

13th



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Setia

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13
COVER
STORY

Congratulations!
You have survived a turbulent year. Where were you this time last year? Your hope for 2021? We have rounded up two dozens of real estate industry stakeholders for their share of recollections, laments and wishes. Read all about it on **Pages 13 to 25.**

13th



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Setia

Planning a Post-Pandemic Future for Home Seekers

Incorporating work from home for property in the new normal



Covid-19 is the biggest disruptor the world has seen in the last century.

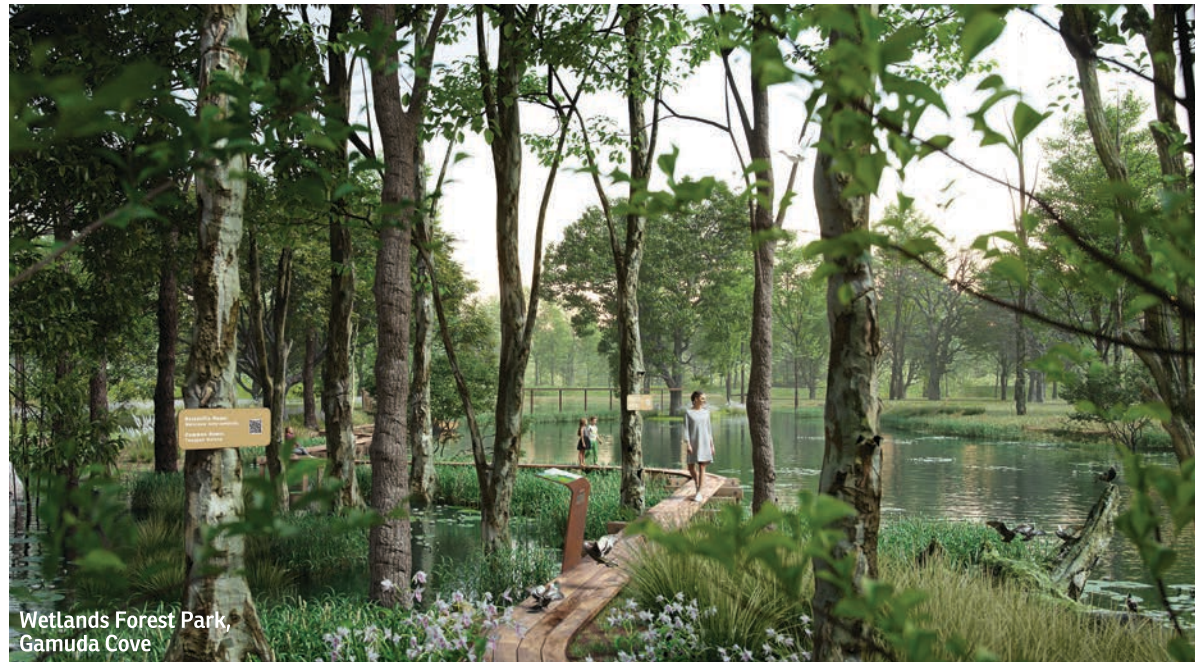
Across industries, we have witnessed how the world grapples to co-exist with the coronavirus in various new norms. Some of the key trends observed include higher appreciation for nature and open public spaces, a need for better digital infrastructure to stay connected, migration from the city to suburban areas where living spaces are more generous, and perhaps the most visible change – working or learning remotely from home.

As people are confined within their homes now more than ever, a spotlight has been cast upon the way homes can accommodate and adapt to the demands of this new unforeseen era.

Known for creating developments that stand the test of time, Gamuda Land is investing time, resources and efforts to understand new and emerging trends towards a post-pandemic future. Backed by talents from various fields of expertise in property development, Gamuda Land has initiated GL Planning for The Future.

The initiative is a think tank led by its product management unit to specifically conduct research, planning and design for the evolving needs of future homes to ensure Gamuda Land remains at the forefront of innovation. As a result of careful planning and deliberation, the developer is adapting its home designs with a focus on innovative home typologies throughout its projects.

Crediting Gamuda Land's town-making principles, which the developer continuously improved over the last 25 years, Gamuda Land CEO Ngan Chee Meng said: "Our township masterplans have always been people-centric, designed for the community to live in harmony with nature, which is one of the key things that people sought during the MCO."



Connections to nature are high on home seeker priorities post-lockdown.

"We placed upfront investment in ensuring our infrastructure is in place, and we ensure that we get the places in our townships right so our community has access to necessities near home. When our town-making foundation is solid, we can keep our focus on adapting our products to cater to homebuyers' current and future needs."

Backed by strong insights, Gamuda Land is placing emphasis on features such as spatial quality, natural lighting and ventilation, extended functionality of space and an emphasis on a closer connection to nature, as it gears towards a post-pandemic Malaysia.

"Homes with extended usage throughout the day will see a need to be more environmentally sustainable and energy efficient, with increased indoor quotients. Every effort to achieve this through passive measures has been incorporated into our new design approach," he explained.

Reinventing home spaces

With this pandemic, homes will need to accommodate a greater number of amenities and functions. Designated spaces for specific activities such as reading, napping, working and entertainment will be desired.

"Hosting a greater array of activity spaces will require a greater degree of flexibility and adaptability. By creating voids or courtyards that serve as private sanctuaries and new spatial experiences, we also encourage natural cross-ventilation within the home," said Devendran Krishnamoorthy, Gamuda Land general manager, Product Management Unit.

These features have been incorporated into Gamuda Land's upcoming residential launches, including Illaria Hillside Homes in Gamuda Gardens, Sungai Buloh and Enso Woods in Gamuda Cove, Southern Klang Valley.

Illaria Hillside Homes

As part of its post-pandemic design approach, Gamuda Gardens has adopted an overall green living concept by tweaking conventional home layouts, introducing green pockets and flexible spaces offering better functionality and purpose within each home.

"With this approach, we anticipate direct and indirect benefits to one's health and wellbeing by allowing an abundance of natural lighting and ventilation in our designs, without sacrificing user comfort," Devendran explained.

Small green pockets were introduced in Illaria Hillside Homes backyards as outdoor spaces for family activities which can also be used as children's play areas where parents can easily keep an eye on them while working.

"Throughout our post-pandemic home design, the challenge was to explore architectural design features that enhance quality of space and convey a sense of luxury, all within a compact living space," Devendran said.

"Gamuda Land addresses this through a double volume pantry for its Illaria Hillside Homes units. Besides giving it a stylish aesthetic, it also enhances the quality of light drawn into the centre of the living space," he shared.

Another unique design feature incorporated into Illaria Hillside Homes is a children's play room laid out next to the backyard garden, creating a visual link to the kitchen. This enables parents to monitor their children while cooking. The room can also be converted into a workspace.

Flexibility of the home space is also prioritised throughout the design to suit different usage profiles. For instance, the middle bedroom in Illaria Hillside Homes can be turned into an office space or a family entertainment area, where the dividing wall can be removed, maximising interior volumes and enhancing freedom to move indoors.

"To allow design flexibility, walls and structures were carefully planned to be adaptable for future needs," said Devendran.



Illaria Hillside Homes, Gamuda Gardens

Open layouts create clear sightlines between spaces, allowing families to keep an eye on children playing while they work.



Enso Woods, Gamuda Cove features a modern, minimalist aesthetic inspired by the Japanese concept of *danshari*.



Enso Woods, Gamuda Cove is set for launch in February 2021.

Enso Woods, Japanese minimalist inspired design

Inspired by the Japanese concept of *danshari*, the philosophy of achieving more with less, Enso Woods focuses on flexibility of space enabling greater practicality of usage. Overlooking a 60-acre central park, the project's natural landscapes complement its future-forward functionality, leveraging on the township's 5G infrastructure for next-generation connectivity.

Its double and triple-storey terrace homes feature a modern, minimalist aesthetic, evoking stress-free simplicity with underlying tones of graceful elegance in service of the project's guiding principle: "Life. In Perfect Balance".

"With Enso Woods, we started the design with an open plan layout to encourage a visual expansion of space. The ground floor focuses on this, providing flexibility in space planning and usage," Devendran said, adding that flexi-lifestyle corners next to the living room and outdoor terrace create a private space where people can indulge in their hobbies. The outdoor terrace also offers a seamless transition between the indoors and outdoor garden.

Targeted to launch in February 2021, Enso Woods will be the latest offering in Gamuda Cove, sprawling across 1,530 acres next to the Kuala Langat North Forest Reserve in Klang Valley's southern growth corridor.

"As a town-maker, looking to the future is part and parcel of what we do, especially for our townships, as they take years to develop. When we embark on our masterplan, we don't just plan for the present – we envision what people will need in the years to come. These are the insights that are driving our new launches, as we take into consideration current trends and future trends to deliver homes that stand the test of time," said Ngan.

The next normal: Work near home



Illaria Hillside Homes, Gamuda Gardens

Outdoor workspaces allow residents and visitors to maximise productivity amid conducive natural environments.



The Community Hub at Gamuda Cove features diverse co-working facilities arranged around central community farming plots.

While working from home allows flexibility, some may feel a sense of isolation and prefer to work among people.

"Keeping to Gamuda Gardens' theme of living amidst lush greenery, we incorporated a co-working space surrounded by nature's tranquillity at the Illaria Hillside Homes precinct, where people can work, network or chill in a lush alcove," said Devendran, adding that this co-working space will feature a modern outdoor office concept equipped with furniture and high-speed Wi-Fi connectivity.

Illaria Hillside Homes' co-working space also features a cineBOX which has dual functions. During the day, it can be a place where meetings are held while come night time, it can be turned into a movie theatre for community gatherings. It is equipped with basic facilities like a projector screen and audiovisual equipment.

In Gamuda Cove, plans are underway to build a Community Hub in the upcoming Enso Woods precinct where residents can organise group meetings or work remotely in individual working pods with retractable screens and roof covers.

Featuring individual or group working spaces, a dining zone, plug and play zone as well as community farming plots and a solar rooftop, this Community Hub at Enso Woods is planned with the people and the environment in mind.

Staying true to its people and nature-centric design and planning approach, Gamuda Land is once again at the forefront of innovation to deliver sustainable value for its customers in the years to come.



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World Bank: Containing Covid-19 must remain Malaysia's top priority

While Malaysia is on the path of economic recovery, containing the Covid-19 pandemic and protecting the most vulnerable must remain the country's top priorities over the near term.

World Bank Group senior economist Shakira Teh Sharifuddin said Malaysia is projected to grow by 6.7% in 2021, which could be attributed to a rebound from a low base in 2020, continued improvements in exports, as well as a gradual build-up of momentum in private consumption and investment.



LOW YEN YEING | EdgeProp.my

"However, what is most important is to contain the pandemic and protect vulnerable households in the short term, while in the long term, fiscal policy should refocus on rebuilding buffers to counter future shocks and on sustaining public financing," she said on Bernama TV's Mid-day Update programme recently.

Shakira Teh was commenting on the recently released report, World Bank Malaysia Economic Monitor: Sowing the Seeds, which highlighted that containing the pandemic is vital to

ensure a safe resumption of economic activity and to prevent a more protracted downturn.

According to the report, this would include targeted mobility restrictions in high-risk areas, large-scale testing and contact tracing to limit the spread of the virus, on top of additional funding allocations in the healthcare sector to meet the increased needs of domestic health and emergency services and to facilitate the timely and equitable distribution of Covid-19 vaccines when they are available.



THE EDGE

Ku Nan appeals against jail, fine for graft

Former Federal Territories Minister Datuk Seri Tengku Adnan Tengku Mansor (pictured) has filed an appeal on Dec 22, 2020 against a 12-month jail sentence and fine of RM2 million imposed by the High Court after finding him guilty of accepting a bribe of RM2

million from a businessman.

Tengku Adnan's lawyer, Datuk Tan Hock Chuan said the notice of appeal was filed via the online judicial system (e-filing).

Meanwhile, deputy public prosecutor Julia Ibrahim said whether or not the prosecution would file an appeal over the sentence would be made by the Attorney General's Chambers within 14 days from the date of judgment.

On Dec 21, High Court Judge Mohamed Zaini Mazlan sentenced Tengku Adnan to 12 months jail and RM2 million fine, in default of six months' jail, after finding him guilty of the charge.

All flats in KL over 40 years old to be redeveloped

All flats aged more than 40 years, including those built by private developers, will be redeveloped under the Federal Territories Ministry's Urban Renewal programme to suit current usage, reported the Malay Mail.

Quoting Federal Territories minister Tan Sri Annuar Musa (pictured), the report said dilapidated flats would have to be rebuilt with various facilities and equipment to cater to current needs.

He noted that these flats will be redeveloped under the Urban Renewal programme.

"The guidelines are ready and have been approved to encourage and assist the private sector to work together with DBKL (City Hall) in this effort. The identified areas will be demolished and rebuilt, subject to agreement of the original owners," Annuar told the reporters after visiting Taman Segar Flats in Cheras last weekend.



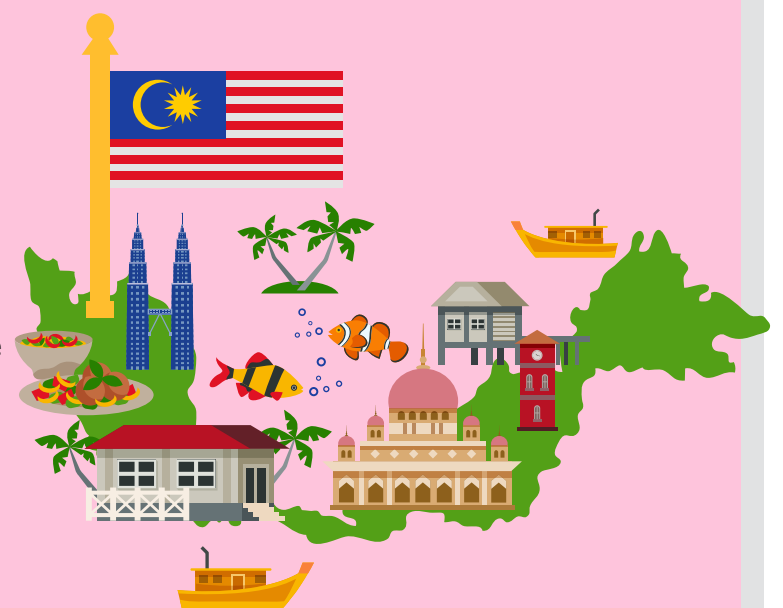
THE EDGE

National Tourism Policy aims to ensure industry's continuity in Malaysia

The National Tourism Policy (DPN) 2020-2030 launched on Dec 23, 2020 aims to ensure continuity of the country's tourism industry as well as bring back Malaysia as the preferred tourism destination at the global level.

Prime Minister Tan Sri Muhyiddin Yassin in launching the policy online said this would be achieved by strengthening competitiveness, encouraging sustainable and inclusive tourism-sector development as well as planning for future disasters.

He said the policy would be implemented through six main strategic thrusts, including transformation of governance, creating an inclusive tourism investment zone and intensifying digitisation of the tourism sector.



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Second phase of Illaria @ Gamuda Gardens achieves 80% take-up rate

The second phase of Illaria Hillside Homes @ Gamuda Gardens, developed by Gamuda Land, has seen 80% of the 116 linked homes snapped up by buyers after the virtual launch on Dec 12, 2020.

Gamuda Land said the Illaria Hillside Homes sits on a 13.8ha site next to a hillside park. The leasehold development carries a gross development value of RM257 million.

The first phase of Illaria launched in October this year saw its 42 units of townhouses fully sold.

Second phase of Illaria comprises 116 linked homes priced from RM560,000. The standard unit land size measures 20 ft by 65 ft with 4- with 3-bedroom layout options.



Penang is first state to install fibre optic infrastructure as basic utility

Penang has emerged as the first state to enforce the installation of fibre optic communication infrastructure as a basic utility equivalent to water and electricity supplies.

State Public Works, Utilities and Flood Mitigation Committee chairman Zairil Khir Johari said it was now compulsory

for developers to install fibre optic telecommunications infrastructure in new buildings and development projects in the state.

The matter was decided during a state council meeting on Dec 17, he revealed.

