we are in now,” Tan shares.

Downward risks

The KGV International survey also found that moving forward, there will be three factors that can discourage industrial property investments and purchases, namely poor business conditions and sentiments (75%), difficulty in obtaining financing (52%) and budget constraints (50%).

“Poor business conditions and weak sentiments as a result of a confluence of factors such as the Covid-19 pandemic, US-China trade war and risks posed by the political uncertainty in the country have wide-ranging negative effects on the economy,” Tan points out.

Meanwhile, difficulties in obtaining financing and budget constraints are related and are not new issues plaguing investors and business owners. Many have been complaining about the stringent stance adopted by financial institutions amidst the increasingly challenging and risky environment.

Besides these deterrents, lack of government incentives, shortage of the preferred property types and workers’ shortage are the main concerns that will deter industrial property investors from making their next purchase.

Profile of respondents

KGV International Property Consultants (M) Sdn Bhd’s “Behavioural patterns of industrial property investors post-MCO” survey was conducted from June 15 to 30, 2020. Responses were gathered from 45 corporate respondents and 155 individual respondents in Malaysia.

Most of the corporate respondents were small- and medium-enterprises (SMEs) in the manufacturing sector (about 52.4%) with an issued capital of more than RM1 million (65.9%) and an annual turnover of more than RM25 million (68.2%).

As for the individual respondents, more than 60% of them earn more than RM100,000 per year with about 15% earning more than RM500,000 per year. The individual respondents may not be actual industrial property investors but could be assumed to be prospective investors.

The objective of the online survey was to better understand the trends in the industrial property sector (specifically factory) following the Movement Control Order lockdown period in Malaysia brought on by the Covid-19 outbreak.

“It is hoped that this survey and our analysis will assist developers, property owners, investors, bankers, property agents and other stakeholders in their planning and decision-making in a more informed manner,” says KGV International.

ALL CHART SOURCES: KGV INTERNATIONAL



Let justice *be seen* *to be done*



just recently learnt from an international arbitration news site that the Malaysian government had reached an amicable settlement with the estate of Boonsom Boonyanit, a Thai national, some time in October 2018.

This news hitherto is not known to the Malaysian public. Neither is there any information available to the public on the exact settlement sum and whether the same has been paid.

Be that as it may, the Malaysian taxpayers have obviously ended up once again having to fork out a sum probably in millions of ringgit to compensate for the criminal acts of the perpetrators who are still at large. There may be a requirement for confidentiality in the settlement agreement, hence the non-disclosure.

Apparently, the October 2018 settlement had been reached with the Pakatan government after the estate issued a notice on July 31, 2017 addressed to the then Prime Minister, Foreign Affairs Minister and Attorney General, accusing Malaysia of contravening her treaty obligations under the 1987 Asean Agreement for the Promotion and Protection of Investments in not according fair and equitable treatment and providing full protection for Boonsom's investments.

The treaty has been signed by Brunei, Indonesia, Malaysia, Philippines, Singapore and Thailand. Under the treaty, if any dispute cannot be settled within six months after its being raised, then the affected party can choose to submit the same for conciliation or arbitration.

But has justice been done or rather has justice been seen to be done to Boonsom? To quote the oft-repeated words of Lord Chief Justice Hewart in *R v Sussex Justices, ex parte McCarthy* [1924] that "it is of fundamental importance that justice should not only be done, but should manifestly and undoubtedly be seen to be done."

Sadly, Boonsom had already passed away on May 23, 2000. She was a victim of land scam in 1989. All in, three generations of her family had carried on with this fight for justice with sheer grit and tenacity. But this long and arduous jour-

BY DATUK
ROGER TAN



ney has also taken them some 30 years.

It all started when Boonsom's two beachfront lots in Tanjung Bungah, Penang (the said land) were fraudulently transferred by an impostor claiming to be Boonsom to Adorna Properties Sdn Bhd, then known as Calget Sdn Bhd ('Adorna'), on May 24, 1989 for RM1,865,798.

The said land were first purchased by Boonsom's husband on Dec 12, 1956 with the view of building their retirement home there. They were transferred to Boomson on Jan 18, 1967. On Oct 7, 2004, Adorna sold the said lands to Diamaward (M) Sdn Bhd, a subsidiary of Hunza Properties Berhad, for RM13,220,000. Today, what is on the said land is a beachfront condominium. Further, strata titles have also been issued to the individual parcel owners.

