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with Tan Sri
Lim Kang Hoo

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After a false start in 2017, the defining moment for Bandar Malaysia came on Sept 15, 2020. Can tycoon Tan Sri Lim Kang Hoo pull off the multi-billion ringgit development of national interest this time? See Pages 4 to 8.

This time for real?



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NAPIC: Property market records sharp fall in 1H2020

Property transaction volume for 1H2020 dropped by 27.9% y-o-y to 115,476, while transaction value declined 31.5% to RM46.94 billion, based on the latest data released by the National Property Information Centre (NAPIC) on Sept 22, 2020.

The residential sector recorded 75,318 transactions worth RM25.61 billion in 1H2020, declining 24.6% in volume and 26.1% in value compared to 1H2019.

A total of 13,294 units were launched in 1H2020, falling by 43.6% against 23,591 units in 1H2019. Against 2H2019, new launches were 31.6% lower.

Sales performance was poor at 3.3%, significantly lower as compared to 1H2019 (30.9%) and 2H 2019 (28.4%), owing to the Movement Control Order (MCO) period, which was imposed on March 18, 2020.

Residential overhang continued to rise, no thanks to a slow market. There were 31,661 overhang units worth RM20.03 billion, an increase of 3.3% in volume



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(2H2019: 30,664 units) and 6.4% in value against the preceding half year (2H2019: RM18.82 billion).

As at 2Q2020, the Malaysian House Price Index (MHPI) stood at 198.3 points, up by 0.4% on an annual basis, the lowest annual growth recorded since 2010. However, on a quarterly basis, MHPI fell marginally by 0.7%.

1H2020's residential loan approval rate stood at 34.1%, lowest in 10 years, says NAPIC

The loan approval rate for residential properties 1H2020 stood at 34.1%, which is the lowest in 10 years, according to the 1H2020 Property Market Report released by the National Property Information Centre (NAPIC).

To help stimulate the soft market battered by Covid-19 and the movement control order (MCO), the government has cut Overnight Policy Rate (OPR) by an accumulative 125 basis points since March 2019. Although this would lower borrowing cost, banks are becoming more cautious on lending.

NAPIC's report, citing data from Bank Negara Malaysia, shows that the total loan application amount for the purchase of residential prop-

erty in 1H2020 plunged by 24.1% y-o-y to RM96.45 billion, while total amount of approved loans decreased by 39.1% to RM 32.84 billion, which is the lowest amount in a decade.

The steeper drop in total amount of approved loans has caused the loan approval rate to decline from 42.4% in 1H2019 to 34.1% in 1H2020, the lowest level across 10 years.



Govt announces RM10b Kita Prihatin package

The government will implement several initiatives and additional assistance under the RM10 billion PRIHATIN Supplementary Initiative Package (KITA PRIHATIN) in line with its efforts to boost economic recovery.

Prime Minister Tan Sri Muhyiddin Yassin said the additional package includes the RM7 billion Bantuan Prihatin Nasional 2.0 (BPN 2.0), the RM2.4 billion Wage Subsidy Programme 2.0 and the RM600 million PRIHATIN Special Grant (GKP) worth RM600 million.

He said the KITA PRIHATIN package targets four main groups, namely the B40 group who are married and single; M40 group with family and single; local workers in various fields and micro traders in various fields.

The KITA PRIHATIN package is the extension of the previous economic stimulus packages, namely PRIHATIN, PRIHATIN SME PLUS and PENJANA worth a total of RM295 billion, or about 20% of the nation's gross domestic product, with an additional fiscal injection by the government totalling RM45 billion.

HOTLINES

For COVID-19 screening or tests, contact the **Health Ministry's Crisis Preparedness and Response Centre (CPRC)**

Tel: 03-8881 0200,
03-8881 0600
and 03-8881 0700

from 8.30am to 5pm daily
Or Email: cprc@moh.gov.my

For more information, go to CPRC Telegram channel at <https://t.me/cprckkm>

For queries on the Restricted Movement Control Order, call 03-8888 2010.

Multi-generational living: Suntrack Development unveils Tuai Residence

Property developer Suntrack Development has unveiled its latest project development called Tuai Residence. Located on 6.6-acre of freehold land with a total of 330 units, the project has unit built-up sizes ranging from 1,109 sq ft to 1,927 sq ft and starting price of RM450 psf.

Tuai Residence is designed to be wheelchair-friendly from specific toilets in apartment units all the way to common facilities. All ramps, lifts to units and communal facilities, and link bridge are accessible to wheelchairs, baby strollers, and older pedestrians.

MCT to launch projects worth over RM1b GDV in 2020

Following the recent launches of Casa Bayu @ Cybersouth and PRIMA Shops in Lakefront @ Cyberjaya, MCT

is gearing for more new launches namely Aetas in Damansara and Al-ira in Subang Jaya in 2020. The total GDV of these new launches amount to over RM1 billion.

2020 will be a record year for the group in terms of handing over completed projects, with more than 3,000 units to be delivered to homeowners of Selangorku PRIMA Lakefront Homes and Lakefront Residence Phase 2 at Lakefront @ Cyberjaya, and Casa Bluebell and Casa Wood at Cybersouth in 2020.



More than 380,000 individuals need loan repayment moratorium

With the blanket automatic loan moratorium coming to an end next week, banks have contacted more than two million borrowers to offer loan repayment assistance after Sept 30, according to CIMB Group Holdings Bhd's group chief executive officer (CEO) Datuk Abdul Rahman Ahmad.

Rahman said the banks have managed to speak to 1.4 million borrowers of the over two million contacted. Currently, more than 380,000 contacted customers have confirmed that they require loan repayment assistance.

Among the 380,000 seeking help, 26,000 are small and medium enterprises (SMEs) with the remaining bulk being retail borrowers, showing that the SMEs seem to have handled the situation better.

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An affordable modern contemporary living concept in Seberang Prai

Brought to you by



In densely-populated cities such as Penang, budget-conscious homebuyers tend to shy away from strategic locations, not because they don't want to live within the ease of all the infrastructure and amenities, but because the price tags are usually beyond their reach. Even if the instalment payments seemed manageable, the hefty down payments would have made the dream harder to attain.

Taking cognisance of the general populace's concern and needs, UDA Holdings Bhd (UDA) is offering a well-positioned condominium project in Penang under a special collaboration with Maybank Islamic to facilitate a less daunting financial commitment towards homeownership.

Under its subsidiary UDA Land (North) Sdn Bhd, the long-established Malaysian developer is building a block of condominium on four acres of land in Taman Pauh Jaya, Permatang Pauh. Named Evoke Residence @ Gravitas, the 35-storey project offers 300 units.

Designed in a V-shape structure, residents get a 180-degree dimensional vista which includes the most photographed landmark of the state - the Penang Bridge and its accompanying seaview, as well as the eye-soothing foliage of Bukit Mertajam.

Yes, the linking bridge is not just within sight but also conveniently within a 5km reach, where its main highways and the PLUS Highway would ease travel between the mainland and the island.

Being near to tertiary educational institutions like Universiti Teknologi MARA (UiTM) Penang branch and Politeknik Seberang Perai, the area has ready amenities like supermarkets and schools to meet daily necessities. Strategically sited among other developing cities such as Bandar Seberang Jaya, Bandar Baru Peda and Bukit Mertajam, Evoke Residence is also an attractive investment option with promising potential.

The freehold development comes with complete condominium facilities including a swimming pool, playground, sky garden, gymnasium, tennis court, barbecue pit, covered car park, hall,

surau and kindergarten. Without over-the-top renderings, maintenance fees can be kept to a minimal RM0.20 psf. At the same time, sustainable long-term maintenance is ensured.

The family-friendly units have spacious built-ups of 1,100 sq ft housing three bedrooms each. Offering different choices for unit types and views, they are priced between RM494,648 and RM541,380.

Buyers do not have to wait long for handover as the RM141.88 million GDV project is slated for completion by the end of this year.

A financing scheme that is easy on the pocket

For those who are keen to purchase a unit here but have yet to save enough for the 10% down payment, there is good news.

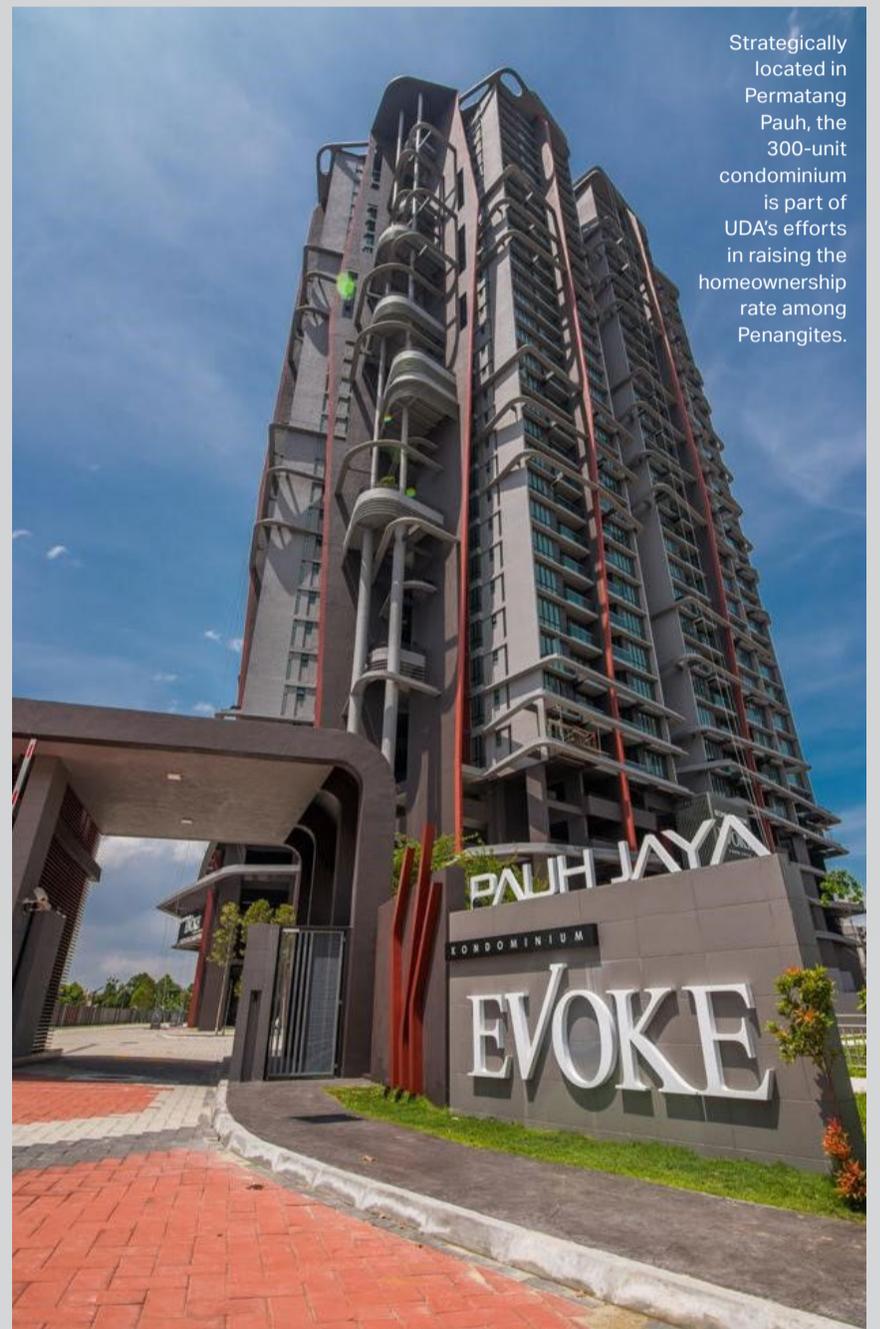
In conjunction with UDA's 50th anniversary, the proactive developer has recently partnered with Maybank Islamic to enable purchasers to get Evoke Residence units through the HouzKEY programme.

The main benefits of this innovative financing method are no requirement of down payment and a mortgage loan of up to 100% of the property price. To gain a higher chance of approval, this special scheme also allows the buyer to get three guarantors.

