

Status quo 1Q2020

The number of foreclosure properties in the first quarter of this year stayed flat as anticipated. The real impact of the Covid-19 pandemic and Movement Control Order is only expected in the first half of next year. See Pages 9 and 10.



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MCO sparks retail market bloodbath in 2Q – report

Retailers in Malaysia recorded their worst-ever quarterly performance in the April to June 2020 period, with sales contracting by 30.9% as the movement control order (MCO) forced a majority of retailers to remain shut for a prolonged period during the quarter.

The contraction was worse than expected by retailers, who had estimated their sales to shrink by 28.8%. Following this second straight quarterly sales contraction, poorer sales and the extension of the recovery MCO until Dec 31, retail sales for the year are now expected to contract by 9.3%, more than the 8.7% projected earlier.

The contraction in the April to June 2020 period was far worse than the country's economy, which saw second-

quarter gross domestic product (GDP) shrink by 17.1%.

"This year has been the worst period for retailers in Malaysia since 1987. The retail market turned into a bloodbath in the middle of March with the implementation of the MCO," said Malaysia Retail Industry Report (Sept 2020), which was released on Sept 2, compiled by Retail Group Malaysia on behalf of the Malaysia Retailers Association.

The retail sub-sectors that were worst-hit included the department store category, such as retailers like Parkson Holdings Bhd, whose sales shrank by 62.3%, followed by fashion and fashion accessories stores whose sales fell by 44.2%.

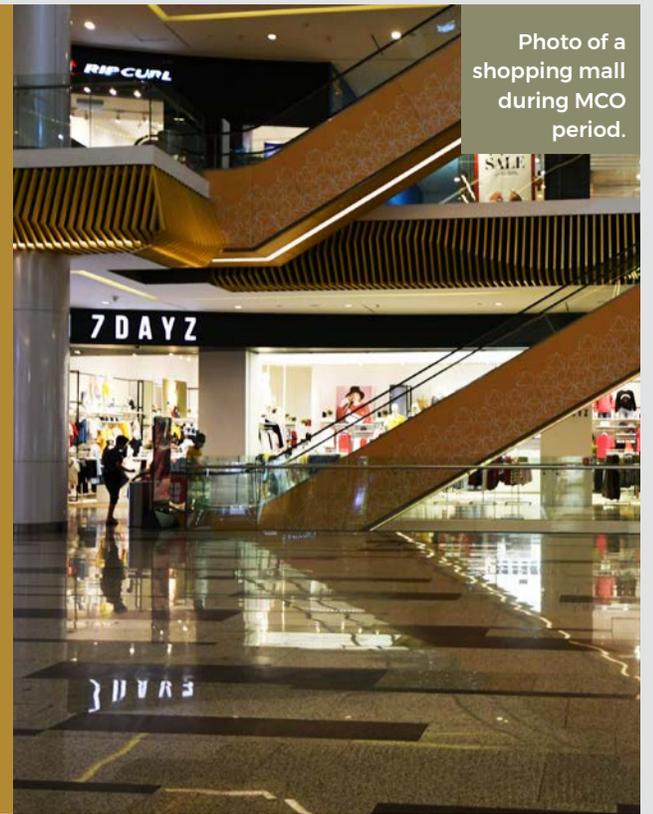


Photo of a shopping mall during MCO period.

LOW YEN YEING | EdgeProp.my

BNM seen making final 25bps OPR cut as early as September – DBS

Bank Negara Malaysia (BNM) is expected to make one final 25 basis point (bps) cut in the Overnight Policy Rate (OPR) as early as Sept 10, 2020 in the central bank's next Monetary Policy Committee (MPC) meeting in anticipation of an arduous economic recovery path ahead, said DBS Group.

DBS senior economist Irvin Seah and strategist Duncan Tan wrote in a note that there is room for further monetary easing to support economic growth in the coming months.

"Onshore IRS (interest rate swap) markets are pricing around 70-80% chance for one last BNM rate cut (25bps) of this easing cycle, either to occur at the Sept 10 or Nov 3 meeting. This would mean BNM hitting our estimate of the policy lower bound of 1.5% by the end of the year.

"Note (that) BNM had cut the OPR by a total of 125bps year-to-date to 1.75% to complement the equally robust fiscal measures aimed at buffering the economy from the impact of the pandemic. But with growth surprising on the downside and an arduous recovery path ahead notwithstanding, there is room for further monetary easing to support growth in the coming months."

Lim Kok Thay sells Genting HK's Zouk to his son

Cruise ship operator Genting Hong Kong Ltd (GEN HK) is selling Zouk Group, a nightclub operator, for HK\$79.3 million (RM42.4 million) to Tulipa Ltd as part of its efforts to offload non-core assets and investments and provide liquidity to the group.

The proceeds of the disposal are expected to result in a gain of HK\$6.7 million, which will be used as the group's working capital, GEN HK said in a filing with Hong Kong's stock exchange.

Tulipa is wholly owned by Lim Keong Hui, son of Tan Sri Lim Kok Thay, who is the group's single largest shareholder with a 76% equity stake.

Three concepts to drive Putrajaya's vision for development

The concept of smart city, green city and sports city will drive Putrajaya's vision for the next five years, said Perbadanan Putrajaya (PPJ) president Datuk Dr Aminuddin Hassim.

"The previous development was more on physical and infrastructural development (as an administrative centre) but now the focus is more on filling the gaps," he told Bernama recently.

To realise its goal in becoming a smart city, PPJ has launched the Putrajaya Smart City Blueprint 2018-2025, which, among others, emphasises on smart building elements, safety and security, as well as e-mobility, he said.



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Paramount to launch RM640m worth of properties in 2H20

Property developer Paramount Corp Bhd is eyeing to unveil RM640 million worth of residential properties in the second half of this year, according to Paramount CEO Jeffrey Chew.

The developments include Arinna high-rise development, Shah Alam; Greenwoods Salak Tinggi, Sepang; Berkeley Uptown, Klang; Sejati Lakeside, Cyberjaya; and Bukit Banyan, Sungai Petani, Kedah.

On the future outlook, the developer remains bullish on the prospects for the second half of the year despite a rocky first half due to the Covid-19 pandemic and the Movement Control Order (MCO).

"In a nutshell, for the first six months of the year, it was a washout. But the good news is, as of Aug 31, we recorded sales of RM370 million and a high booking of RM490 million. We are quite surprised by the demand. Mainly, this is thanks to sales agents who are hard at work generating sales even during the MCO," said Chew at a recent media briefing.

Borrowers asked to contact banks on moratorium status

Individuals in need of financing repayment assistance need to respond immediately or go to their respective banks to confirm the extension of the moratorium offered to prevent a bad credit score, Deputy Finance Minister II Mohd Shahar Abdullah said.

He said the response from individuals and small and medium enterprises (SMEs) was still not as expected.

"I was informed by the banks that they are ready to provide assistance and process applications from the public. I am worried if the public and SMEs wait until the last minute to start negotiating and applying for financing assistance from the banks," he said in a statement.

SUHAIMI YUSUF | THE EDGE

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Sprawled over 20,000 sq ft in two wings, the design concept is inspired from what Arthayukti calls "hotelization".

If there was a word to describe the landscape and interior design of Park Place, the next residential launch at Kuala Lumpur's award-winning township Desa ParkCity, it would be "thoughtful".

Why?

"It is because we have put in a lot of consideration and thought to ensure the building will be utilised in a sustainable manner yet without compromising on safety, aesthetics and comfort for the residents," explains Danny Arthayukti of PIA Interior, Thailand's leading design firm.

PIA Interior boasts of over two decades of diverse experience in the design and execution of hotels, resorts, private residences, corporate offices, retail and cultural event spaces throughout South East Asia.

Its award-winning portfolio includes the likes of Melia Koh Samui, Bangkok Marriott and the Bangkok International Trade and Exhibition Centre.

In Malaysia, PIA Interior will be stamping its mark with Park Place. Lest you have not heard yet, this is a classic modern and stylish vertical development atop a 4.55-acre freehold tract at the upcoming ParkCity TownCenter @ Desa ParkCity.

Standing 54 storeys tall with a total of 537 units, Park Place is designed to be an epitome of vibrant living that encompasses elements such as creativity, liveability and what Arthayukti calls "social consciousness".

All these attributes are in turn anchored by good functionality in the space planning

"These are the most important elements in Interiors that we look at in all projects," enthused Arthayukti.

One of the unique features of Park Place is how PIA Interior successfully extends the individual homes to "the next level".

This, Arthayukti explained, is achieved by devoting two entire wings — at levels 41 and 42 — to house common facilities that would complement spaces in the units.

Sprawled over 20,000 sq ft in two wings, the design concept is inspired from what Arthayukti calls "hotelization".

He explained: "When the building is completed, there will be many families living here, thus we need to provide a space where everyone will be comfortable.

"This common space is likened to that of a hotel, where you can host a private party at the pool without disturbing others — thanks to the spaciousness. The idea is to provide a sanctuary for everyone..." says Arthayukti.