This is a heart-rending story — a story that has shaken the very foundation of our torrens system of registration on indefeasibility of title to our properties. Every law student is taught and is assumed to know everything about this case, fully.

Of course, Boonsom sued for the return of the said land but the Penang High Court ruled in favour of Adorna on April 28, 1995. On appeal, the Court of Appeal reversed the High Court's decision on March 17, 1997. Adorna then appealed, and the Federal Court allowed Adorna's appeal on Dec 22, 2000 (Adorna Judgment).

Boonsom's second son, Kobchai So-sothikul, being the representative of her estate, then filed two separate motions to the Federal Court for review of the Adorna Judgment but failed on both occasions in 2001 and 2004.

It was not until January 2010 that a strong five-member bench of the Federal Court had finally decided in the case of *Tan Yin Hong v Tan Sian Sang* to restate the correct position of the law in that the error committed in the Adorna Judgment was, in the words of the then Chief Justice, Tun Zaki Tun Azmi, "so obvious and blatant"

It is high time that a special task force be set up by the police to re-investigate this cold case to ensure that justice is not only done but seen to be done. By doing so, a strong message will be sent out to the perpetrators that you can run, but you cannot hide forever for the long arm of the law will eventually catch up with you."

But this does not provide any relief to the Boonsom family.

In fact, on March 15, 2005, Kobchai had also sued the Penang land office for negligence and breach of statutory duty. On Jan 10, 2011, then Judicial Commissioner Vazeer Alam Mydin found that the Penang land office was indeed negligent and in breach of statutory duty, but unfortunately the action had to be dismissed because it was time-barred as it was filed 36 months late under the Public Authorities Protection Act, 1948.

But the learned judge had made a very strong observation on police investigation. Vazeer said: "In the beginning, I alluded to the fact that this is the sequel to a sad saga, which is now part of the annals of the nation's legal history. The helplessness of the plaintiff in the face of the fraud perpetrated leading to the loss of the said land is very evident.

"The apparent negligence and breach of statutory duty by the defendant and the complete inaction of the police in bringing the forger and fraudster to book is very disturbing indeed. After all, the fraudster was represented by a firm of solicitors in Penang in the transfer of the said land to

Adorna and there would have been sufficient leads for investigations."

In fact, I echoed such views in "The stink of injustice" (*The Sunday Star*, June 9, 2013) that this is one injustice that stinks to high heavens! I wish to reiterate that unless this stink is removed, it will indelibly remain a huge dent on foreign investors' confidence in our land offices, police investigations and the administration of justice.

It must be stressed that two police reports were lodged and rather at an early stage too — on July 12, 1989 by Boonsom's lawyer from Messrs Lim Kean Siew & Co and on July 22, 2002 by Kobchai. But to date, there has not been a whisper from the police or the Attorney General's Chambers on this matter.

Incidentally, in July last year, the Inspector General of Police Tan Sri Abdul Hamid Bador vowed to re-investigate thousands of "cold" cases. He reportedly said that he understood the frustration experienced by the public and admitted that thousands of 'cold case' files were not acted upon effectively. Last Sunday, Abdul Hamid said it again that all 'cold cases' which have not been resolved by the federal Police Commercial Criminal Investigation Department will be re-opened for investigation.

Of course, such assurance from the highest law enforcement officer will warm the cockles of many hearts. But with all due respect, unless it is translated into real action, the assurance is only illusory.

In my view, it is high time that a special task force be set up by the police to re-investigate this cold case to ensure that justice is not only done but seen to be done.

By doing so, a strong message will be sent out to the perpetrators that you can run, but you cannot hide forever for the long arm of the law will eventually catch up with you.

Datuk Roger Tan is the founder and managing partner of Roger Tan & Partners (RTNP). He is also a member of the Malaysian Bar Council.

Note: This article first appeared in The Star and republished here with the author's permission.

FEATURE



Sunway Subang Business Park is offering modern terraced factories for business owners who are looking for office, manufacturing or warehouse spaces.



Kg Baru Subang is located just a stone's throw away from Subang International Airport.