"As property prices increase from time to time, HouzKEY is the best option, especially for young people who are still renting or for first-time home buyers who find it difficult to provide a 10% down payment," said UDA president and CEO Sr Mohd Salem Kailany.

"With the low cost of moving in, this is a new method to help people own a home without having to take a longer time to save money to pay for a high amount of down payment," he adds.

Aiming to raise the homeownership rate in the country, the HouzKEY programme is one of the conscientious developer's efforts in resolving the current hindrances towards that goal, especially in highly urbanised locales like Penang. In



Strategically located in Permatang Pauh, the 300-unit condominium is part of UDA's efforts in raising the homeownership rate among Penangites.



Spaciously sized at 1,100 sq ft, each unit comes with three bedrooms which caters comfortably for a family.

tandem with its emphasis on customer-oriented business, UDA is constantly working on various initiatives to provide homes for Malaysians to call their own, and thus enrich their lifestyles.

Through the alternative financial assistance, UDA hopes interested buyers could obtain Evoke Residence Condominium units sans the burden of heavy financing.

On top of the HouzKEY scheme, buyers of Evoke Residence also get to enjoy various other rebates such as free maintenance fees for one year and free fees on sale and purchase agreement, memorandum of transfer and loan agreement. In addition, the developer understands the financial constraints brought on by the current pandemic and is also offering to waive late payment interest charges for up to 12 months, in the event buyers face difficulty in servicing the monthly instalments.

So, hurry and take advantage of all these promotional offers to own an address in one of Penang's main neighbourhoods.

HouzKEY is open to all eligible applicants who meet the requirements set by Maybank Islamic. Interested buyers may contact the Sales and Marketing Division of UDA Land North Sdn Bhd for more information.

Sales gallery address
24G, TPJ 1/1, Taman Pauh Jaya, 13700 Perai

Contact number
011 1722 6215

Website
udaproperty.com.my

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COVER STORY

BANDAR MALAYSIA



The 486-acre development will be positioned as a regional financial and business hub.

BY TAN AI LENG

The appointment was set at 10am but by 9.45am, Tan Sri Lim Kang Hoo had the EdgeProp Malaysia team ushered into the modest-sized and unassuming meeting room in his office in Gombak, Selangor.

Waiting to greet us was a relaxed-looking Lim. Clearly, the executive chairman of Iskandar Waterfront Holdings Sdn Bhd (IWH) and chairman of Ekovest Bhd, was ready and even eager to take questions on his most ambitious project yet — the RM140 billion Bandar Malaysia.

EdgeProp.my: Have you been sleeping well?
Lim: Sure, I sleep well.

Lim's spontaneous response is expected. After a long hiatus, the stars for this mega project — the most-anticipated and biggest ever for Malaysia and the most ambitious for Lim — appear finally aligned.

The success of Bandar Malaysia is not only key for Lim but, equally so for the country. In the words of Lim, "This is a Government-to-Government project. Bandar Malaysia is the largest project in the One Belt One Road initiative and with the participation CREC — one of the Fortune 500 companies — it can attract other global top companies to set up their regional offices there."

After a false start in 2017, the defining moment for Bandar Malaysia came on Sept 15, 2020. IWH-CREC Sdn Bhd settled the RM1.24 billion initial payment to TRX City Sdn Bhd, a Ministry of Finance Incorporated wholly-owned subsidiary, for a 60% stake in Bandar Malaysia Sdn Bhd.

IWH-CREC is a joint-venture of Iskandar Waterfront Holdings Sdn Bhd (IWH) — a private vehicle of Lim — and China Railway Engineering Corp (M) Sdn Bhd (CREC). The JV has successfully tendered for a 60% stake in Bandar Malaysia Sdn Bhd at RM7.41 billion, valuing the latter at RM12.35 billion.

To recap: IWH-CREC first won the deal in 2015 but it was called off in 2017 due to issues related to 1Malaysia Development Bhd (1MDB) as 1MDB was the government entity holding the remaining 40% stake at that time.

1MDB, a government-run development company, was in trouble when the country's sixth prime minister Datuk Seri Najib Razak was accused of channeling over RM2.67 billion from 1MDB to his personal bank accounts in 2015. Since then, projects related to 1MDB have been affected and scrutinised, including Bandar Malaysia.

Despite IWH-CREC clearing the required de-

What's next for BANDAR MALAYSIA?



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“
The project of this national interest and the project of this size will take 20 to 30 years to complete.”
— Lim

posit to secure the Bandar Malaysia development, the deal lapsed and the RM741 million IWH-CREC paid as deposit for a 60% equity stake in the RM7.41 billion project was fully refunded to IWH-CREC.

However, Bandar Malaysia was revived in April 2019 with an open public tender. This time around, IWH-CREC won the bid after competing against more than 40 companies.

Fast forward to Sept 15, 2020, with the initial payment settled, IWH-CREC has two more stage payments of RM963 million each to the government, with the balance to be settled via two bank guarantees over three years. In accordance with the agreement, IWH-CREC is allowed to commercialise and market the 133 acres of the Bandar Malaysia land to local and international strategic investors who qualify and fit into the Phase 1 Bandar Malaysia master plan.

Bandar Malaysia sits on the single largest tract of 486 acres of premium land in the heart of Kuala Lumpur. Located at the site of the former Royal Malaysian Air Force base in Jalan Sungai Besi, the mega integrated development has a gross development value of RM140 billion.

As the master developer of Bandar Malaysia, IWH-CREC is now able to kick start its planned land sale. According to Lim, IWH-CREC inked an agreement with TRX City Sdn Bhd and settled the deposit and advance payment of RM1.24 billion earlier this month, allowing the JV company to start selling the 133-acre plots to interested investors and property developers.

Positive market response is crucial no doubt. Lim hints that the market could expect several significant agreement signings involving overseas investors in the coming weeks, adding he was not at liberty to immediately divulge more information.

When pressed, Lim would only say that these are FDIs (foreign direct investments) that could see Bandar Malaysia as a strategic destination in the development of China's Belt and Road initiative and its immense economic spin-offs.

CONTINUES NEXT PAGE →

COVER STORY

What makes Bandar Malaysia attractive?

← FROM PREVIOUS PAGE

These FDIs would not only boost sentiments of Bandar Malaysia but would stimulate both the Malaysian real estate sector and economy.

Lim wants to position Bandar Malaysia as the regional financial and business hub that could become a home for Fortune 500 companies, multinational corporations and technology companies.

For this to be a reality, Lim says the government has agreed to provide customised incentives to foreign investors.

Bandar Malaysia, he says, would be an integrated development that is ideal for people to live, work, and play

“We are going to build a ‘business centric intelligent city with integrated connectivity, sustainability and livability concept’ in Bandar Malaysia. There is a 120 years golf course where we will upgrade and turn into a ‘fairy land’ complemented with entertainment centre, performing arts centre, a central park with a grand waterfall and river canal and boutique retail areas that cater to everyone’s needs,” Lim tells EdgeProp.

Meanwhile, for the infrastructure, construction and property development company - Ekovest, which is also founded by Lim, its participation will complement IWH’s role as the master developer.

Ekovest’s investment in Bandar Malaysia Project will provide the head up for Ekovest to build up its order book.

Being the founders of both companies, Lim says the main reason to rope in Ekovest is to offer the company’s shareholders an opportunity to tap into this mega development in the CBD city.

To be part of this deal, Ekovest will need to pay RM1.3 billion, but spread over three years and with an cash initial amount of approximately RM250 million.

Still, Ekovest’s participation in Bandar Malaysia is pending an EGM for shareholders’ approval.

Pricing of Bandar Malaysia land

Lim says the land price in Bandar Malaysia could be “at least RM1,500 psf”, stressing that prime location land in the Kuala Lumpur city centre is becoming scarce. Moreover, the average price in the KLCC area is around RM4,000 psf, he says.

“Property developers and investors are looking at the CBD (central business district) area. So, if you look at KL, how much of such land is left? If you can count, you will know there’s not much land left.

“This (RM1,500 psf) is the price for a plot ratio of eight... It’s a good deal,” he adds.

To increase the attractiveness of Bandar Malaysia, the government is offering tailor-made incentives to eligible companies that are interested to set up their operations in the mega-development. These include top 100 financial institutions, multinational companies, Fortune 500 companies, tourism-related companies, medical and education institutes.

On top of this, a one-stop centre is also being planned to assist companies to set up and smoothen their operations in Bandar Malaysia.

“It will take some time to set up the intelligent, modern and integrated one-stop centre... It will enable us [Bandar Malaysia] to compete with other cities regionally,” says Lim.

See Page 7 for the Question and Answer session with Lim where he also addresses issues on IWH-CREC’s funding, timing of Bandar Malaysia and the property glut.

The 486-acre Bandar Malaysia development is more than a financial and business centre; the development comprises offices, retail, residential, arts and entertainment, medical and education components that offer convenience to the residents and working population there.

Another key feature that enabled IWH-CREC Sdn Bhd to win the Bandar Malaysia deal is the idea of creating an underground canal city — an inspiration which executive chairman of

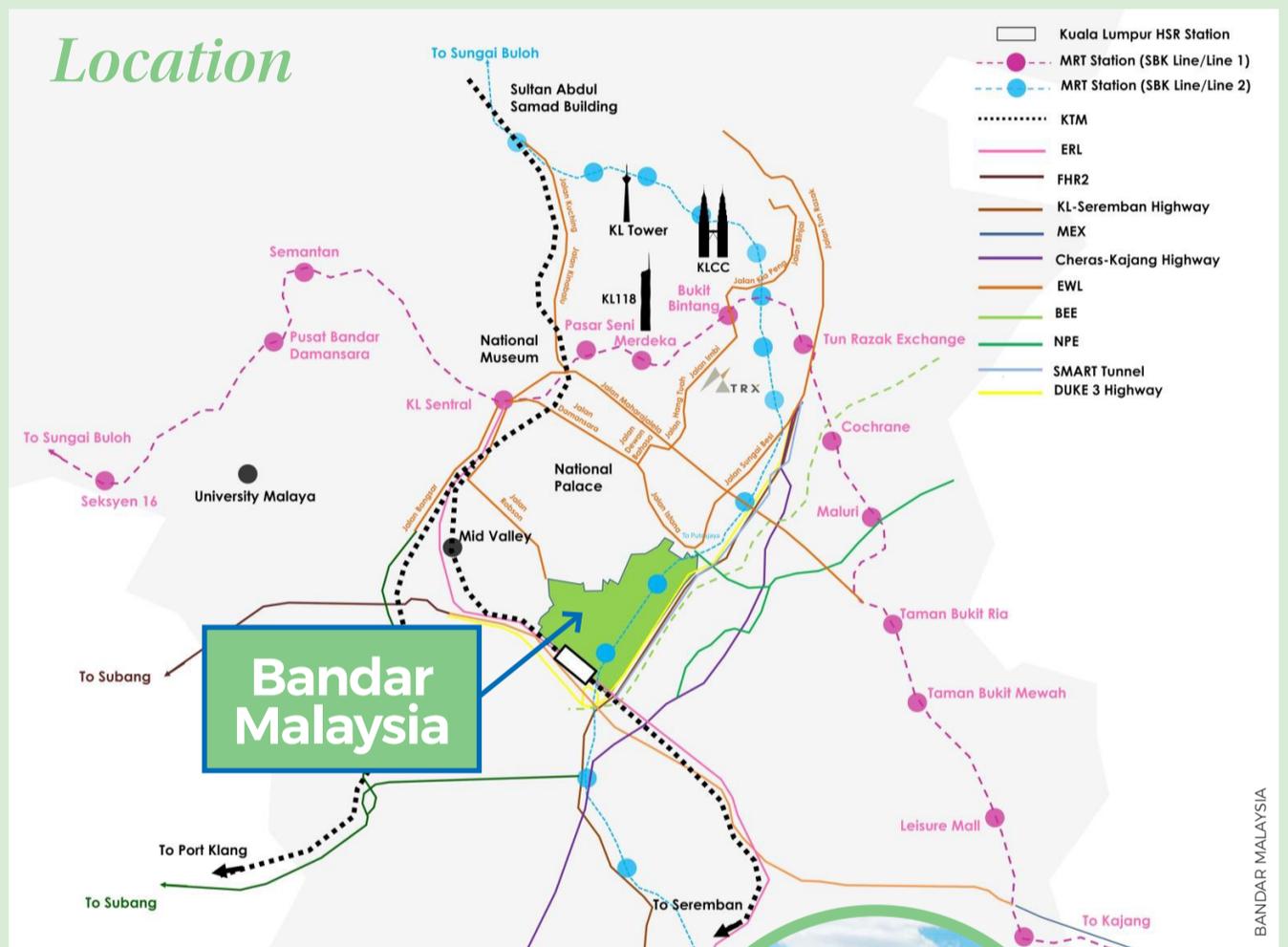
Iskandar Waterfront Holdings Sdn Bhd and chairman of Ekovest Bhd, Tan Sri Lim Kang Hoo obtained during a holiday in Montreal, Canada.