In line with the Penang 2030 vision, Zairi said the state government is committed to ensuring the provision of high quality and comprehensive digital infrastructure to meet the needs of the new normal and support the catalyst of digital economy.

Almost 20% of DBKL's PA/PPR occupants lost eligibility to stay

Nearly 20% of occupants of the Kuala Lumpur City Hall's (DBKL) Public Housing (PA) and People's Housing Projects (PPR) have lost their eligibility to occupy the houses, said Deputy Federal Territories Minister Datuk Seri Dr Santhara Kumar.

He said the figure was obtained via

a census and audit conducted by DBKL from time to time.

"The main criteria for PA/PPR occupants to lose their eligibility are when they have other houses and with high income that they can afford to buy luxury cars.

"However, those with high income, but have many dependents, DBKL is considerate and still allows them to continue living at the PA/PPR units," he told reporters after handing over offer letters to 20 recipients of the DBKL's PA / PPR housing units here earlier this week.

BERNARDO O'HIGGINS



Covid-19 has reached Antarctica

Some of us may have fancied or imagined that we can escape the Covid-19 pandemic by going to some remote region of the planet, such as Antarctica.

Well, sorry for dashing your hopes but the dreaded virus has now reached the shores of the southern icy continent.

Reuters reported on Dec 23 that "at least 36 people" at Chile's Bernardo O'Higgins base

have been infected by Covid-19. Chile's Bernardo O'Higgins base is operated by its army, which stated that those infected are "26 army personnel and 10 civilian contractors conducting maintenance at the base".

The army said that personnel in the base "are already properly isolated and constantly monitored" by health authorities in Magallanes, in Chile's Patagonia region.

Will Covid-19 vaccines reach our shores soon?

The government has inked an agreement with pharmaceutical company AstraZeneca to buy 6.4 million doses of Covid-19 vaccine on Tuesday. In addition to that, negotiations with China and Russia are also ongoing to secure more vaccines.

To recap, a deal was also signed with Pfizer-BioNTech last month to secure some 12.8 million doses of vaccine. Some 40% of the Malaysia's population will be supplied with the vaccine.

If the talks with China and Russia conclude successfully, the vaccines will be adequate to cover 83% of people in the country.

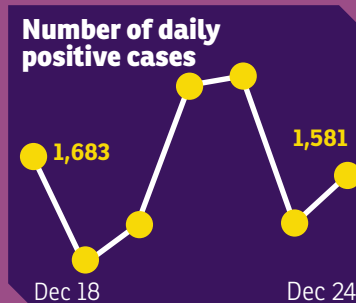
Malaysia reported 2,062 and 2,018 cases on Monday and Tuesday respectively, with Selangor topping the list. About half of Selangor's new Covid-19 cases originated from the Sungai Putus cluster, which is linked to workers of a factory in Klang.

As of yesterday, it has been eight days in a row since Selangor recorded the highest number of cases in the nation.

The conditional movement control order (CMCO) in Selangor, Kuala Lumpur and Sabah has been extended to Dec 31.

Meanwhile, Finance Minister Tengku Datuk Seri Zafrul Abdul Aziz announced on Dec 23, 2020 that an additional expenditure of RM20 billion that was approved through the Government Financing (Coronavirus Disease 2019 (Covid-19)) (Amendment) Bill 2020, among others, is to enable the Government to purchase vaccines for Malaysians.

He said that it will also be channelled as additional funds for frontliners.



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.



Setia

OUR STRIDE TO EXCELLENCE

In the relentless pursuit of our Vision 'To be the best in all we do', we always had our eyes set on excellence. It was our reason of being, our raison d'être, the driving force that led us to our triumphs of today.

For a humbling 13th time, the honour of being recognised as the **No.1 developer in The Edge Malaysia Top Property Developers Awards** is bestowed upon us. In a year where hardship and obstacles have hit us all, it is a recognition of excellence that we do not take lightly.

To all that have joined our stride to excellence, we thank you for making us both the No.1 developer in The Edge Malaysia Top Property Developers Awards and the No.1 ranked developer in the Best in Qualitative Attributes award. Our thanks extend even more with Parque Melbourne in Australia and Seri Pinang in Setia Alam winning the Outstanding Overseas Project award and Affordable Urban Housing Excellence award respectively.

Regardless of our recognition, our commitment to staying true to our Vision will neverwaver. To those who have contributed in helping our Vision come true, we thank you.



Outstanding Overseas Project Award
Parque Apartments, Melbourne
Victoria, Australia



Affordable Urban Housing Excellence Award
Seri Pinang Apartments, Bandar Setia Alam
Selangor, Malaysia



Stay Together. Stay Setia
livelearnworkplay



12-TIME WINNER
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10-TIME WINNER
KINCENTRIC
Best Employers
2013 Best of the Best - Malaysia
2011 Overall Best - Malaysia



Stay agile to thrive in the market

BY NATALIE KHOO

SP Setia strikes again with its 13th No. 1 win for The Edge Top Property Developer Awards (TPDA) 2020. This is the fifth consecutive year the company has won the spot. Back in 2014 and 2015, it dropped to third and fourth position respectively, but regained its champion seat in 2016.

Anchoring The Edge Property Excellence Awards (TEPEA) 2020, the TPDA is evaluated based on both qualitative and quantitative attributes. In the qualitative category, judges evaluate each company based on its expertise, image, innovation and creativity, product quality and the value it creates for buyers.

S P Setia also won The Edge Malaysia Affordable Housing Excellence for its Sri Pinang Apartments in Setia Alam while the company's Parque in Melbourne project won The Edge Malaysia Outstanding Overseas Project Award. The developer was also placed third in the Best in Qualitative Attributes sub-award.

TEPEA is presented by City & Country, the property pullout of The Edge Malaysia weekly and supported by EdgeProp.my.

"We are truly elated with our 13th No. 1 win. This would have been impossible if not for the strong teamwork we have at Setia. It hasn't been easy as we have been facing strong headwinds with the soft market and in addition to that, the unprecedented pandemic brought about by Covid-19.

"No industry has been spared, but our team spirit has persevered, and we have risen up to overcome the odds by continuing to deliver our best. I would like to dedicate this win to Team Setia," says S P Setia president and CEO Datuk Khor Chap Jen.

However, he recognises that 2020 has not been an easy year for everyone, and no one is spared from wrestling with the economic aftershocks of a soft market topped by the unprecedented Covid-19 pandemic.

Nevertheless, it is also during this time that the market is seeing many genuine buyers who are still looking to own a property and wouldn't mind investing and taking advantage of the promotions available.

"End of 2019 was a very good quarter as we saw a spike in sales due to the HOC campaign. However we saw that things slowed down in the following January and February months and thereafter in March, we were all hit by Covid-19. Construction progress was halted due to the extended lockdown too," Khor reveals.

Meanwhile, Khor also points out that they are very close to achieving their sales target of RM3.8 billion set for this financial year.

Striving constantly to go above and beyond

Khor says the company has always challenged the staff on their ability and agility to respond to the ever-changing market conditions.

"Setia continues to be agile and instead of resisting the changes brought about by IR4.0 (Industrial Revolution 4.0), we had started our digitalisation journey ahead of many other brick and mortar peers. What more, with the acceleration of the digitalisation journey due to this pandemic, we are aware that buyers are increasingly more adaptive and at ease using digital tools and means to source for their new homes," Khor explains.

Hence, heeding this paradigm shift, the



ALL PICTURES BY S P SETIA



Khor: Setia continues to be agile and instead of resisting the changes brought about by IR4.0, we had started our digitalisation journey ahead of many other brick and mortar peers.

group is emphasising on digital marketing initiatives and virtual events to engage its broad-based customers.

During the initial phase of the pandemic, Khor notes that the company has swiftly adapted their marketing campaigns to be digitally-led — they even conducted two live stream online balloting sessions.

Come 2021, S P Setia is forging ahead where their focus will be on clearing their inventories with digital promotion activities besides having new launches in their mature townships.

"We will also look at disposing non-strategic landbank to raise contingency funds. With our accelerated digitalisation journey, we will also enhance our digital touchpoints to stay connected with our prospective buyers. Health and safety will be the basis of our planning and product offerings. The pandemic has reminded us of things we have taken for granted, such as real convenience and whether our lifestyle today is truly self-sustainable," Khor stresses.

Homebuyers can expect a brand refresh for Setia Alamsari and Alam Impian and the launch of a new township called Setia Alam which is a continuation of Setia Alam. Other local launches also include projects in Setia Alam, Bandar Kinrara, Setia Safiro, Alam Impian Setia Ecohill 2, Kota Bayuemas, Setia Fontaines up north, Setia Tropika, Setia Indah, Taman Rinting and Taman Pelangi in the southern region.

"Should we see the market picking up mid-year, we may consider launching the integrated developments. We foresee the pent-up demand from the 'upgraders' market once the vaccine is found as confidence will return, and the market will naturally recover," Khor notes.

As for S P Setia's international projects, their Battersea Phase 1 project in London is doing well. Dubbed Circus West Village, it is now home to 1,000 residents. However,

there is slight delayed progress due to the lockdown imposed by Covid-19 for its phase 2 and 3 of the project.

"For our jewel in Melbourne Australia, Sapphire By The Gardens is targeted to be completed by 2Q 2022-2023. We have also handed over Marque Residences recently. Over in Japan, we are monitoring closely as it is also affected by Covid-19 so we will hold on for a while.

Sapphire By The Gardens is the residential tower of By The Gardens, a 4,140 sq m mixed development comprising hotel, retail, office and residences.

Sustainability tops the list

This year, S P Setia was awarded Gold for EdgeProp-ILAM Malaysia's Sustainable Landscape Award 2020 for its Adventure Park Setia Ecohill 2 project.

EdgeProp Malaysia's Best Managed & Sustainable Property Awards recognises real estate that is managed with excellence. The objective of the Awards is to raise the bar on Malaysian property management practices, benchmarking it against the best in class globally.

Meanwhile, for demonstrating commitment to building properties that meet the needs of the present and future without compromising on the building maintenance, S P Setia was also the recipient of the EdgeProp Malaysia's Responsible Developer: Building Sustainable Development Award in 2018.

For Khor, a sustainable development is simply one that creates or has a positive impact on its surrounding environment and community.

"We pride ourselves in not just building homes but sustainable communities for all. Sustainable elements are carefully crafted and embedded throughout our project development lifecycle and start all the way from planning to design, construction, right up to the analysis of social impact, economic costs and benefits to the surrounding neighbourhood and communities," says Khor.

He adds that the responsibility doesn't end with the handing over of the homes but continues in the provision of supporting amenities and creating an environment that nurtures community liveability.

"Ultimately a sustainable and thriving community is a measure of successful township development," Khor stresses.



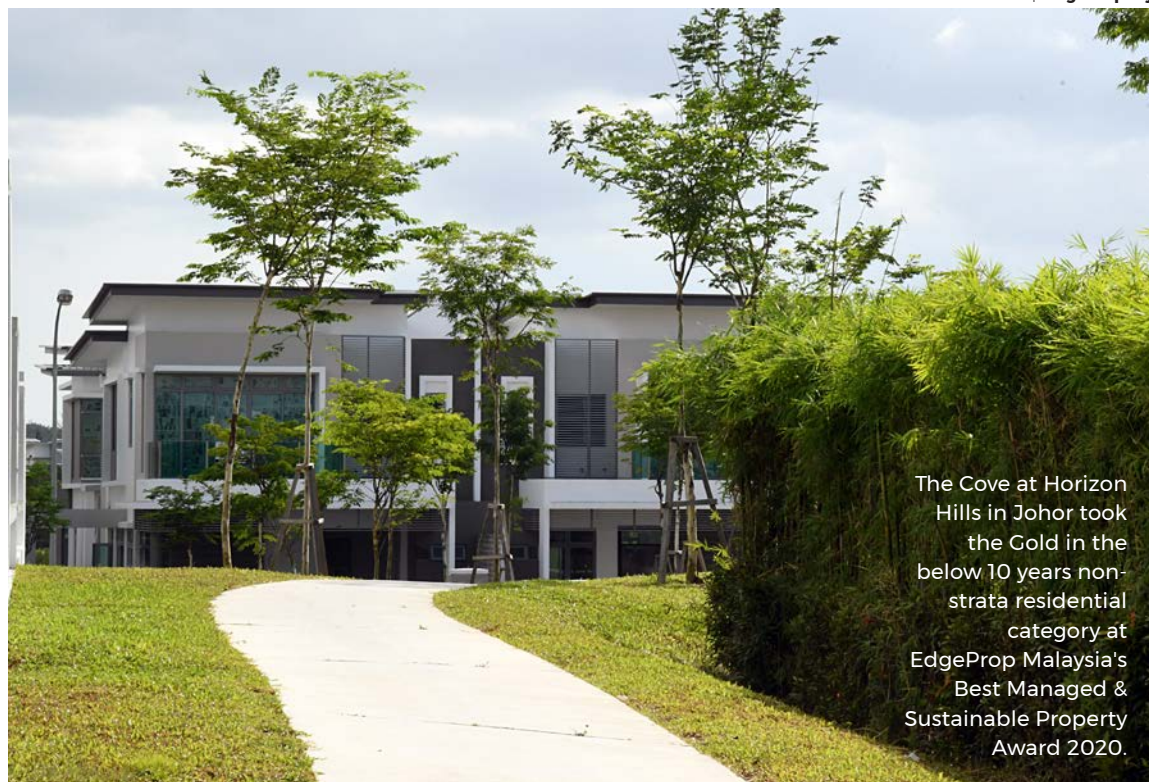
Above: Situated just 8km away from the Shah Alam City Centre, Alam Impian provides residents easy access to various facilities and amenities, such as schools, malls, parks and more.

Left: Marque Residences in Melbourne, Australia has been completed recently and handed over to the buyers.

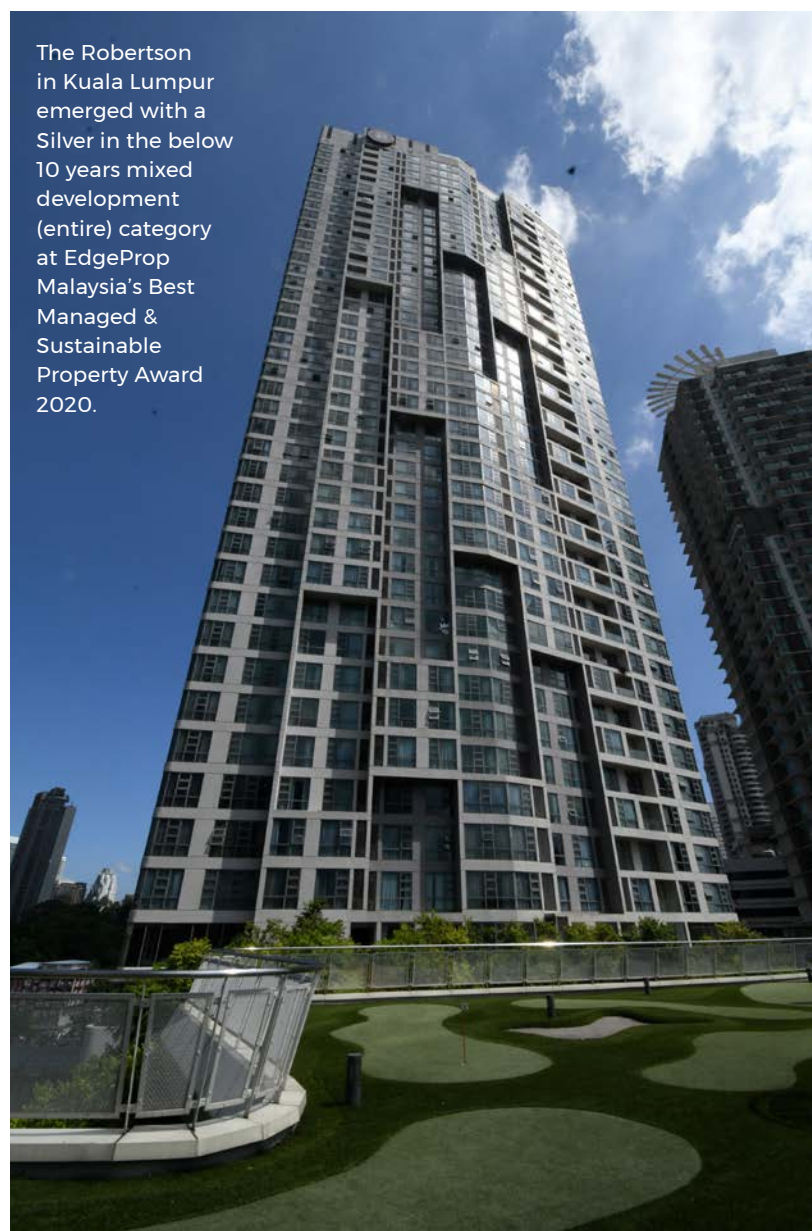


A responsible and sustainable town maker

PICTURES BY LOW YEN YEING | EdgeProp.my



The Cove at Horizon Hills in Johor took the Gold in the below 10 years non-strata residential category at EdgeProp Malaysia's Best Managed & Sustainable Property Award 2020.