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KG BARU SUBANG: An industrial diamond in the rough

BY TAN AI LENG

For seafood lovers, Kampong Baru Subang (Kg Baru Subang) is a place with plenty of hidden gems that are worth discovering. However, other than the seafood restaurants that seem to be thriving in this most unlikely of places, the area located at the left flank of Subang in Selangor is also a vibrant industrial hot spot in the Klang Valley.

Jubilee Realty principal May Leong says Kg Baru Subang, located just a stone's throw away from Subang International Airport, is a popular address for businesses involved in the logistics and manufacturing sectors.

"It is well-connected to many established residential and business hubs in the Klang Valley, such as Kota Damansara, Ara Damansara, Klang and Subang via multiple highways," she tells EdgeProp.my, adding that Kg Baru Subang's proximity to the commercial and residential areas also ensures consistent supply of labour to the industrial hub.

Moreover, Kg Baru Subang enjoys easy accessibility via Guthrie Corridor Expressway, North-South Expressway and the upcoming DASH Highway which will connect to several other expressways such as the New Klang Valley Expressway

MAY LEONG



Leong: The comparatively lower prices for industrial properties in the Kg Baru Subang area have opened up good investment opportunities.

ALLAN SIM



Sim: Rental is still relatively low as the majority of the properties are used by landlords.

(NKVE), Damansara-Puchong Expressway (LDP) and Penchala Link.

Leong adds that another reason business owners are attracted to Kg Baru Subang is the range of choices of industrial properties there, offering various sizes and facilities that cater to different needs.

The options include detached industrial lots of one acre and above as well as modern industrial parks that offer multi-storey terraced or semidee factories with land sizes ranging from 2,000 sq ft to 6,000 sq ft.

Knight Frank Malaysia executive director of capital markets Allan Sim observes that many of the industrial properties in Kg Baru Subang are actually utilised by owner-occupiers who are local manufacturers and suppliers. To name a few, they are New Age Aluminium Industries, Kin Sang Food Industries, Ban Seng Plastics and Elta Fans Malaysia.

Hence, as the majority of the properties are used by the landlords themselves, rents in the area are still relatively low compared to other industrial areas, considering its strategic location and proximity to an airport.

This also explains the rather unorganised layout of the Kg Baru Subang industrial area, where there are multi-storey buildings being used as offices, small manufactur-

ing plants and warehouses, while some vacant spaces are being used for parking heavy vehicles. However, looks are deceiving as there is no denying the vibrancy of the place.

Modern industrial units

Kg Baru Subang has attracted well-established developers to cater to the demand for industrial properties here. For instance, Sunway Property is offering industrial units in Kg Baru Subang for business owners who are looking for office, manufacturing or warehouse spaces close to Subang Airport.

Hidden in Jalan TUDM, the Sunway Subang Business Park development spans 6.5 acres of leasehold land. It comprises 45 units of 2½-storey modern terraced factories with built-ups starting from 5,813 sq ft (or measuring 28 ft by 82 ft). It is also strategically located in the heart of Subang and well connected to NKVE, Guthrie Corridor Expressway, Shah Alam Expressway, Federal highway and New Pantai Expressway.

They are designed for light industries and manufacturers as well as upgraders that require spaces that allow for commercial usage such as showrooms, warehouses and trading.

The modern industrial development comes with 24-hour guards and is equipped with perimeter fencing and CCTV surveillance to prevent unauthorised entries and ensure safety and security of the premises.

Competitive rental

Sim from Knight Frank notes that Kg Baru Subang industrial properties have been seeing stable occupancy rates and hence there are limited industrial premises available for rent within the area.

"The rental rates in the area have kept at about RM1.00 to RM1.30 psf for the past few years, which is still relatively competitive and affordable compared to other industrial areas such as Bukit Jelutong and Hicom-Glenmarie that are commanding higher rental rates," he says.

According to Knight Frank's Sim, transacted selling prices of industrial properties in Kg Baru Subang vary depending on the land size

and condition of the property.

The transacted land prices around the area have ranged from RM50 to RM100 psf depending on the road frontage as well as the land tenure which could be 60 years or 99 years lease.

According to Knight Frank's data, an industrial property in Jalan Batu 3 which has a land area of 182,512 sq ft and 31 years of unexpired lease term was sold for RM11.86 million or RM65 psf in May 2018.

However, in November 2018, an industrial property in Jalan Kg Baru Subang with a land area of 70,912 sq ft and an unexpired lease term of 36 years was sold at a price tag of RM7.09 million or RM100 psf.