Such a need is even more pronounced now with the break out of the Covid-19 pandemic.

"When you stay cooped up at home for too long, it is not good for your mental health. You need to have spaces where you can come out to enjoy.

"So, levels 41 and 42 are purposefully built as an extension of space from the individual homes. ParkCity is the first developer that offer such extension of spaces for each individual unit for a conducive environment to live, work, play, learn and grow," said Arthayukti.

Here, there are two distinct wings — Active and Passive. At the Active Wing, residents can socialise in a safe and conducive environment. For instance, they can play their music and games, socialize or have tutoring sessions without disturbing others in the vicinity; a space where it allows one to create new experiences.

Over at the Passive Wing, one could opt to be subdued and retreat to quietness. They can host private meetings or gatherings, read a book, draw or even learn to play musical instruments at a standstill; a space where it allows one to recollect and reflect.

The facilities on Levels 41 and 42 are provided on top of the common facilities such as the gym, multipurpose hall and pool on the podium at Level 8.



Artist impression only

Thoughtful, classic, functional design



Artist impression only

On the podium at Level 8, one can enjoy facilities such as the gym, multipurpose hall and pool.



Come home to a "matured forest"

The landscaping of Park Place will be like no other. Approximately over 70,000 sq ft of space will be purposefully allocated for green spaces — just imagine coming home to a "matured forest" complete with natural green canopies paired with an inviting ground cover!

The green canopy is to serve as an umbrella; a shield for the heat as well providing shade at the same time. Complementing this will be the ground cover that will be created by a mix of hard and soft elements.



Arthayukti: It is the design and space planning that count; that decides whether ultimately the project exudes luxury, provides comfort and privacy.

"Kuala Lumpur and Bangkok share a similar kind of weather. It gets hot sometimes. This is why we are creating a breezy, windy and shady kind of ambience to reduce the heat.

"Even when driving into the building or walking from the car, you will find yourself under a canopy."

A lot of effort has gone into the selection of trees and other plants for this urban "matured forest".

"We have chosen trees with high survivability; trees that are easy to maintain," said Arthayukti.

"Sustainability is an issue today, and we have certainly considered this in Park Place. For instance, we are using materials that can be easily maintained or replaced.

"We go for materials like tiles or stones for their durability yet look very nice and classic at the same time," Arthayukti quipped. Since these materials are sourced locally, carbon footprint is reduced.

Arthayukti believes in simplicity.

"Just because the detailing or the materials are simple does not mean that the aesthetics are compromised.

"It is the design and space planning that count; that decides whether ultimately the project exudes luxury, provides comfort and privacy.

"Such are the thoughts behind Park Place. Hence, why this is definitely a 'thoughtful' project," added Arthayukti.



Housing demand post-MCO

— BACK TO BASICS

BY DR FOO CHEE HUNG



Demand, alongside supply, is the most fundamental aspect of the Economic Theory, referring to the ability and willingness of consumers to purchase a product or service. Demand is said to be “latent” if a buyer needs or is willing to purchase a particular product or service, but does not have the ability to pay. Effective demand, on the other hand, is where a buyer’s income, perception and need correspond to result in an actual purchase rather than a mere desire to purchase.

Following the outbreak of Covid-19, a softer property market was observed in the first half of 2020. Sluggish sales and delay in construction progress have brought disruption to most developers’ cash flow. While leading developers are optimistic of achieving their 2020 sales targets — being backed by the unbilled sales during various phases of the Movement Control Order (MCO) — there is certainly a strong likelihood that their margins will be squeezed, and the market condition in the forthcoming months will still be affected by repercussions from the pandemic.

Developers nowadays are keen in offering more freebies than ever before, ranging from complimentary club memberships to subsidised maintenance fees, as well as discount vouchers, air-conditioners, water heaters, and others in order to push sales during the downturn. Various incentives are being offered too, either in the form of easy homeownership schemes, additional discounts, rebates, and lower de-

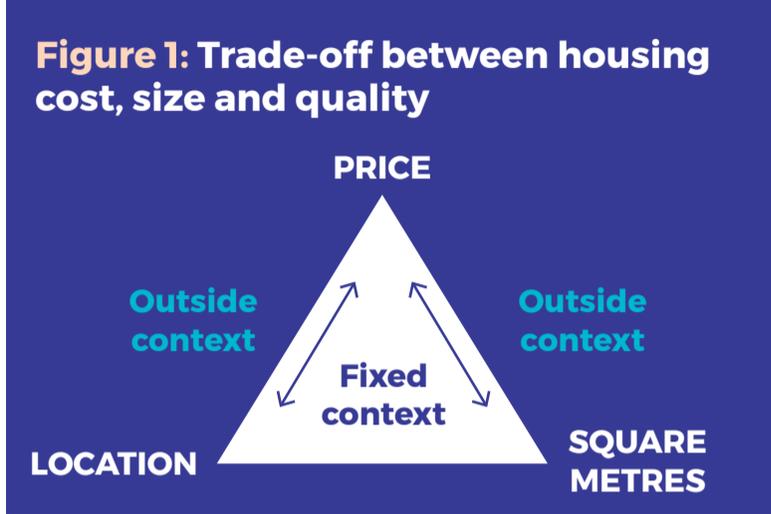


Figure 1: Trade-off between housing cost, size and quality

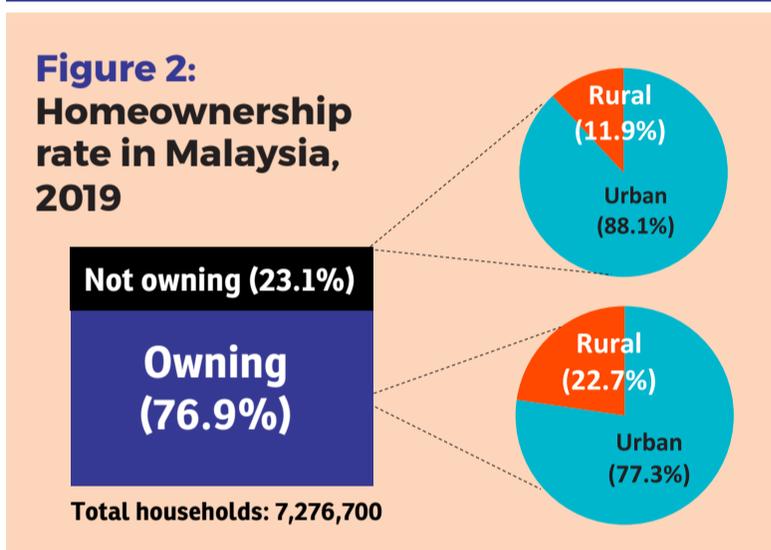


Figure 2: Homeownership rate in Malaysia, 2019

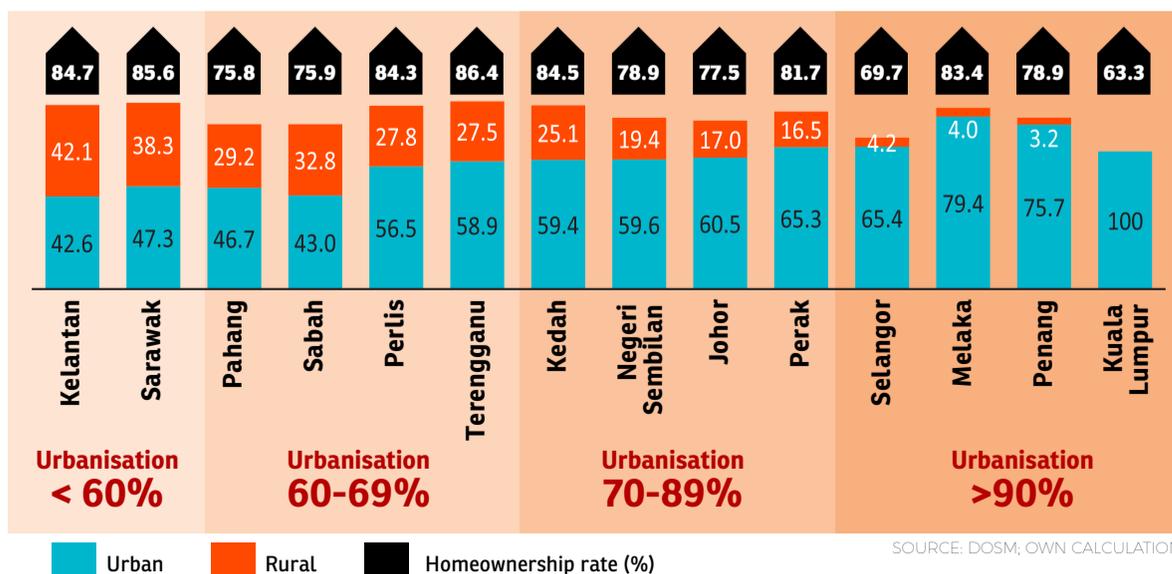
SOURCE: DOSM; OWN CALCULATION

posits or upfront, with the aim of lowering buyers’ entry level cost. Such marketing strategies, to some extent, do work well in attracting and capturing the latent demand, but they do not necessarily help in generating more effective demand as the crucial needs of buyers are not fully cognisant.