The Robertson in Kuala Lumpur emerged with a Silver in the below 10 years mixed development (entire) category at EdgeProp Malaysia's Best Managed & Sustainable Property Award 2020.

BY RACHEL CHEW

A township will not be successful without having the people and environment in mind during the planning process. As a responsible and sustainable town maker such as the property division of Gamuda Bhd, the team commits to always plan and create things around these two themes. The developer also subscribed to the United Nations Sustainable Development Goals as a group and that shows the direction that the group is heading.

Its determination was rewarded in the recently unveiled The Edge Malaysia Top Property Developers Awards (TPDA) 2020. The property division of Gamuda Bhd was ranked No 5 in the award, up two positions from last year.

Anchoring The Edge Property Excellence Awards (TEPEA) 2020, the TPDA is evaluated based on both qualitative and quantitative attributes. In the qualitative category, judges evaluate each company based on its expertise, image, innovation and creativity, product quality and the value it creates for buyers.

It is notable that Gamuda's property division has climbed two positions from TPDA 2019 to the fifth place this year, sharing the honour with IJM Land.

Rounding the top 10 are S P Setia Bhd, Sime Darby Property Bhd (No 2), Sunway Bhd — property division (No 3), UOA Development Bhd (No 4), IJM Land Bhd (No 5), Gamuda Bhd — property division (No 5), UEM Sunrise Bhd (No 6), IOI Properties Group Bhd (No 6), Mah Sing Group Bhd (No 7), Eco World Development Group Bhd (EcoWorld) (No 8), Tropicana Corp Bhd (No 9) and IGB Bhd (No. 10).

TEPEA is presented by City & Country, the property pullout of The Edge Malaysia weekly and supported by EdgeProp.my.

Gamuda Land CEO Ngan Chee Meng (centre) receiving The Edge Malaysia Top Property Developers Awards 2020 from The Edge Media Group publisher and group CEO Datuk Ho Kay Tat (right). With them is Gamuda Land COO Aw Sei Cheh.



SUHAIMI YUSUF | THE EDGE

Below: Horizon Hills won a Gold of the EdgeProp-ILAM Malaysia's Sustainable Landscape Award early this year.

Responsible developer

Earlier this year on July 27, 2020, Gamuda Land had been named a recipient of EdgeProp Malaysia's Responsible Developer: Building Sustainable Development Award 2020 at EdgeProp Malaysia's Best Managed & Sustainable Property Awards 2020.

How a property developer overcomes problems and challenges will show its mettle and Gamuda Land certainly proved this when it went all out to solve the problems faced by the residents of Bandar Botanik in Klang, Selangor — its first master-planned township.

Even after the management of the common facilities of the project was handed over to the local authorities, Gamuda Land was still there when the customers needed them.

The award was in recognition of its commitment to ensure the liveability of the townships it has built. The award also recognises developers who are committed to constructing developments that are designed and built for sustainable and best-in-class property management. The development must also meet the needs of the present and future.

Meanwhile, several Gamuda Land projects were in the limelight at EdgeProp Ma-



laysia's Best Managed and Sustainable Property Awards 2020 with The Cove at Horizon Hills in Johor taking the Gold in the below 10 years non-strata residential category while Horizon Hills itself won a Gold of the EdgeProp-ILAM Malaysia's Sustainable Landscape Award. Horizon Hills is a joint development with UEM Sunrise Bhd.

The Robertson project in Kuala Lumpur also emerged with a Silver in the below 10 years mixed development (entire) category.

Winners of EdgeProp Malaysia's Best

Managed and Sustainable Property Awards 2020 were announced at a virtual awards ceremony with Housing and Local Government Minister Zuraida Kamaruddin as guest of honour. The event was hosted on EdgeProp Malaysia's Facebook page on the evening of June 27.

The Awards was organised by EdgeProp Malaysia with partner Nippon Paint Malaysia and supporting partners Panasonic Malaysia and KipleLive, a wholly-owned subsidiary of Green Packet Bhd.

The 500MW quota up to year 2020 under the Net Energy Metering 2.0 (NEM2.0) programme has been fully taken up as at end-November, one month before its scheduled end date of Dec 31, 2020.

The programme's success is a testimony to Malaysia's efforts in driving renewable energy initiatives under its commitment on environment conservation.

NEM2.0 is the second generation of the NEM programme, a solar PV initiative executed by the Sustainable Energy Development Authority (SEDA) Malaysia under the Ministry of Energy and Natural Resources (KeTSA) with the aim to promote renewable energy.

All registered Tenaga Nasional Bhd customers in Peninsular Malaysia in the residential, commercial, industrial and agricultural sectors can take part in the programme.

NEM2.0 was introduced on Jan 1, 2019 and has a 'one-on-one' offset mechanism that allows every kilowatt (kWh) exported to the grid to offset against each kWh consumed from the grid, which means every kWh generated will get a return and hence translating to higher potential earnings to the users.

"The 'one-on-one' mechanism has drawn a lot of interest to the scheme, as you can see the number of users spiked since 2019," said SEDA CEO Dr Sanjayan Velautham.

According to SEDA data, capacity approved NEM applications grew tremendously from 27.80MW in 2018 to 103.22MW in 2019 and 295.85MW in 2020 (as at September) (see chart).

While NEM2.0 is approaching an end, the NEM programme will carry on. It is currently unclear whether the new NEM programme will operate under similar or a different business model.

Moving forward, Sanjayan wishes to push for more NEM participation among residential users and

SUCCESSFUL NEM2.0 is testimony to Malaysia's renewable energy drive



SEDA

developers. "We have seen some interest from developers to install solar panels on their new projects, but there has been no adoption seen," he said.

Benefits of going green

By joining NEM, industrial and commercial users are eligible for the green investment tax allowance (GITA) for purchasing green technology equipment and assets, as well as the green income tax exemption (GITE) for providing green technology services.

Furthermore, companies could also make use of the Green Technology Financing Scheme 3.0 (GTFS3.0) to get financing guarantees and interest rebates on their green initiatives. In Budget 2021, a total of RM2 billion have been allocated for the scheme until 2022.

The financing will be guaranteed by Danajamin to facilitate the issuance of Sustainable and Responsible Investment (SRI) sukuk.

Presently, the percentage of commercial and industrial take ups in NEM is significantly higher than that of residential, due to the support given. Nevertheless, residential users can expect savings in electricity bills in the long run.

In addition to generating power for own use during the day, the excess electricity could also be sold to the grid to offset electricity use during night time, both combined to lower the electricity bill.

"For an ordinary household, breakeven can be achieved in about six years, while the lifespan of the PV solar system can go up to 25 years," Sanjayan said.

To get an idea of how much savings on electricity bills can be realised, a [NEM calculator is available on SEDA's website](#).

Sanjayan added that installing solar panels is a way to hedge potential increase in electricity tariff in the future. "As time goes by, electric-



Sanjayan: Taking on the NEM2.0 is the best chance for a normal person to be a part of a green initiative that is vital to protect our environment.

ity bills seldom come down," he said.

"Apart from economic benefits, NEM is the best chance for a normal person to get involved directly in generating green energy and be a part of a green initiative that is vital to protect our environment," he added.

Continuous effort to promote NEM

Along the way to promote NEM, SEDA has identified the two biggest hurdles that drive residential users away from the programme — high upfront cost and complexity to install the solar panels. The agency has put several measures in place to address the issues:

1. Upfront cost

Depending on the model of the solar panels, each kWp of Solar PV system would cost about RM4,000 to RM6,000. For a normal household with an installed capacity of 4kWp to 8kWp, the upfront cost could reach about RM32,000.

"We have been talking to banks. They are quite aware of the NEM programme and are interested in putting up financing to help people on their upfront costs," Sanjayan said.

Apart from financing from

banks, there are also a number of local and foreign companies listed under SEDA as registered PV investors (RPVIs) for the NEM programme who are ready to provide assistance installment plans on the upfront payment through a leasing mechanism.

Through signing a leasing agreement or power purchase agreement (PPA) with the RPVIs, users could avoid forking out the full cost at once.

The list of RPVIs is [available here](#).

2. Complexity to install

There is also a list with [157 \(as of 9 December 2020\) registered PV service providers \(RPVSPs\) on SEDA's website](#).

The RPVSP will offer services including consultancy, design, supply, installation, as well as testing and commissioning for a complete solar PV system. "Getting solar panels installed is not complicated at all, as the RPVSPs are essentially one-stop service providers for solar panel installation.

You could select from a few RPVSPs that are located near your home and get quotations.

"The RPVSP can do everything for you, from submitting applications to installing solar panels. They would also make sure that a new electricity meter is installed in your house," Sanjayan explained.

On the other hand, Sanjayan pointed out that some potential users are taking a "wait and see" attitude in anticipation that solar panel prices would drop further.

"Solar panel price has declined by 60% to 70% in the past 10 years. It is understandable that people are hoping to get better returns from their solar investment with lower cost, but I believe that in the next one or two years, price drop would be marginal, if any," he said.

Brought to you by



Closer towards green goals

Due to the Covid-19 pandemic, many activities have been paused. While the economy has been badly hurt, the environment has seen some recoveries.

"This reminds us how much harm human activities have done to the environment. Nevertheless, economic activities cannot be stopped, hence we need to think of ways to protect our environment at the same time," he said,

He pointed out that the renewable energy sector is not only better for the environment, it also creates more jobs than the conventional energy sector such as fossil fuel.

"This is because the renewable energy generation units generally have smaller capacities, hence the amount of work needed for installation at multiple sites is much more than that is needed to set up a large plant," he explained.

At the 2015 Paris Climate Conference and Conference of Parties (COP) 21, Malaysia made a commitment to reduce greenhouse gas emissions per unit of GDP by 45% from the level in 2005, by 2030.

The country is also in the process of revising the national renewable energy target to follow the aspiration made through the commitment. "Under our definition of renewable energy to include large hydro, as of 2019, our renewable energy share is at 23% with installed capacity of 8,170MW," said Sanjayan.

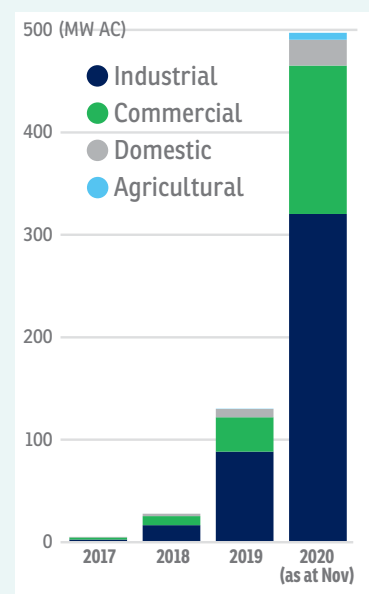
He pointed out that progress is picking up. "In 10 years, Malaysia's installed capacity of renewable energy increased from less than 100MW to about 2000MW today," he furthered.

To realise the targets, SEDA is also running other programmes along with NEM, including Feed-in Tariff (FIT) for other renewable energy resources such as Biogas, Biomass and Small Hydro. Under these two programs, a total of 751.21MW has been installed as of November 2020.

Sanjayan also revealed that up until the closing of application in September 2020, a total capacity of 1,000MW will be awarded under the Large Scale Solar (LSS) programme in 2020, bringing the total awarded capacity in three years to 2,716MW.

"By continuing this trajectory and with the success of NEM2.0, I'm confident that we could reach the 2025 target," he enthused.

Cumulative active NEM applications (MW AC)



2020 year-end special report



Oh, what a year!

For the Malaysian property and building sector, its struggle with an expanding property overhang over recent years took a double turn with the swift and devastating Covid-19 pandemic onslaught.

While the crisis did slow new supply growth somewhat, save for the good response to a very small handful of new launches in the year, the pullback on demand is agonising developers and other industry stakeholders.

Just as the market is starting to adapt to the realities of the new normal, the current third and more forceful wave of the pandemic is wreaking havoc beyond the mere challenge of sales.

With just about a week to the year's end, already thousands of workers in more than 20 construction sites and counting in the Klang Valley have been found to be Covid-19 positive upon screening.

The inevitable disruption to project completion and immediate cost impact on the affected developers and contractors do not vanish with the reopening of the sites.

The cost of screening, quarantine, disinfection, sanitisation and social distancing practice will no doubt add up to a substantial sum, the amount of which cannot be predetermined; as with when and will Covid-19 go away.

A construction site is nothing like a

retail shop in a mall, a supermarket or a food outlet.

In a shop or a supermarket, the social distancing practice requires patrons to first queue up, scan the Sejahtera code, take a temperature reading and sanitise hands. To avoid overcrowding, depending on the floor size, patrons may need to wait to be let in.

At a food outlet, the operator's pain point is in the inability to pack in and turn around as many patrons as possible. Patrons can choose to either wait for a table or walk away.

Over at construction sites and away from the general public's eyes, social distancing gets a bit more complex because of the very nature of the work demanded.

The SOPs (standard operating procedures) instituted extend to the logistics of transportation for the workers to and from the site; work breaks and housing facilities. It gets more complicated and costly each time any positive Covid-19 case is detected onsite.

It is fair to then assume a project will take longer to be completed and at higher costs. Who will pay for all these? The developer, contractor or buyer?

Urgent need to review and extend application of Covid-19 Act

Addressing this is the newly-gazetted Temporary Measures for Reducing the Impact of Coronavirus Diseases 2019 (Covid-19) Act, but industry players say it was enacted too late (on Oct 23, 2020) and it is not addressing issues in the whole supply chain.

Real Estate & Housing Developers' Association Malaysia (REHDA) has pointed out that while developers are entitled for some relief of liquidated ascertained damages (LAD), they face an extended defect liability period (DLP) with no provision to have a similar extension on DLP on contractors.

As the Act now stands, REHDA president Datuk Soam Heng Choon has noted, it requires developers and purchasers to apply for an extension from the Minister of Housing and Local Government to rely on such reliefs. Yet, he has said, the minister appears to be empowered to only grant an extension till Dec 31, 2020.

Latest property overhang

As at third quarter 2020, there are a total of 65,552 overhang units worth RM50.17 billion in Malaysia. This is a slight increase of about 4% from the 63,063 units (worth RM46.96 billion) in the first half of 2020.

According to the latest National Property Information Centre (NAPIC) data, housing and serviced apartments make up the bulk or 84.2% of the overhang properties. These comprise a total of 30,926 housing units worth RM19.99 billion and 24,267 units of serviced apartments worth RM21.33 billion.

Overhang units are defined as units that have received their Certificate of Completion and Compliance but have remained unsold for more than nine months after launch.

Given the rising number of Covid-19 cases, an extension of the relief is urgently needed. It is also timely to review provisions of the Act.

For instance, the Act states that any parties who are unable to fulfil their contractual obligations due to measures taken under the Prevention and Control of Infectious Diseases Act 1988 to curb the spread of Covid-19, the disputes arising from it may be settled through mediation.

Is mediation the best way forward to prevent disputes from dragging? Or the formation of a tribunal or a special court for the purpose?

In the meantime, REHDA has resorted to calling on all the contracting parties involved to use their "common sense" and come up with a commercial decision to settle their issues because losses due to Covid-19 and the lockdown "is no fault of the parties".

