

At Home
with *Eunice*

EP
05
FEATURE

Working
wonders
with
fruits



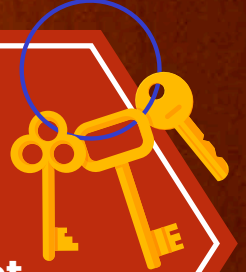
EP
08
FEATURE

RTS, designed to be
among the great
stations of the world



EP
14
PROPERTY
CHAT

CCC, not
Partial CCC,
is mandatory
upon VP



Are HOTELS fading away?

Hoteliers are pulling out all the stops to stay afloat but is this enough? Is there any light at the end of the tunnel for the troubled industry players? Read **Pages 10 to 12** to learn more.



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The Edge Property Sdn Bhd
(1091814-P)
Level 3, Menara KKL,
No. 1 Jalan PJU 7/6, Mutiara
Damansara, 47810 Petaling Jaya,
Selangor, Malaysia

EdgeProp.my

Managing Director/Editor-in-chief
Au Foong Yee

EDITORIAL

Assistant Editor Tan Ai Leng
Deputy Chief Copy Editor
James Chong
Senior Writer
Rachel Chew
Writers

Natalie Khoo, Chelsea J. Lim,
Jay Wong
Senior Designer Jun Kit

For New Launches/Events/
Press Releases/News Tips
email: editor@edgeprop.my
Tel: (03) 7721 8211 Fax: (03) 7721 8280

ADVERTISING & MARKETING
Account Manager

Joyceline Chan Lai Yuet
(012) 693 5826

Senior Account Managers

Ian Leong (012) 359 1668
Cecilia Too (012) 319 7666
Joane Tan (011) 6286 5767

Marketing Support & Ad Traffic
Madeline Tan (03) 7721 8218
email: marketing@edgeprop.my

BUSINESS DEVELOPMENT
Manager

Nimalen Parimalam (014) 324 3193

AGENCY SALES

Sales Manager

Stanny Tan (012) 538 1687

PRODUCT DEVELOPMENT
& CUSTOMER ADVISORY
Associates

Omar Nawawi (012) 537 1687
Nazrin Hakim (017) 368 6061

For enquiries and listings
email: support@edgeprop.my
Tel: (03) 7733 9000

EdgeProp.my E-weekly
is published by The Edge Property
Sdn Bhd.

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Publisher and Group CEO
Ho Kay Tat

EDITORIAL

Editor-in-chief Azam Aris

CORPORATE

Chief Operating Officer
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ADVERTISING & MARKETING

Chief Commercial Officer

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Long-awaited Genting SkyWorlds to open 2Q this year

Genting Malaysia Bhd's Resorts World Genting (RWG) has invested more than US\$800 million (RM3.32 billion) into its 26-acre outdoor theme park — Genting SkyWorlds, which is slated to be unveiled in the second quarter of this year.

RWG head of business operations and strategies Lee Thiam Kit said the company is confident in launching the theme park and will focus on the domestic market in the immediate future for six months to one year as the borders are still closed.

"[The development of] Genting SkyWorlds is now in its final stages. We are almost ready. We are putting the finishing touches to this amazing theme park, which we believe is Southeast Asia's most anticipated theme park. We believe we will deliver



RESORTS WORLD GENTING

the very best experience to our guests throughout this journey," Lee said during the virtual media briefing on Feb 23.

Genting SkyWorlds will incorporate 20th Century Studios brands and IPs across its world-class rides and attractions — including Ice Age, Night at the Museum and Planet of the Apes, among many others. This is made possible through a strategic collaboration between Genting Malaysia and 20th Century Studios.

In light of current conditions, RWG

executive vice-president of leisure and hospitality Edward Arthur Holloway noted that safety concerns remain the priority and the company will comply with the standard operating procedures.

"We are confident that with what we are going to offer, we will be able to reach the numbers that we desire, but in a very controlled manner. We want to emphasise that we won't just open the door and let almost 20,000 instantaneous customers come in," he added.

ECK Group partners Kedah govt to develop Kulim airport

Private firm, ECK Group of Companies (ECK), will enter into a partnership with the Kedah State government to develop the Kulim international airport (KXP) project.

In a statement on Feb 25, ECK said it would be directly involved as a strategic partner in the project, from construction to commissioning.

Besides the dual-runway international airport project, the partnership will also involve the development of Kedah Aerotropolis and Airport City in Mukim Sidam Kiri, Kuala Muda.