Buyers in the post-MCO era are expected to be more price-conscious, and will likely place more emphasis on housing locations that really benefit their quality of life in

the long run. On this basis, a thorough understanding of the households’ income structure can really help developers better match their products with buyers’ demand. Instead of relying on market-spurring initiatives, developers should go back to the fundamental principles of property development — the dynamic trade-off relationship among house price, size and location (Figure 1) — when determining types of products to be released, and which groups of buyers they are targeting.

Figure 3: Homeownership rate (%) by state, comprising urban and rural households, 2019



SOURCE: DOSM; OWN CALCULATION

Homeownership rate in Malaysia

Based on the latest Household Income and Basic Amenities Survey Report 2019, the total number of households in the country was 7,276,700. The country’s homeownership rate in 2019 was 76.9% (or 5,595,782 households), an increase from 76.3% in 2016. There were still 23.1% of households in the country either renting (19.8%) or living in quarters (3.3%), and as high as 88.1% of these households resided in urban areas (Figure 2), which formed the pool of potential buyers for primary market housing.

Homeownership rates at state levels were generally high at more than 70% except for Selangor and Kuala Lumpur (Figure 3). Most states — except for Melaka and Penang — saw homeownership rate decline with the increase in urbanisation. For example, homeownership rates in Terengganu (86.4%), Sarawak (85.6%), Kelantan (84.7%), Kedah (84.5%) and Perlis (84.3%) were high but the respective urbanisation levels were below the national level (79.8%). A substantial portion of the homeownership rates in these states were attributed to

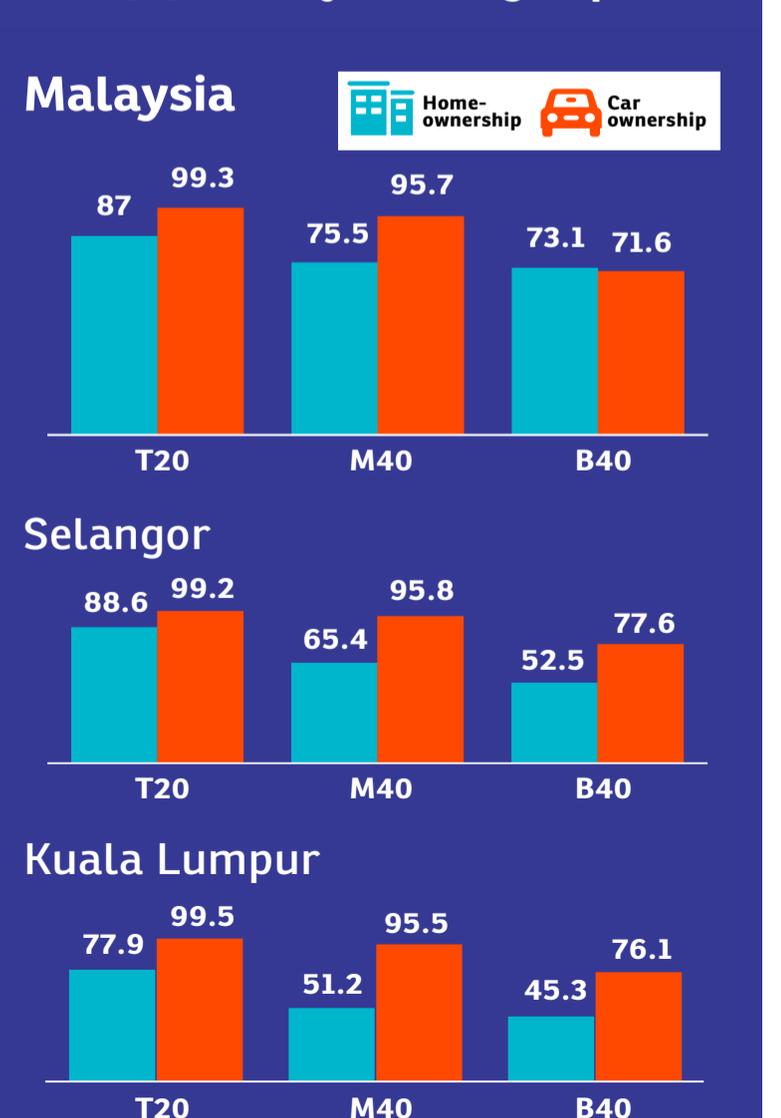
households residing in rural areas.

A contrasting scenario was found in Selangor and KL, where the urbanisation levels were as high as 94.5% and 100% respectively, but the homeownership rates were among the lowest in the country at 69.7% and 63.3% respectively. This indicates that more potential buyers for primary market housing are concentrated in highly urbanised regions, and developers need to provide “right-priced” homes that can meet the preferences of these buyers.

In terms of income groups, the homeownership rate for the B40 group was relatively lower. Notably, homeownership rates for the B40 in Selangor and KL were even lower, at 52.5% and 45.3% respectively. The same situation was also observed in the M40, with the respective homeownership rates at 65.4% and 51.2% for Selangor and KL (Figure 4). If this is to be interpreted together with car ownership rates, one may find that car ownership rates were generally higher (more than 70%) across income groups. Even for the B40 in Selangor and KL, the respective car ownership rates were as high

CONTINUES NEXT PAGE →

Figure 4: Home and car ownership rates (%) 2019, by income groups



SOURCE: DOSM

PROPERTY CHAT



← FROM PREVIOUS PAGE

as 77.6% and 76.1%. This indicates that cars are still an important transportation mode for those who live in urban areas; which can significantly impact urban household disposable incomes leading to lower levels of housing affordability.

While Covid-19 may have brought about a shift in buyers' preference in the residential market, where they may prefer low-dense suburban landed properties with greenery and more spacious layouts which are convertible into home offices as working from home become the new normal, one should realise that high-dense vertical urban living is still attractive owing to its higher level of integration with the urban network. There are still takers for high-rise residential properties including serviced apartments, who would opt for a development that can enable them to stay in the urban core environment with lesser burden on mortgage, maintenance expenses and travelling time.

What developers have to do

In order to meet the demand of potential buyers that largely fall under the B40 and M40 income groups, developers need to move away from defining housing affordability in terms

of initial capital cost, but to take into account the total cost of owning a house over the term of ownership.

Thus, being able to supply attractively-priced housing products that not only put affordable housing and jobs in close proximity but also reduce the possibility of low-income households falling into a housing stress situation will be particularly crucial in stimulating effective demand.

Speaking of affordability, develop-

In order to meet the demand of potential buyers that largely fall under the B40 and M40 income groups, developers need to move away from defining housing affordability in terms of initial capital cost, but to take into account the total cost of owning a house over the term of ownership.

ers need to be aware of the households' income threshold in order to avoid supplying housing products that are beyond the households' affordability level. For instance, by referring to the associated affordable house price for each individual income group — calculated through the Housing Cost Burden (HCB) approach — developers are able to have more targeted planning, thereby tailoring their projects to meet the demand of their targeted income groups (Table 1).

The market condition in the second half of 2020 will not be much different from the previous quarters, given that a possible second wave of Covid-19 outbreak could result in a second round of layoffs, negative sentiments on household incomes, GDP contraction, as well as the recent political instability and a potentially looming election which could cause investors and consumers to adopt a wait-and-see stance before committing to any big-ticket spending.

Location, accessibility and affordability are still the fundamentals. It is just that under the situation where the market is plagued by weak sentiments and oversupply of properties, developers need to be more specific in meeting the housing preferences of their target buyers in areas where the demand is underserved, so as to avoid building speculatively.

Besides, housing projects in the post-MCO era also need to avoid overleveraging advanced design features that can have "pass-on" effect on buyers such as fancy technological features that only lead to property prices rising beyond the mass housing buyers' affordability.

Dr Foo Chee Hung is MKH Bhd manager of product research and development

Table 1: Detailed household income groups with respective HCB house prices

INCOME GROUP		MEDIAN MONTHLY INCOME (RM)	NET MONTHLY INCOME (RM)	30% NET MONTHLY INCOME (RM)	HCB HOUSE PRICE (RM)*
SELANGOR					
T20	T2	26,836	22,542	6,763	1,672,000
	T1	16,762	14,080	4,224	1,045,000
M40	M4	12,896	10,833	3,250	804,000
	M3	10,635	8,933	2,680	663,000
	M2	8,915	7,489	2,247	556,000
	M1	7,510	6,308	1,893	468,000
B40	B4	6,421	5,394	1,618	400,000
	B3	5,255	4,414	1,324	327,000
	B2	4,072	3,420	1,026	254,000
	B1	2,750	2,310	693	171,000
KUALA LUMPUR					
T20	T2	31,640	26,578	7,973	1,972,000
	T1	19,114	16,056	4,817	1,191,000
M40	M4	15,278	12,834	3,850	952,000
	M3	12,997	10,917	3,275	810,000
	M2	11,254	9,453	2,836	701,000
	M1	9,841	8,266	2,480	613,000
B40	B4	8,550	7,182	2,155	533,000
	B3	7,298	6,130	1,839	455,000
	B2	5,914	4,968	1,490	369,000
	B1	4,335	3,641	1,092	270,000

(*The HCB approach is calculated based on the assumption that the mortgage rate is at 3.5% p.a., with a tenure of 30 years, a 10% down payment, and the cost of servicing housing loan not exceeding 30% of the net monthly household income.)