The plan is to turn the underground space into a 24-hour retail and entertainment centre that caters to the needs of the working population in Bandar Malaysia.

Designed as an integrated terminus, the connectivity and accessibility to public transportation and road system are the greatest advantages of Bandar Malaysia.

It comprises multi-level public transport networks including the upcoming Kuala Lumpur-Singapore High Speed Rail (HSR), soon-to-be-completed electrified double-tracking project, KTM Komuter, MRT and LRT, Monorail and Express Rail Link.

In terms of road connectivity, it is easily accessible via Duke 3, KL-Seremban Highway, SMART tunnel, Maju Expressway, East-West Link Expressway and future elevated highways.



Chronology of the Bandar Malaysia development

The site of Royal Malaysian Air Force base in Sungai Besi.

- May 2011**
Malaysia's 6th Prime Minister Datuk Seri Najib Razak announces the Bandar Malaysia project which will be carried out through a public-private partnership model.
- May 2016**
The deal falls apart and IWH-CREC receives the refund of RM741 million that it had paid as deposit to purchase a 60% equity stake in Bandar Malaysia Sdn Bhd for RM7.41 billion.
- May 2017**
Najib visits Beijing, China, for the One Belt One Road Forum. During the joint conference at Sofitel Beijing Hotel with Wanda Dalian Group, the latter expresses interest to participate in the Bandar Malaysia development.
- July 2017**
The Ministry of Finance (MoF) launches a request for proposal and up to seven Chinese and two Japanese companies submit proposals for the Bandar Malaysia project. However, MoF didn't reveal further details about the deals.
- December 2015**
IWH-CREC buys 60% stake of Bandar Malaysia from IMDB for RM7.41 billion.
- December 2019**
TRX City Sdn Bhd signs the share sale and shareholders agreements with IWH-CREC Sdn Bhd that will kick off the Bandar Malaysia development.
- April 2019**
Former Economic Affairs Minister Datuk Seri Azmin Ali reveals that the government will call for bids on the Bandar Malaysia development via an open tender process.
- September 2020**
IWH-CREC is ready to take off with the Bandar Malaysia development with the settlement of the RM1.24 billion deposit and advance payment for the project.

Where sustainability and innovation form the crux of a masterpiece

Lendlease's first residential tower in TRX comprises 444 units, while the second tower has 442 units.

Located in the heart of Kuala Lumpur's new Central Business District (CBD), the upcoming TRX Residences will be one of the most coveted addresses among the well-heeled in the country.

This urban integrated development inspires wellness, sophistication, liveability and lifestyle.

TRX Residences is the brainchild of leading international property and infrastructure group, Lendlease, and the master developer of Malaysia's first international financial and lifestyle district, TRX City Sdn Bhd.

The much-anticipated freehold residential component of The Exchange TRX, was unveiled in what is touted to be the first-of-its-kind Digital Launch on Thursday (Sept 24), at 12pm online.

TRX Residences is located within the 17-acre integrated development of The Exchange TRX, a vibrant experience led lifestyle destination crowned and seamlessly integrated to a 10-acre activated public park. Residents will be able to live at the centre of it all within the new lifestyle epicentre of Kuala Lumpur with easy access to socially immersive experiences encompassing events, entertainment, arts and culture, sports and leisure and over 500 lifestyle, dining offer, concept stores and new-to-market brands.

The other components of the development include Malaysia's first design-led luxury boutique hotel Kimpton Hotels and Restaurants, and a Grade-A campus style office block.

The development offers unrivalled connectivity by MRT, major highways or pedestrian networks. TRX Residences is just 70m to Malaysia's only MRT interchange and has direct access from the SMART Tunnel, bypassing surface road traf-

fic. It is also connected to a network of highways such as MEX and SPE and will have pedestrian links to Bukit Bintang and KLCC for convenient access to key city nodes.

All the development components are the results of well-thought planning by the developer, with the objective of integrating every element to deliver convenience at your doorstep.

Creation of a prestigious developer

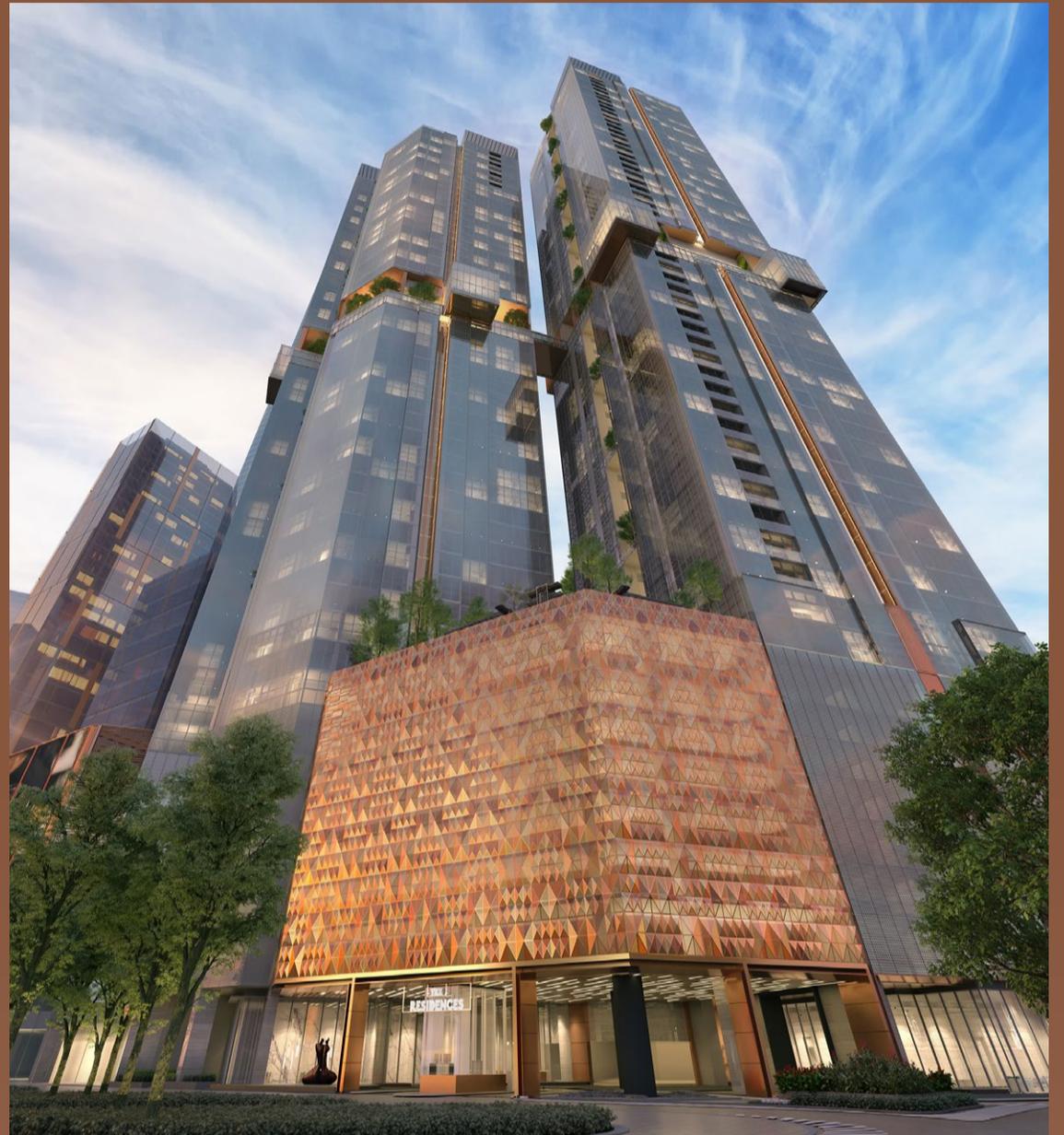
Formed over 60-years ago, Australian-based Lendlease is well established with a footprint that spans Asia, Australia, Europe and the Americas.

With a global development pipeline of over A\$100 billion (RM303 billion), the developer has participated in iconic global landmarks such as the Sydney Opera House, National 9-11 Memorial and Museum, Statue of Liberty and our very own Petronas Twin Towers.

From a residential standpoint, Lendlease has delivered homes across the spectrum from community land plots to luxury high-rise and retirement villages. It is currently involved in 21 major urban regeneration projects in nine gateway cities including The Exchange TRX.

The most recent completion is Park Place Residences within the Paya Lebar Quarter in Singapore earlier this year, where it was awarded the Top Tier Star Rating for the Building and Construction Authority (BCA) Quality Mark, recognising superb workmanship. As with TRX Residences, Park Place Residences also received strong market support with Phase 1 allocated units fully sold within one day.

Lendlease's strong residential capability is evidenced in its other urban regeneration developments around the world – Elephant & Cas-



tle in London has appreciated by 75% in 6 years since its launch, outperforming the regional average by over 50%; and in the One Sydney Harbour project in Barangaroo South which achieved the highest price per square metre for residences in Australia.

As a global developer, Lendlease is committed to sustainability, and safety with customer focus as its

top priority. Hence, every Lendlease project, regardless of where it is located internationally, complies with its Global Minimum Requirements (GMRs). This ensures world-class standards for the Lendlease brand, such as in matters of safety and quality.

First-of-its-kind Digital Launch

The Digital Launch of TRX Residences on Thursday has been a unique experience for the participating guests, as they found themselves immersed at the centre of the intu-

itively crafted digital journey.

Be ready to discover world-class urban integrated living in KL's new CBD with engaging and interactive videos, animations, visuals, quizzes and information. Guests were transported virtually to five distinct zones where they could share their experience via embedded social media functions.

Do not miss the opportunity to be the first in town to experience this prestigious development by the established international-standard developers — Lendlease and TRX City Sdn Bhd.



The facilities include a lap pool overlooking the green tranquility of the Royal Selangor Golf Club.



A Gourmet Dining Room to host meals in indoor and outdoor settings.

COVER STORY

Q&A

with Tan Sri Lim Kang Hoo

EdgeProp.my: There had been false starts before. Is this time for real?

Tan Sri Lim Kang Hoo: Yes of course it is real.

IWH CREC Sdn Bhd has on 15 September 2020 paid RM1.241 billion, being the 10% deposits (RM741 million) and the RM500 million advance payment to the vendor, TRX City Sdn Bhd ("TRXC"), a wholly owned subsidiary of Ministry of Finance Incorporated ("MOF").

IWH-CREC is a joint consortium between IWH, a public-private-partnership company, and China Railway Engineering Corp (M) Sdn Bhd, a wholly owned subsidiary of CREC, a China state-owned company and a fortune 500 company.

Why are you so confident that Bandar Malaysia will be a reality?

The Bandar Malaysia project is a joint development between MOF (40%), IWH-CREC (60%).

IWH is a public-public-partnership company, which is co-owned by my private entity Credence Resources Sdn Bhd (63%) and KPRJ (37%), the wholly owned subsidiary of the State Government of Johor.

The consortium will jointly attract the foreign direct investors ("FDI") and other Multi-national companies ("MNC") via various incentives and key strategic planning and support from federal and state governments to make the new Kuala Lumpur Centre Business District ("CBD"), the purpose-built international city a reality.