Healthier economic outlook expected in coming months

A healthier economic outlook is anticipated in the coming months based on the latest Malaysia's Leading Index (LI) performance and the implementation of the National Covid-19 Immunisation Programme.

The Department of Statistics Malaysia said in a statement on Feb 24 that the positive vibes were in line with the forecasts by local and international agencies that were expecting a better economic condition this year.

Chief statistician Datuk Seri Dr Mohd Uzir Mahidin said the LI recorded 108.8 points in Dec 2020 compared with 101.6 points in Dec 2019, sustaining an annual growth of 7.1% since Nov 2020.

The expansion in LI was mainly driven by Bursa Malaysia Industrial Index, with Health Care Index and Transportation & Logistic Index as the contributors.

Meanwhile, the Coincident Index (CI), which measures the overall current economic performance, grew 1.2% to 113.7 points in Dec 2020 from 112.4 points in the previous month.

Business council hopes business travel bubble resumes soon

The Malaysia-Singapore Business Council (MSBC) is hoping the business travel bubble between the two countries can be reinstated as soon as possible to restore vibrant trade and economic activities.

Chairman Datuk Seri Dr Nik Norzrul Thani said the reinstatement

Matrix 3Q net profit rises to five-year high



MATRIX CONCEPTS HOLDINGS

Matrix Concepts Holdings Bhd's net profit rose to a five-year high of RM75.34 million in the third quarter ended Dec 31, 2020 (3QFY21), 15% higher than RM65.33 million a year ago.

In a filing to Bursa Malaysia on Feb 25, the property developer attributed the increased net profit to reduced administrative and general expenses, higher share of results from the group's joint venture company in Indonesia, and adjustment in tax provision.

Matrix Concepts chairman Datuk Mohamad Haslah Mohamad Amin (pictured) said

the revenue growth represents a recovery in performance to surpass pre-pandemic levels, and mainly attributed it to the group's increased property development activity, and expedited construction progress to regain the temporary loss of productivity in development schedule caused by the Movement Control Order (MCO) period from March to May 2020.

The group has also declared a dividend of three sen per share, which remains unchanged compared to a year ago. It will be paid on April 8, 2021.

ment would facilitate quarantine-free or reduced quarantine business travel arrangement between the two closely connected neighbours and especially benefit Johor which counted Singapore as one of the state's top investors.

"We support the call for a "universal certification" to be issued to those who have been vaccinated to ease mobility of people and revive the travel sector within the region," he said in a statement on Feb 24.

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RTM



Taking Covid-19 jab pleasant experience, says PM Muhyiddin

Prime Minister Tan Sri Muhyiddin Yassin (pictured) gave his thumbs-up to the Covid-19 vaccination process, after taking his first jab to roll out the national immunisation programme on Feb 24, 2021.

"I did not feel anything at all. It was all over before I realised it; just like a normal injection. Don't worry, come forward anytime," he said at a ceremony aired live on local television.

Meanwhile, Malaysia's economic recovery plan is on the right track with the National Covid-19 Immunisation Programme that began on Feb 24, said Finance Minister

Tengku Datuk Seri Zafrul Abdul Aziz.

He said many economic sectors are awaiting border reopening not only in the country but also abroad, including the tourism and retail sectors.

Tengku Zafrul said economic recovery would follow with the recovery in public health.

He said the World Bank has forecast that Malaysia's economy would grow between 5.6% and 6.7% for 2021 following the global rollout of the Covid-19 vaccination programme, which is in line with the forecast of a 4% world economic growth.

S P Setia achieves RM3.82b sales, surpassing FY2020 target

S P Setia Bhd has recorded sales of RM3.82 billion in the financial year ended Dec 31, 2020 (FY2020), surpassing the group's target sales of RM3.8 billion.

In a media statement on Feb 25, the company said local projects contributed RM3.11 billion or approximately 81% of the sales while the remaining RM716.0 million or approximately 19% were contributed largely by international projects.

Its president and CEO Datuk Khor Chap Jen said the group has recorded a significant surge of RM1.56 billion in sales and a substantial RM1.45 billion of bookings in the pipeline during the last quarter of FY2020 against the backdrop of a resurgence in Covid-19 cases and subsequent re-implementation of the movement control order (MCO).

As of Dec 31, 2020, S P Setia has 48 on-going projects, with an effective remaining landbank of 8,528 acres valued at a gross development value of RM136.87 billion and total unbilled sales of RM10.05 billion which will sustain the Group over the next two years.