No transaction was recorded in 2019 and 2020. EdgeProp.my has five industrial property sale listings with an average asking price at RM285 psf (based on land area) and 14 rental listings with asking rental averaging RM0.65 psf (based on land area) as of end-July.

Future growth potentials

Knight Frank's Sim notes that there will be future growth potential in the area due to the spillover of industrial activities from areas such as Bukit Jelutong Industrial Park and Hicom-Glenmarie Industrial Park.

The regeneration initiative for the Subang Airport into a business aviation hub and host to aero-manufacturing activities will also support the industrial areas within the vicinity.

Meanwhile, Leong says Kwasa Damansara development is expected to be the future catalyst for the industrial areas in Sg Buloh to Subang, as it could generate new vibrancy as well as enhance the connectivity between business hubs in the Klang Valley.

The 2,330-acre Kwasa Damansara is a new township located in the Subang area. The master developer — Kwasa Land, envisioned to turn the land into a mixed development including transit-oriented project, residential, commercial, education and recreational components.

For investment purposes, Leong opines that the comparatively lower price of industrial properties in Kg Baru Subang area has opened up a good opportunity for those who are interested in industrial property investment.

Industrial property transactions in Kg Baru Subang

NO.	LOCATION	LAND AREA (SQ FT)	TRANSACTION DATE	UNEXPIRED LEASE TERM ON YEAR OF TRANSACTION	TRANSACTION PRICE (RM)	TRANSACTION PRICE (RM/PSF)
1	Jalan Kg Baru Subang	70,912	Nov 2018	36 years	7,091,264	100
2	Jalan Batu 3	182,512	May 2018	31 years	11,863,345	65
3	Jalan 2C	88,317	Oct 2017	41 years	4,881,274	55
4	Jalan 2C	87,120	Aug 2017	36 years	7,000,000	80
5	Jalan TUDM	98,005	Feb 2016	41 years	9,000,000	91

SOURCE: KNIGHT FRANK MALAYSIA



EcoHill Walk shops to welcome public end-2020

BY TAN AI LENG

PETALING JAYA: When the retail shops in EcoHill Walk, the first integrated mixed development in Semenyih, open their doors to the public by the end of this year, they will be the focal point for residents in the southern corridor of the Klang Valley, said Setia EcoHill general manager Koh Sooi Meng.

He noted that the newest addition to the 673-acre township located in Semenyih, which is around 12km from the popular Broga Hill, will create new vibrancy to the township and neighbouring communities with its mixed offerings consisting of retail, commercial and residential spaces.

This 17.5-acre freehold development that comprises two blocks of serviced apartments, 243 units of lifestyle retail shops, a neighbourhood mall — EcoHill Walk mall, and a premium entertainment centrepiece attraction, will redefine vibrant modern living here in Semenyih, emphasised Koh.

This integrated mixed development within a 20-minute drive of Setia EcoHill is set to have a positive effect on a ready population of up to 600,000 residents by providing convenience and creating job opportunities.

Developed by Setia EcoHill Sdn Bhd, a subsidiary of S P Setia Bhd, the freehold township which carries an estimated GDV of RM4 billion, will be a symbiotic co-existence with recreation, entertainment and convenience all within walkable reach.

Setia EcoHill is located in the Kajang-Semenyih growth corridor. It is easily accessible via the Cheras-Kajang Expressway, the South Klang Valley Expressway (SKVE), the Kajang Dispersal Link Expressway (SILK) and the Kajang-Seremban Highway (LEKAS).



PICTURES BY SETIA ECOHILL

Left: Artist's impression of Heleena.

Below: EcoHill Walk is Semenyih's first integrated mixed development that simulates the grandeur of the Grand Canyon.



Koh: A self-contained and safe development with various facilities and amenities will continue to attract buyers post-MCO.



Since its inception back in Oct 2013, Setia EcoHill has garnered local residents' attention as a new place for leisure and recreational activities for family and friends. The holistic township planning has also attracted first-home buyers as well as upgraders.

The lifestyle elements are the main attraction to the buyers. In this soon-to-be-unveiled EcoHill Walk project, there will also be a common lush landscaped pedestrian walkway in a refreshing and welcoming ambience, void of vehicles.

"Link bridges also extend the convenience of reach between serviced apart-

ments, a neighbourhood mall and commercial retail shops, providing a safe and secure environment," added Koh.