There is no doubt that we urgently need a clear, precise and sensible guide to tackle anticipated disputes arising from the impact of the pandemic.

And, have you heard yet? The corona-

virus has landed in Antarctica, the last continent previously free from Covid-19!

Reuters, quoting Chile military earlier this week, said health and army officials scrambled to clear out and quarantine staff from a remote research station surrounded by ocean and icebergs.

At least 36 people — 26 army personnel and 10 civilian contractors conducting maintenance at the Bernardo O'Higgins base - have been infected. The permanently staffed research station, operated by Chile's army, lies near the tip of a peninsula in northernmost Antarctica, overlooking a bay often dotted with icebergs.

So, what would 2021 look like? After what we have been taught in 2020, who could declare with conviction whether it is going to be a better or worse year ahead.

We could choose to remain positive. Or negative. I am all for the former.

The Big Idea: Unlearn and re-learn. Re-focus. Re-strategise.

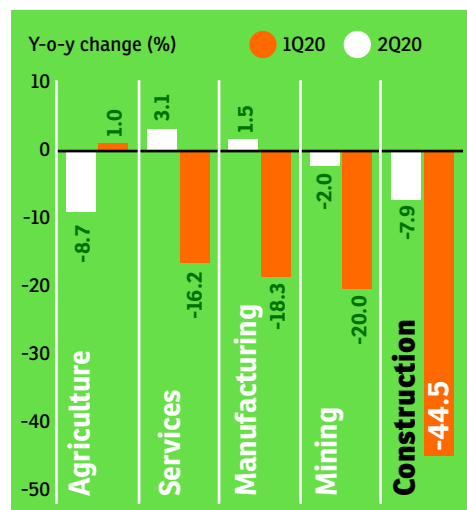
Here's to a healthy, joyous and impactful 2021!

Au Foong Yee

Editor-in-chief & Managing Director, EdgeProp Malaysia



The construction sector recorded the biggest decline at 44.5%



2020 year-end special report

A year of unlearning and relearning

BY TAN AI LENG

The year 2020 is bowing out, and no one, not even in his or her wildest dreams, could have imagined what a trying, painful and anguish-filled year it would be.

Save for a very small handful of industries spared in the global economy hit by the Covid-19 pandemic, things that had been taken for granted disappeared overnight.

Clearly, 2020 has been a year of unlearning and relearning for everyone, both in and outside homes the world over.

Closer to home, business and leisure travel, hospitality, trade show, F&B and entertainment sectors were brought to an abrupt halt. Others have struggled and continued to struggle to stay afloat.

The Malaysian gross domestic product dived 17.1% in 2Q this year, from a flat growth of 0.7% in 1Q. The decline slowed to 2.7% in 3Q as the market started adapting to the new normal coupled with the easing of the Movement Control Order (MCO).

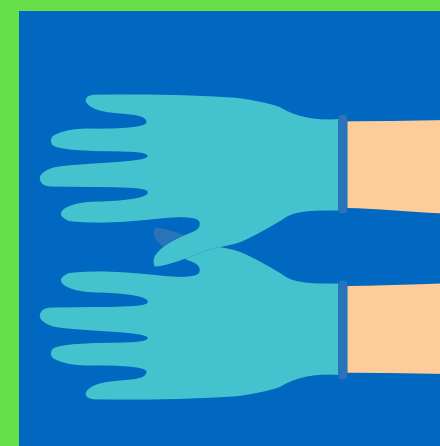
For the property market, challenging is the word. Property transaction volume for 1H2020 shrank 27.9% year-on-year (y-o-y) to 115,476, while transaction value dipped by 31.5% to RM46.94 billion, according to the data by the National Property Information Centre (NAPIC).

In 3Q this year, transaction volume has managed to grow by 7.4% y-o-y to 89,245 units of properties worth RM33.78 billion, a slight drop in value of 2.4% y-o-y.

Whether the recovery can be sustained is anyone's guess.

As we close the chapter on this dreadful 2020, we asked judges of the EdgeProp Malaysia's Best Managed & Sustainable Property Awards, developers, property consultants and realtors, architects and auctioneers on:

- **Their one-word description of 2020**
- **Key learning this year**
- **Where they were this time last year**
- **Where they hope to be this time next year**
- **Their wish for 2021**



2020 year-end special report

Thank you for the overwhelming response to our poll!



The who's who of the 26 respondents comprising judges of the EdgeProp Malaysia's Best Managed & Sustainable Property Awards, developers, property consultants and realtors, architects and auctioneers.

Developers



**DATUK LEE
TIAN HOCK**

Founder and group executive
deputy chairman, Matrix
Concepts Holdings Bhd



**DATUK
JOSEPH LAU**

Group CEO,
ParkCity Group



**DATUK CHANG
KHIM WAH**

President and CEO,
Eco World Development
Group



**BEH CHUN
CHONG**

CEO, Paramount Property



**NGAN CHEE
MENG**

CEO, Gamuda Land



GAN YEE HIN

Executive director,
Platinum Victory



LIONG KOK KIT

Chief operations officer
(Central),
UEM Sunrise Bhd

Judges of the EdgeProp Malaysia's Best Managed and Sustainable Property Awards



**DR LIM LAN
YUAN**

President, Singapore
Association of Property
and Facility Managers



**DR SUHARDI
MAULAN**

President, Institute of
Landscape Architects
Malaysia (ILAM)



**ADZMAN SHAH
MOHD ARIFFIN**

President, Malaysian
Institute of Property and
Facility Managers (MIPFM)



**ANTHONY
LEE TEE**

Accredited building
inspector and trainer,
Architect Centre Sdn Bhd



CHRIS TAN

Founder and managing
partner, Chur Associates

2020 year-end special report

The list of respondents (cont')

Property realtors and consultants



FOO GEE JEN
Managing director,
CBRE | WTW Group



YY LAU
Country head, JLL
Property Services (M) Sdn
Bhd



JONATHAN LEE
Chief operating officer,
Reapfield Properties



**PREVINDRAN
SINGHE**
CEO and managing
director, Zerín Properties



**SARKUNAN
SUBRAMANIAM**
Managing director, Knight
Frank Malaysia



SAMUEL TAN
Executive director, KGV
International Property
Consultants



**TANG CHEE
MENG**
Chief operating officer,
Henry Butcher Real Estate
Sdn Bhd



**MAXXAN TEE
KIAT SIONG**
Managing director,
Maxxan Realty Sdn Bhd



EDDY WONG
Managing director,
Nawawi Tie Leung Real
Estate Consultants Sdn
Bhd



FREEMAN WOO
Co-founder, Kith and Kin
Realty Sdn Bhd

Architects



**DATUK EZUMI
HARZANI ISMAIL**
President, Malaysian
Institute of Architects
(PAM)



**DR TAN LOKE
MUN**
Architect and director,
Archicentre and DTLM
Design Group

Property auctioneers



GARY CHIA
Executive director,
AuctionGuru.com.my



DANNY LOH
Executive director,
Property Auction House
Sdn Bhd

2020 year-end special report

Q1 Describe 2020 in ONE WORD. Why?

“Unprecedented” and “Reset” are the words most of the respondents of EdgeProp.my 2020 year-end poll used to describe 2020. Some of them see opportunities behind the crisis while some are cautious of current conditions, but “resistance” is definitely not the word to describe 2020.

BY RACHEL CHEW, NATALIE KHOO & CHELSEY POH

Developers

DATUK LEE TIAN HOCK

Founder and group executive deputy chairman, Matrix Concepts Holdings Bhd



WASTED — Nothing much could be done throughout the year. Business came to a standstill for many. It has been pretty depressing and solemn.

Everyone was looking forward to the nation's Vision 2020 — what we have achieved and what we should look forward to, in ensuring the national agenda for everyone is in tandem with the growth of our country.

However, all these had to be put on the back burner as Malaysia has to deal with socio-political issues and this global Covid-19 pandemic which has put a spanner in the works. All the good work has gone wasted.

DATUK JOSEPH LAU

Group CEO, ParkCity Group

APPRECIATIVE — For me personally and for us at ParkCity, we have learnt to appreciate even more of everything: the freedom to roam around, meeting and getting in touch with the people in our lives — loved ones, colleagues, friends and customers. We are so thankful for the strong and continuous support from our customers, business partners and tenants.

DATUK CHANG KHIM WAH

President and CEO, Eco World Development Group

RESET — The pandemic has really changed our way of life, personally and professionally. Simple things that we used to take for granted because of how easily we could do them before have changed drastically and prompted us to rethink a lot of things.

BEH CHUN CHONG

CEO, Paramount Property

RESET — The impact of Covid-19 has seen the world reeling from shock across strata. At the same time, it has shed light on the crucial steps needed for a global reset. All over the world, many businesses, governments, societies and academia now see the Covid-19 pandemic as an opportunity for change and even to rebuild for the better.

On an individual level, we have had to hit the reset button on our routines, after being forced to work from home and grapple with technologies. We have done all these and have adapted. Hopefully, it has also helped us to identify what is truly important and prompted us to make changes where necessary.

NGAN CHEE MENG

CEO, Gamuda Land

REALISATION — I realised that situations can change for the worst anytime and there is nothing I can do about it except adapt quickly.

GAN YEE HIN

Executive director, Platinum Victory

HECTIC — In a year with many uncertainties, the phrase “new normal” keeps us busy and at the same time, continuously drives us forward. In Winston Churchill's words, “A pessimist sees the difficulty in every opportunity; an optimist sees the opportunity in every difficulty.”

LIONG KOK KIT

Chief operations officer (Central), UEM Sunrise Bhd

UNPRECEDENTED — There have been many unforeseen circumstances and pauses.



PICTURE COURTESY OF THE RESPONDENTS

Judges of the EdgeProp Malaysia's Best Managed and Sustainable Property Awards

DR LIM LAN YUAN

President, Singapore Association of Property and Facility Managers

HOME — Work at home and stay home most of the time because of Covid-19.



DR SUHARDI MAULAN

President, Institute of Landscape Architects Malaysia (ILAM)

NORMAL — 2020 makes you wonder what “normal” life is. We as human beings are facing a new definition of “normal” in our lives. The process will continue until 2021.

ADZMAN SHAH MOHD ARIFFIN

President, Malaysian Institute of Property and Facility Managers (MIPFM)

UNPRECEDENTED — It is rather difficult for me to describe 2020 in just one word as it has been a year of many sorts.

ANTHONY LEE TEE

Accredited building inspector and trainer, Architect Centre Sdn Bhd

ZOOM(ED) — As everything has to be done online, I have been attending non-stop Zoom meetings like everyone else.

CHRIS TAN

Founder and managing partner, Chur Associates

COVID-19 — No explanation needed.

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2020 year-end special report

← FROM PREVIOUS PAGE



Describe 2020 in ONE WORD. Why?

Property realtors and consultants

FOO GEE JEN

Managing director, CBRE | WTW Group



ROLLERCOASTER — 2020 took us for a ride through many crests and troughs; there have been moments of hope and dejection on economic and political fronts.

No one could have foreseen a global wave of pandemic with almost homogenous economic implications across the world. There were hiccups throughout the year, markets are still very cautious and unemployment concern has not been wiped off as 2020 wraps up. There were turbulences on the political front as well earlier this year and it continues to develop until today. Socially, we were literally forced to accept the idea that not seeing our family and friends is actually better for the wellbeing of all of us.

Whether you are a business owner or employee; retiree or student, parent or a child, there have been predicaments and reflections that we have learned to deal with in 2020.

The pandemic will not vanish overnight, so I think we will still be dancing tango with the virus in 2021, where a step forward of opening up the economy will be accompanied by another step backward of movement control if the cases surge. All said, I am confident we will make positive progress next year. I am hopeful that macroeconomic recovery will be forthcoming and the pandemic will be better contained with vaccines coming into play.

YY LAU

Country head, JLL Property Services (M) Sdn Bhd

PERSEVERANCE — The collective effort in many countries has been able to flatten the pandemic curve, including ours before the latest spike.

In addition to the development of vaccines, we can be cautiously optimistic that the economy is likely to recover earlier than we initially thought. Our ability to persevere through the pandemic is also noteworthy.

JONATHAN LEE

Chief operating officer, Reapfield Properties

RESET — The way the pandemic has caused us to re-invent the way we live and how we re look at priorities. Business and personal lives equally went through resets.

PREVINDRAN SINGHE

CEO and managing director, Zerine Properties

RESET — Everything we do now is a reset. Our understanding of life, business and relationship has to be relooked and reset.

SARKUNAN SUBRAMANIAM

Managing director, Knight Frank Malaysia

CRISIS — The word in Mandarin represents both danger and opportunity. This year we saw businesses that faced danger and yet there were those who seized the opportunity.

SAMUEL TAN

Executive director, KGV International Property Consultants

OPPORTUNITIES — When the market is turbulent and uncertain, many unexpected investment opportunities will abound. The main challenge is whether one can identify them and have the resources and guts to move forward with them. While there will be many challenges, investors must be mindful of pockets of opportunities.

TANG CHEE MENG

Chief operating officer, Henry Butcher Real Estate Sdn Bhd

UNPRECEDENTED — The Covid-19 pandemic was something never experienced on such a scale before and with such devastating impact on people's health as well as the global economy, surpassing other pandemics in the past.

This time, the pandemic affected the whole world and no country big and small has been spared. Everyone everywhere is grappling and struggling with controlling and minimising the impact of the pandemic.

The pandemic has not only revealed the unpreparedness and inadequacy of our health systems to deal with such a crisis which has not only resulted in the loss of many lives but also wreaked havoc on the economy resulting in many business closures and loss of jobs.

Secondly, the year was also unprecedented — Malaysia saw for the first time, the fall of an elected government before it completed its term and the political uncertainty which ensued has continued till today. This situation has distracted the new administration from focusing its full attention on nursing the recovery of the economy hit hard by the pandemic.

MAXXAN TEE KIAT SIONG

Managing director, Maxxan Realty Sdn Bhd

CHANGE — The pandemic has changed our lifestyles, how we do business, creating new business opportunities and eliminating some traditional businesses.

EDDY WONG

Managing director, Nawawi Tie Leung Real Estate Consultants Sdn Bhd

CHANGE — The world has changed irreversibly due to Covid-19 pandemic and we have to re-learn new ways of doing things and adapt to the new normal.

FREEMAN WOO

Co-founder, Kith and Kin Realty Sdn Bhd

ADAPT — With no exception, everyone needs to learn how to adapt to the new normal as we enter into 2021.

Architects

DATUK EZUMI HARZANI ISMAIL

President, Malaysian Institute of Architects (PAM)



PICTURE COURTESY OF THE RESPONDENTS

GEAR-UP — Year 2020 is really telling us to gear up in whatever we are involved with — business, politics, investments, environment protection, humanity, health awareness and morality. The business policies and political landscapes have turned 180 degrees in many countries, including ours.

The China-US trade wars, Brexit, premier elections, flip-flop policies and trade agreements are really challenging our decision-making process. The Covid-19 pandemic which has affected the global economy has added to all these uncertainties. These days, nothing is certain.

Year 2020 is also telling us the important lesson that businesses need to be flexible and agile to adapt to ever-changing political, business and nature climates. It is important to be prepared to survive any crisis.

DR TAN LOKE MUN

Architect and director, Archicentre and DTLM Design Group

AMAZING — A once-in-a-lifetime momentous year. Amazing as there were many firsts and we also saw the best and worst in people, businesses and politics. But the best shall prevail and overcome.

Property auctioneers

GARY CHIA

Executive director, AuctionGuru.com.my

UNCERTAINTY — There are so many unexpected things that caught us off guard. Other than the Covid-19 pandemic, the political instability and market disruptions have also affected our plans for the year.

DANNY LOH

Executive director, Property Auction House Sdn Bhd

ANXIETY — Can't anticipate what lies ahead.

2020 year-end special report

Developers

DATUK LEE TIAN HOCK

Founder and group executive deputy chairman, Matrix Concepts Holdings Bhd

Always be prepared for the worst. Not every day is sunny. We must be prepared for all eventualities especially during the good times for any unexpected situations or crises.

Reacting quickly with a planned and appropriate direction is crucial for the survival of the company as the livelihood of our people is at stake.

Our business continuity plan must be relevant and strategies must be according to the current times and trends.