You have not talked a lot about this project before; why now?

We are ready now because we have just fulfilled our obligations to pay the RM1.241 billion.

Pursuant thereof, based on the agreement with TRXC, we will commence our local and international marketing for the Bandar Malaysia project and aim to attract FDI, MNC and various developers to co-contribute to our development.

The Bandar Malaysia project is a project of national importance for Malaysia and it will be a project which can partially anchor the economic stimulation plan by the government.

How would you fund your share of the project?

The funding for this project will be via a combination of internally generated funds, bank borrowings and the initial public offering of IWH which is expected to be undertaken in the first half of 2021.

What are the components of the project?

Bandar Malaysia will be the transit oriented development ("TOD") to the Express Rail Link (ERL), KTM, double tracked from Kayu Hitam to Bandar Malaysia, Bandar Malaysia to Johor Bahru and Mass Rapid Transit (MRT) Line 2 and 3 and the

“A master developer plans, develops, and implements large-scale development for sizeable landbank that have been identified as development precincts.”
— Lim



LOW YEN YEING | EdgeProp.my

existing ERL railway which connects Kuala Lumpur International Airport (KLIA) and the Kuala Lumpur Sentral transportation hub. The MRT2 has already designated two stations in Bandar Malaysia which are set to be completed by 2021, as well as the Setiawangsa -Pantai Expressway (SPE) formerly known as DUKE 3 slated to be completed by 2021, which is linked to 12 other highways into KL city, will be aligned to Bandar Malaysia.

To be developed over 20 years, Bandar Malaysia will shape the future direction of Kuala Lumpur by offering a liveable new lifestyle city with modern infrastructure to become an iconic development within the Asean region and to the world.

In addition to providing Grade A office premises, it will encompass other key components like hotels, shopping, healthcare, education and wellness facilities. There will also be 10,000 affordable homes to benefit low-and-medium income groups.

The RM140 billion integrated development will feature integrated components covering finance, technology, medical science, education, tourism and entrepreneurship, as well as being an Intelligent City. It is designed to attract multinational

corporations and Fortune 500 companies and top 100 finance institutions to relocate their operations here. This will further increase high-income employment opportunity as well as reduce the brain-drain out of the country.

This is in line with the government's policy of offering special tax incentives for various qualified economic sectors to attract MNCs to Malaysia to invest in high-tech and high-value fields.

The project is further expected to relieve the Klang Valley's excess supply of office space and residential properties as these are expected to be filled quickly by foreign companies and their high-skilled workers and expatriates.

Why is it exciting?

Bandar Malaysia is an exciting and important project for Malaysia and it will attract FDI and MNCs and attract the repatriation of brain drain overseas back to Malaysia. In addition, it will also create the much-needed demand to absorb the oversupply of offices and residential [properties] in Kuala Lumpur as many professionals and consultants will need to be engaged to undertake the massive project. In addition, we believe there will be many expatriates who will be heading here to fill up the supply of properties in Kuala Lumpur city as the Bandar Malaysia Phase 1 development can only be completed and ready to be occupied in the next three to four years.

Details of the connectivity – and its impact

Bandar Malaysia is well connected via 12 rails and highways which the connectivity and link to this project is as per the transportation network as set out herein. Ekovest is currently undergoing the construction for Duke 3 at Sungai Besi, which is the elevated highway running parallel to the runway in Bandar Malaysia. Duke 3, will provide the infrastructure and pre-cursors for the construction of the underground city for phase 1 of the Bandar Malaysia project.



The multi-billion ringgit development will offer a liveable new lifestyle to city-dwellers.

COVER STORY

← FROM PREVIOUS PAGE

About the underground city – why is this significant for the project?

Kuala Lumpur is a tropical city — by having an underground city, it will provide the much needed working environment, connectivity and ambiance for 24-hour operations in Kuala Lumpur for all international MNCs to operate and bring in life and business activities to Malaysia.

Bandar Malaysia will also be one of the major tourism attraction destinations for Kuala Lumpur and Malaysia.

As a master developer, what would be your role?

A master developer plans, develops, and implements large-scale development for sizeable landbank that have been identified as development precincts. Through a broad set of planning parameters, the master developer takes into consideration the mix of use, urban design, and infrastructural requirements for the entire master plan. In planning the success of the development precinct, the master developer may choose to partner with or transfer development rights of specific plots to other developers to execute project plans. The phasing of the development precinct is controlled closely by the master developer via its release of development plots, and the master developer works directly with the government to develop incentives that are relevant to the success of the development precinct.

The master developer is the key driver in ensuring that the vision of the master plan for the development precinct is achieved. In doing so, the master developer may release plots of land in the development precinct for sale by tender or via joint venture with local or foreign investors who are able to assist the master developer in realising the development precinct's vision. These investors invest capital and technical market expertise to develop land plots, in accordance with the master plan envisioned by the master developer.

A successful development precinct creates an attractive address for the establishment of businesses. This attracts FDI when specific industry clusters are created within the development precinct, generating job opportunities for the locals and enhancing overall economic growth. A successful master-planned development is evidenced by its prominence as an address and a location. This encompasses availability of good amenities, complementary infrastructure and an appropriate mix of development components in a variety of land use that supports the development's population and economic growth. The master developer continues to invest in the development precinct (e.g. by making infrastructure improvements, etc.) in order to obtain long-term returns. A successful master-planned development will create demand from investors, which leads to an increase in land values in a specific development precinct. As plots



To be developed over 20 years, Bandar Malaysia will shape the future direction of Kuala Lumpur.

“
I always believe, if we have the vision, the passion and the patience we can and will succeed in all challenges.”
— Lim

within the master-planned development continues to be built upon and the development precinct increases its stature as an address, the remaining development plots will become more valuable due to the scarcity of land.

What was your inspiration for the planning of Bandar Malaysia? And what is your vision for it?

Bandar Malaysia will be a catalyst for the transformation of Greater Kuala Lumpur.

My inspiration and aspiration are to join hands with the Malaysian state and Federal authorities and China state owned entity, ie: CREC to jointly develop this world class intelligent city, namely Bandar Malaysia.

Bandar Malaysia is one of the most significant projects by the China government as part of their one-belt, one road programme.

Currently the Royal Malaysian Air Force Base, this premium land in Sungai Besi will be one of the most sought-after pieces of land in the city. Bandar Malaysia aspires to be an exemplary mixed-use community of the highest standard, where nature, culture and creativity are a part of everyday life.

One of the key components of Bandar Malaysia is the transit oriented development with easy ingress and egress, high utilisation of public transport, and efficient internal transit. Infrastructures planned include innovative car and bicycle hire-schemes, well-planned road networks, pedestrian-centric connections and shaded walkways. Bandar Malaysia is planned around the principles of (i) connectivity (ii) sustainability (iii) livability.

Timing – Would Bandar Malaysia not further exacerbate supply and overhang in the Klang Valley?

Many took the view that the Bandar Malaysia development will further worsen the oversupply of properties in Kuala Lumpur. But I disagree totally with that view. Otherwise, I would not embark on this project. My experience in Johor Bahru 23 years ago — when we launched Danga Bay — has proven otherwise. Johor Bahru back then was one of the worst hit cities affected by oversupply of properties with plenty of unemployment. Johor Bahru lacked economic activity and was severely affected by the Asian Financial Crisis in 1997. Johor Bahru was considered the backyard of Singapore. Upon the launch of the first economic corridor by former prime minister Tun Abdullah Ahmad Badawi in 2006, the economy has become more vibrant and today it is one of the most active states in Malaysia.

There are many activities in Johor Bahru today

and most shops and offices are occupied. The feel good factors in Johor Bahru — especially with the formalisation of the Johor Bahru-Singapore Rapid Transit System (RTS) between the Malaysian and Singapore governments recently — will further enhance the connectivity between Johor Bahru and Singapore.

What would be the incentives to draw in FDIs?

As part of the Bandar Malaysia agreement, the government is to provide tailor made incentives to attract all the FDI and MNCs into Bandar Malaysia.

Do you see Bandar Malaysia attracting the same names that are already in Malaysia? Or new ones altogether? Why and how?

We welcome all MNCs and FDI and local corporation to relocate their regional and local offices to Bandar Malaysia upon assessing the infrastructure and connectivity and various tailor made incentives that can be value add by Bandar Malaysia. It is the vision and mission for the joint consortium to build an intelligent and digital driven city which provides the new angles for all the existing offices and transit oriented developments in Kuala Lumpur.

The 486-acre Bandar Malaysia project is a purpose-built city which is well designed and has all the relevant components to make it a successful extended CBD for Kuala Lumpur. Bandar Malaysia has the strategic location, size and reach to enable a purpose built city to be formulated.

Your biggest challenge in this project

This project of national interest and the project of this size will take 20 to 30 years to complete so, there will always be challenges that we need to overcome to meet the requirements of all stakeholders under the public-private-partnership (“PPP”) model, which consists of MOE, CREC and IWH.

With this PPP model intact, I trust we can overcome all challenges!!

I always believe, if we have the vision, the passion and the patience we can and will succeed in all challenges.

Do you have a Plan B?

What do you mean by Plan B?

Bandar Malaysia is a national project which we will need to see through with our shareholders collectively.

Have you been sleeping well?

Sure, I sleep well.

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The London skyline.

BY RACHEL CHEW

While “don’t put all your eggs in one basket” is a well-used adage, it remains a relevant investment strategy today.

Property portfolio diversification in types and destinations has proven to help manage investment risk. This being the case, anytime would be a good time to put one’s money into the real estate sector.

“There is no good time or bad time to buy property locally or overseas. We believe every day is a good time to buy as long as we understand the respective countries’ property market well,” Jalin Realty International founder and CEO Ian Chen tells EdgeProp.my.

Unlike a “normal market”, this pandemic period has seen developers dangling attractive incentives, Chen shares.

However, besides the global economy, one needs to consider the supply and demand of the area, the location and most importantly, personal risk appetite and financial position.

Chen finds Malaysian investors financially independent, well-travelled with a sound understanding of the global property investment scene. Hence their being global property landlords.

“Malaysians are quite adventurous and enterprising. However, with the Covid-19 pandemic and restriction on travelling, demand for overseas property investment has been quite subdued.

“Still, we continue to receive enquiries on property investment in Australia and the UK from those who see opportunities presented by the pandemic crisis. Developers are offering good incentives to generate sales revenue during this pandemic,” adds Chen.

Knight Frank Malaysia’s International Residential Project Marketing associate director Dominic Heaton-Watson concurs that the pandemic hasn’t dampened Malaysians’ appetite for overseas property.

“In fact, we have seen some really interesting trends since the start of the pandemic. While physical viewings were difficult during lockdown, strong levels of pent-up demand were building, evident by the ‘Lock-down lift-off’.

“For instance, the market in London quickly returned to the strong pre-pandemic levels of transactions and July and August were the busiest months on record for Knight Frank. During July and August, 44% of Knight Frank Malaysia transactions for London property were 2-bedroom apartments,” Heaton-Watson shares.

He adds that the lockdown period allowed clients to really fine tune their requirements; they now place greater emphasis on wellness attributes in the property they buy. The need for access and proximity to open green space, larger balconies and extra bedroom has also been evident as people want more space for leisure and home office.

Should you buy property overseas now?

“*Whilst physical viewings were difficult during lockdown, strong levels of pent-up demand were building.*”
— Heaton-Watson

What to watch out for when investing in overseas properties

- Know the country
- Know the property
- Study the market well
- Know the legal, finance, duties and foreigners’ restrictions
- Appointing the right agency — property and tenant management is vital during the investment period
- Consider local tenant demand before choosing a unit

“The fact is, during uncertain times, people look more towards tangible assets, income-producing assets, and lower risk assets; London property ticks all those boxes,” Heaton-Watson notes.

Meanwhile, let us not forget about our neighbour down south, Singapore. The island republic has consistently been one of the top choices for Malaysian investors owing to its proximity and robust economic growth.

“Buying a property in Singapore is still a popular idea for Malaysian investors as the market is quite promising. If a project’s price and location are correct, it will still attract a fairly good number of Malaysians,” said PropNex Realty head of international market Matt Tian.