Meanwhile, another new element that is welcomed by local consumers is the opening of the EcoHill Walk mall, which will host Semenyih's first cinema — MBO Cinemas.

Koh said the mall will have a retail space of 280,000 sq ft. It is now 60% completed and slated to open in the fourth quarter of 2021.

To date, EcoHill Walk mall has a confirmed tenant mix comprising the cinema, F & B outlets, telco, pharmacy, fashion, car wash and money changer. More varieties

are to be added in the coming months as potential tenants have been drawn to Setia EcoHill's rapid development in recent years, said Koh.

He noted that the company intends to bring in reputable brands while making sure that the offerings meet local needs. "These will include reputable and lifestyle brands, mainstream grocer, leisure, sports, and a good variety of services and amenities that provide convenience to the communities at large," he added.

Upcoming launches

Commenting on the challenges posed by the new normal post Movement Control Order (MCO), Koh said a self-contained development that comprises various facilities and amenities as well as enhanced security and safety features will continue to attract buyers.

In mid-August, Setia EcoHill will unveil Heleena — the final phase of terraced houses in the township. This 70-unit residential project carries a GDV of RM48 million.

With a land size of 20ft by 70ft and built-up of 2,053 sq ft, the freehold homes come in two designs. Each unit is fully extended and has four bedrooms with four en-suite bathrooms. The indicative price for Heleena starts from RM683,000.

Besides Heleena, Koh added that Setia EcoHill 2 which is located around 5km from Setia EcoHill, will also see the new launch of Barrus terraced houses in early September.

"There will be 105 units of 20ft by 70ft freehold terraced houses that come with four bedrooms, three bathrooms and a 24-hour guarded community. Its built-up is 1,784 sq ft with a price tag of RM563,000 and above," he said.

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Commercial

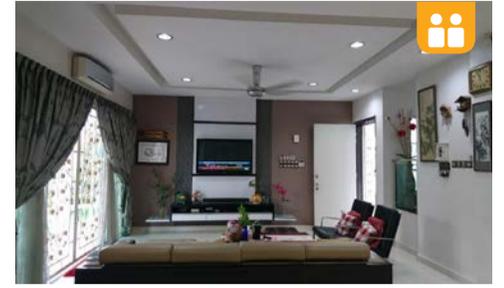


Residential



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Properties for sale and rent

**RM2,100/mth****Grace Ville, Kota Kinabalu, Sabah****Type:** Condominium **Tenure:** Leasehold
Built-up: 1,670 sq ft **Bedroom:** 4
Bathroom: 3**Abby Tan** (REN 20757)IQI REALTY SDN BHD (E (I) 1584)
☎ +6017 261 6216**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**RM610,000****Impian Makmur, Kajang, Selangor****Type:** Terraced house **Tenure:** Freehold
Built-up: 1,800 sq ft **Land size:** 1,650 sq ft
Bedroom: 4 **Bathroom:** 3**Zuraidah** (REN 17983)LEGACY REAL PROPERTY SDN BHD (E (I) 1925)
☎ +6019 221 5106**RM1,690,000****Mutiara Gombak, Gombak, Selangor****Type:** Semidee house **Tenure:** Freehold
Built-up: 3,000 sq ft **Land size:** 2,800 sq ft
Bedroom: 4 **Bathroom:** 3**Zull Ariffin** (PEA1829)RIZQ REALTY (E (3) 1880)
☎ +6019 212 4461**RM1,850,000****Damansara Indah Resort Homes, Tropicana, Selangor****Type:** Semidee house **Tenure:** Leasehold
Built-up: 4,000 sq ft **Land size:** 3,500 sq ft
Bedroom: 4 **Bathroom:** 5**Zoe Ong** (REN 00379)TECH REALTORS PROPERTIES SDN BHD (E (I) 1492)
☎ +6010 278 2202**RM270,000****Pangsapuri Seri Pelangi, Bukit Mertajam, Penang****Type:** Condominium **Tenure:** Freehold
Built-up: 1,079 sq ft **Bedroom:** 3
Bathroom: 2**Nor Idawaty Binti Roslan** (REN 33480)AZMI & CO. (ESTATE AGENCY) SDN BHD (E (I) 0553)
☎ +6017 443 7100**RM1,650,000****Laman Glenmarie, Shah Alam****Type:** Terraced house **Tenure:** Freehold
Built-up: 3,000 sq ft **Land size:** 3,600 sq ft
Bedroom: 4 **Bathroom:** 4**Zairi** (REN 01461)IQI REALTY SDN BHD (E (I) 1584)
☎ +6010 783 0629**RM7,500,000****Damansara Indah Resort Homes, Tropicana, Selangor****Type:** Bungalow **Tenure:** NA
Built-up: 9,000 sq ft **Land size:** 9,800 sq ft
Bedroom: 7 **Bathroom:** 9**Zack Ng** (PEA2049)KNIGHT FRANK MALAYSIA SDN BHD (VE (I) 0141)
☎ +6017 770 6897**RM19,000/mth****Bukit Angkat, Balakong, Selangor****Type:** Factory **Tenure:** NA
Built-up: 13,560 sq ft **Land size:** 19,950 sq ft**Zac Lim** (REN 19685)HARTAMAS REAL ESTATE (M) SDN BHD (I439)
☎ +6017 579 3815**RM587,400****D'Sands Residence @ Old Klang Road, Kuala Lumpur****Type:** Condominium **Tenure:** Freehold
Built-up: 730 sq ft **Bedroom:** 2 **Bathroom:** 1**Yy Lew** (PEA2111)CHESTER PROPERTIES SDN BHD (E (I) 1321/1)
☎ +6012 338 5883