My strategy is simple and it comes from my experiences in life. I have gone through three crises already. Assume the worst possible scenarios and come up with various suitable plans for sustainability.

DATUK JOSEPH LAU

Group CEO, ParkCity Group



2020 has indeed been a challenging year due to the global health pandemic.

For us, the pandemic has really changed the way we look at daily communication and how we stay connected. With digital technology, we have accelerated our learning to use all the tools and gadgets to stay connected and communicate with each other whether it is for personal or for work.

We have also learnt to be more compassionate towards others especially our staff who are balancing their work and personal lives, having to work from home during the MCO and CMCO. We are very blessed to have all the frontliners keeping us safe as well as making sure we get our daily essentials. This pandemic has also taught us to be self-sufficient and be content with what we have.

Q2 Lessons you have learned in 2020

Adapt and evolve are the keys to deal with the new normal – the respondents of EdgeProp.my year-end poll 2020 share the lessons learned from this crisis.

BY RACHEL CHEW, NATALIE KHOO & CHELSEY POH

**DATUK CHANG KHIM WAH**

President and CEO, Eco World Development Group

2020 has taught us the need to develop a chameleon-like adaptability. Setbacks and opportunities are common, especially after going through the challenges of a global pandemic. The most important thing is how we make the best of these situations. We need to be able to embrace change, reinvent the wheel quickly and constantly equip ourselves with the skills and knowledge to adapt.

BEH CHUN CHONG

CEO, Paramount Property

Businesses globally have undergone some paradigm shifts. Many of the changes have been unprecedented in scale and impact.

However, if our organisation is resilient and agile, we can use McKinsey's 5R pillars — Resolve, Resilience, Return, Reimagination and Reform — to react and tap on the opportunities arising from the crisis.

NGAN CHEE MENG

CEO, Gamuda Land

Learned that I can do much more for the environment through my work. Learned that there is a lot more I can do about health and happiness.

GAN YEE HIN

Executive director, Platinum Victory

It is okay to slow down. The current pandemic has changed the majority, if not all, of our fast-paced way of life and some of our plans. But I believe opportunities are for the people who are prepared.

In the meantime, we are preparing ourselves and waiting for an opportune timing to execute our plans.

LIONG KOK KIT

Chief operations officer (Central), UEM Sunrise Bhd

Never waste a good crisis for learning or investing.

Judges of the EdgeProp Malaysia's Best Managed and Sustainable Property Awards

DR LIM LAN YUAN

President, Singapore Association of Property and Facility Managers

Nothing is certain. It would be useful to be ready for any uncertainty. The way we live, work and play will be different in future and we need to make adjustments to cater to the change. 2020 also highlights the importance of information and communication technology which we now regularly use as normal to communicate with each other.

DR SUHARDI MAULAN

President, Institute of Landscape Architects Malaysia (ILAM)

How fragile our life is and in order to survive, we always must find new ways and be aware of anything that might affect our life.



PICTURE COURTESY OF THE RESPONDENTS

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2020 year-end special report

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Q2 Lessons you have learned in 2020

ADZMAN SHAH MOHD ARIFFIN

President, Malaysian Institute of Property and Facility Managers (MIPFM)

Whatever one may have planned may not materialise even when it is carefully planned due to divine intervention.

ANTHONY LEE TEE

Accredited building inspector and trainer, Architect Centre Sdn Bhd

Covid frontliners are our true heroes. Amazed with how fast we have adapted to working from home, that more is done with less (face-to-face) meetings and speaking normally in front of a camera. However, events and training still need the physical gathering.

CHRIS TAN

Founder and managing partner, Chur Associates

Good health, well-being and meaningful relationships are the most valuable things in life. No man is an island and I am grateful for my team and the support around me.

Property realtors and consultants

FOO GEE JEN

Managing director, CBRE | WTW Group

The future is uncertain. The Almighty is the ultimate decider regardless of our visionary plan or intelligence. The pandemic has really been a reminder that we should not take things for granted and remain humble and grateful for all that we have.

YY LAU

Country head, JLL Property Services (M) Sdn Bhd

We are more adaptable than we had previously perceived. The advent of new norms in various aspects of our lives was a major disruption at first, before we adjusted to them.

Investment and business decisions as well as real estate designs are all being adjusted based on the new norms of the market and working style.



JONATHAN LEE

Chief operating officer, Reapfield Properties

Life is always changing and evolving. Learning to pivot and to be flexible is key. The new way to survive is to thrive.

PREVINDRAN SINGHE

CEO and managing director, ZerIn Properties

We have to be nimble and be able to embrace changes. The turbulent year has also reminded us that family is all that matters.

SARKUNAN SUBRAMANIAM

Managing director, Knight Frank Malaysia

I have certainly learnt the importance of communication technology and the internet, to be prepared for times where physical interaction has to be limited. I have learnt to use such technology to stay in touch with my colleagues and clients.

SAMUEL TAN

Executive director, KGV International Property Consultants

I have learned about the uncertainties and frailties of life both physically, economically and a host of others.

At the same time, I have learned to be resilient with hope and peace. I know the importance of working as a team in the company. I have learned to depend on God who is above all turbulence.

TANG CHEE MENG

Chief operating officer, Henry Butcher Real Estate Sdn Bhd

To be always prepared for the unexpected and to open up our minds to new ways of doing things. We must be prudent at all times and to build up sufficient reserves for rainy days to help the business tide through any prolonged period of difficult business conditions. Always be quick to react and explore new ways to generate new business and not just stick to the conservative strategies.

MAXXAN TEE KIAT SIONG

Managing director, Maxxan Realty Sdn Bhd

A black swan event can be extremely destructive although it appears very rarely. And I will concentrate more on risk management and cash flow management, as the current market is volatile.

EDDY WONG

Managing director, Nawawi Tie Leung Real Estate Consultants Sdn Bhd

That a black swan event like the Covid-19 pandemic can catch all of us on the wrong foot and we have to quickly deal with uncertainties and cope with the demand and supply shocks to the economy. This is a major crisis that reminds us once again to not take things for granted and that being agile and adaptable is critical for survival in this challenging period.

FREEMAN WOO

Co-founder, Kith and Kin Realty Sdn Bhd

Restart — No doubt 2020 is a challenging year, yet it is full of opportunities. It is also a year to remind us not to easily give up a chance or opportunity for better income.

On the other hand, the pandemic has also given me a chance to slow down and not be so busy, which has given me time to re-examine my life and plan better for the future.

Architects

DATUK EZUMI HARZANI ISMAIL

President, Malaysian Institute of Architects (PAM)

Work-from-home is something practical that can be more productive than working in the office. Less travelling, less fuel to burn, less time caught in traffic and more focus on work. Meetings can be arranged virtually online, borderless and very efficient. What I thought was not practical, actually is practical. What could not be done, actually can be done. We just need to change the way we think and do it.

DR TAN LOKE MUN

Architect and director, Archicentre and DTLM Design Group



PICTURE COURTESY OF THE RESPONDENTS

Life started to whizz past real fast, so I made a decision not to waste the best years of my life. To enjoy every moment with loved ones and to savour each day meaningfully with relevant people.

Property auctioneers

GARY CHIA

Executive director, AuctionGuru.com.my

Anticipating the market will remain with a lot of uncertainties, we tend to be more conservative and sensitive in market/business investment.

DANNY LOH

Executive director, Property Auction House Sdn Bhd

Not to take things for granted, appreciate and be content with what we have.



2020 year-end special report

Q3 Where were you this time last year? Where do you wish to be now?

We are restricted from travelling overseas this year but sweet memories will keep us looking forward to a better year ahead. Here are the places the respondents of EdgeProp.my year-end poll 2020 were at last year and their planned vacation destinations for this year, which of course have been all postponed due to the Covid-19 pandemic.

BY **RACHEL CHEW,**
NATALIE KHOO
& **CHELSEY POH**

Developers

DATUK LEE TIAN HOCK
Founder and group executive deputy chairman
Matrix Concepts Holdings Bhd

I was on a group holiday in Turquoise Coast in December 2019, a city called Antalya in Turkey, in the Southern Mediterranean region. Beautiful city with lots of seaside resorts and golf courses. Of course, I brought my golf clubs too and the weather was just great and nice to tee off. It was a good time to reflect and relax while we played golf almost every day.

Of course, I would wish to be there now, yes, Antalya again, and golfing. That is usually the time for my friends and I to reconnect and exchange ideas as well as our thoughts on matters of interest to all of us while we golf.

Our group is multiracial and we can speak our minds openly with each other. No holds barred — conversations and times spent like these are invaluable to all of us and it also keeps us in check of our values, understanding and respect for one another.

DATUK JOSEPH LAU
Group CEO, ParkCity Group

Holidaying in Tokyo, Japan with family and friends. But right now, nothing is better than being at home with my loved ones.

I'm really grateful that I can enjoy the comforts of home while many frontliners are putting their lives on the line to keep us safe. So being able to just be home, safe and sound is a real blessing.



DATUK CHANG KHIM WAH
President and CEO, Eco World Development Group

I was spending time with my family in Hokkaido, Japan. Now a simple dinner with family and friends or a friendly football match with the boys is like a gift not to be taken for granted.

BEH CHUN CHONG
CEO, Paramount Property

I was in Busan, South Korea and Sapporo, Japan last year.



NGAN CHEE MENG
CEO, Gamuda Land

Sabah. I think the pandemic gives us the opportunity to explore Kuala Lumpur and Selangor a lot more. There are places I didn't know existed in KL and Selangor. Besides, nothing beats familiar places, especially food.

GAN YEE HIN
Executive director, Platinum Victory

Malaysia. I wish I was in the USA for the New Year. Besides joy and leisure from my breaks away from the hustle and bustle of work, travelling to new places means new exploration of places that are unfamiliar and "fresh" to us, observing the local's everyday livelihood and seeing different architectural structures.

These places give a fresh new perspective and inspiration for my work, and it makes for a good conversation starter!

LIONG KOK KIT
Chief operations officer
(Central), UEM Sunrise Bhd

Tokyo. I really wish I were there right now. I've missed the food and the hospitality of the Japanese people.

Judges of the EdgeProp Malaysia's Best Managed and Sustainable Property Awards

DR LIM LAN YUAN
President, Singapore Association of Property and Facility Managers

Singapore. In Singapore — why take the risk of being affected by Covid-19 while travelling outside the country?

DR SUHARDI MAULAN

President, Institute of Landscape Architects Malaysia (ILAM)

Kelantan spending time with my in-laws; enjoying the rich culture of the Kelantanese. This year, I wish to be in a deep forest of Pahang or Sabah to find solitude and calmness.

ADZMAN SHAH MOHD ARIFFIN

President, Malaysian Institute of Property and Facility Managers (MIPFM)



My family and I were travelling extensively on holiday in 2019 in Europe, Thailand and Australia.

I also travelled to Korea and Japan on business trips. We closed the year with a family trip to Langkawi in December 2019 and I must say that a domestic holiday is far more enjoyable.

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2020 year-end special report

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Q3

Where were you this time last year?
Where do you wish to be now?**ANTHONY LEE TEE**Accredited building inspector and trainer,
Architect Centre Sdn Bhd

Nakasendo, Beijing and Moscow for the perfect balance of family time and work.

We had hoped by now flying restrictions would have been lifted. No overseas holiday plans for the next 12 months, best to wait and see. So many amazing options for Cuti-cuti Malaysia.

CHRIS TAN

Founder and managing partner, Chur Associates

Singapore for the U2 concert. I wish to be in Penang this year for an island getaway to support local tourism and visit friends and family in my hometown.

Property realtors
and consultants**FOO GEE JEN**

Managing director, CBRE | WTW Group

Our family was occupied with my daughter's wedding preparation this time last year. Took a short trip to Miri, home of son-in-law, for an eye-opening experience of the diverse geographical landscape and activities.

This year, I am happy to stay at home, to spend time with my family and friends.

YY LAU

Country head, JLL Property Services (M) Sdn Bhd

Malaysia. I'm fine not travelling for now but if I were to travel, I would like to travel domestically and appreciate Malaysia more.

JONATHAN LEEChief operating officer,
Reapfield Properties

Malaysia. Wish to be in Japan and Xi'an in China.

**PREVINDRAN SINGHE**CEO and managing director,
Zerin Properties

Istanbul, Turkey. Currently, I wish to be in Florence, Italy with my family to enjoy the slow pace, food, wine, vista, weather and get sanity back into my soul.

SARKUNAN SUBRAMANIAM

Managing director, Knight Frank Malaysia

Since my brother visited me from Perth, the family did not go on any overseas trip, but instead went to Penang for our holidays. Now I wish I could go to Croatia for a holiday as our planned trip in May was cancelled due to you know what.

**SAMUEL TAN**

Executive director, KGV International Property Consultants

I was in the UK and Australia in 2019. I wish I am back in the UK again to visit my son.

TANG CHEE MENG

Chief operating officer, Henry Butcher Real Estate Sdn Bhd

I was in Taipei last December for a family holiday. Had plans to holiday in Switzerland or Germany this year but I have decided to just take a break in Penang as I have not been back to my hometown since last Chinese New Year.

MAXXAN TEE KIAT SIONGManaging director,
Maxxan Realty Sdn Bhd

Taiwan. I wish I could be in Japan now, because I love the food there so much!

EDDY WONG

Managing director, Nawawi Tie Leung Real Estate Consultants Sdn Bhd

Ho Chi Minh City, Vietnam for a family holiday. This year, I would very much like to visit Singapore where my siblings and in-laws are, to spend time with family members.

FREEMAN WOO

Co-founder, Kith and Kin Realty Sdn Bhd

I visited several places in 2019 — Finland, Switzerland and London. But there is no place like home. All I wish now is not to see more places, but to go back to my hometown, Kuantan to spend some time with my mother.

Architects

DATUK EZUMI HARZANI ISMAIL

President, Malaysian Institute of Architects (PAM)

I usually do not travel in December, as hotels and tourist spots are crowded. So my wish is already granted in a way. Actually every December, I tend to spend time with family and relatives gathering at home during year-end school holidays.

We had a family holiday in London in February 2019 though, and we are looking forward to having a nice holiday in Perhentian Island early next year by March after the monsoon season is over.

**DR TAN LOKE MUN**Architect and director,
Archicentre and DTLM Design Group

Melbourne, Australia for my son Matthew's graduation, then in Kyoto and Osaka for a family reunion with my brothers and mum. At the moment, hoping to be in an art gallery or museum to chill, relax and be invigorated by art.

Property
auctioneers

PICTURE COURTESY OF THE RESPONDENTS

GARY CHIAExecutive director,
AuctionGuru.com.my

Guangzhou, China and Bangkok. If not for Covid-19, I should be in Japan or Europe now.

DANNY LOH

Executive director, Property Auction House Sdn Bhd

I was in Penang last December. I have postponed all my travel plans this year, including the planned year-end Japan trip.



2020 year-end special report

Q4 Where do you wish to be this time next year?

Japan and Europe are the popular choices for the respondents of EdgeProp.my year-end poll 2020, but it's not about the destination, as most of them just want to be with their families. As Paul Pearsall says, "Our most basic instinct is not for survival but for family."

BY RACHEL CHEW, NATALIE KHOO & CHELSEY POH



Developers

DATUK LEE TIAN HOCK

Founder and group executive deputy chairman, Matrix Concepts Holdings Bhd

Again, I would say Antalya, Turkey or maybe Dubai.

It must include golf. It is not so much of the game itself but the camaraderie we share. What we have as a group is rare nowadays, more so, we are of different races and religions yet we can be candid and honest without malice or ill-intent — this is the understanding of the older generation of Malaysians, I believe.

The game of golf is just the turntable, the friends are the vinyls and the conversations are the music to the ears which inevitably feeds the soul.

DATUK JOSEPH LAU

Group CEO, ParkCity Group

In the worst case scenario where the pandemic is still a threat, living in my current home in Desa ParkCity is ideal as I love the township.

If all goes well, I do hope I can return to my hometown in Kuching, Sarawak to visit and celebrate Christmas with my family.