Tian added that familiarity with each other’s culture and close distance are the main reasons Malaysians choose to invest in Singapore.

[CONTINUES NEXT PAGE →](#)

Malaysians' favourite property investment destinations

-  London
-  Birmingham
-  New York
-  Melbourne
-  Bali
-  Bangkok
-  Singapore



“*Familiarity with each other’s culture and close distance are the main reasons Malaysians choose to invest in Singapore.*”
— Tian



“*It may seem easy to buy a property abroad foreign but investors must consider the after sales implications and services.*”
— Chen

INVESTING IN PROPERTIES OVERSEAS 2020



The city of Melbourne, Australia.

Why Malaysians buy overseas properties

-  Children's education
-  Portfolio diversification
-  Safe haven status
-  Pure ROI (return on investment)

← FROM PREVIOUS PAGE

Searching for a safe haven

JLL Property Services (Malaysia) Sdn Bhd country head YY Lau also sees investors stepping up risk management by diversifying into different property sectors and locations.

Yield-sensitive investors and those hoping for long-term appreciation and sustainability are looking to buy more properties, especially with capital in play being higher today than ever.

While UEM Sunrise is continuing its foray into the Australian market, Axis REIT recently disclosed their preference for the local market' and both of them have reported success in their ventures, says Lau.

"Individual investors have shown interest in the international properties we launched recently, especially in the UK

and Japan. These countries, alongside Singapore, Australia, and several others, can be deemed safe havens with their monolithic fundamentals as well as sustainability in property demand," Lau tells EdgeProp.my

The UK, Lau says, has proven to be a safe haven for investment as the units are usually tenanted quickly. Even during the lockdown, all tenants renewed their agreements.

"Even during the peak of the pandemic, there have been no requests for rental rebates or waivers whatsoever in the UK market. Another safe haven, Japan, also continues to enjoy political stability, a defensive currency, low vacancy rate. Rental collection was also not an issue during the peak of the pandemic there," she notes.

Besides the UK and Japan, Lau sees Indonesia continuously lobbying for the relocations of US and Japanese companies to South East Asia. Tokyo, meanwhile, is offering incentives to Japanese companies to diversify from China to South East Asia.

"So, yes, it is still a good time to invest abroad depending on the location and sector. However, investors must do a comprehensive study on their own or appoint a specialist for the task," adds Lau.

Tips on buying your first overseas property

Understand foreign buyer policy



Engage reputable local agency for advice and after sales service such as property management and leasing



For pure investment purpose, pick a destination with easy market exit policy; buy what the local tenant market is looking for

LOW YEN YEING | EdgeProp.my



Yield-sensitive investors as well as those looking at long-term appreciation and sustainability are looking to buy more properties, especially with capital in play being higher today than ever."
— Lau

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Companies aiming to capture a bigger pool of clients and customers in the northern part of Singapore are setting up shop at Woods Square, located in the vibrant Woodlands centre and close to Johor, Malaysia.

An integrated commercial development with retail, F&B and a childcare centre, Woods Square sits squarely in the heart of Woodlands Regional Centre. Under the Northern Gateway blueprint in Singapore's Urban Redevelopment Authority (URA)'s Master Plan 2019, the region promises to be a new transformative hive of commercial activities including a new agri-tech hub.

Key tenants

Anchor tenants at Woods Square include Qiren Organisation (SP – Qiren, an authorised representative of AIA Singapore, Reg. No. 201106386R), Anytime Fitness, Far East Organization, Superland Pre-School and The Write Connection.

Qiren Organisation will be taking up approximately 36,000 sq ft of space spread over 1½ floors at Woods Square for its latest satellite office which it has named Woods Valley. The insurance giant views Woods Square as an attractive location given its centrality within Woodlands Regional Centre, and proximity to Yishun and Sembawang in the North, as well as Punggol and Sengkang in the Northeast region. This enables representatives of AIA Singapore to reach out and serve a larger pool of customers.

With Woodlands Regional Centre poised to be the largest economic hub in the northern part of Singapore, coupled with the fact that the population is bigger than in other estates, being located at Woods Square brings greater convenience, says Qiren Organisation.

"Having office, retail and other amenities, including a childcare centre within an integrated development, enables us to engage in direct outreach marketing activities with our key customer segments, and to achieve our objective of being the insurance provider for families," adds Qiren Organisation. "Our commitment has always been to ensure that people and their families are adequately protected."

Far East Organization, Singapore's largest private property developer, is another major occupier at Woods Square, taking up about 73,200 sq ft of space spread over three floors within Tower 2. The space will feature modern workplace facilities such as open collaborative areas that encourage creativity and teamwork and an on-site café.

Woods Square will see Far East Organization's satellite operations housed under one roof for the first

time. "This is the first time that our satellite offices are located within one location. Coupled with our digital transformational undertaking, it will drive better collaboration and improve our efficiency, which in turn, will enhance our ability to support and serve our customers better. In addition, as a value-add to our Woods Square owners and tenants, we have also carved out a range of meeting facilities for them to access for a nominal fee," says Cheryl Huan, Far East Organization's Chief Operating Officer for the Sales and Leasing Group.

Superland Pre-School will be setting up an infant and childcare centre that can accommodate up to 100 children between the ages of two months and six years at Woods Square. "Woodlands is a new target market for our pre-school," says a company spokesperson. "We chose Woods Square for its excellent location and its positioning as a major hub in the North."

Woods Square's connectivity to Woodlands MRT Station and Bus Interchange allows Superland to tap a new and growing catchment area. "Being right in the centre of such an important hub will definitely increase the demand for our services," adds the company spokesperson. "Overall, it would help us to provide an even better level of service to our customers."

Anytime Fitness will be another occupier at Woods Square. "We are very excited to be part of this bustling neighbourhood and to have the opportunity to influence a healthy lifestyle through fitness and wellness in the Woodlands community," says a company spokesperson. As a leading brand in the industry, Anytime Fitness provides members with a

safe, clean and fun environment for them to workout 24/7.

"Our gyms are designed to be convenient, affordable and accessible so that members continue to be motivated in their lifelong fitness journey," adds the company spokesperson.

These established companies see the potential of Woodlands as the next growth hub, especially with the launch of 2,110 Build-To-Order (BTO) flats in August by the Housing & Development Board.

Catering to the needs of residents and the office population, Woods Square has a wide range of retail and F&B outlets such as Eu Yang San TCM Clinic, Fun Toast, Glance Optical, Ji De Chi Dessert, Saizeriya, Sanook Kitchen, and Swee Heng 1989 Classic.

Connectivity

Connecting key locations in both Singapore and Johor Bahru, the Woodlands Regional Centre is expected to serve as the strategic domestic centre for the Northern Agri-Tech and Food Corridor. The centre will bring together various elements to form a larger ecosystem that comprises the future Agri-Food Innovation Park replete with modern high-tech farms, and the Senoko Food Zone that will cater to the food-related industry and businesses.

Woods Square has sheltered access to the Woodlands MRT Station, which is positioned as the intersection of the North-South Line (NSL) and Thomson-East Coast Line (TEL). Scheduled to be fully operational by 2024, the TEL will provide a faster commute from the North to the Central Business District and Orchard Road.

For those who drive, Woods Square is accessible to major expressways such as the Seletar Ex-

pressway, Bukit Timah Expressway and the new North-South Corridor, which eases traffic flows and cuts travel time to the city by half an hour.

Commuters travelling in and out of Johor, Malaysia, can also seamlessly do so with the completion of the Johor Bahru-Singapore Rapid Transit System (RTS). It was announced on July 2020 that the RTS Link will be an LRT line, and the RTS station is just 1 MRT stop away from Woods Square.

When the project is completed in 2026, it will connect Bukit Chagar in Johor Bahru to Woodlands North MRT station in Singapore, and is expected to serve about 10,000 passengers per hour each way to help ease traffic congestion on the Causeway.

Only Grade A-like offices in the North

In all, there are four towers in Woods Square – Tower 1 & 2 and SOLO 1 & 2. The 365 office units in Tower 1, with floor-to-floor heights of 4.2m, are for sale. Tower 2 is set aside for lease with Far East Organization as an anchor tenant. Currently, 62% of the 208 office units launched for sale have been sold.

Flexible office spaces range from 549 to 9,849 sq ft which can be amalgamated up to 20,000 sq ft. In the wake of Covid-19 safety management measures, they are ideal for satellite offices and business continuity plans.

To address the growing appeal for smaller and compact office spaces, Woods Square also offers Small

Office Loft Office (SOLO) units for sale. There are 101 such strata-titled SOLO units with sizes ranging from 495 to 1,800 sq ft, and 5m floor-to-floor height with furniture platform provided.

Many have witnessed the respective success of Tampines and Jurong regional centres in the Eastern and Western part of Singapore, where the once-residential towns were transformed into thriving centres of commerce. As the next regional centre developed by URA, Woodlands, with the added advantage of proximity to Malaysia, looks set to follow in the footsteps of its successful predecessors.

Prices start from S\$1.04 million for a 560 sq ft office unit and S\$1.43 million for a 721 sq ft SOLO unit.

Buyers and sellers of commercial property enjoy exemption for additional buyer's stamp duty (ABSD) or seller's stamp duty (SSD) which is a good bonus for companies looking to purchase their own office space and investors. There is currently a 4% per annum rental guarantee for three years for selected units, a good consideration for investors who want to enjoy guaranteed rental for a locked-in period.

The office spaces are also available for lease.

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Please refer to www.fareast.com.sg/woodssquare for more information.



Woods Square is an integrated commercial development in Singapore with offices, retail and F&B outlets and a childcare centre.

Woods Square:

A draw for firms heading north of Singapore to tap a bigger population base

INVESTING IN PROPERTIES OVERSEAS 2020



SINGAPORE



Eyeing growth in the Lion City

BY RACHEL CHEW

In diversifying their property investment portfolios, Singapore has been one of the top choices for Malaysian investors for its proximity and robust economic growth.

PropNex Realty group leader Matt Tian tells EdgeProp.my that Malaysians are one of the biggest foreign property buyers in Singapore, and vice-versa. The familiarity with each other's culture and close distance are the main reasons Malaysians choose to invest in Singapore.

According to Singapore Urban Redevelopment Authority (URA) data, from January to August this year, the top five foreign buyers in Singapore are from China, Malaysia, India, Indonesia and the United States.

Although Malaysian buying interest has decreased due to the weakening ringgit, Tian observes that Malaysian investors still prefer to have a property across the Causeway and are constantly looking for good opportunities.

"Buying a property in Singapore is still a popular idea for Malaysian investors as the market is quite promising. If a project's price and location are correct, it will still attract a fairly good number of Malaysians," he shares.

Restrictions on foreign purchase

While welcoming foreigners to Singapore, the Lion City also has strict restrictions to protect the interest of Singapore citizens and the local property market. For example, public housing under the Housing and Development Board (HDB) is only available for citizens and qualified permanent resident.

For foreign buyers, there will also be an additional buyer's stamp duty (20%) on top of the normal buyer's stamp duty during transaction.

Singapore 2Q2020 private residential property index

KEY INDICATORS	1Q2020	2Q2020	CHANGE
Price index	152.1	152.6	0.3% ▲
Rental index	105.6	104.3	-1.2% ▼
Take-up	2,149	1,713	-20.3% ▼
Pipeline supply	48,868	49,090	0.5% ▲
Vacancy rate	5.4%	5.4%	0.0

SOURCE: SINGAPORE'S URBAN REDEVELOPMENT AUTHORITY

PROPnex REALTY



Tian: Buying a property in Singapore is still a popular idea for Malaysian investors as the market is quite promising.

Despite the restrictions and higher entry cost, Singapore is still an attractive destination to foreign investors, thanks to the resilient demand even during the Covid-19 pandemic.

"People have been waiting for a significant price drop when Covid-19 hit. However, six months have passed and the property price doesn't seem to be much affected. The price is still holding up nicely," Tian noted.