RENTED FOR

RM3,500/mth (RM1.75 psf)**1.5-storey factory, Desa Tun Razak, Kuala Lumpur****Concluded by: Jessica Tung** PRO (REN 05827)
of PropNex Realty Sdn Bhd
(+6012 381 7783) **When:** June 2020

Noteworthy

- Leasehold
- Built-up: 2,500 sq ft
- Land size: 2,000 sq ft
- Unfurnished unit
- 1-bathroom and office space in the mezzanine floor
- Ample car park space at the roadside
- Around 5.5km from Sungai Besi, 15km from Kuala Lumpur city centre and 10km from Chan Sow Lin Industrial Park
- Easy access via KL-Seremban Highway, MRR2, Maju Expressway (MEX) and Duta-Ulu Kelang Expressway (DUKE)

Desa Tun Razak is a mixed property area located in the heart of Cheras. It offers residential, commercial and industrial property. However, industrial property has predominated the area.

Besides standalone and detached factories, Desa Tun Razak also offers link-factories that cater to small businesses, which have been well-received as they are more affordable and located in a convenient location.

According to Jessica Tung, PropNex Realty Sdn Bhd's real estate negotiator, the tenant runs a grocer trading business in the same area but in a different unit. He was looking for a new place in the same area after the tenure ended. He likes the area for its high accessibility.

"The landlord was eyeing the capital appreciation as well as rental income. The factory's rental income

has been supporting his retirement life for the past few years," she said.

She added that the tenant is happy with the asking monthly rental of RM3,500 and signed a two-year tenancy agreement soon after visiting the well-maintained unfurnished unit.

According to EdgeProp Research, there were five factories changed hands last year with an average transacted price of RM2.89 million or RM689 psf based on land size.

As of early August, there are seven factories in Desa Tun Razak looking for new owners on EdgeProp.my. The average asking price is RM3.12 million or RM710 psf based on land size.

Meanwhile, there are eight factories up for rent. The average asking monthly rental is RM8,037 or RM1.87 psf based on land size.

DONE DEAL

**RM3,465,000****Enklaf, Setia Alam****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**RM2,100,000****Bangi Gateway, Bangi, Selangor****Type:** Shoplot **Tenure:** Freehold
Built-up: 3,892 sq ft**Zhafri Aiman** (REN 38103)IQI REALTY SDN BHD (E (I) 1584)
☎ +6012 396 3080

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Aria Luxury Residence, KLCC, Kuala Lumpur

Type: Condominium **Tenure:** Freehold
Built-up: 630 sq ft **Bedroom:** 1 **Bathroom:** 1

Yvonne Lee (PEA2150)

MEGAHARTA REAL ESTATE SDN BHD (E (1) 1215)

☎ +6012 319 1563

**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) (E (1) 1439)

☎ +6019 288 2356

**RM143,125/mth**

Seksyen 22, Shah Alam, Selangor

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

Yong Hao Sit (REN 09622)