SOURCE: DOSM, OWN CALCULATION

NEWS



Demand for Grade A office falls 45% in 2Q2020 in APAC – Cushman & Wakefield

BY VALERIE KOR /
EDGEPROP SINGAPORE

SINGAPORE: Office space regional net absorption for Grade A offices, an indicator for office demand, declined 45% to 6.9 million sq ft in 2Q2020 in the Asia Pacific region, down from 10.1 million sq ft in 1Q2020. However, it still remains in the positive territory, according to Cushman & Wakefield's latest report Reclaim 2020: H2 Insights.

Widespread rental decline was seen across the region in 2Q2020. Despite some green shoots of economic recovery, office, retail and hotel sectors will "lag behind and continue to soften over the next six months", the report states. Cushman & Wakefield projects rental declines to go up to 15% for the entire year.

Vacancy rates vary depending on market conditions. Tokyo entered the pandemic with a vacancy rate of less than 2%, while other markets such as Malaysia, Jakarta and some in China had vacancy rates of over 20%.

The Singapore market is expecting Grade A office supply to hit a peak of 1.9 million sq ft in 2022 before it falls to 0.5 million sq ft in 2023.

Generally, new enquiries for space decreased as corporate occupiers put business decisions on pause, but some bright spots can be seen in the region. In China, Tier 1 markets are witnessing positive net absorption after a negative 1Q2020. Hyderabad and Mumbai in India recorded 3.7 million sq ft of positive net absorption in 2Q2020, although it is still a 50% decline q-o-q and the weakest result since 2013.

The report states that these positive results stand in stark contrast against 22.8 million sq ft of negative net absorption recorded across US markets, which shows the resilience of the region in 2Q2020. It also posits that cost-cutting measures and flexible work policies will change the need for office space and drive market outlook over 2021 and beyond.

New enquiries for space decreased as corporate occupiers put business decisions on pause.





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BY CHIN WAI LUN

What is the quickest way to give a space a facelift? Use colours and design, says sports court designer Melissa Lo of One Space Wonder (OSW).

And that is what she did and are doing for the three Projek Perumahan Rakyat (PPR) or People's Housing Project that were selected to take part in the Sayangi Rumahku campaign organised jointly by EdgeProp.my, Paramount Property and Nippon Paint Malaysia.

The sports courts at two of the PPRs became the talk of the community after they were refurbished into artistic multi-functional courts, thanks to the campaign which enlisted the help of OSW for the transformation.

"OSW designs functional courts that bring people out of their homes and onto the sporting grounds. Furthermore, as former athletes themselves, the design team has an in-depth understanding of the court requirements. This is very much in line with our vision as well as our mission to support local talent. Hence, OSW has been a natural choice [for the job]," Paramount Property CEO Beh Chun Chong shares with EdgeProp.my.

"Specifically, we chose to upgrade the sporting facilities to encourage a healthier and more active lifestyle amongst the residents, especially the youth. This is in line with Paramount's vision of 'changing lives and enriching communities for a better world,'" he adds.

"Some may think that painting [and refurbishing] the courts is an idealistic approach but the Sayangi Rumahku initiative has proven otherwise. It is a campaign that resonates with what OSW has been set up to do," Lo tells EdgeProp.my.

Aimed to improve the lives of the B40 group, the Sayangi Rumahku campaign which was launched in July 2019 is an initiative to support the National Community Policy or Dasar Komuniti Negara (DKN) formulated by the Housing and Local Government Ministry.

The three PPRs chosen for the sports court refurbishment were PPR Lembah Subang 1, PPR Seri Cempaka and PPR Seri Kedah.

In this public-private initiative, the key stakeholders also got the PPR residents to participate in the painting works together with the volunteers from Nippon Paint Malaysia, Paramount Property and EdgeProp.my.

By doing so, not only did the residents feel proud to own one, it also brought out the kids who did not usually do sports to socialise around the area, maybe for a picture or two for Instagram too, quips Lo.

She adds that having an inviting place to play keeps the children off the streets and out of trouble. "[The children] are the future generations that will help shape Malaysia. We cannot have them going astray," she notes.

The design inspiration

As for the inspiration behind the court designs, Lo has wanted something with a touch of patriotism - something that represents Malaysia and is apparent upon first glance. That led to an obvious choice - the national flag, Jalur Gemilang.

"The colours - red, yellow, white and blue - are familiar to all Malaysians. Also, the facades on some PPR flats are painted with the same colour scheme too, hence the connection," says Lo, adding that the white was replaced by grey for easy maintenance purposes.



The colour blocks and patterns of the sports courts are also inspired by the traditional "tikar" or bamboo mats. Inspiration for the colours came from the Jalur Gemilang.

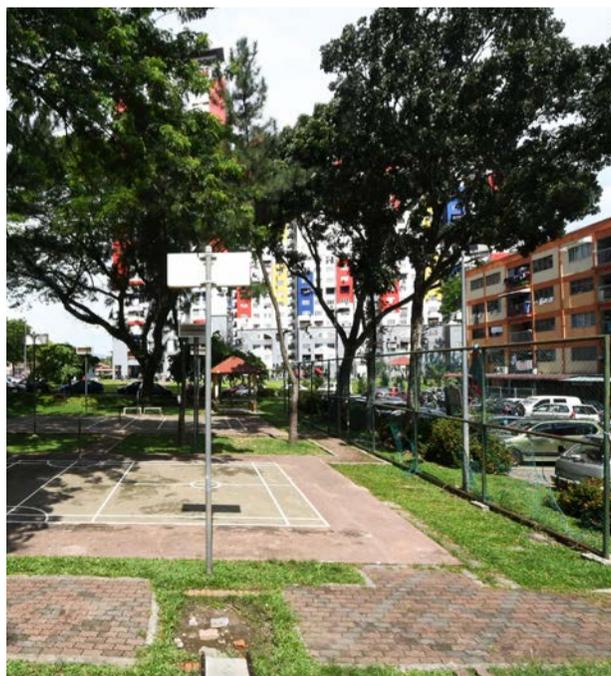
Making a difference by injecting art and design into sports courts

PICTURES BY LOW YEN YEING | EdgeProp.my



Above: Volunteers from Paramount Property during the PPR Seri Cempaka painting works on November 2019.

Right: The courts at PPR Seri Kedah are now ready for painting works to begin on this Saturday.



Lo: The designs utilise colour blocks and patterns that are not too complicated for the [PPR] residents to eventually maintain themselves.

"In my opinion, paint and colours are one of the most affordable ways to beautify a large space. I have taken the approach of using bright colours as the sports courts are supposed to channel the energy needed for sport games. Mild and pastel colours are nice too, but not suitable in this context," notes Lo.

Besides the flag, the designs of the sports courts consist of dots and lines, with the former being her staple choice and the latter as a simplified version representing the waves at sea.

According to Lo, the designs utilise colour blocks and patterns that are not too complicated for the residents to eventually maintain themselves.

"For Sayangi Rumahku, I have also used a different design inspired by the weaving patterns found in traditional bamboo mat or 'tikar'. I have taken interest in it lately and it is an object that tells a story. In my hometown in Sabah, different weave patterns tell a different story - varying from each ethnic group," shares Lo.

Meanwhile, the campaign will continue with the refurbishment of the sports court at PPR Seri Kedah in Gombak Setia, Kuala Lumpur, where the outdoor badminton courts will be turned into one large multipurpose space that will provide the residents three badminton courts and a futsal court, as well as an event space.

After a delay brought on by Covid-19 and the implementation of the Movement Control Order, the courts at PPR Seri Kedah is now ready for painting works to begin on Sept 5, 2020 and are expected to be completed by the end of the month.

FEATURE



BY RACHEL CHEW

The history of Seputeh dates back to the 1970s, where the first housing development, Taman Seputeh, was built on the peaceful and hilly land at the then fringe of Kuala Lumpur.

Today, Seputeh has transformed into one of the most prestigious and sought-after addresses in KL, thanks to the booming property industry within and nearby Seputeh over the last few decades, such as high-end condominiums — Robson Heights and Robson Hills in Seputeh, as well as Mid Valley Megamall nestled across the road, and Bangsar South situated right next to Seputeh.