DATUK CHANG KHIM WAH

President and CEO, Eco World Development Group

If we were lucky enough that travelling became a norm again by then, then "mana-mana pun boleh!" It's the company and the experience itself that are most fulfilling, so I'm really looking forward to better times ahead.

BEH CHUN CHONG

CEO, Paramount Property

Right now, I wish I could be in Lapland, Finland for a snowy winter break. This will be on top of my destination list for next year.



NGAN CHEE MENG

CEO, Gamuda Land

With my daughters wherever they are.

GAN YEE HIN

Executive director, Platinum Victory

Probably European countries with a rich melting pot of cultural diversity.

LIONG KOK KIT

Chief operations officer (Central), UEM Sunrise Bhd

Hokkaido in Japan. I have always wanted to try skiing and where else to do it if not Niseko?

Judges of the EdgeProp Malaysia's Best Managed and Sustainable Property Awards

DR LIM LAN YUAN

President, Singapore Association of Property and Facility Managers

It does not matter where. If it were safe to travel, it would mean that the world would have, to a large extent, controlled the spread of the virus or produced an effective vaccine against the virus.

DR SUHARDI MAULAN

President, Institute of Landscape Architects Malaysia (ILAM)

In Japan to see some snow.

ADZMAN SHAH MOHD ARIFFIN

President, Malaysian Institute of Property and Facility Managers (MIPFM)

Take time off to travel with my family to Sabah. I truly hope and pray that the Covid-19 pandemic would be behind us by then.

ANTHONY LEE TEE

Accredited building inspector and trainer, Architect Centre Sdn Bhd

My hiking boots are collecting dust. I have had enough of Zoom meetings and I want to go outdoors to enjoy the fresh air with my family and friends.

CHRIS TAN

Founder and managing partner, Chur Associates

A post-pandemic Malaysia.

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Anthony Lee Tee (left) and family.

PICTURE COURTESY OF THE RESPONDENTS

2020 year-end special report

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Q4

Where do you wish to be this time next year?

Property realtors and consultants

FOO GEE JEN

Managing director, CBRE | WTW Group

I hope I can have a month off next year this time to hit the road again. A friend, who is a 4-by-4 enthusiast, has proposed to go on a pan-Borneo trip from Kuching to Sandakan.

At the least, I certainly hope I would have more time for my old favourites of scuba diving and hiking. Gunung Tahan and Mulu Cave sound good to me.

YY LAU

Country head, JLL Property Services (M) Sdn Bhd

Sabah. Besides offering interesting and beautiful places, the Sabah property market is getting more and more active.

JONATHAN LEE

Chief operating officer, Reapfield Properties

In Xi'an in China and Japan.

PREVINDRAN SINGHE

CEO and managing director, Zerin Properties

Waiheke Island, off Auckland in New Zealand. The real estate there is awesome!

SARKUNAN SUBRAMANIAM

Managing director, Knight Frank Malaysia

Overseas. Take me anywhere away from being stuck in Malaysia. Cuba will be great, as that was the best holiday I had a few years ago.

SAMUEL TAN

Executive director, KGV International Property Consultants

I wish, like everyone, to be free to move around without the fear of the virus infection. It should also be a time when I could reflect on the victories over the challenges faced in 2020.



TANG CHEE MENG

Chief operating officer, Henry Butcher Real Estate Sdn Bhd

Probably Switzerland or Germany if the global pandemic were brought under control and there were no more travel restrictions.



MAXXAN TEE KIAT SIONG

Managing director, Maxxan Realty Sdn Bhd

Germany.

EDDY WONG

Managing director, Nawawi Tie Leung Real Estate Consultants Sdn Bhd

Visiting North America because it would mean that my son would have successfully secured a place in a university of his choice there.

FREEMAN WOO

Co-founder, Kith and Kin Realty Sdn Bhd

Since I am unable to celebrate a white Christmas spent in Niseko in Hokkaido, Japan this year, I wish it for my next Christmas.



Architects

DATUK EZUMI HARZANI ISMAIL

President, Malaysian Institute of Architects (PAM)

Have a small family gathering at home with relatives from Kelantan and Terengganu. It is the rainy season in the east coast during this time, so we would invite relatives to come down to Kuala Lumpur for a week's stay.

DR TAN LOKE MUN

Architect and director, Archicentre and DTLM Design Group

Either Milan or Bali.

Property auctioneers

GARY CHIA

Executive director, AuctionGuru.com.my

Bangkok or Taiwan.

DANNY LOH

Executive director, Property Auction House Sdn Bhd

To be with my family on holiday abroad.



PICTURE COURTESY OF THE RESPONDENTS



2020 year-end special report

Developers

DATUK LEE TIAN HOCK
 Founder and group executive deputy chairman, Matrix Concepts Holdings Bhd

Wishing right now for 2021 is just wishful thinking and I am no different from everyone else.

In this sense, I would wish for the pandemic to be over and life can return to normal. Then again, that is just a wish.

My hope and prayer would be that we Malaysians can live harmoniously and respect each other's religions and beliefs, understand each other's cultures and traditions and value the country that we are born in.

Each of us has a right as a citizen and we have a role to play in keeping our country safe from harm — be it external threats or even internal socio-political squabbles which are being played up often by many parties and is detrimental to the rakyat.

Malaysia is for Malaysians and we must progress in our mindsets and wills to push Malaysia further in terms of economic development, civic-mindedness and social maturity towards meritocracy-based progression, and even egalitarianism doctrines in certain areas of policy-making to ensure our future generations stay true to their roots in Malaysia.

DATUK JOSEPH LAU
 Group CEO, ParkCity Group

I wish I had a magic wand to banish the pandemic but we know the reality! However, I am optimistic for a brighter and glorious 2021 year ahead for all of us.

DATUK CHANG KHIM WAH
 President and CEO, Eco World Development Group

The world to heal, good health for everyone and for the vaccine to be readily available to all. To stay positive and test negative, as the saying goes.

BEH CHUN CHONG
 CEO, Paramount Property

For Covid-19 to be effectively managed so that we could recover in all aspects including health, business and economy.

NGAN CHEE MENG
 CEO, Gamuda Land

We could all move on smoothly towards the new normal.

GAN YEE HIN
 Executive director, Platinum Victory

We could return to a more peaceful lifestyle — with a harmonious country, stable economy, as well as families and friends being able to reunite.

LIONG KOK KIT
 Chief operations officer (Central), UEM Sunrise Bhd

That the markets would stabilise and the Covid-19 outbreak would be under control.

Q5

Your wish for 2021

Despite anticipating a new year with uncertainties and volatilities, all the respondents of EdgeProp.my year-end poll 2020 still have faith in 2021.

BY **RACHEL CHEW, NATALIE KHOO & CHELSEY POH**



Gan Yee Hin.



ADZMAN SHAH MOHD ARIFFIN

President, Malaysian Institute of Property and Facility Managers (MIPFM)

An end to the pandemic — to wake up one morning knowing that the Covid-19 vaccine would be available and that my family would be safe and sound.

ANTHONY LEE TEE

Accredited building inspector and trainer, Architect Centre Sdn Bhd

Immunity for the community.

More organisations accepting a balance between working from home and office. And with that wish, access to faster, more reliable and stable internet speeds for ALL Malaysians, everywhere.

CHRIS TAN

Founder and managing partner, Chur Associates

The world to come to terms with living with Covid-19, and personally, to be able to travel freely again as well as speaking on stage again.

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Judges of the EdgeProp Malaysia's Best Managed and Sustainable Property Awards

DR LIM LAN YUAN

President, Singapore Association of Property and Facility Managers

We could get back to normal soon — to move and interact freely with anyone without constraints as we did before Covid-19.

DR SUHARDI MAULAN

President, Institute of Landscape Architects Malaysia (ILAM)

Find a balance in the new normal that would not deter us from functioning well as humans as well as a society at large.



Liong Kok Kit.



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2020 year-end special report

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Q4 Your wish for 2021

Property
realtors and
consultants

FOO GEE JEN

Managing director, CBRE |
WTW Group

I suppose my wish is similar to the wish of many people — the world and our lives back to ordinary. Well, hopefully I can resume the Malaysian culture again soon — a sip of teh tarik with buddies at the mamak. “Kurang manis” of course.

YY LAU

Country head, JLL Property
Services (M) Sdn Bhd

For the economy and livelihood to recover and improve.

JONATHAN LEE

Chief operating officer,
Reapfield Properties

To have the vaccine for Covid-19 and to be able to have better stability in everything from economy to the political scene.

PREVINDRAN
SINGHECEO and managing director,
Zerin Properties

An effective vaccine would be made available for the people. I also hope to see a new world order that is less chaotic — from the US, Europe to Asia.

SARKUNAN
SUBRAMANIAMManaging director, Knight
Frank Malaysia

My wish is the same as most, I guess, that is to see the Covid-19 pandemic ended. That life can carry on as before, especially going for overseas holidays.

SAMUEL TAN

Executive director, KGV
International Property
Consultants

My wish is that the Covid-19 pandemic will taper off and new vaccines will be able to treat it.

Also in my wish is for all families and businesses to be able to make up for what they have lost in 2020, be it financially, spiritually or physically. May 2021 be a breakthrough year for me and others.

TANG CHEE MENG

Chief operating officer, Henry
Butcher Real Estate Sdn Bhd

A really effective and safe vaccine to be made available soon so that life could go back to as normal as possible and all businesses were able to rebuild and recover. That all the political manoeuvring and bickering would come to a stop so that our country's leaders could focus on putting the country on a growth path. Lastly, it is my wish for everyone to stay safe and healthy.

EDDY WONG

Managing director, Nawawi
Tie Leung Real Estate
Consultants Sdn Bhd

We could overcome the crisis — economic activities resumed to pre-pandemic levels, life got back on track and we all got to live happily ever after.

MAXXAN TEE
KIAT SIONGManaging director,
Maxxan Realty Sdn Bhd

I believe in the power of creation. To achieve something, one should set a target and come out with an execution plan to realise it.

FREEMAN WOO

Co-founder, Kith and Kin
Realty Sdn Bhd

The biggest wish is to win the battle against Covid-19. I also wish for all to stay healthy and safe during this tough time.

Architects

DATUK EZUMI
HARZANI ISMAILPresident, Malaysian
Institute of Architects (PAM)

I wish 2021 would bring us better government service quality, business ethics, political will and environment quality that could bring a new meaning to humanity and morality.

DR TAN LOKE MUN

Architect and director,
Archicentre and DTLM
Design Group

Another greater and more amazing year.

Property
auctioneers

GARY CHIA

Executive director,
AuctionGuru.com.my

Vaccines to be available as soon as possible and everyone to stay safe, as well as market stability. Stay healthy, safe and happy.

DANNY LOH

Executive director, Property
Auction House Sdn Bhd

Wish that the economy would recover as soon as possible and wish my children could come back to visit me with ease with no more border restrictions.

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DEC 18
ISSUE



The Aerobar in Gamuda Cove which offers a unique dine-in experience 35-metre in the sky is expected to become one of the attractions of the township.

‘Placemaking’ redefines the all-important location factor

BY NATALIE KHOO, RACHEL CHEW AND TAN AI LENG

Location remains the mantra in property buying, but what makes a location?

Easy accessibility, proximity to all amenities, close to business hubs are among the must-haves in a good location.

Are these enough, especially now that everyone is adapting to a new normal way of living?

Enter “placemaking”, a development element crafted and touted to create uniqueness in an address.

Real estate consultancy Savills Malaysia managing director Datuk Paul Khong describes placemaking as an art of creating a distinctive sense of place in order to capture people to a location and to ensure their repeated return.

“As such, placemaking may not necessarily take a physical real estate form. It rides on the real estate element to derive an environment that is either culturally rich, engaging or economically thriving,” Khong explains.

Many developments abroad have incorporated such strategic placemaking concepts and have seen higher market values, better sales and lease-ups, greater community buy-ins and better branding.

“Placemaking is a multi-faceted planning approach to design and managing public spaces. It looks at the local community’s assets and inspiration to create public spaces that promote people’s health and well-being,” adds Khong.

Meanwhile, urbanisation has opened up business opportunities and attracted job-seekers nationwide to move around to secure jobs. Eventually, a safe and close-knit community is something these city-dwellers are looking at when deciding to settle down.

Yit Seng Realty team leader Wong Ai Ling observes that placemaking is one of the requirements in an urban homebuyer’s checklist nowadays.

“In the Klang Valley, we notice that many owners and tenants are actually born and bred in urban cities. Most of them have moved from

outstation to the Klang Valley because of job opportunities while some foreigners who are professionals have even shifted to Malaysia from overseas,” she says.

When people are not local, the Chinese have a saying: “Close neighbours are better than relatives from afar”. Thus, placemaking has become one of the important features in development as it helps to create a healthy community connection, which also helps in bonding the society and different cultures together.

“I notice those townships which have sold their products successfully, for example, Desa ParkCity and Gamuda Gardens — a common trait they have on their master planning is that it consists of huge recreation parks, a big playground for children, neighbourhood mall, club house with comprehensive facilities [and others],” adds Wong.

SAVILLS MALAYSIA



Khong: Placemaking elements are usually the USP and a key differentiator in successful real estate projects as it could turn developments into destinations.

Value-added element to attract buyers

Placemaking is also as an economic development strategy where the community’s public amenities can be used to make economic progress.

Commenting on the importance of placemaking, Reapfield group chief operating officer Jonathan Lee tells EdgeProp.my that it is key because it is a value-added element to gain buyer traction.

“We have way passed the ‘sell and bye’ era that only sells you a roof over your head. The consumer is looking to get more than what they pay now, especially when we are now in the buyer market.

“Many developers understand this and are trying to create more value to the consumer,

CONTINUES NEXT PAGE →



Street arts may not directly increase the property value but it has revitalised the older areas in George Town, creating new business opportunities.

FEATURE



PICTURES BY GAMUDA LAND

Mixed developments that come with leisure and recreational elements, such as a well-planned central park with playground and retail components, will be more appealing to homebuyers.

← FROM PREVIOUS PAGE

hence the mushrooming of integrated township developments in the past decades. However, it is never enough to just provide the structured buildings, what is important is to bring these buildings to life,” Lee notes.

He explains that merely having a commercial component in a residential development will never make a place alive, but the developer’s thought behind it — on how to make it the centre of community will, such as organising community activities and bringing in the right tenant and brand.

Lee also highlights that a thriving and convenient community hub has become even more important now when people have to work from home more often than ever.

For example, the twentyfive.7 in Kota Kemuning which comprises retail elements and open spaces, such as The Buzz.ar, has provided the residents a place to shop for their daily necessities and a spot for hanging out, dining and relaxing outdoor activities.

“Restaurants, grocery stores and recreational facilities that are located within a walkable community have become very attractive when you don’t have to travel to other places for work.

“I believe [now] a lot more buyers will take the ‘work-from-home-able’ element into serious consideration when purchasing a new property — whether the community is supported by high-speed broadband, comes with recreational facility and if the community centre is supportive and lively enough, because after all, humans being human, we need a social life,” he comments.

Sharing the cost for a better environment

By incorporating placemaking elements in a development, it allows residents to share the costs of management and maintenance.

For instance, Yit Seng Realty’s Wong says a simple example will be the property owners could share the cost to hire landscape professionals to maintain the landscape of their surroundings.

With placemaking elements, they could enjoy more other common facilities or public spaces that offer them an ideal living environment.

“Some developers have great ideas on planning the public space. When the placing of public spaces is located at the centre, it provides easy accessibility for the entire neighbourhood as it encompasses the entire township,” says Wong.

Hence, when a development is designed well with placemaking features, it helps the neigh-

REAPFIELD



Lee: It is never enough to just provide the structured buildings, what is important is bring these buildings to life.

YIT SENG REALTY



Wong: When the development is designed well with placemaking features, it helps the neighbourhood to create sustainable friendships and better sociability.

The Discovery Park at the 1,530-acre Gamuda Cove development is one of the examples of placemaking.

bourhood to create sustainable friendships and better sociability.

Inevitably, a township with successful placemaking will increase the value of the properties therein as well due to the higher demand from people wanting to live in such neighbourhoods.

More about software building

The key driver of placemaking is about the “software” building — on how to bring in vibrancy through space and activity planning. This is not limited to new developments, even matured areas could also be revitalised through placemaking.