S P SETIA



IOI PROPERTIES GROUP BHD

IOI Properties records higher revenue and operating profit in 6MFY21

IOI Properties Group Bhd's (IOIPG) revenue grew 13% year-on-year (y-o-y) to RM1.3 billion while operating profit was 7% higher to RM511.2 million in the first six months of financial year 2021 (FY2021) amidst the challenging business environment.

In a media statement on Feb 22, the improvement in revenue and operating profit was mainly due to higher-than-expected contribution from its operations in Xiamen, China. For the period ended Dec 31, 2020, the company recorded a total sales value of RM916.4 million.

IOIPG CEO Datuk Voon Tin Yow anticipated the measures announced in Budget 2021 and Home Ownership Campaign will continue to stimulate the property market in Malaysia, boosting demand for mid-priced range products offered by IOIPG in its integrated developments.

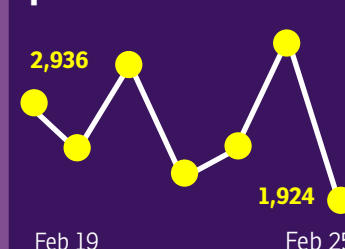
Meanwhile, the company said IOI Palm City Mall in Xiamen, China, which will open by the third quarter of 2021, has secured high occupancy; and the construction of boutique office blocks and Sheraton Grand Hotel is progressing well.

Have you registered for Covid-19 vaccination?



KHAIRY JAMALUDDIN'S FACEBOOK

Number of daily positive cases



The long-awaited Covid-19 vaccine to protect Malaysia's population arrived in the country on a special aircraft which landed at the Kuala Lumpur International Airport on Feb 20, carrying the first batch of 312,390 doses of the Pfizer-BioNTech vaccine.

As one of the earliest countries in Southeast Asia to use the vaccine, Malaysia, with a population of 32 million people, is hopeful that the immunisation programme will expedite the country's efforts to revive its economy and improve the lives of its people.

The Prime Minister Tan Sri Muhyiddin Yassin has on Feb 24 launched the vaccination registration programme through the MySejahtera application to facilitate the implementation of the immunisation drive.

Besides the MySejahtera mobile app, the public

could also register to receive vaccination through a special website at www.vaksincovid.gov.my, while for manual registration, they can register by contacting the hotline (soon-to-be-launched), visiting public and private health facilities as well as through the outreach programme for rural and interior areas.

The national immunisation programme will be implemented in three phases, with the first phase starting on Feb 24 until April 2021 involving frontliners; phase two from April to Aug for senior citizens aged 65 and above, high-risk groups and people with disabilities; and phase three from May 2021 to Feb 2022 for those aged 18 and above.

Health Minister Datuk Seri Dr Adham Baba said that upon being fully inoculated, the government plans to issue Covid-19 vaccinated persons with passports via the app or in physical form that can be accepted by other countries.

AN ELEVATED TOWNSHIP HAVEN

An hour's drive away from the skyscrapers in Kuala Lumpur City Center lies Ara Sendayan, a 194-acre freehold high ground development located within Bandar Sri Sendayan. This hilltop enclave located in Seremban promotes modern living with blissful harmony.



EMBRACING NATURE SCENES

The surrounding environment around Ara Sendayan is strategically designed to maximize the presence of greenery with complementing serenity. Imagine a scenic lake park, complemented by a graceful water-way and the luscious green of a country-side ambience. The township is truly the epitome of 'a breath of fresh air' and makes you feel at peace from the very first second.

By owning a home at Ara Sendayan, a freehold residential project by Matrix Concepts consisting a total of 1,272 units, you not only reap the benefits in terms of monetary value, but also get to enjoy an elevated standard of living in all aspects of life including work and play.

MORE THAN MEETS THE EYES

Apart from green vistas and tree-lined boulevards, Ara Sendayan is known for its unparalleled convenience. Only a stone's throw away from the thriving township lies the Sendayan Merchant Square, a commercial hub for weekend leisure shopping. For outdoor enthusiasts who love the morning sun, there are four recreational spots that are perfect for jogging or an impromptu picnic session. Within the 5km radius, all relaxers and adventurers can enjoy themselves respectively at the Carnelian Park, d'Tempat Country Club, Sendayan X-Park and Sendayan Green Park.

Entertainment is one thing and the need for necessities is another. Should one require a quick grocery run, there are reputable wholesale & supermarkets within 10km distance from the mall. These premises include Mydin, AEON, Tesco and NSK Trade City.