“The property segments in Seputeh is mainly made up of residential units comprising a mixture of high-rise condominiums and landed properties, such as terrace houses, bungalows and semidee houses. The property market in Seputeh has always been in good demand by virtue of the fact that it is still upholding its status as a high-end residential area, as well as being surrounded by affluent neighbourhoods such as Bangsar, Taman Desa, Bangsar South, Mid-Valley and KLCC,” The One Property International Sdn Bhd executive director Stephen Yew tells EdgeProp.my.

Yew also attributes the good demand of property in Seputeh to its location and accessibility, as the area is served by three major highways, namely Federal Highway, New Pantai Highway and East-West link Expressway.

According to EdgeProp Research, Seputeh’s landed residential is on the uptrend despite the overall slow property market performance over the past few years. It recorded an average transacted price of RM2.5 million or RM650 psf (against land size) in 2019, a 38% increase from RM1.8 million (or 4% up from RM625 psf) in 2018.

However, high-rise residential in Seputeh recorded a drop of 5.4% to RM431 psf in 2019 from RM456 psf in 2018.

Citing the Valuation and Property Management Department, Yew shares that high-rise properties in Seputeh has largely been holding its price at RM1.8 million to RM1.9 million (2,000 sq ft to 3,000 sq ft) since 2018, while terrace houses (land size of 1,500 sq ft to 2,500 sq ft) have seen a jump to RM1.5 million to RM1.7 million from RM1.3 million to RM1.4 million a year ago.

On the other hand, Laurecap Sdn Bhd executive director Stanley Toh holds a different view, saying that generally, Seputeh residential property has been in the downtrend from 2017 to 2018, but saw a slight increase in 2019.

“The introduction of the Home Ownership Campaign last year led to good take-up rates at the primary market and helped to boost market sentiment in the property sector. [Similarly], the residential prices in the [Seputeh] area will continue to see interest in the long run, especially with the Bandar Malay-

Seputeh offers a convenient city living in a rare scenic and tranquil environment in the heart of Kuala Lumpur.



LOW YEN YEING | EdgeProp.my

Tranquility living in a city

sia project located on the eastern flank of the residential estate and with accessibility to all the major parts of the Klang Valley,” Toh notes.

In fact, most of the latest residential projects in Seputeh have received good market response due to limited similar supply in the market. One of the notable launches recently is Setia Sky Seputeh by SP Setia Bhd.

Built on 4.4 acres of prime land in Taman Seputeh, the project is located next to Mid Valley City. The freehold resort-themed residence only offers 290 units spread across two residential towers. Each tower has 37 storeys, with only four to six units per floor and a private lift lobby.

The units in Setia Sky Seputeh are designed to be large and spacious, with built-ups ranging from 2,303 sq ft to 3,025 sq ft. It is priced from RM2.2 million. The project is expected to be completed by Q42021.

Setia Sky Seputeh boasts a wide range of facilities including Malaysia’s longest man-made beach — Crescent Sand Beach, infinity salt water pool, sky gym, heated

Price trend for landed homes in Seputeh

Psf transaction price calculated based on land area

YEAR	2015	2016	2017	2018	2019
Average transaction price (RM / unit)	2,069,138	2,788,000	2,625,708	1,887,500	2,525,625
Average transaction price (RM / psf)	598	707	637	625	650
Transaction volume	30	23	24	25	16

Price trend of non-landed homes in Seputeh

Psf price calculated based on built-up area

YEAR	2015	2016	2017	2018	2019
Average transaction price (RM / unit)	580,341	686,029	506,536	679,042	513,508
Average transaction price (RM / psf)	442	422	395	456	431
Transaction volume	41	28	28	24	24

ALL DATA BY EdgeProp Research

Setia Sky Seputeh boasts a wide range of facilities including Malaysia’s longest man-made beach — Crescent Sand Beach.



PICTURES BY S P SETIA

KENNY YAP | THE EDGE

SUHAIMI YUSUF | THE EDGE



Setia Sky Seputeh is one of the latest developments in Seputeh.



Yew: Seputeh offers an ideal living location for those who enjoy a tranquil environment instead of the lively, bustling lifestyle in the city center.



Toh: The residential prices in the area will continue to see interest in the long run especially with the Bandar Malaysia project located on the eastern flank of the residential estate.

Brought to you by

Setia

aqua gym, moonlight Jacuzzi, music room, shipwreck-themed playground, trampoline garden, cocktail bar, fitness Gymboree, meditation garden, and male and female hot and cold spas.

“Seputeh has an edge over its neighbouring areas such as Taman Desa, Kerinchi and Bangsar, as it offers an ideal living location for those who enjoy a tranquil environment instead of the bustling lifestyle amidst busy city surroundings. And even until today, the area’s elevated ground with lush greenery remains a prominent feature,” Yew shares.

Stable outlook

Indeed, Seputeh offers a convenient city living in a rare scenic and tranquil environment in the heart of KL, which has always been the biggest selling point of properties in Seputeh.

On the flip side, the exclusiveness of Seputeh area could be the reason some potential homebuyers have hesitated to step in.

“Seputeh is an exclusive address with only one way in and one way out. There is no access towards the rear of the estate. Moreover, the internal roads are narrow. But thanks to the low density of the area, the traffic flow is not too bad even during peak hours,” Laurecap’s Toh shares.

He believes that more alternative ingress and egress into the area and enhanced infrastructure would help to improve the market buying interest.

“Nevertheless, the property market outlook in Taman Seputeh looks to be stable. There are a few new developments such as Setia Sky Seputeh which has set a benchmark in terms of price psf in that area. Plus, the Mid Valley Megamall has and always will be a pull factor.

“In the immediate term, prices will remain stable due to the subdued property market sentiment accelerated by the Covid-19 pandemic. In the long term, prices of properties will increase albeit in a slower pace unless a catalyst development in the fringes of Seputeh materialises, such as Bandar Malaysia,” Toh notes.

Meanwhile, The One Property’s Yew remains positive on the future of Seputeh property market, mainly due to the scarcity of land supply in Seputeh, and consequently limited residential market supply in the future.

“Due to scarcity of land supply, the land bidding process by private sectors will contribute to a higher land value in Seputeh. Subsequently, property market-driven factors will push up the property selling prices in Seputeh.

“However, property in Seputeh is limited and exclusive, so I believe it could stand the test of market condition and time as the target market is very specific. It has been proven in the past year transaction data. Overall, the outlook for the Seputeh property market remains positive and upbeat,” Yew concludes.



BY TAN AI LENG

The auction property market in Malaysia has been muted in the first quarter of 2020 when the six-week Movement Control Order (MCO) from March 18, 2020 caused a pause in all physical auction activity.

Furthermore, Bank Negara Malaysia's (BNM) moratorium on loan or financing repayments has also saved many properties from foreclosures.

According to AuctionGuru.com.my's data, the number of foreclosure properties in 1Q2020 saw a slight increase compared with the same period last year.

In its recently released "Foreclosure property market analytical report for 1Q2020", the auction portal stated there were 8,052 properties worth RM3.991 billion on the auction market, which was 0.3% more than the 8,027 properties worth RM4.04 billion recorded in 1Q2019.

AuctionGuru.com.my executive director Gary Chia expects the auction market in the second and third quarters of this year to likely remain muted. BNM's six-month moratorium, which allows loan borrowers to delay their repayments until September, and those who are eligible for the targeted moratorium extension, the deferment period until the end of the year, will further delay the impact of the Covid-19 on the property market.



Chia: We could only see the full effect next year, after the moratorium period ends and people need to service their full monthly loan repayments again.

"We could only see the full effect next year, after the moratorium period ends and people need to service their full monthly loan repayments again," Chia tells EdgeProp.my.

It's hard to forecast the quantum of increase [foreclosure properties] or when we could see the big jump. Looking at the current stagnant economic growth and increasing unemployment rate, we are worried that property owners' financial condition might be affected," Chia says.

Post-MCO, physical auction sessions have resumed end-June with strict standard operating procedures (SOPs) including limiting the number of attendees and practising physical distancing.

AuctionGuru.com.my itself has held two auctions with around 20 properties put up for bid at each auction.

"All the bidders came with bank drafts for bookings, but the auction success rate was only about 50%, as many would probably not be able to secure a loan later," Chia points out.

In the face of the intense competition among developers to woo buyers in the primary market, as well as the secondary market where owners adjust their asking prices to attract purchasers, auction properties may take longer to find takers.

Residential property

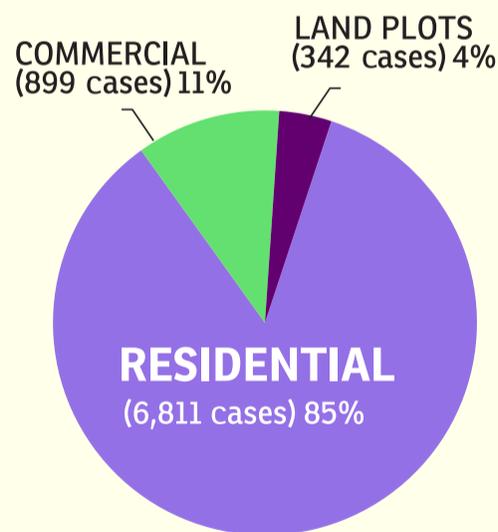
Residential properties continue to dominate the auction market with the amount of foreclosures totalling 6,811 (total reserve value of RM2.6 billion) for the three-month period ended March, 2020.