One notable example is the Happy Mansion in Seksyen 17, Petaling Jaya, which has become a hype for youngsters, foodies and cafe goers.

Savills Malaysia’s Khong says placemaking can be just about anywhere as it basically engages the community and creates an “outside-the-box” use of spaces or repurposes old and uninspiring places.

“Placemaking elements are usually the unique selling point (USP) and a key differentiator in successful real estate projects as it could turn developments into destinations. The way forward for urban planning is to create places where people want to work, live and play,” he emphasises.

For example, Khong says street arts around George Town and Ipoh and now in various other cities around the country may not directly drive property values, but they have increased

the places’ attractiveness and drawn crowds.

Another example is the Discovery Park at the 1,530-acre Gamuda Cove development near Kuala Lumpur International Airport. The 23-acre outdoor leisure and recreational park offers a place for adventure seekers who just want a short getaway from the city with adrenaline-pumping activities such as Moto Maniac Dirt Bikes and Blastacars Drift Karts.

From enhancing the marketability of residential and commercial projects to revitalising communities, placemaking is something that all urban planners should incorporate, adds Khong.

Reapfield’s Lee concurs the importance of placemaking, adding that the placemaking element will stay relevant no matter what, including during the pandemic time when social activity is discouraged.

“I have no doubt that placemaking is the key of success to a township moving forward. It is just the matter of how the developer is approaching it. We cannot deny that humans need social life even when we are constantly reminded to keep a social distance and avoid crowded places. But take a look at the shopping malls and travel destinations after CMCO (Conditional Movement Control Order) was lifted in certain areas — it has best proved that humans need social activities even when it is risky.

“Therefore, placemaking will continue to stay relevant in future township developments. The key is how the developer is going to replan it,” Lee concludes.





What is the **plausible recovery trend** for Malaysia post-Covid-19?

BY DR FOO
CHEE HUNG



No one could have predicted the economic impacts of Covid-19 which have surpassed those of any other previous economic crises. While past crises recorded tended to impact only affected sectors or countries, Covid-19 is a communicable disease that spreads quickly across countries, and the associated economic costs are the consequences of needed containment measures for the pandemic — restricting travel, shuttering non-essential businesses, implementing universal social distancing policies, etc — which have halted a majority of business activities and caused a worldwide standstill.

When the virus outbreak just started and the movement control order (MCO) was first implemented in March 2020, many thought that the Malaysian economy would rebound in the second half of the year. But this hope faded along with the second and third waves of the outbreak.

Judging from the current development, where the mutations of the virus are still an ongoing threat, there will likely be no real recovery unless the virus is thoroughly eradicated.

So, here is the perception of the Malaysian economy in the next one

No recession can last forever, and neither will the one we are facing now. A recession will always be followed by a recovery due to its cyclical nature.

or two years — it is moving towards the bottom with some industries grinding to a halt and registering negative growth, but it will not totally collapse due to the rapid government intervention to protect jobs and businesses.

However, no recession can last forever, and neither will the one we are facing now. A recession will always be followed by a recovery due to its cyclical nature. In general, there are four distinct recession and recovery shapes — V, U, W, and L — depicting the possible trends that could happen to the economy, from the best- to the worst-case scenario.

A V-shape is the best-case scenario, where sharp decline in the economy is immediately followed by a rapid recovery back to its previous peak, bolstered especially by economic measures and strong consumer spending.

- A **U-shape** could happen if the economy stagnates for a few quarters or up to two years, before experiencing a relatively healthy rise back to its previous peak.
- In a **W-shape** scenario, the economy falls into recession and recovers with a short period of growth; then falls back into recession before finally recovering,

giving a “down up down up” pattern resembling the letter W.

- **L-shape** will be the worst-case scenario as it exhibits a sharp decline in the economy, followed by a slow recovery period that could take several years or even decades to recoup to previous levels.

The strength of the recovery

By studying the quarterly real gross domestic product (GDP) growth of the country throughout 1997–2020, one would find that Malaysia had experienced three periods of economic contractions prior to the Covid-19 recession: Asian Financial Crisis (1997–1999), Dot-com Bubble (2000–2002) and Global Financial Crisis (2007–2009).

Except for the one posed by Dot-com Bubble, the impacts of the other two crises affected the country significantly; where Malaysia's GDP contracted 11.2% and 5.8% respectively during the Asian Financial Crisis and Global Financial Crisis; compared to a contraction of 0.4% incurred during the Dot-com Bubble (Figure 1).

One common feature of these past recessions is that they all

showed a V-shape recovery, where the economy suffered a sharp decline with a clearly defined trough, followed by a strong recovery within five quarters.

The strength of the recovery is closely related to the severity of the preceding recession; where the more it declined, the higher level it reached after the recovery. Most importantly, the consumer sentiment index (CSI) follows the trajectory of GDP growth. As soon as the country's economy shows signs of improvement, there is an increment in CSI.

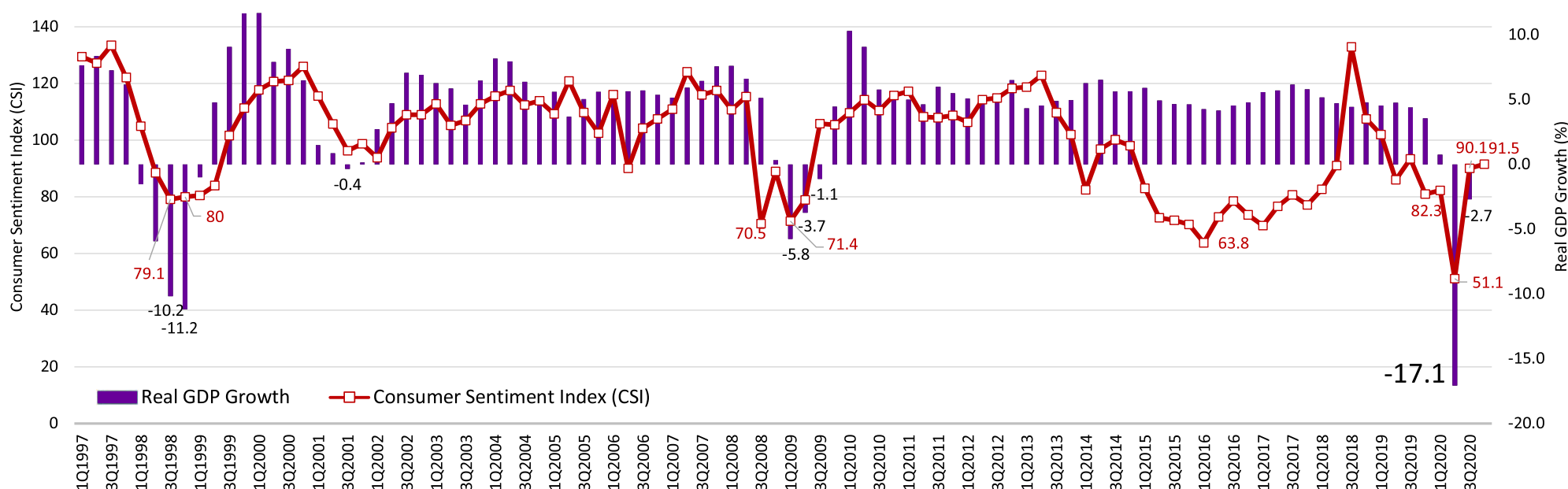
Likewise, in the case of the Covid-19 recession, one can foresee the country's economy is set to rebound, given the slower GDP contraction of 2.7% in the third quarter versus a 17.1% contraction in the second quarter of 2020.

This is also evidenced by the improved CSI from 51.1 in the second quarter to 90.1 and 91.5 in the subsequent third and fourth quarters, since the containment has been gradually relaxed, along with the reopening of commercial activities.

Coupled with other key economic tracking metrics, such as the increased volume and value of property transactions, the dropped

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Quarterly real GDP growth vs. consumer sentiment index (CSI), 1997–2020



PROPERTY CHAT**← FROM PREVIOUS PAGE**

unemployment rate and the increased bank loan applications, as well as the recent news on the availability of vaccine, the country's economy will likely recover in a V-shape performance in 2021.

Nevertheless, the duration of the Covid-19 recession will only be obvious in hindsight. The recovery path is still fragile as the pace of recovery is no longer depending solely on how efficient Malaysia can limit both the health and economic damage from Covid-19, but also on how well other countries do in avoiding the prospect of an extended downturn.

If the rest of the world is still experiencing the virus outbreak, then our country's borders will remain closed, and our economic recovery will still stall. In this sense, a U-shape recovery — indicating a longer recovery path — is likely to happen. Given that the consumer's confidence is sensitive to adverse events, a W-shape could take place too, showing a tempting promise of recovery but dipping back into a sharp decline, if the vaccine does not show its expected effectiveness.

While an L-shape case is unlikely to happen, one should realise that those structural and fundamental weaknesses inherent in the country's economic system — low income level of employees; lack of competitiveness; over-reliance on twin-oil commodities; outdated,

inefficient and opaque government policies that suppress meritocracy; as well as slow adoption of new technologies that causes low productivity — still persist and are expected to aggravate due to Covid-19, thereby placing a drag on the overall economic recovery.

Though Malaysia's economy has grown at a compound rate of 4.7% in the past 10 years, much of this growth has in fact been boosted by debt-fueled consumption binge. Investment — once the lifeblood of the country's rapid economic development — has been taken over by both private consumption and government spending as the main growth drivers of the economy.

While consumption is still capable of being the engine of future growth, it is hardly being supported by the decreasing disposable incomes and the rising cost of living. One can observe that throughout 2015–2018, CSI was low even though the economic conditions were relatively good.

This is an obvious indication that the problem of income gap in the country has compounded; in addition to the introduction of the goods and services tax (GST) that led to a less optimistic outlook for most Malaysians.

Meanwhile, since the Asian Financial Crisis, banks have gravitated towards consumers and away from business loans. A significant

One should realise that, in a recovery market, the movement will only go up if the private sector can access more and cheaper credit.

portion of bank liquidity goes to mortgages and hire purchase. Small and medium enterprises (SMEs) and startups with little financial track record and hard assets for security have limited funding operations. This has inevitably constricted the entrepreneurship, innovation, as well as higher productivity growth of the country's economy.

More catalysts needed for private sector

One should realise that, in a recovery market, the movement will only go up if the private sector can access more and cheaper credit. This is because such an initiative will incentivise the private sector to invest, to make money, and to

create jobs that lead to higher incomes for both Malaysian workers and the country.

Given that SMEs are the backbone of the country's economy that account for the majority of employments and job creations, the collapse of SMEs will surely push up the unemployment rate while lowering the overall consumption power.

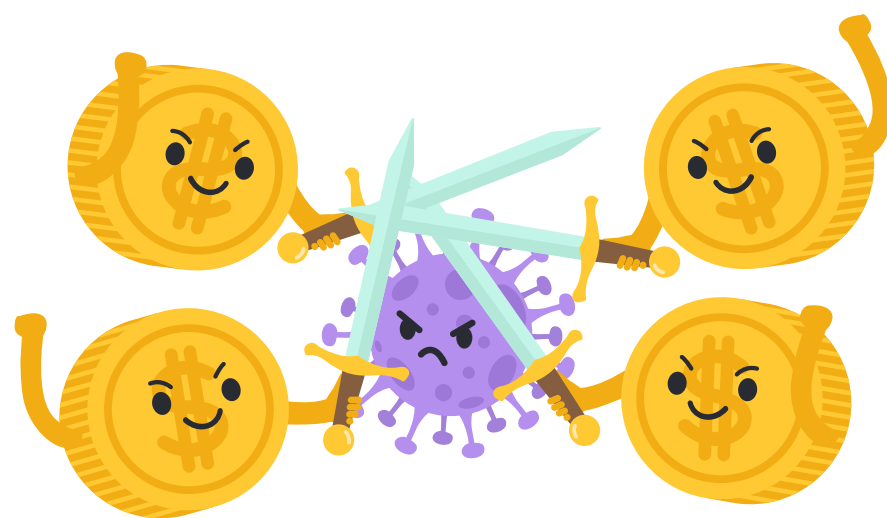
The shrinking consumption power will then intensify the market recession and further damage the already sluggish economy. As such, from a macroeconomic perspective, the government should place more emphasis on helping industries and businesses to survive, to grow and to transform.

It is time for the government to undertake reform, so as to rebuild the country's strengths and to pre-

pare for the future. Reforms should not only address the immediate economic vulnerabilities, which include enhancing the fiscal position and strengthening household resilience; but should also focus on rejuvenating private-sector-led investments.

This will not only ensure a sustainable growth, create jobs, raise the overall productivity and per capita income, which, in turn, will underpin domestic consumption growth and lift the living standards of the people; but also will help in strengthening the country's competitiveness once the country reopens its borders after the pandemic.

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



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**RM18,948,600****Kg Sungai Sendayan, Port Dickson, Negeri Sembilan****Type:** Agricultural land **Tenure:** Freehold
Land size: 29 acres**Aaron Leong** (REN 42070)REAPFIELD PROPERTIES (HQ) SDN BHD (E (I) 0452)
☎ +6019 380 6687**RM628,000****Savanna, Bukit Jalil, Kuala Lumpur****Type:** Condominium **Tenure:** Freehold
Built-up: 1,212 sq ft **Bedroom:** 4 **Bathroom:** 2**Agnes Aloysius** (REN 04450)REAPFIELD PROPERTIES (PUCHONG) SDN BHD
(E (I) 0452/8) ☎ +6012 326 3379**RM580,000****Taman Sri Nanding, Hulu Langat, Selangor****Type:** Terraced house **Tenure:** Leasehold
Built-up: 1,730 sq ft **Land size:** 1,200 sq ft
Bedroom: 4 **Bathroom:** 3**Azemi** (REN 15376)JAZ INTERNATIONAL MALAYSIA SDN BHD
(VEPM (I) 0120) ☎ +6017 356 9452**RM650,000****Centrestage, Petaling Jaya, Selangor****Type:** Condominium **Tenure:** Leasehold
Built-up: 915 sq ft **Bedroom:** 4 **Bathroom:** 2**Brian Sen** (REN 40684)ERE REALTOR (E (3) 1817)
☎ +6018 281 0248**RM340,000****Taman Sentosa, Klang, Selangor****Type:** Terraced house **Tenure:** Freehold
Built-up: 1,100 sq ft **Bedroom:** 3 **Bathroom:** 2**Chris Khaw** (REN 38383)THE ROOF REALTY SDN BHD (E (I) 1605/1)
☎ +6016 860 9836**RM350,000****Tiara Duta, Ampang, Selangor****Type:** Condominium **Tenure:** Leasehold
Built-up: 963 sq ft **Bedroom:** 3 **Bathroom:** 2**Den Lam** (REN 13458)CID REALTORS SDN BHD (E (I) 1855)
☎ +6017 336 9197**RENTED FOR****RM6,000/mth** (RM7.30 psf)**Studio unit at St Regis
The Residences,
Kuala Lumpur****Concluded by: John Lee** PRO (REN 27982)of Knight World Realty
(+6016 335 5029) **When:** Oct 2020**Noteworthy**

- Freehold
- Fully furnished
- High floor
- Built-up: 820 sq ft
- 1 bedroom; 1 bathroom
- Sharing facilities and amenities with The St Regis Hotel such as housekeeping services, private butler, in-residence dining, 24-hour concierge and more
- Nearby amenities: Short walk to KL Sentral transportation hub, medical centres, restaurants, cafes, shopping malls and offices

Sharing the same address as the hotel, The Residences at The St Regis Kuala Lumpur is located on the upper floors (23rd to 48th) of the 48-storey building developed by One IFC Residence Sdn Bhd (a joint venture between CMY Capital and MRCB Bhd).

There is a total of 208 serviced units with built-up sizes ranging from 766 sq ft to 4,253 sq ft.

Residents of the luxury serviced residences enjoy a full range of services and amenities provided by the St Regis Hotel including doormen, porters, in-residence dining, housekeeping and botanical services. The major public transportation hub, KL Sentral is about a 10-minute walk away.