A PEACE OF MIND

The prerequisite to happy living is the feeling of being safe. Every home in Ara Sendayan guarantees security at the highest level. The surrounding perimeter of every residential area is secured with a single entry point equipped with top-tier security features. Residents can enjoy peace of mind with further enforcement by card access clearance to the boom gate.

A NEXUS OF ACCESSIBILITY

Where privacy meets productivity. Living in a low-density residential area like Ara Sendayan grants you the best of both worlds. That means you'll be able to enjoy a peace-of-mind living and fit right into a community that appreciates bliss and quiet just as much as you do. But, you're not too far away from your daily needs as well. Any amenities that you can think of, is only a convenient drive away. The excellent connectivity in this project also links most key highways including the North-South Expressway (PLUS), Seremban-Port Dickson, and KLIA linkage.



DAMARIS - A HOLISTIC HILLTOP LIFESTYLE

Strategically located within Ara Sendayan are the Damaris Double Storey Link Homes that are equipped with a spacious lot size of 22' x 75'. The stunning modern facade of the Damaris Terraces is accompanied by a beautiful interior layout. The Type A in Damaris offers you a generous 2,778 square feet of space. It's 4 Bedrooms + 4 Bathrooms suggests that each kid could get the assured privacy they need growing up. And parents could finally have more time for themselves. Furnished with both a dry and wet kitchen, this makes for the perfect opportunity for baking in the dry kitchen pantry, while a large feast is being prepared by the skilled hands of the family chef in the wet kitchen. The home, constructed with clay bricks and covered with 2' x 2' tiles in the living, dining, kitchen, family areas and all bedrooms provides a premium classy finish to a humble abode you'll be proud to call home.

MADE WITH YOU IN MIND

Everything from comfort to convenience and pricing was meticulously thought out beforehand. With our easy-entry packages, you can be entitled to sizable bank loans, free MOT & stamp duty

privileges, and low down payments, it won't be a surprise to know that the luxurious homes in the serene city of Ara Sendayan are a highly sought-after project that is time sensitive. There are only an exclusive amount of homes available from the launch of this project, so consider this an investment that is worthwhile, pleasant and designed with you in mind.

BACKED BY AN AWARD-WINNING DEVELOPER

Matrix Concepts is leading property developer in the country. Backed by a strong track record of quality developments and an experienced management team, it became publicly listed on Bursa Malaysia on 28 May 2013. The group also has an International presence with development projects in Melbourne, Australia and Jakarta, Indonesia.

Matrix Concepts has carved a name for itself as a community developer through its endeavours to deliver sustainable developments and practising its beliefs in nurturing environments and enriching lives, with over 20,000 residential and commercial units handed over up-to-date.

Should you be interested in making an inquiry, please contact 1800-88-2688 for more details. Our dedicated team of customer service representatives will engage with you & answer any questions you may have regarding this highly sought-after project.

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www.arasendayan.com.my

At Home with *Eunice*

BY **CHELSEA J. LIM**

After playing magic tricks in turning Chinese New Year (CNY) regular items and plain vegetables into gorgeous decorations, principal of Amtrol Flower Designing Eunice Teo continued to demonstrate her skill, this time using fruit and materials that are readily available at home, to create party decors that not only glam up your home but are also edible!

In the third episode of *At Home with Eunice*, which was live-streamed on **EdgeProp.my** Facebook page on Feb 23, Teo continued to live up to the no-wastage principle in her creations.

To achieve that, she said it's crucial to decide the design theme before choosing on colours. Most importantly, you must know the materials well before using them as this could give you endless possibilities on the designs.

Additionally, viewers also got some tips from Teo on choosing fruit that does not attract insects and will last long especially in our warm climate.

At Home with Eunice is presented by EdgeProp.my, sponsored by Matrix Concepts Holdings Bhd, and supported by Nippon Paint Malaysia and Amtrol Flower Designing. Hosted by **EdgeProp.my** writer Natalie Khoo, the six-episode mini-series is live-streamed on **EdgeProp.my** Facebook page every Tuesday 8pm.

In every episode, Teo will be giving out the decor pieces created for the series to the lucky audience members who tune in and post their questions or comments during the session, through a random selection.



Click
to view how to
turn fruits into
decor pieces!

Working wonders with fruits



PICTURES BY AMTROL FLOWER DESIGNING



The apple application

In the first demonstration, Teo showed how she elevated a serving of green apples to double up as a decor piece on your party table. Above a stack of green apples positioned on a white plate, Teo placed two medium-sized twigs and paired them with bird nest leaves that had been spray-painted in gold.