The landed residential segment remained the biggest contributor to the property auction mar-

Muted AUCTION MARKET inching back to action



A total of 8,052 foreclosure properties worth RM3.991 billion were recorded in 1Q2020.



Terraced houses made up the highest number of foreclosure cases (residential segment).

Value is calculated based on the reserve value of foreclosure properties.

TERRACED HOUSE	Units: 2,891 Value: RM922 mil
APARTMENT	Units: 1,538 Value: RM304 mil
SERVICED APARTMENT OR SUITE	Units: 660 Value: RM337 mil
CONDOMINIUM	Units: 486 Value: RM292 mil
SEMIDEE HOUSE	Units: 438 Value: RM312 mil

ket with the number increasing by 3.4% to 3,698 in 1Q2020 compared to 3,577 cases in 1Q2019. Meanwhile, there were 3,113 non-landed/strata residential properties, a decrease of 2.8% from a year ago.

"Notably, terraced houses made up the highest number of residential foreclosure cases accounting for 2,891 cases (78% of total volume) valued at RM922 million (57% of total value). Based on the mean computation for the terraced house type, the average foreclosure value was approximately RM320,000 per case," notes Chia.

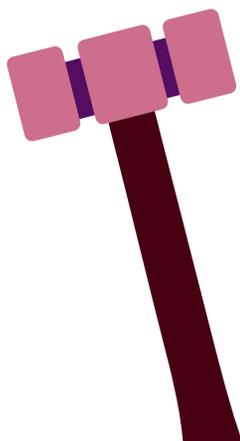
Although landed residential properties are constantly in demand, the properties that went under the hammer were mostly located in third-

tier areas that were far from major business hubs and amenities, he says.

"We see a rising number of foreclosure cases in new townships or developments which were completed one or two years ago. Undeniably, the entry price and the property itself are attractive. You can even find landed homes below RM300,000, but there are no takers. Location is still the main consideration," he adds, but declines to name the projects or areas.

In the strata non-landed residential segment, apartments accounted for nearly 50% of the auction cases in this segment with 1,538 foreclosures valued at RM304 million. This was followed by 660

CONTINUES NEXT PAGE →



COVER STORY



← FROM PREVIOUS PAGE

serviced apartments (or serviced suites) with a total reserve value of RM337 million and flats with 429 cases valued at RM43 million.

Chia believes that commercial-titled residential properties were among the most affected by the Covid-19 outbreak as many were using their properties for short-term rentals.

“Many commercial-titled residential property owners rely on short-term rental income to repay their monthly mortgage instalments. The MCO badly hit the tourism market, and as a result, some owners of short-term rental properties became financially stretched.

“However, the impact was cushioned by BNM’s moratorium on loan repayments which allowed property owners to defer their loan repayments for a period of six months,” Chia says.

Commercial property

Meanwhile, the portal’s report showed that Malaysia recorded 899 foreclosure cases under the commercial or industrial segment with an aggregate reserve value of RM697 million in 1Q2020 compared with 919 cases valued at RM1.052 billion in 1Q2019 — a reduction of 20 cases and 34% in reserve value.

The majority of the foreclosed

commercial properties were strata commercial properties (539 cases), while there were 360 non-strata foreclosed commercial properties with shopoffices making up the highest number totalling 265 units valued at RM236 million.

Overall, office and retail units made up the majority of the foreclosure cases under the non-landed/strata category. Collectively, they totalled 427 foreclosure cases with a reserve value of RM204 million.

For commercial properties on auction to secure a buyer, Chia notes that financing is still the main issue as conserving cash is now the top priority for most investors, hence potential buyers will only consider buying an auction property if the reserve price is 30% below the current market price.

“Having said that, even if the property were to be auctioned at a great price discount, the high entry cost and future maintenance cost would put many prospective buyers off as many auction commercial properties come with large land areas and built-ups,” Chia says.

He expects commercial properties to be even more significantly impacted by the Covid-19 outbreak post-MCO as working from home and online shopping become the new norm, thus directly affecting demand for conventional brick-and-mortar office and business spaces.

Shopoffice made up the highest number of foreclosure cases (commercial segment).

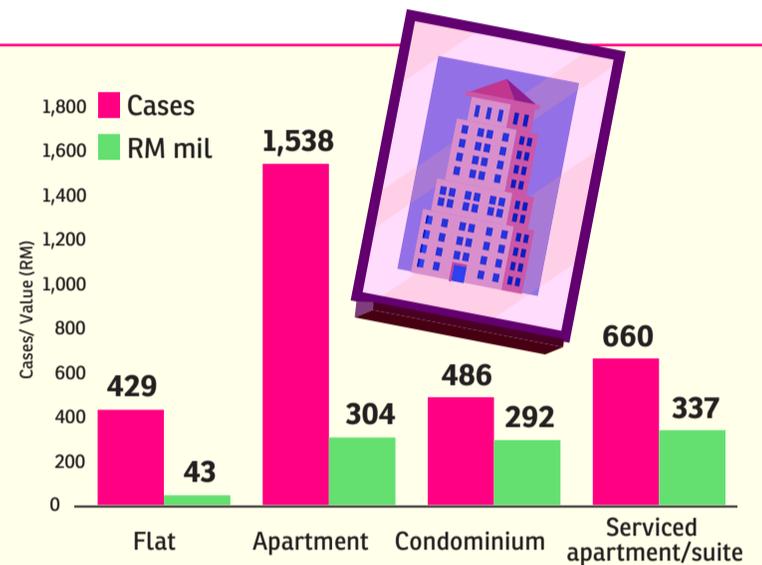
Value is calculated based on the reserve value of foreclosure properties.

NON-STRATA SHOPOFFICE	Units: 265 Value: RM236 mil
STRATA RETAIL LOT	Units: 250 Value: RM108 mil
STRATA OFFICE	Units: 177 Value: RM96 mil
SOHO/SOFO/SOVO*	Units: 108 Value: RM36 mil
FACTORY OR INDUSTRIAL BUILDING	Units: 63 Value: RM160 mil

* Small-office Home-office/Small-office Flexible-office/Small-office Versatile-office

The number of apartments that went under the hammer accounted for nearly 50% of the total for non-landed residential segment.

Value is calculated based on the reserve value of foreclosure properties.



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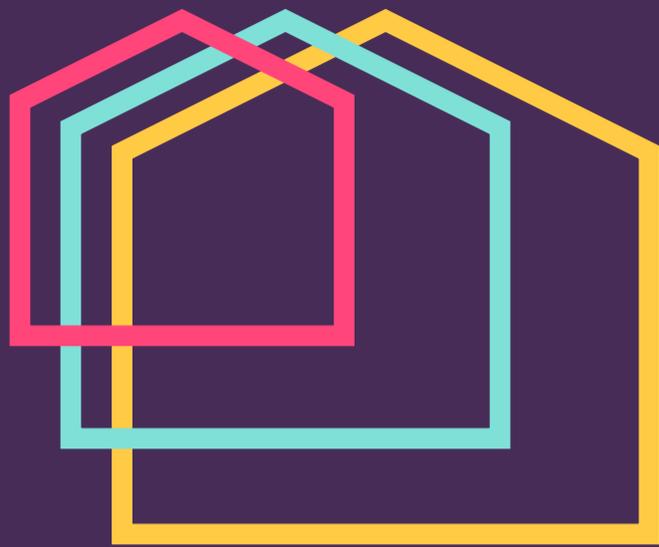


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Properties for sale and rent

**RM950,000****Taman Pertama Mahandoi P2, Penampang, Sabah****Type:** Semidee house **Tenure:** Leasehold
Built-up: 2,950 sq ft **Land size:** 3,150 sq ft
Bedroom: 3 **Bathroom:** 4**Abby Tan** (REN 20757)

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**RM13,000,000****Desa Cemerlang, Ulu Tiram, Johor****Type:** Factory **Tenure:** Freehold
Built-up: 38,276 sq ft **Land size:** 84,942 sq ft
Bathroom: 6**Adeline Lee** (REN 02761)

IQI REALTY SDN BHD (E (I) 1584/6)

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**RM410,000****Taman Sri Saujana, Kota Tinggi, Johor****Type:** Terraced house **Tenure:** Freehold
Land size: 1,399 sq ft **Bedroom:** 4
Bathroom: 3**Afdzal Zullah** (REN 40776)

ACEAKL ESTATE AGENCY SDN. BHD. (E (I) 1697)