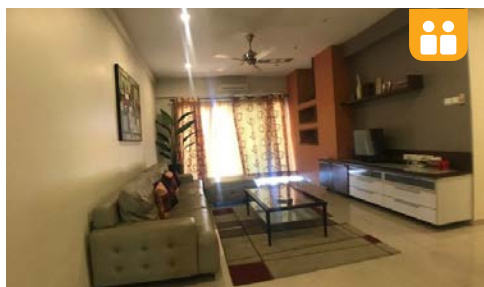
John Lee of Knight World Realty, who brokered the rental deal, told EdgeProp.

my that the tenant took a liking to the beautiful furnishings and the scenic views offered by the unit.

"It was a smooth transaction between the tenant and the owner, who bought the unit for investment purposes," added Lee.

Based on data from EdgeProp Research as of late November 2020, there were 22 rental listings with an average monthly asking price of RM10,373 or RM8.21 psf. From 2018 to 2019, the average asking rent was RM10,699 per month or RM6.75 psf.

Meanwhile, there were no recorded sale transactions during the same period for the year. In 2019 and 2018, three units were sold each year at an average transacted price of RM4.1 million (RM2,007 psf) and RM2.7 million (RM2,149 psf) respectively.

**RM2,100,000****Tanjung Beach Condominium, Tanjung Bungah, Penang****Type:** Condominium **Tenure:** Freehold
Built-up: 2,443 sq ft **Bedroom:** 4
Bathroom: 4**Daniel Koay Liam Yew** (REN 37888)IQI REALTY SDN BHD (E (I) 1584/3)
☎ +6010 464 0432**RM1,199,000****Jalan Setia Utama U13/37B, Setia Alam/Alam Nusantara, Selangor****Type:** Semidee house **Tenure:** Freehold
Built-up: 2,800 sq ft **Land size:** 2,240 sq ft
Bedroom: 4 **Bathroom:** 4**Dixon Choy** (PEA1324)HSR REALTORS (MALAYSIA) SDN BHD (E (I) 1552)
☎ +6012 813 8660**RM1,000,000****Hartamas Regency, Dutamas, Kuala Lumpur****Type:** Condominium **Tenure:** Freehold
Built-up: 1,831 sq ft **Bedroom:** 4 **Bathroom:** 3**Elaine Kow** (REN 04363)REAPFIELD PROPERTIES (PUCHONG) SDN BHD
(E (I) 0452/8) ☎ +6017 225 0683**RM980,000****Persiaran Pelangi, Subang Bestari, Selangor****Type:** Factory **Tenure:** NA
Built-up: 4,213 sq ft **Land size:** 3,013 sq ft
Bathroom: 2**Elvie Ho** (REN 22102)REAPFIELD PROPERTIES (HQ) SDN BHD (E (I) 0452)
☎ +6012 303 3788**RM707,000****280 Park Homes, Puchong, Selangor****Type:** Condominium **Tenure:** Leasehold
Built-up: 2,422 sq ft **Bedroom:** 3
Bathroom: 3**Ernest Chuan** (REN 27765)FULL HOMES REALTY SDN BHD (E (I) 1501/8)
☎ +6012 259 0251**RM269,000****Denai Alam, Selangor****Type:** Condominium **Tenure:** NA
Built-up: 850 sq ft **Bedroom:** 3 **Bathroom:** 2**Esther Seah** (REN 43525)GS REALTY SDN BHD (E (I) 1307)
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RM1,100,000

Tropika Residence, Bukit Jelutong, Selangor**Type:** Terraced house **Tenure:** Freehold
Built-up: 2,800 sq ft **Land size:** 2,160 sq ft
Bedroom: 5 **Bathroom:** 5**Fasha Hamid** (REN 26498)FIRDAUS & ASSOCIATES PROPERTY PROFESSIONALS
(VE(1)0091/1) ☎ +6017 973 9534

RM4,900,000

SS 7, Kelana Jaya, Selangor**Type:** Bungalow **Tenure:** Freehold
Built-up: 3,600 sq ft **Land size:** 10,000 sq ft
Bedroom: 5 **Bathroom:** 5**Chazaly** (E 2365)ICON CAPITAL PROPERTY SDN BHD (VE (1) 0352)
☎ +6019 288 0959

RM445,000

The Annex, Cheras, Kuala Lumpur**Type:** Condominium **Tenure:** Freehold
Built-up: 1,143 sq ft **Bedroom:** 3 **Bathroom:** 3**Jacinta Lee** (REN 11916)HUTTONS ONEWORLD SDN BHD (E (1) 1286)
☎ +6012 296 1477

RM51,000/mth

Subang Jaya, Selangor**Type:** Factory **Tenure:** NA
Land size: 27,000 sq ft**Jack Wong** (REN 34442)KKLAND PROPERTIES (E (3) 1749)
☎ +6016 905 9066

RM960,000

Perdana Emerald, Damansara Perdana, Selangor**Type:** Condominium **Tenure:** Leasehold
Built-up: 2,207 sq ft **Bedroom:** 4
Bathroom: 3**Jackie Tan** (REN 15854)PROPnex REALTY SDN BHD (E (1) 1800)
☎ +6010 766 1068

RM550,000

Kampung Baru Jinjang Utara, Jinjang, Kuala Lumpur**Type:** Semidee house **Tenure:** Leasehold
Built-up: NA **Land size:** 2,700 sq ft
Bedroom: 2 **Bathroom:** 2**Janice Tan** (REN 01426)VIVAHOMES REALTY SDN BHD (E (1) 1670/9)
☎ +6017 555 9588**SOLD FOR**

RM1.1 million

Semidee at Alam Sanctuary, Seri Kembangan, Selangor**Concluded by: Syed Azzman Sheik Ali** PRO(REN 15141) of Oriental Real Estate Subang
(+6016 600 5990) **When:** Aug 2020**Noteworthy**

- Leasehold
- Built-up: 3,227 sq ft; Land size: 3,200 sq ft
- 5 bedrooms; 6 bathrooms
- Semi-furnished with kitchen extended
- Facilities: Gated and guarded, 6-acre lake park, jogging track and children playground
- Nearby amenities: AEON Mall, Taman Equine, Putra Walk, retail outlets, Pasar Borong Selangor and Giant hypermarket

Located in Bandar Putra Permai, Seri Kembangan, Alam Sanctuary is a modern gated-and-guarded community that neighbours Taman Prima Tropika, The Atmosphere and 16 Sierra.

According to Oriental Real Estate Subang Jaya real estate negotiator Syed Azzman Sheik Ali, Alam Sanctuary is well located and has been a popular residential area in Seri Kembangan, given its good security and serene environment.

In fact, the buyer of this 5-bedroom semidee house had lived in a terraced house nearby and had been looking for a bigger unit in Alam Sanctuary for quite some time.

"The buyer was very focused on looking for a bigger house in Alam Sanctuary. She needed a bigger living space for her growing family.

"She also liked this unit for the extended kitchen and it came with some good condition built-in furniture, hence she could save on the move-in cost," Syed Azzman told EdgeProp.my.

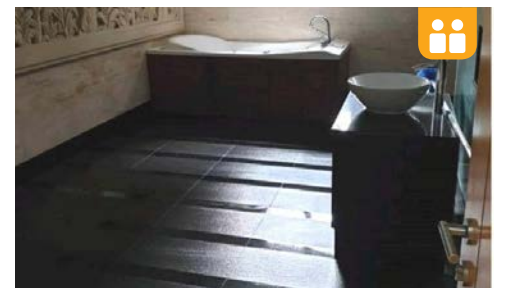
Meanwhile, the seller was selling to move into another property.

According to EdgeProp Research, seven transactions of Alam Sanctuary were recorded in 2019 with an average transaction price of RM1.15 million or RM503 psf. No transaction was recorded in 2020 as of late November.

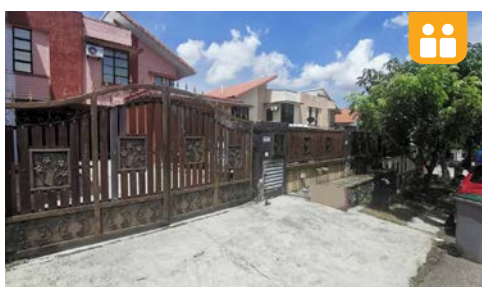
Meanwhile, as of November, there were 17 sale listings with an average asking price of RM1.22 million or RM390 psf. There was also one unit listed for rent. The average asking monthly rental was RM1,500 or RM0.97 psf.



RM2,000,000

Section 17, Petaling Jaya, Selangor**Type:** Semidee house **Tenure:** Freehold
Built-up: 3,500 sq ft **Land size:** 4,688 sq ft
Bedroom: 5 **Bathroom:** 4**James Yim** (REN 24129)PROPERTY EXPRESS (E (3) 1205)
☎ +6012 687 4892

RM8,500,000

Federal Hill, Bangsar, Kuala Lumpur**Type:** Bungalow **Tenure:** Freehold
Built-up: 6,279 sq ft **Land size:** 8,794 sq ft
Bedroom: 7 **Bathroom:** 7**Jenny Yong** (REN 16094)PROPnex REALTY SDN BHD (E (1) 1800)
☎ +6016 208 3348

RM530,000

Taman Bukit Dahlia, Pasir Gudang, Johor**Type:** Semidee house **Tenure:** Leasehold
Built-up: NA **Land size:** 3,200 sq ft
Bedroom: 4 **Bathroom:** 3**Kenneth Kwok** (REN 00632)ROYCE PROPERTIES & REAL ESTATE SDN BHD
(E (1) 1934) ☎ +6016 728 9868

RM6,000/mth

The Sentral Residences, KL Sentral, Kuala Lumpur**Type:** Condominium **Tenure:** Freehold
Built-up: 1,405 sq ft **Bedroom:** 2
Bathroom: 3**Kenny Chong** (REN 16876)REAPFIELD PROPERTIES (HQ) SDN BHD (E (1) 0452)
☎ +6017 828 1488

RM1,580,000

Cheria Residences, Tropicana Aman, Telok Panglima Garang, Selangor**Type:** Semidee house **Tenure:** Leasehold
Built-up: 3,670 sq ft **Land size:** 3,400 sq ft
Bedroom: 5 **Bathroom:** 5**Lokman** (REN 14063)LANDSWORTH PROPERTIES SDN BHD (E (1) 1959)
☎ +6017 286 0500


RM490,000

Bellevue @ CyberSouth, Cyberjaya, Selangor**Type:** Townhouse **Tenure:** Leasehold
Built-up: 1,679 sq ft **Land size:** 1,650 sq ft
Bedroom: 3 **Bathroom:** 2**Mahafiz Rahim** (PEA 1221)TRANSASIA PROPERTY CONSULTANCY SDN BHD
(VE (1) 0187/2) ☎ +6017 692 3964

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RM660,000

Tasik Prima Puchong, Puchong, Selangor

Type: Terraced house **Tenure:** Leasehold

Built-up: 2,395 sq ft **Land size:** NA

Bedroom: 4 **Bathroom:** 4

Mancy Ho (REN 18807)

TOTAL REALTY SDN BHD (E (I) 1572)

+6012 627 5508



RM330,000

Semarak Apartment, Puchong, Selangor

Type: Condominium **Tenure:** Freehold

Built-up: 850 sq ft **Bedroom:** 3 **Bathroom:** 2

Mancy Ho (REN 18807)

TOTAL REALTY SDN BHD (E (I) 1572)

+6012 627 5508



RM5,900,000

Pinggiran Golf Saujana, Shah Alam, Selangor

Type: Bungalow **Tenure:** Freehold

Built-up: 9,000 sq ft **Land size:** 13,000 sq ft

Bedroom: 5 **Bathroom:** 7

May Leong (E 2769)

JUBILEE REALTY (E (3) 1853)

+6012 779 0798



RM3,441,000

Hamton Kemensah, Ampang, Selangor

Type: Bungalow **Tenure:** Leasehold

Built-up: 5,998 sq ft **Land size:** 6,000 sq ft

Bedroom: 8 **Bathroom:** 7

Mohd Syam (REN 15084)

IW PROPERTIES (E (3) 1334/3)

+6013 639 6454



RM3,000,000

Beverly Heights, Ampang, Selangor

Type: Semidee house **Tenure:** Freehold

Built-up: 5,000 sq ft **Land size:** 6,400 sq ft

Bedroom: 7 **Bathroom:** 7

Muhammad Nadzmi Bin Ramli (REN 40027)

CORNERSTONE XSTATE SDN BHD (E (I) 1851)

+6013 203 1857



RM1,500,000

Bandar Bukit Mahkota, Bangi, Selangor

Type: Bungalow **Tenure:** Freehold

Built-up: 2,800 sq ft **Land size:** 6,500 sq ft

Bedroom: 6 **Bathroom:** 5

Naym Hartanah (REN 31082)

MLP REALTY SDN BHD (E (I) 1754)

+6019 983 3463



RM2,000,000

Tropical eVilla, Seri Kembangan, Selangor

Type: Condominium **Tenure:** Freehold

Built-up: 3,162 sq ft **Bedroom:** 5 **Bathroom:** 5

Paul (REN 45233)

PROPnex REALTY SDN BHD (E (I) 1800)

+6017 873 7875



RM870,000

Jalan Adang, Bukit Jelutong, Selangor

Type: Terraced house **Tenure:** Freehold

Built-up: 1,865 sq ft **Land size:** 1,920 sq ft

Bedroom: 4 **Bathroom:** 4

Rasinah Mat Rasol (REN 42768)

MN ASSOCIATES (NILAI) SDN BHD (VE (I) 0143/4)

+6017 281 2193



RM355,000

Sri Pinang Apartment, Puchong, Selangor

Type: Condominium **Tenure:** Freehold

Built-up: 850 sq ft **Bedroom:** 3 **Bathroom:** 2

Sandra Kong (REN 21380)

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

+6012 317 0588



RM800,000

Avenham Garden @ Eco Grandeur, Bandar Puncak Alam, Selangor

Type: Semidee house **Tenure:** Leasehold

Built-up: 1,868 sq ft **Land size:** 2,100 sq ft

Bedroom: 4 **Bathroom:** 3

SC Sam (E 1983)

ORIENTAL REAL ESTATE SDN BHD (E (I) 1503/3)

+6012 304 8288



RM1,200,000

Verde Residence, Ara Damansara, Selangor

Type: Condominium **Tenure:** Freehold

Built-up: 1,789 sq ft **Bedroom:** 4 **Bathroom:** 3

Sharon Goh (REN 44679)

PROPnex REALTY SDN BHD (E (I) 1800)

+6017 902 0060



RM580,000

Bangi Avenue, Bangi, Selangor

Type: Terraced house **Tenure:** Freehold

Built-up: 3,124 sq ft **Land size:** 1,400 sq ft

Bedroom: 7 **Bathroom:** 7

Stephen Yap (REN 10997)

MAXXAN REALTY SDN BHD (E (I) 1766)

+6016 213 6880



RM620,000

Tambun Royale City, Bukit Minyak, Penang

Type: Terraced house **Tenure:** Freehold

Built-up: 2,378 sq ft **Land size:** 1,722 sq ft

Bedroom: 3 **Bathroom:** 4

William Tan Koon Leng (PEA 1315)

IQI REALTY SDN BHD (E (I) 1584)

+6014 313 1931



RM4,000/mth

Surian Residences, Mutiara Damansara, Selangor

Type: Condominium **Tenure:** Freehold

Built-up: 1,830 sq ft **Bedroom:** 4 **Bathroom:** 5

Yat Min (REN 31294)

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

+6018 661 3088



RM48,000/mth

Taman Perindustrian Putra Puchong, Puchong, Selangor

Type: Factory **Tenure:** NA

Built-up: 22,800 sq ft **Land size:** 45,738 sq ft

Zac Lim (REN 19685)

HARTAMAS REAL ESTATE (M) SDN BHD (1439)

+6017 579 3815



RM1,350,000

Garden Residence, Cyberjaya, Selangor

Type: Semidee House **Tenure:** Freehold

Built-up: 3,700 sq ft **Land size:** 3,200 sq ft

Bedroom: 6 **Bathroom:** 6

Zuraini Zallin (PEA1699)

RESCOM REALTY (VE (3) 0244)

+6019 663 1526

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Sandra Kong

PRO REN 21380

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