Adding a delicate touch to the decoration, Teo added night-blooming jasmines between the apples. "Because the apples and the flowers are the same colour, it creates a texture that makes the colour more vivid. Truly simple and sophisticated for the modern home," she enthused.

In another decorative piece with small red apples, Teo worked wonders by securing a gold wire around every apple, with the top end twisted into a butterfly shape. They are then poked through with sticks and arranged into flower foam placed in a shallow glass vase that had been wrapped with iron leaves at its side and surrounded with shortened song of India shoots.

For a finishing touch, embellish the fruit decor with chamomile flowers, and it was ready as a child's birthday table piece and a great start to encouraging children to take an apple a day to keep the doctor away.



Pomelo centrepiece

As the Lunar New Year season draws to an end, Teo took the opportunity to feature another CNY fruit as the star of this decorative piece, that is the pomelo. Firstly, Teo assembled and glued together several wooden skewers into a single-level structure that has a space in the middle just right for the pomelo.

To secure the structure at the mid-height of

the pomelo, Teo used a mini tube, which was then obscured with a few brightly coloured plum mangoes (*kundang*) and sugar plums. Teo described this piece as something to "eat with our eyes, not with our mouth". For a finishing touch, Teo put caladiums around the structure and voila — a centrepiece for the dining table!

At Home with *Eunice*

← FROM PREVIOUS PAGE



A literally sweet heart

Although Valentine's Day was more than a week ago, "you can have Valentine's Day everyday with this decorative piece", Teo quipped. Using fresh unpeeled longans, Teo assembled them in a heart-shaped mould and glued them together. She then lined the longans in two layers to achieve a 3D effect. After that, she fixed small pieces of flower-shaped wrapping paper in the gaps between the longans. Finally, place the heart-shaped fruit into a glass bowl filled with ice to ensure the longan will be cool and fresh when served at your party.

EUNICE'S TIPS!

Caution! Be careful not to burn the skin of the longan when applying the hot glue.



The rattan nest to greet the guests

For this piece, Teo displayed three different designs with rattans that had been weaved and tied together to look like a nest. With it, you can place any fruit that you want in the nest-like space. The whole design was sleek and clear-cut and ready to greet your guests.

A minimalist piece with durian husk

Teo adopted the Japanese flower arrangement technique of Ikebana style where she played around the negative space with the details and curves of the materials to create this minimalist design.

Utilising stacks of dried durian skin decorated with wires, Teo paired them with dried tamarind to create a contrast between the smooth and spiky textures. She then secured a single pink epiphyllum leaf with a hidden wooden skewer and added bougainvillea flowers as a finishing touch. Even though it was minimalistic, there were so many stories to tell from this arrangement, Teo shared with the viewers.



**Click
to view how to
turn fruits into
decor pieces**



Paper straws for basket

Bringing out the red straw construction from the previous episode, Teo inserted thick wires (16 gauge wires) into the straws and bent and twisted the structure into a modern-looking triangular shape. With this added sturdiness, Teo then added a few lemons on top of it and placed a plate of strawberries next to it. The brilliant colours are sure to be an eye-catching display as your guests help themselves to the fruit.

No-effort fruit bowl

In this series, Teo wanted to highlight to viewers that designing did not have to be complicated. Instead, she wanted them to be practical when designing by utilising anything around the house.

To emphasise this message, Teo showed how even the smallest effort could turn something ordinary into something beautiful. In this design, Teo suggested visualising the colours of a variety of fruits and put all the chosen fruits into a clear glass container. Then tie ribbons around it and there you have it — a simple fruit display that took no effort at all.



 presents

At Home with *Eunice*

EPISODE 4 — From trash to treasure

Have you received many gift boxes during Chinese New Year? Wondering how to dispose of your online shopping boxes? There must be an alternative way to salvage these boxes other than recycling them.

STAND A
CHANCE TO
WIN
EUNICE'S SPECIALLY
HANDCRAFTED
PIECES.

EPISODE 4 of *At Home with Eunice* will show you how to give these boxes a new lease of life!

EUNICE TEO is a member of the American Institute of Floral Designers (AIFD). She single-handedly curated all the floral arrangements you see in the worldwide blockbuster movie *Crazy Rich Asians*.

Come explore creative ideas and new decor trends from the comfort of your home with Malaysia's Eunice Teo of *Crazy Rich Asians* fame!

At Home with Eunice is a FB Live lifestyle show on the "How to..." of exciting and sustainable decor.