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**RM665,000****Taman Ukay Bistari, Ulu Kelang, Selangor****Type:** Terraced house **Tenure:** Freehold
Built-up: 1,700 sq ft **Land size:** 1,400 sq ft
Bedroom: 5 **Bathroom:** 3**Ahlan Property** (REN 03689)

TOGETHER PROPERTIES (E (3) 0503)

☎ +6011 33352864

**RM259,000****Bandar Baru Salak Tinggi, Sepang, Selangor****Type:** Residential land **Tenure:** Freehold
Malay Reserved Land **Land size:** 4,064 sq ft**Ahmad Suhaili** (REN 16724)

FIRDAUS & ASSOCIATES PROPERTY PROFESSIONALS

SDN BHD (VE (I) 0091/3) ☎ +6011 188 84740

**RM4,200/mth****Marc Residence, KLCC, Kuala Lumpur****Type:** Condominium **Tenure:** Freehold
Built-up: 907 sq ft **Bedroom:** 2 **Bathroom:** 2**Ain Nabila** (REN 39738)

CBD PROPERTIES SDN BHD (E (I) 1197)

☎ 6011 26477114

**RM380,000****Mutiara Sentul, Sentul, Kuala Lumpur****Type:** Condominium **Tenure:** Freehold
Built-up: 1,226 sq ft **Bedroom:** 3 **Bathroom:** 2**Aji Dan** (REN 41982)

RMZ PROPERTY CONSULTANT SDN BHD

(002880894-W) ☎ +6016 310 1612

**SOLD FOR****RM500,000** (about RM172 psf)**Corner lot terraced house, Taman Suria Jaya, Cheras, Selangor****Concluded by: Elvie Ho** PRO (REN 22102)
of Reapfield Properties HQ Sdn Bhd
(+6012 303 3788) **When:** July 2020**Noteworthy**

- Land area: 2,906 sq ft; Built-up: 2,200 sq ft
- 4-bedroom; 3-bathroom
- Leasehold
- Unfurnished corner lot with a bus stop located right beside the house
- Amenities nearby: Pasar Raya CS Tun Perak Cheras, Giant Hypermarket Cheras and AEON Big Tun Hussein Onn, Cheras Sentral Mall, EkoCheras Mall, Cheras Leisure Mall, eateries and schools. MRT Taman Suntex and Taman Connaught stations are located about 5km away.
- Accessible via Jalan Temoh, Cheras-Kajang Expressway, Kajang SILK Highway and Salak Expressway.

Located right at the border of Kuala Lumpur, Taman Suria Jaya is a small residential enclave comprising mainly terraced houses and apartments in Cheras, Selangor.

According to Elvie Ho from Reapfield Properties HQ Sdn Bhd, proximity to various amenities is the main reason that attracts buyers as residents within walking distance or within a short drive to a number of shopping malls.

The area is mainly served by bus routes, while the MRT Taman Suntex and Taman Connaught stations are situated roughly 5km away. From Taman Suria Jaya, it takes less than 30 minutes by car to Kuala Lumpur city centre.

Ho noted that although the condition of the building is not at its best state, the buyer who is looking for an own-stay unit and likes the mature location and large land area.

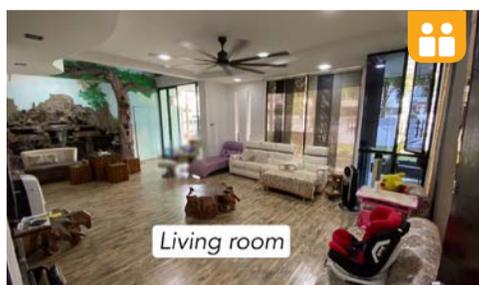
The property was put up

for sale seven months ago at an asking price of RM580,000, before the seller received an offer from the buyer at RM500,000.

"The seller decided to accept the offer, considering the government's announcement of Real Property Gains Tax (RPGT) exemption for residential properties sold between June 1, 2020 and Dec 31, 2021. For buyers, this is a very good deal as the price is the same as an intermediate unit," Ho explained, adding that the seller was hoping to cash out and invest in other properties.

According to data from EdgeProp Research, there were four terraced houses sold in Taman Suria Jaya in 2019, with an average price of RM550,500 or RM280 psf. No transaction was recorded in 2020.

Meanwhile three units of terraced houses are looking for buyers on EdgeProp.my, with the average asking price at RM653,333 or RM433 psf.



Living room

RM1,500,000**Taman Nusa Duta, Johor Bahru, Johor****Type:** Cluster house **Tenure:** Freehold
Built-up: 4,000 sq ft **Land size:** 5,311 sq ft
Bedroom: 6 **Bathroom:** 6**Alex Lim** (REN 21828)

GATHER PROPERTIES SDN BHD (E (I) 1536/4)

☎ +6016 709 0760

**RM450,000****Cheng, Melaka****Type:** Semidee house **Tenure:** Freehold
Land size: 3,444 sq ft **Bedroom:** 5
Bathroom: 3**Alil Anua** (REN 41209)

TOGETHER PROPERTIES (E (3) 0503)

☎ +6013 623 0330

**RM480,000****Taman Bunga Raya, Setapak, Kuala Lumpur****Type:** Terraced house **Tenure:** Freehold
Built-up: 800 sq ft **Land size:** 1,300 sq ft
Bedroom: 3 **Bathroom:** 2**Alps Joon Kiat Tan** (REN 18124)

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Properties for sale and rentPro Agents, get your listings featured here! Email support@edgeprop.my or call 03-7733 9000**RM17,524/mth****KL Eco City, Bangsar, Kuala Lumpur**
Type: Office **Tenure:** Freehold
Built-up: 4,381 sq ft**Amanda** (PEA 0991)CORNERSTONE XSTATE SDN BHD (E (1) 1851)
☎ +6012 286 8073**RM20,924/mth****Top Glove Tower, Shah Alam, Selangor****Type:** Commercial complex **Tenure:** Freehold
Built-up: 4,452 sq ft**Amy Wong** (REN 30799)IQI REALTY SDN BHD (E (1) 1584)
☎ +6018 354 0010**RM1,298,000****Tenderfields @ Eco Majestic, Semenyih, Selangor****Type:** Semidee house **Tenure:** Freehold
Built-up: 3,500 sq ft **Land size:** 3,200 sq ft
Bedroom: 5 **Bathroom:** 5**Dixon Choy** (PEA1324)HSR REALTORS (MALAYSIA) SDN BHD (E (1) 1552)
☎ +6012 813 8660**RM320,000****Armani SOHO, Subang Jaya, Selangor****Type:** SOHO **Tenure:** Freehold
Built-up: 450 sq ft **Bedroom:** 2 **Bathroom:** 1**Andrew Poh** (REN 14795)FT REALTORS SDN BHD (E (1) 1712)
☎ +6016 374 8883**RM560,000****GEO Bukit Rimau, Shah Alam, Selangor****Type:** Condominium **Tenure:** Freehold
Built-up: 1,035 sq ft **Bedroom:** 4 **Bathroom:** 3**Andy Gan** (REN 41436)WEREG PROPERTIES (E (3) 1867)
☎ +6019 338 0857**RM3,300/mth****Vortex Suites, KLCC, Kuala Lumpur****Type:** Condominium **Tenure:** NA
Built-up: 700 sq ft **Bedroom:** 2 **Bathroom:** 2**Angelia Kong** (REN 03495)FIRST REALTORS AGENCY (E (3) 0788)
☎ +6017 292 3977**SOLD FOR****RM1.45 mil** (about RM969 psf)**Condominium unit, Pavilion Hilltop Mont'Kiara, Kuala Lumpur****Concluded by: Ashley Haw** PRO (REN 05137)
of Kith and Kin Realty Sdn Bhd
(+6011 1289 3610) **When:** July 2020**Noteworthy**

- Freehold
- Built-up: 1,496 sqft
- 4-bedroom; 4-bathroom
- Fully furnished
- Mid-floor unit
- Nearby amenities: Shopping malls, international schools, clinics and medical centre, eateries and convenience stores
- Easy accessibility via SPRINT Highway, Jalan Duta-Sungai Buloh Highway, Duta-Ulu Klang Expressway (DUKE) and North-South Expressway

Pavilion Hilltop Mont'Kiara sits within an upmarket neighbourhood of Mont'Kiara, Kuala Lumpur. The premium condominium development is a home to 621 units spread over three blocks.

The high-end residential project was developed by Permata Cermat, a joint venture between Pavilion Group and Kuwait Finance House, and was completed around three years ago.

Ashley Haw from Kith and Kin Realty co-brokered the deal in July 2020. She said the buyer bought the unit for investment purposes, eyeing the high rental demand and rental price of Pavilion Hilltop Mont'Kiara.

"Moreover, this unit was sold with an existing long-term tenant," she enthuses.