According to URA, prices of private residential properties increased by 0.3% in the second quarter of 2020, compared with the 1% decrease in the previous quarter. Meanwhile, rentals of private residential properties decreased by 1.2% compared to a 1.1% increase in the first quarter of 2020.

Some 1,852 uncompleted private residential units were introduced to the market in 2Q2020 and 1,713 were sold.



Things to consider before purchase

1 Buyer's stamp duty rate for residential properties

First S\$180,000: **1%**
Next S\$180,000: **2%**
Next S\$640,000: **3%**
Remainder: **4%**

2 Additional buyer's stamp duty

Singapore permanent resident's (PR) first property: **5%**
Singapore PR's second and subsequent property: **15%**
Foreigners: **20%**

3 Other costs of transactions

Mortgage duty, legal and administration fees.

4 Loan for foreign buyers?

The loan-to-value ratio maximum is **60%**; downpayment: **5% to 10%**

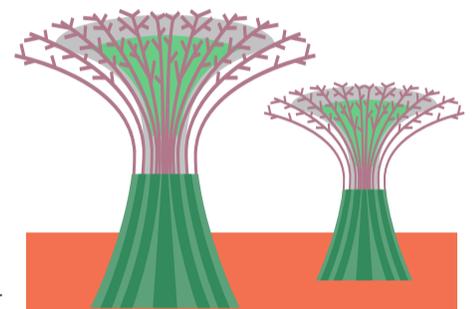
Promising market

Besides the good property market performance, Tian points out that Singapore is one of the most politically stable, democratic and safe countries in Asia to work and live in.

A stable economy and political environment are the assurance to good returns in property investments, he says, adding that Hong Kong used to attract many among the global super-rich but high-net-worth individuals are looking for other alternatives in Asia these days, and Singapore has caught their attention.

Geographically, Singapore is located in the heart of Southeast Asia and is well positioned to serve the fast growing market of the Asia Pacific region. The Johor Bahru-Singapore Rapid Transit System (RTS) and KL-Singapore High-Speed Rail (HSR) infrastructure development are expected to further enhance the Lion City's connectivity.

The RTS Link will connect Bukit



Why do people like Singapore?

- Safe environment and political stability
- Promising returns as there is very limited development land
- Well-planned city with good infrastructure
- Close to Malaysia, hence easy to manage

Chagar in Johor Bahru to Woodlands in Singapore, serving about 10,000 passengers per hour each way, to help ease traffic congestion on the Causeway.

"We are in the buyer's market now. Developers are very sensitive to their selling price, which is an advantage to buyers [who are interested to own a property in Singapore]. Coupled with the current low interest rate environment, it makes sense for buyers to invest in property now.

"While foreigners are not eligible to buy HDB projects and projects in the CBD may be too pricey, you may consider buying into those areas that have transformed or those new areas that have been identified by the government for redevelopment and transformation, such as places like district 21 and 15," Tian reckons.

Projects which have good access to RTS are also worth considering, for instance, Woods Square in the heart of Woodlands Regional Centre.

Poised to be the largest economic hub in Singapore's North region under the URA's Master Plan 2019, Woods Square is an integrated commercial development with retail, F&B, and a childcare centre and is connected to Woodlands MRT Station via the neighbouring Causeway Point mall.

With the project being well connected to the key locations in Singapore and Johor Bahru, Woodlands Regional Centre can serve as the strategic centre for the Northern Agri-Tech and Food Corridor.

Singapore property types at a glance



HDB project

Reserved for citizens and permanent residents (with strict criteria to fulfill)

Executive condominium

Could sell to foreigners after a 10-year of Minimum Occupation Period (MOP)

Private high-rise project

Open to all citizens and foreigners

Landed property

Reserved for citizens and permanent residents (with strict criteria to fulfill)

INVESTING IN PROPERTIES OVERSEAS 2020



UNITED KINGDOM

An aerial view of central London.



BY NATALIE KHOO

Real estate in the United Kingdom (UK) has always been a hit for Malaysian property investors. Besides being viewed as a highly-favoured study destination, UK real estate had always boasted strong capital growth and steady rental yield.

However, with the noise on UK's withdrawal from the European Union (Brexit), coupled with the upcoming challenging winter season and rise in Covid-19 cases which Prime Minister Boris Johnson has labelled a second wave of virus, will the UK retain its appeal as a property investment hotspot?

It is noteworthy that UK house prices soared to record highs last month since 2016 August despite the Covid-19 crisis, with market observers attributing this to the stamp duty cut and pent up demand.

Whether this trend is a flash in the pan is anyone's guess.

Slight recovery in 2022

Property consultancy firm JLL Research head of UK Living Research Nick Whitten points out that UK is the sixth largest economy in the world, with London being the capital city. Other notable cities include Birmingham, Manchester, Glasgow, Liverpool, Bristol and Edinburgh.

Whitten is more conservative about the market. The lockdown period severely affected transaction volume and he expects average house prices to drop about 8% this year, remaining flat in 2021 before recovering to 3% in 2022 and 5% in 2023 and 2024.

For Greater London and

prime Central London, he sees prices rising as high as 6% and 7% respectively, in 2022.

What investors should note are areas marked for regeneration. The infrastructure in these areas is being upgraded by public initiatives and new homes built by private enterprises.

"Notable hotspots include Whitechapel with the upcoming Crossrail station that connects East and West London on high speed rail. In 2016, JLL produced a research report which reviewed all the 42 Crossrail stations. This document researched aspects like price growth, rental demand, lifestyle and the general impact on the area. Whitechapel was in the top spot for price growth out of all 42 stations," says Whitten.

Whitechapel is located two minutes away from the City of London and three minutes from Canary Wharf, one of the three core Financial and Business Services (F&BS) employment locations in London in large part responsible for the capital's emergence as Europe's premier financial centre.

Will London remain a good property investment choice? JLL Property Services Malaysia Lead of International Residential Christine Wong believes so, thanks to its undervalued currency, relatively cheaper stamp duty compared to other major cities and strong economic fundamentals.

"The 2020 UK Budget has announced a 2% rise in stamp duty for foreign buyers effective April 2021 — completed purchases before that date will pay the same as domestic investors. The Sterling Pound is also undervalued with the pound to dollar exchange rate at US\$1.40 as compared to May this year at US\$1.23 and pre-Brexit in 2016 at US\$1.48," says Wong.

Pros and cons of investing in UK



- A world-class financial centre and education hub – London has four universities in the Top 50 (top universities.com)



- Reliable rental returns due to low vacancy rate. Expected return of around 3% to 5%, depending on location and capital investment with low vacancy period

- Strong capital growth prospect due to UK housing shortage – demand exceeds supply for many years to come

- Letting and management of property are done professionally and governed by clear and fair rules and guidelines

- Performed well during crisis and strong track record of return
- Tax efficient investment

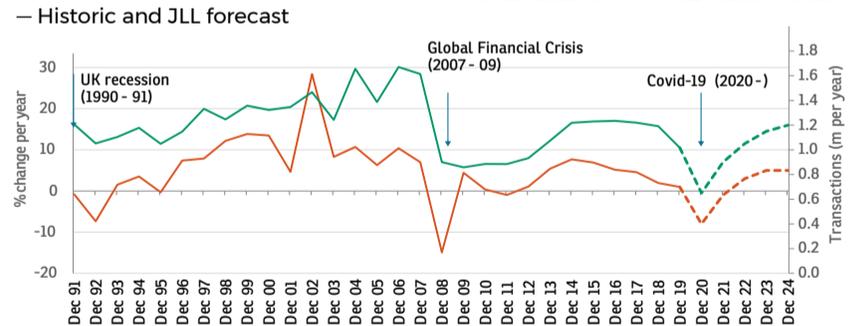
Exposed to foreign currency fluctuation risk if capital needs to be repatriated back to domicile country someday unless proper hedging knowledge is acquired.



London will remain competitive despite stamp duty changes



UK house price change and annual transactions – Historic and JLL forecast



How to buy an international property

STEP 1

Be prepared — Research the advantages of investing in different countries and learn about their taxes and property regulations.

STEP 2

Identify the property to purchase

STEP 3

Pay a reservation fee towards the 'preliminary sales and purchase agreement'.

STEP 4

Hire a lawyer or agent to assist with handling the contract. Reputable real estate consultants should be happy to recommend experts for this task.

STEP 5

Agents can assist with contract translation services where necessary and arrange signing sessions with developers, so travel may not be necessary in all cases.

STEP 6

Once the contract is signed, be prepared to transfer the necessary deposits.

STEP 7

Closer to completion, secure a mortgage provider, if one is needed. Again, trusted real estate agencies will be able to recommend banks offering mortgage products for overseas buyers.

LOW YEN YEING | EdgeProp.my

JLL



Whitten: Notable hotspots include Whitechapel with the upcoming Crossrail station that connects East and West London on high speed rail.



Wong: The 2020 UK Budget has announced a 2% rise in stamp duty for foreign buyers effective April 2021 – completed purchases before that date will pay the same as domestic investors.

SOURCE: JLL

INVESTING IN PROPERTIES OVERSEAS 2020



AUSTRALIA



BY NATALIE KHOO

Australia still hot among overseas investors

Australia is no stranger to Malaysians. Her climate, world-class education and lifestyle offered continue to draw property investors from Malaysia and across the globe.

A report published this year by independent global property consultancy firm Knight Frank titled Focus in Australia said her population grew 1.5% in 2019 to 25.4 million. The two most populated cities are Sydney (5.3 million) and Melbourne (5.1 million)

According to the report, last year, the research and analysis division of Economist Group providing forecasting and advisory services has placed five Australian cities in the top 18 most liveable, from 140 cities. Melbourne took the 2nd spot, followed by Sydney 3rd and Adelaide 10th. Perth and Brisbane took the 14th and 18th spots respectively. The index was based on 30 considerations across five areas including stability, infrastructure, education, health care and environment.

Where are the hotspots?

With so many states in Australia to invest in, where are some of the hotspots not to be missed?

Knight Frank Malaysia international project marketing associate director Dominic Heaton-Watson says "it is difficult to pin point the specific areas in today's challenging times". However, he sees the more established cities likely to be more resilient, with Perth likely to perform best in the mainstream market.

"One strong performing sector I would highlight is the super-prime and branded residences market in Sydney. With such limited stock, few competing buildings and low incoming supply in the pipeline, the price performance is well supported and demand levels are evidently strong," he tells EdgeProp.my

According to Heaton-Watson, Australia records a wide spectrum of residential property buyers, although in recent years the market has notably shifted



KNIGHT FRANK MALAYSIA

Heaton-Watson: Most major Australian cities were on a significant upward price growth trajectory coming into 2020 with relatively solid underlying key fundamentals

from investors to owner-occupiers as a result of cooling measures and tighter lending.

"Downsizers are securing low-maintenance residences so investors are wise to keep domestic buyers in mind for their eventual re-sale market. Medium-density new build developments within reasonable distances of the CBD and offering abundant common amenities are expected to perform well," Heaton-Watson explains.

However, Melbourne and Sydney could see a hard downturn this year due to impact from the Covid 19 pandemic on international tourism, entertainment and higher education.

"In contrast, Western Australia's economy is forecast to outperform, helped by the recovery in China's demand for commodities. Historically, Perth's property market flourishes with a booming commodity sector," Heaton-Watson says.