REGIONAL REAL ESTATE (E (3) 1274)

☎ +6012 690 8291

**RM5,800,000**

Damansara Utama, Selangor

Type: Shoplot **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

**RM2,290,000**

Bukit Jelutong, Selangor

Type: Terraced house **Tenure:** Freehold
Built-up: 4,856 sq ft **Land size:** 4,182 sq ft
Bedroom: 6 **Bathroom:** 6

Winnie Su (REN 00355)

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

☎ +6017 298 1800

**RM6,000,000**

Lorong Dungun, Damansara Heights, Kuala Lumpur

Type: Bungalow **Tenure:** Freehold
Built-up: 3,000 sq ft **Land size:** 8,260 sq ft
Bedroom: 4 **Bathroom:** 3

Wendy (E 1653)

PA INTERNATIONAL REAL ESTATE (KL) SDN BHD

(E (1) 0500/6) ☎ +6012 385 6622

SOLD FOR**RM730,000** (RM442 psf)

Double-storey terraced house, USJ 9, Subang Jaya, Selangor

Concluded by: **John Oh Ewe Hock** PRO
(REN 07002) of Oriental Real Estate Sdn Bhd
(+6012 298 6266) **When:** June 2020**DONE DEAL**

Noteworthy

- Freehold
- Land area: 1,650 sq ft; Built-up: 1,700 sq ft
- Renovated with kitchen extension
- 3-bedroom; 4-bathroom
- Amenities: Within 5km distance to Taipan, USJ 21 and Wawasan LRT stations, walking distance to shops, banks, eateries, medical centre and public park
- Accessible via Persiaran Kewajipan, Persiaran Tujuan and the North-South Expressway Central Link (ELITE)

Located next to the Taipan USJ business hub, Subang Jaya, USJ 9 is one of the popular residential areas for home buyers who are looking for houses in the Subang Jaya area.

According to John Oh Ewe Hock from Oriental Real Estate, who specialises in the Subang Jaya area, landed homes in USJ 9 have been in high demand for their good location as they are easily accessible and close to various amenities.

In June this year, Oh found the buyer for a well-maintained double-storey terraced house measuring 22 ft by 75 ft in USJ 9. The asking price was RM730,000.

"Although the house is more than 20 years old, its condition is still good and clean. The previous owner also did some renovations and extended the kitchen, which will help the buyer to save on

some renovation cost," he said.

He added that the house was sold at below the asking market price of around RM800,000, making it a good deal for the buyer.

According to EdgeProp Research, there were 15 terraced houses in USJ 9 sold at an average price of RM813,800 or RM450 psf in 2019. No transaction was recorded in 1H2020.

From 2012 to 2018, a total of 152 transactions were recorded with average selling prices ranging from RM343 psf to RM465 psf.

Meanwhile, as at early August, there are seven sales listings on the property portal, with the average asking price at RM1.06 million or RM423 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.

**RM3,850,000**

Georgetown, Penang

Type: Condominium **Tenure:** Freehold
Built-up: 5,500 sq ft **Bedroom:** 5
Bathroom: 5

William Wong (REN 06642)

MERIDIN PROPERTIES SDN BHD (E (1) 1525/2)

☎ +6012 473 2313

**RM441,000**

D'Aman Crimson, Ara Damansara, Selangor

Type: Condominium **Tenure:** Freehold
Built-up: 1,155 sq ft **Bedroom:** 3 **Bathroom:** 2

Wenda Tee (REN 31380)

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

☎ +6013 348 9163

**RM35,000,000**

Taman Molek, Johor Bahru, Johor

Type: Residential land **Tenure:** Freehold
Land size: 10 acres

Vinnie Yiw (REN 40295)

JLL PROPERTY SERVICES (MALAYSIA) SDN BHD

(E (1) 1511) ☎ +6016 220 6570

**RM4,500,000**

Pavilion Residences, Bukit Bintang, Kuala Lumpur

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

Vincent Wong (REN 21609)

FULL HOMES REALTY SDN BHD (E (1) 1501/8)

☎ +6012 283 7345

**RM9,000/mth**

Alfa Impian, Balakong, Selangor

Type: Factory **Tenure:** Freehold
Built-up: 5,120 sq ft **Land size:** 10,400 sq ft

Vincent Tan (REN 11490)