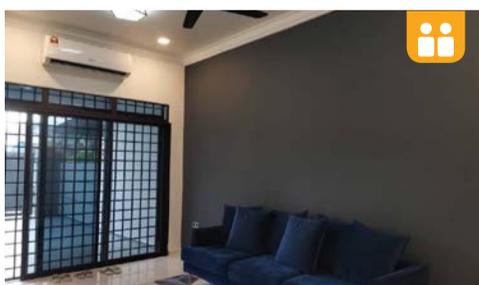
Haw added that the buyer had chosen to buy at this time as the interest rate is low and the unit was a good bargain.

"It is fully furnished with beautiful interior design and sold at a price lower than the market," she explained, adding that the seller is a foreigner and had waited for a buyer for more than a year.

Data from EdgeProp Research shows that as of mid-August, seven units in Pavilion Hilltop Mont'Kiara were sold in 2020 at an average transacted price of RM1.68 million or RM922 psf. In 2019, 35 units changed hands at an average transacted price of RM1.74 million or RM969 psf.

On EdgeProp.my, 96 units in Pavilion Hilltop Mont'Kiara are listed for sale as at mid-August with an average asking price of RM1.97 million or RM1,025 psf.

On the other hand, 86 units are looking for tenants, with an average asking monthly rent of RM7,730 or RM3.99 psf.

**RM1,100,000****Austin Heights, Johor Bahru, Johor****Type:** Cluster house **Tenure:** Freehold
Built-up: 2,380 sq ft **Land size:** 2,380 sq ft
Bedroom: 4 **Bathroom:** 4**Ang Boon Chai** (REN 39619)EU AS PROPERTIES SDN BHD (E (1) 1677)
☎ +6017 780 8161**RM3,000,000****Kemuning Residence, Shah Alam, Selangor****Type:** Bungalow **Tenure:** Leasehold
Built-up: 4,787 sq ft **Land size:** 4,273 sq ft
Bedroom: 6 **Bathroom:** 7**Ann Pua** (REN 34102)CHESTER PROPERTIES SDN BHD (E (1) 1321/15)
☎ +6017 636 8687**RM1,500/mth****Senai, Kulai, Johor****Type:** Terraced house **Tenure:** NA
Built-up: 1,540 sq ft **Bedroom:** 3 **Bathroom:** 2**Apple Wong** (REN 12700)VIGOR PROPERTIES (E (3) 1777)
☎ +6018 288 9222**RM2,680,000****11 Mont Kiara, Mont'Kiara, Kuala Lumpur****Type:** Condominium **Tenure:** Freehold
Built-up: 3,169 sq ft **Bedroom:** 4 **Bathroom:** 5**Ashley Haw** (REN 05137)KITH AND KIN REALTY SDN BHD (E (1) 1933)
☎ +6011 128 93610**RM650,000****D'Mawar Residensi, Sepang, Selangor****Type:** Terraced house **Tenure:** NA
Built-up: 2,000 sq ft **Land size:** 4,350 sq ft
Bedroom: 5 **Bathroom:** 3**Asyran Laidin** (PEA 2350)IREAL PROPERTY SDN BHD (E (1) 1747)
☎ +6012 429 9573**RM3,990,000****Bangi Sentral, Bangi, Selangor****Type:** Shoplot **Tenure:** Leasehold
Built-up: 7,829 sq ft **Land size:** 1,690 sq ft**Zuraini Zallin** (PEA1699)RESCOM REALTY (VE (3) 0244)
☎ +6019 663 1526

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**RM760,000****Bandar Baru Sri Petaling, Kuala Lumpur****Type:** Terraced house **Tenure:** Leasehold
Built-up: 2,196 sq ft **Land size:** 1,793 sq ft
Bedroom: 3 **Bathroom:** 3**Azemi** (REN 15376)JAZ INTERNATIONAL MALAYSIA SDN BHD
(VEPM (I) 0120) ☎ +6017 356 9452**RM9,200/mth****KL City, Kuala Lumpur****Type:** Office **Tenure:** Freehold
Built-up: 1,200 sq ft **Bathroom:** 2**Baze Yeoh** (REN 11462)STARCITY PROPERTY SDN BHD (E (I) 1395/7)
☎ +6010 366 5106**RM1,077,800****Puchong, Selangor****Type:** Terraced house **Tenure:** Freehold
Built-up: 3,396 sq ft **Bedroom:** 6
Bathroom: 7**Ednes Pung** (REN 25635)GS REALTY SDN BHD (E (I) 1307)
☎ +6012 272 1551**RM500,000****M Aruna, Rawang, Selangor****Type:** Terraced house **Tenure:** Leasehold
Built-up: 1,700 sq ft **Bedroom:** 4
Bathroom: 3**Benjamin Lai** (REN 12219)FOCUS ESTATE AGENCY SDN BHD (E (I) 1751)
☎ +6012 603 3126**RM6,300,000****Sierras, Sungai Buloh, Selangor****Type:** Bungalow **Tenure:** Freehold
Built-up: 8,701 sq ft **Land size:** 8,600 sq ft
Bedroom: 8 **Bathroom:** 5**Brian Tang** (PEA 2267)IQI REALTY (E (I) 1584)
☎ +6016 528 3313**RM3,200,000****The Villa @ Serai Saujana, Shah Alam, Selangor****Type:** Bungalow **Tenure:** Freehold
Built-up: 5,630 sq ft **Land size:** 4,144 sq ft
Bedroom: 4 **Bathroom:** 5**Bryan Chong** (REN 00709)WEREG PROPERTIES SDN BHD (E (I) 1955)
☎ +6016 308 8018**RM3,000/mth****Expressionz Professional Suites, KL City, Kuala Lumpur****Type:** Condominium **Tenure:** Leasehold
Built-up: 865 sq ft **Bedroom:** 2 **Bathroom:** 2**Carmen Teoh** (REN 27223)IQI REALTY SDN BHD (E (I) 1584)
☎ +6012 303 3133**RM1,400,000****Mont Kiara Meridin, Mont'Kiara, Kuala Lumpur****Type:** Condominium **Tenure:** Freehold
Built-up: 1,760 sq ft **Bedroom:** 3
Bathroom: 2**Catherine** (REN 09255)CBD PROPERTIES SDN BHD (E (I) 1197)
☎ +6012 383 9275**RM2,000,000****Residensi 22, Mont'Kiara, Kuala Lumpur****Type:** Condominium **Tenure:** Freehold
Built-up: 2,093 sq ft **Bedroom:** 3
Bathroom: 3**Catherine Wong** (REN 23091)KITH AND KIN REALTY SDN BHD (E (I) 1933)
☎ +6019 663 3377**RM950,000****Crista, Setia Alam, Selangor****Type:** Terraced house **Tenure:** Freehold
Built-up: 2,480 sq ft **Bedroom:** 6
Bathroom: 4**Cerrine Yew** (REN 28403)REAPFIELD PROPERTIES (HQ) SDN BHD (E (I) 0452)
☎ +6012 201 3088**RM2,620,000****Kota Bayu Emas, Klang, Selangor****Type:** Bungalow **Tenure:** Freehold
Built-up: 6,527 sq ft **Land size:** 6,527 sq ft
Bedroom: 6 **Bathroom:** 6**Chris Chan** (REN 25514)GRIFFIN PROPERTIES (E (3) 1792)
☎ +6016 208 6226**RM4,800/mth****Oncidium, Kota Kemuning, Shah Alam, Selangor****Type:** Bungalow **Tenure:** Freehold
Built-up: 3,500 sq ft **Land size:** 4,000 sq ft
Bedroom: 5 **Bathroom:** 5**Chris Chiam** (REN 27288)REAPFIELD PROPERTIES (SJ) SDN BHD
(E (I) 0452/2) ☎ +6019 317 7060**RM590,000****Swiss Garden Residences, Pudu, Kuala Lumpur****Type:** Condominium **Tenure:** Leasehold
Built-up: 650 sq ft **Bedroom:** 1 **Bathroom:** 1**Chris Lim** (REN 20985)GRIFFIN PROPERTIES (E (3) 1792)
☎ +6016 995 5607**RM8,800,000****Jalan Tandang, Petaling Jaya, Selangor****Type:** Factory **Tenure:** NA
Built-up: 13,429 sq ft **Land size:** 15,400 sq ft
Bathroom: 4**Christopher** (REN 03972)REAPFIELD PROPERTIES (HQ) SDN BHD (E (I) 0452)
☎ +6012 278 2207**RM800,000****Cheras, Selangor****Type:** Terraced house **Tenure:** Freehold
Built-up: 1,750 sq ft **Land size:** 1,540 sq ft
Bedroom: 5 **Bathroom:** 4**Christopher Chong** (REN 15344)GREAT CASA REALTY SDN BHD (E (I) 1688)
☎ +6017 799 4484**RM2,200/mth****USJ, Selangor****Type:** Terraced house **Tenure:** NA
Built-up: 1,800 sq ft **Land size:** 1,650 sq ft
Bedroom: 3 **Bathroom:** 3**Erik Tan** (REN 05303)RAIN FOREST PROPERTIES (E (3) 1128)
☎ +6012 335 2666

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