"Key global cities and economic powerhouse locations such as Sydney are likely to fare better, show the most resilience, and bounce back quicker than other cities domestically and internationally. Most major Australian cities were on a sig-

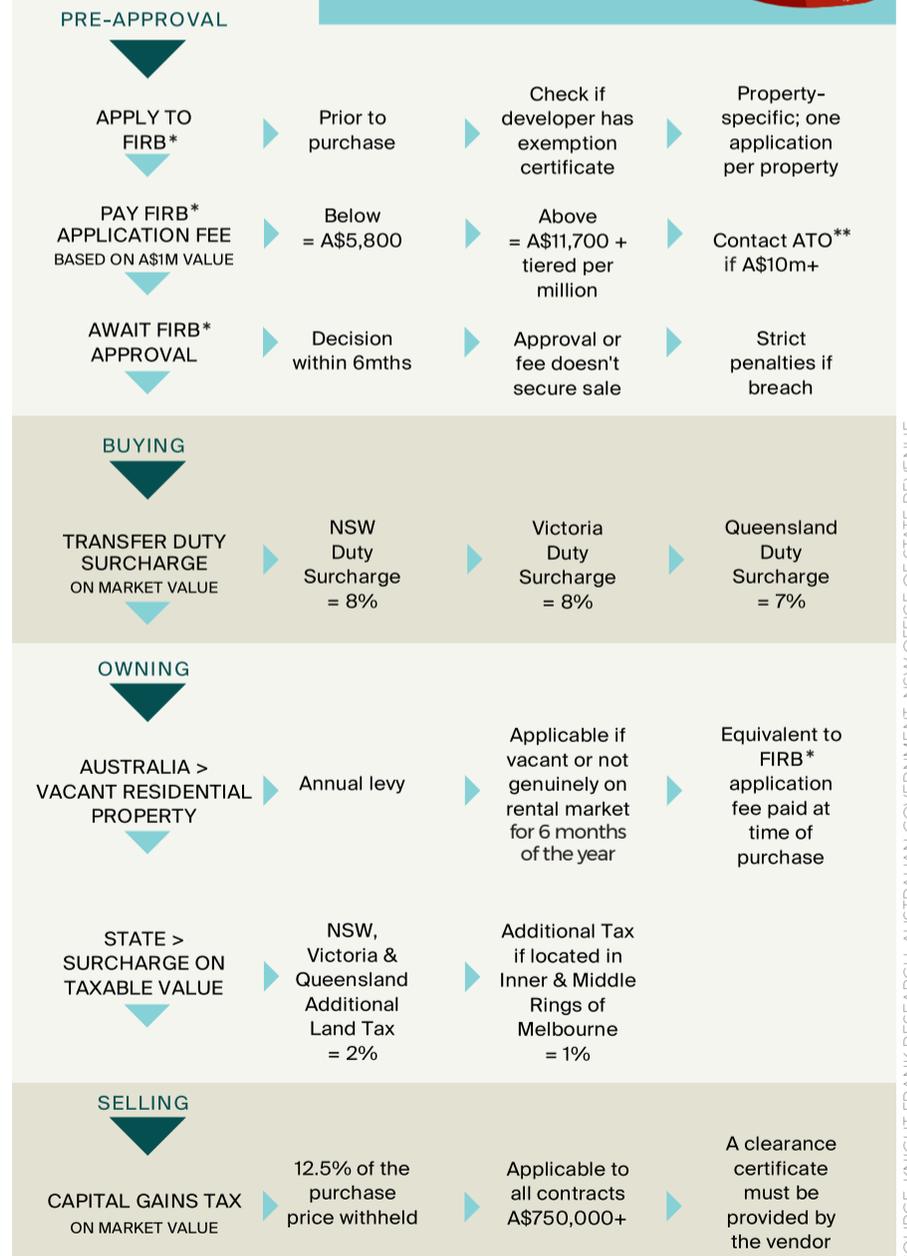
Pros and cons of investing in Australia

- Safe environment and political stability
- Safe haven destination
- International portfolio diversification
- Strong currency
- World-class education
- Transparent and stable political and legal systems.
- Australian trend of downsizing from house and land to amenity-led apartments.
- Lifestyle and liveability of the major cities.

- Tighter lending from banks
- Foreigner stamp duty
- Foreign investors can only buy off-the-plan, new build properties (not existing stock).
- Before purchasing a residential property in Australia, all foreign investors must apply to the Foreign Investment Review Board (FIRB) and a fee is payable before the application is processed. This fee does not provide any assurance of securing the property.

SOURCE: KNIGHT FRANK MALAYSIA

How to buy property in Australia



*FIRB: Foreign Investment Review Board **ATO: Australia Taxation Office

nificant upward price growth trajectory coming into 2020 with relatively solid underlying key fundamentals," Heaton-Watson emphasises.

His observation was based on the minimal price reductions in residential projects and established homes in 2Q2020.

"Although the outlook is bleak for

the rest of 2020, we are looking at a return to growth in 2021 with the hope of a vaccine in play.

"The Knight Frank Sydney office and residential sales team have reported that they had significantly more enquiries during lockdown than they did last year over the same period," he adds.

SPOTLIGHT



Commercial



Residential



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

Properties for sale and rent

**RM570,000****Lexa Residence @ The Quartz, Wangsa Maju, Kuala Lumpur****Type:** Condominium **Tenure:** Freehold
Built-up: 893 sq ft **Bedroom:** 3 **Bathroom:** 2**Fazli Shahrar** (REN 18056)DRMI PROPERTY CONSULTANT (VE (3) 0369)
☎ +6012 360 2422**RM34,000/mth****KL Eco City, Bangsar, Kuala Lumpur****Type:** Office **Tenure:** NA
Built-up: 4,381 sq ft**Felicia Lee** (REN 22331)IQI REALTY SDN BHD (E (1) 1584)
☎ +6019 381 2638**RM3,100,000****Section 2, Shah Alam, Selangor****Type:** Bungalow **Tenure:** Leasehold
Built-up: 4,180 sq ft **Land size:** 8,530 sq ft
Bedroom: 6 **Bathroom:** 5**Fitri** (REN 22367)CBD PROPERTIES SDN BHD (E (1) 1197)
☎ +6019 999 3444**RM638,000****Taman Yari, Jalan Klang Lama, Kuala Lumpur****Type:** Terraced house **Tenure:** Freehold
Built-up: 2,400 sq ft **Land size:** 1,540 sq ft
Bedroom: 5 **Bathroom:** 3**Joseph Tin Kok Hua** (REN 31981)CID REALTORS SDN BHD (E (1) 1855)
☎ +6019 265 6602**RM19,438,650****Pulau Indah Industrial Park, Pulau Indah, Selangor****Type:** Industrial land **Tenure:** Leasehold
Land size: 5.95 acres**Foong Boon Chin** (REN 24025)MEGAHARTA REAL ESTATE SDN BHD (E (1) 1215)
☎ +6012 692 2939**RM287,000****Puncak Saujana, Kajang, Selangor****Type:** Condominium **Tenure:** Freehold
Built-up: 1,055 sq ft **Bedroom:** 3 **Bathroom:** 2**Fuad Yusof** (REN 22840)MAXXAN REALTY SDN BHD (E (1) 1766)
☎ +6018 259 7160

RENTED FOR

RM5,000 (RM5.98 psf)**Serviced apartment unit, Pavilion Suites, Kuala Lumpur****Concluded by: Kelly Tan Yen Chin** PRO
(PEA 1960) of IQI Realty Sdn Bhd
(+6012 266 0695) **When:** June 2020

DONE DEAL



Noteworthy

- Built-up: 836 sq ft
- Freehold
- 2 bedrooms; 1 bathroom
- Fully furnished
- Mid floor with KLCC view
- Facilities: Infinity pool, wading pool, pool deck, gymnasium, spa room, indoor Jacuzzi, function room, outdoor terrace, sitting lounge and water feature.
- Amenities: Pedestrian bridge linked to Petronas Twin Towers, 300m away from Bintang MRT station, walking distance to Bintang Walk and Changkat Bukit Bintang.

Launched and developed by Pavilion Group in 2015, Pavilion Suites is a freehold single tower development that houses 383 serviced apartments. There are four floor plans to choose from with built-up ranging from 718 sq ft to 1,254 sq ft.

Pavilion Suites is connected to the Pavilion Shopping Centre Kuala Lumpur, which is located in Jalan Bukit Bintang and linked to the Petronas Twin Towers via the pedestrian bridge of KLCC. It is also 300m away from Bintang MRT station.

According to real estate agent Kelly Tan Yen Chin of IQI Realty Sdn Bhd, who recently concluded a rental deal in Pavilion Suites, it is one of the most sought-after projects in the Golden Triangle of Kuala Lumpur, thanks to its location.

"The project units were snapped up fast despite it being one of the most premium launches back in 2015. Many buyers were buying for its capital

appreciation potential, just like the Taiwanese landlord who owns the unit," Tan noted.

Meanwhile, the tenant is a Singaporean who is working in Kuala Lumpur. She likes this unit for the KLCC view and the impeccable furnishing by Pavilion Group.

"This unit also comes with a plus one room with a study desk, which can function as a small office, fulfilling the tenant's needs as she has to work from home more often since the movement control order started in March," Tan said.

While there is no transaction data available for Pavilion Suites so far this year, last year saw 22 and 40 units asking for sale and rent respectively, as of mid-September, according to EdgeProp.my.

The average asking price is RM2.73 million or RM3,299 psf, while the average asking monthly rental is RM5,375 or RM6.96 psf.

**RM1,980,000****SouthLake, Desa Parkcity, Kuala Lumpur****Type:** Terraced house **Tenure:** Freehold
Built-up: 2,000 sq ft **Bedroom:** 4
Bathroom: 4**Frank Liang** (REN 20657)REAPFIELD PROPERTIES (HQ) SDN BHD (E (1) 0452)
☎ +6012 211 3138**RM750,000****Fraser Towers, Petaling Jaya, Selangor****Type:** Condominium **Tenure:** Freehold
Built-up: 1,904 sq ft **Bedroom:** 4
Bathroom: 3**Glenn Mak** (REN 22639)AVID ESTATES (E (3) 1524)
☎ +6012 868 3563**RM1,100,000****Elmina 3, Denai Alam, Selangor****Type:** Terraced house **Tenure:** Freehold
Built-up: 2,056 sq ft **Land size:** 2,760 sq ft
Bedroom: 4 **Bathroom:** 3**Hakimi** (REN 42898)

WEISE INTERNATIONAL PROPERTY CONSULTANTS SDN BHD (VE (1) 0241) ☎ +6016 222 6377

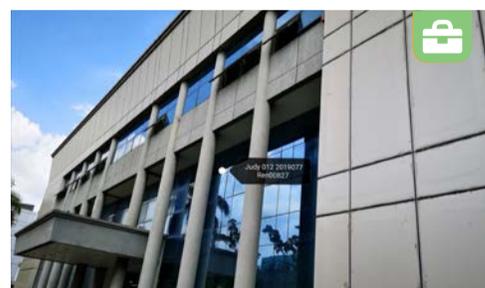
**RM1,150,000****Denai Alam, Selangor****Type:** Terraced house **Tenure:** Freehold
Built-up: 3,300 sq ft **Land size:** 2,960 sq ft
Bedroom: 5 **Bathroom:** 5**Hanif Kasmani** (REN 38092)MAXXAN REALTY SDN BHD (E (1) 1766)
☎ +6010 404 0345**RM995,000****Seri Riana Residence, Wangsa Maju, Kuala Lumpur****Type:** Condominium **Tenure:** Leasehold
Built-up: Leasehold **Land size:** 1,528 sq ft
Bedroom: 3 **Bathroom:** 2**Harry Anwar** (REN 38290)AZMI & CO ESTATE AGENCY SDN BHD (E 10553)
☎ +6012 912 5034**RM480,000****Taman Gembira, Klang, Selangor****Type:** Terraced house **Tenure:** Freehold
Built-up: 1,600 sq ft **Land size:** 1,400 sq ft
Bedroom: 3 **Bathroom:** 2**Hayati Husin** (REN 01018)REAPFIELD PROPERTIES (KL) SDN BHD (E (1) 0452/1)
☎ +6019 359 6969