QUINCO REALTY SDN BHD (E (1) 1796)

☎ +6019 262 8399

**RM600,000**

Pinggiran Subang, Subang, Selangor

Type: Terraced house **Tenure:** Freehold
Built-up: 1,350 sq ft **Land size:** 1,540 sq ft
Bedroom: 4 **Bathroom:** 3

Viannie Chua (REN 34954)

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

☎ +6012 851 1491

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**RM650,000**

Taman Sierra Perdana Masai, Pasir Gudang, Johor

Type: Terraced house **Tenure:** Freehold
Built-up: 1,290 sq ft **Land size:** 3,455 sq ft
Bedroom: 4 **Bathroom:** 3

Shahrill Azuan (REN 22930)

KAIZEN REALTY (E (3) 1804)

+6013 371 8152

**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 (1) 1605)

+6010 218 3671

**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 (1) 1834)

+6013 277 8668

**RM980,000**

Wisteria @ Bandar Rimbau, Telok Panglima Garang, Selangor

Type: Terraced house **Tenure:** Leasehold
Built-up: 2,492 sq ft **Land size:** 2,698 sq ft
Bedroom: 4 **Bathroom:** 4

Susan Chow (REN 34104)

CHESTER PROPERTIES SDN BHD (E (1) 1321/15)

+6019 210 9848

**RM1,580,000**

Ampang Hilir 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 (1) 1652)

+6016 225 0163

**RM480,000**

Bandar Puteri Klang, Klang, Selangor

Type: Terraced house **Tenure:** Freehold
Land size: 1,500 sq ft **Bedroom:** 4
Bathroom: 3

Sonia Soh (REN 32743)

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

+6017 285 2220

**RM1,650,000**

Bandar Seri Coalfields, Sungai Buloh, Selangor

Type: Bungalow **Tenure:** NA
Built-up: 3,300 sq ft **Land size:** 6,600 sq ft
Bedroom: 5 **Bathroom:** 5

Terence Yap (REN 10998)

GS REALTY SDN BHD (E (1) 1307)

+6012 232 9042

**RM25,780,000**

Bandar Sri Sendayan, Seremban, Negeri Sembilan

Type: Industrial land **Tenure:** Freehold
Land size: 12 acres

Thean (REN 02316)

MIDAS PROPERTIES (E (3) 0677)

+6012 203 5517

**RM850,000**

Kemuning Utama Bayu, Shah Alam, Selangor

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

Thomas Thi (REN 31138)

WEREG PROPERTIES (E (3) 1867)

+6016 260 2880

**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

**RM650,000**

Nusantara Prima, Nusajaya, Johor

Type: Terraced house **Tenure:** Freehold
Built-up: 2,224 sq ft **Land size:** 3,229 sq ft
Bedroom: 4 **Bathroom:** 4

Usha Sha (REN 17124)

GATHER PROPERTIES SDN BHD (E (1) 1536/3)

+6016 720 0135

**RM690,000**

Taman Samudra, Batu Caves, Selangor

Type: Terraced house **Tenure:** Leasehold
Built-up: 1,687 sq ft **Land size:** 1,080 sq ft
Bedroom: 5 **Bathroom:** 4

Shahrul Ridhwan (REN 29515)

ACEAKL ESTATE AGENCY SDN BHD (E (1) 1697)

+6017 265 7503

**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 (1) 1933)

+6012 288 3436

**RM500,000**

Subang Bestari, Selangor

Type: Terraced house **Tenure:** Leasehold
Built-up: 1,240 sq ft **Land size:** 1,200 sq ft
Bedroom: 4 **Bathroom:** 3

Siti Khairiyah Binti Jaafar (REN 25525)

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

+6014 661 2435

**RM800/mth**

Desa Mentari, Petaling Jaya, Selangor

Type: Flat **Tenure:** Leasehold
Built-up: 650 sq ft **Bedroom:** 3 **Bathroom:** 2

Raja Azim (REN 26268)

RENSAR PROPERTIES (E (3) 1837)

+6012 356 3432

**RM150,000**

Taman Bukit Segar, Cheras, Selangor

Type: Flat **Tenure:** NA
Built-up: 650 sq ft **Bedroom:** 3 **Bathroom:** 1

Norazian (REN 18184)

ACEAKL ESTATE AGENCY SDN BHD (E (1) 1697)

+6018 271 7082

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