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Commercial



Residential

Properties for sale and rentPro Agents, get your listings featured here! Email support@edgeprop.my or call 03-7733 9000**RM6,700,000****Q Sentral, KL Sentral, Kuala Lumpur****Type:** Office **Tenure:** Freehold
Built-up: 4,100 sq ft**Henry Chin** (E1833)PROPERTY EXPRESS (E 3) 1205
☎ +6012 377 8306**RM650,000****Petaling Jaya, Selangor****Type:** Condominium **Tenure:** Leasehold
Built-up: 915 sq ft **Bedroom:** 2 **Bathroom:** 2**Henry Heng** (REN 32256)REAPFIELD PROPERTIES (HQ) SDN BHD (E 1) 0452
☎ +6012 800 4113**RM6,500/mth****Northpoint Residences, Mid Valley City, Kuala Lumpur****Type:** Condominium **Tenure:** Leasehold
Built-up: 1,800 sq ft **Bedroom:** 3
Bathroom: 3**Josephine Tan** (REN 05324)CBD PROPERTIES SDN BHD (E 1) 1197/12
☎ +6012 390 9498**RM228,000****Sri Penara, Cheras, Kuala Lumpur****Type:** Flat **Tenure:** Leasehold
Built-up: 650 sq ft **Bedroom:** 3 **Bathroom:** 2**Ikhwan Arif** (REN 35921)MAXXAN REALTY SDN BHD (E 1) 1766
☎ +6012 581 9566**RM229,000****Sri Ivori Apartment, Ayer Itam, Penang****Type:** Apartment **Tenure:** Leasehold
Built-up: 700 sq ft **Bedroom:** 3 **Bathroom:** 2**Joyce Cheah** (REN 30486)BIG PLUS PROPERTIES (PENANG) SDN BHD
(E 1) 1834/2 ☎ +6016 415 4708**RM2,650,000****Kayangan Heights, Shah Alam, Selangor****Type:** Bungalow **Tenure:** Leasehold
Built-up: 6,500 sq ft **Land size:** 9,852 sq ft
Bedroom: 6 **Bathroom:** 7**Izzah Rohaizad** (REN 10356)WEISE INTERNATIONAL PROPERTY CONSULTANTS
SDN BHD (VE 1) 0241 ☎ +6017 422 2179**RM25,000,000****Hicom Glenmarie, Subang, Selangor****Type:** Factory **Tenure:** NA
Built-up: 29,000 sq ft **Land size:** 72,000 sq ft**Judy Chan** (REN 00827)KKLAND PROPERTIES (E 3) 1749
☎ +6012 201 9077**RENTED FOR****RM3,500** (RM2.83 psf)**Office unit in Arcoris Business Suites, Mont'Kiara, Kuala Lumpur****Concluded by: Catherine Wong** PRO
(REN 23091) of Kith and Kin Realty Sdn Bhd
(+6019 663 3377) **When:** May 2020**DONE DEAL****Noteworthy**

- Built-up: 1,233 sq ft
- Freehold
- Semi-furnished
- Comes with a garden terrace
- Access to swimming pool, sauna room, gymnasium room, launderette and BBQ area
- Amenities: Direct access to Arcoris Plaza's retail and dining outlets, walking distance to shopping malls, commercial hub and international schools.

Developed by UEM Sunrise Bhd, Arcoris Business Suites houses 262 business suites with full-fledge infrastructure complete with the latest technology and security systems. The units of various sizes are also built around voids to promote cross-ventilation and maximum natural light.

According to Kith and Kin Realty real estate negotiator Catherine Wong, the project is different from the other office buildings in Mont'Kiara because it has direct access to facilities such as swimming pool, sauna room and gymnasium room.

Meanwhile, the unit where she concluded the rental real was a unique one as the 869 sq ft office unit comes with a 364 sq ft terrace, providing a total space 1,233 sq ft.

"The tenant loves the concept of an office with its own garden terrace, which could be used as an outdoor space or balcony.

"In the Arcoris Business Suite

tower, not all the office units come with garden terraces. Most of the units are pretty standard with built-up ranging from 666 sq ft to 899 sq ft. Only a handful of the units have garden terrace," Wong tells EdgeProp.my

She adds that the landlord is an investor who has been renting out this unit since the vacant possession in 2017, while the current tenant is her second.

According to EdgeProp Research, there were three units in Arcoris Business Suites that changed hands in 2019 at an average transaction price of RM1,130 psf or RM1.03 million. No transaction was recorded in 2020.

As of mid-September, there are six units in Arcoris Business Suites listed for sale. The average asking price is RM811,066 or RM927 psf. Meanwhile, there are 13 units up for rental. The average asking monthly rental is RM3,083 or RM3.38 psf.

**RM3,900/mth****Kempas, Johor Bahru, Johor****Type:** Industrial land **Tenure:** Freehold
Land size: 10,000 sq ft**Ivy Low** (REN 15879)GATHER PROPERTIES SDN BHD (E 1) 1536/4
☎ +6019 727 3149**RM3,610,000****Damansara Indah Resort Homes, Tropicana, Selangor****Type:** Bungalow **Tenure:** Leasehold
Built-up: 7,000 sq ft **Land size:** 10,000 sq ft
Bedroom: 7 **Bathroom:** 7**Jacinta Lee** (REN 11916)HUTTONS ONEWORLD SDN BHD (E 1) 1286
☎ +6012 296 1477**RM1,450/mth****Lexa Residence @ The Quartz, Wangsa Maju, Kuala Lumpur****Type:** Condominium **Tenure:** Freehold
Bedroom: 3 **Bathroom:** 2**Jack Khor** (REN 05436)PRIMA PROPERTY AGENCY (E 3) 0241
☎ +6012 800 6826**RM4,280,000****Subang Jaya, Selangor****Type:** Factory **Tenure:** Freehold
Built-up: 6,300 sq ft **Land size:** 9,740 sq ft
Bathroom: 2**Jack Wong** (REN 34442)IQI REALTY SDN BHD (E 1) 1584
☎ +6016 905 9066**RM650,000****Kota Kemuning, Selangor****Type:** Terraced house **Tenure:** Freehold
Built-up: 2,100 sq ft **Land size:** 1,650 sq ft
Bedroom: 4 **Bathroom:** 3**Judy Ng** (REN 06777)HARTAMAS REAL ESTATE (MALAYSIA) SDN BHD
(E 1) 1439 ☎ +6016 292 2703

SPOTLIGHT

Commercial Residential



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Properties for sale and rent



RM320,000
Taman Nusari Bayu 3, Seremban, Negeri Sembilan
 Type: Terraced house Tenure: Freehold
 Built-up: 1,650 sq ft Bedroom: 4 Bathroom: 3

Juliaty (REN 03840)
 AZMI & CO (ESTATE AGENCY) SDN BHD (E (1) 0553/10)
 +6019 200 3007



RM25,068,000
Jalan Puchong Jaya, Puchong, Selangor
 Type: Agricultural land Tenure: Freehold
 Land size: 126,590 sq ft

James Lee (PEA2496)
 LEADERS REAL ESTATE (E (3) 1204)
 +6010 773 0073



RM6,200,000
U-Thant Residence, Taman U-Thant, Kuala Lumpur
 Type: Condominium Tenure: Freehold
 Built-up: 6,800 sq ft Bedroom: 6 Bathroom: 8

James LH Ong (REN 03246)
 RVT REALTY (E (3) 1170)
 +6014 206 9118



RM1,300,000
Stonor 3, KLCC, Kuala Lumpur
 Type: Condominium Tenure: Freehold
 Built-up: 871 sq ft Bedroom: 2 Bathroom: 2

Justin Lee (REN 32527)
 FULL HOMES REALTY SDN BHD (E (1) 1501/8)
 +6016 618 9568



RM658,000
Diamond City, Semenyih, Selangor
 Type: Cluster house Tenure: Freehold
 Built-up: 1,862 sq ft Land size: 1,400 sq ft
 Bedroom: 4 Bathroom: 3

Janice Tan (REN 01426)
 VIVAHOMES REALTY SDN BHD (E (1) 1670/9)
 +6017 555 9588



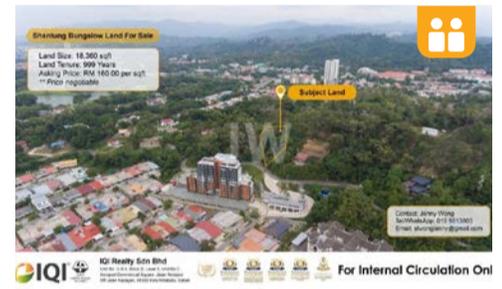
RM1,150,000
SS 7, Kelana Jaya, Selangor
 Type: Terraced house Tenure: Freehold
 Built-up: 2,900 sq ft Land size: 3,100 sq ft
 Bedroom: 4 Bathroom: 3

Justin Low (PEA2226)
 MAXXAN REALTY SDN BHD (E (1) 1766)
 +6018 969 6878



RM1,350,000
Twins @ Damansara Heights, Pusat Bandar Damansara, Kuala Lumpur
 Type: Condominium Tenure: Freehold
 Built-up: 1,480 sq ft Bedroom: 3 Bathroom: 5

Jennifer Yap (REN 01757)
 REAPFIELD PROPERTIES (HQ) SDN BHD (E (1) 0452)
 +6012 324 0238



RM2,937,600
Shantung Road, Hilltop Luyang, Kota Kinabalu, Sabah
 Type: Residential land Tenure: Leasehold
 Land size: 18,360 sq ft

Jenny Wong (REN 31278)
 IQI REALTY SDN BHD (E (1) 1584/9)
 +6019 881 3803



RM998,000
Seremban, Negeri Sembilan
 Type: Bungalow Tenure: Freehold
 Land size: 5,400 sq ft Bedroom: 5 Bathroom: 4

Jenny Wong (REN 17859)
 CHESTER PROPERTIES SDN BHD (E (1) 1321/1)
 +6016 333 4080



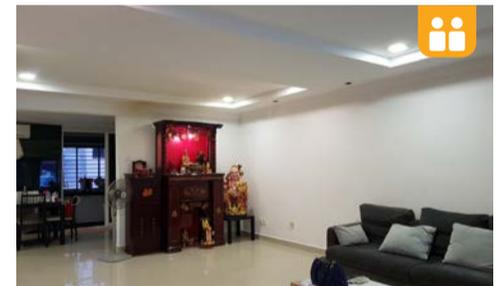
RM3,600/mth
Aria Luxury Residence, Jalan Tun Razak, Kuala Lumpur
 Type: Condominium Tenure: Freehold
 Built-up: 753 sq ft Bedroom: 1 Bathroom: 1

K V Chai (REN 16891)
 ONE WSM PROPERTY SDN BHD (E (1) 1823)
 +6012 934 6860



RM6,800,000
Taman Taming Jaya, Balakong, Selangor
 Type: Factory Tenure: Freehold
 Built-up: 21,000 sq ft

Jessica Tung (REN 05827)
 PROPNEK REALTY SDN BHD (E (1) 1800)
 +6012 381 7783



RM800,000
Taman Segar Perdana, Cheras, Selangor
 Type: Terraced house Tenure: Leasehold
 Built-up: 1,800 sq ft Land size: 1,300 sq ft
 Bedroom: 3 Bathroom: 4

Jessie Lim (REN 05281)
 MAXXAN REALTY SDN BHD (E (1) 1766)
 +6013 340 7162



RM450,000,000
Life Plaza, Jalan Loke Yew, Kuala Lumpur
 Type: Commercial complex
 Tenure: Leasehold Built-up: 560,000 sq ft
 Land size: 704,915 sq ft

Jimmy Ng (REN 02015)
 REAPFIELD PROPERTIES (HQ) SDN BHD (E (1) 0452/1)
 +6016 257 0886



RM738,000
Jaya One Residence, Petaling Jaya, Selangor
 Type: Condominium Tenure: Leasehold
 Built-up: 1,051 sq ft Bedroom: 2 Bathroom: 2

Joanne Than (REN 06279)
 HARTAMAS REAL ESTATE (MALAYSIA) SDN BHD (E (1) 1439)
 +6016 626 8226



RM799,888
USJ 5, Subang Jaya, Selangor
 Type: Terraced house Tenure: Freehold
 Built-up: 2,000 sq ft Land size: 1,800 sqft
 Bedroom: 4 Bathroom: 3

John Oh (REN 07002)
 Oriental Real Estate Sdn Bhd (E (1) 1503)
 +6012 298 6266



RM 1,590,000
Subang Parkhomes, Subang Jaya, Selangor
 Type: Condominium Tenure: Freehold
 Built-up: 2,772 sq ft Bedroom: 5 Bathroom: 5

Joseph Tan (REN 05029)
 THE ROOF REALTY SDN BHD (E (1) 1605/6)
 +6012 212 3479

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