When Tuesday, 2 March @8pm

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*Chinese New Year
must-haves!*



Episode 2

*Vegetables
galore*



Episode 3

*Fruitful and "pearfect"
transformation*



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FEATURE



Designed to be among the great stations of the world



The intertwined roof which has a design resembling two hands holding each other's wrist signifies the close relationship between JB and Singapore.

BY JAY WONG

After several suspensions and delays, the multi-billion ringgit Johor Bahru (JB)-Singapore Rapid Transit System (RTS) Link finally kicked off in Nov 2020.

The bilateral rail transportation is expected to be a game changer for Malaysia and Singapore as it will serve as the fastest option for travellers to cross the Straits of Johor and reach Bukit Chagar in Johor from Woodlands North station within five minutes.

While many are looking forward to the completion and operation of the RTS in 2026, there is also much anticipation over the design of the station as it will be the future landmark in the southern region.

Mass Rapid Transit Corp Sdn Bhd (MRT Corp) and Malaysian Institute of Architects (PAM) have, on Feb 19, announced the winning design concept for the future Bukit Chagar station that will link JB with Singapore's RTS Link project.

The winner of the PAM+MRT Corp RTS Link Station Facade Design Ideas Competition was Chin Yee Chong from Johor-based SM Architects.

Named The Integration of Two, Chin has infused the Islamic architecture elements, the Jalur Gemilang, the Johor Royal Crown and the Malay keris in his design. On top of this, the intertwined roof which has a design resembling two hands holding each other's wrist signifies the close relationship between JB and Singapore.

The contemporary and futuristic design as well as the strong meaning behind the thoughts have

LOW YEN YEING | EdgeProp.my



Ezumi: The main idea is to keep the synergy between the two cities while also providing a design concept that's of a new urbanscape direction that can inspire up-and-coming designers and Malaysian architects.

impressed many, including the Johor Ruler, who handpicked this as the winning design.

The design competition was the brainchild of the Sultan of Johor, who was also the chairman of the jury panel and patron of the competition.

"This design was picked by Duli Yang Maha Mulia Sultan Ibrahim Ibni Almarhum Sultan Iskandar, the Sultan of Johor, together with the competition's jury panel because of the strong meaning behind it," said MRT Corp CEO Datuk Mohd Zarif Hashim.

Zarif said the design manages to capture the relationship between JB and Singapore, and it will not only be an iconic landmark in JB but also be among the great railway stations of the world.



The winning design by Johor-based architect Chin from SM Architects.

A new urbanscape direction

Slated to start operation in 2026, the 4km RTS rail shuttle service is expected to serve up to 10,000 commuters per hour each way and has the capacity to carry 150,000 passengers per day.

According to an earlier news report, the construction of the project will cost Malaysia about RM3.7 billion.

PAM president Datuk Ezumi Harzani Ismail told EdgeProp.my the new station in JB would play an important role as it would serve as the entrance for Malaysia-bound tourists from Singapore. A well-designed station will help to leave a memorable impression on the tourists that JB is a modern city.

The main idea is to keep the synergy between the two cities while also providing a design concept that's of a new urbanscape direction that can inspire up-and-coming Malaysian designers and architects, he added.

"We hope the competition will encourage more collaborations with the government, government-linked corporations and private developers when seeking solutions for which our Malaysian architects will be able to make a significant contribution and difference," said Ezumi.

Before construction can begin, the winning team will need to work with MRT Corp's engineering team to come up with a micro-analysis of the project.

"In terms of material usage,

we are leaning towards newer lightweight materials that will require minimal maintenance," added Ezumi.

He noted that although the design calls for extensive use of self-cleaning glass, heat may be a problem and could instead opt to allow for natural ventilation, which is one of the issues the engineering team will need to study before implementation can begin.

"This competition provides a wide range of design solutions and creates public interest in the role of architecture in the community. It also demonstrates the vital importance that architectural imagination plays in the transformation of buildings and cities," Ezumi concluded.

PICTURES BY MRT CORP

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KAM KAH SAM
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SABAH RESIDENTIAL REN OF THE YEAR
VINCENT CHONG ZIAN HOW
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SARAWAK RESIDENTIAL REN OF THE YEAR
EMILY LOO TUAN KLAU
AFFLUENCE PROPERTIES



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RESIDENTIAL REAL ESTATE FIRM OF THE YEAR



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YIT SENG REALTY



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AMOS SOO KEIN WAH
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SHIRLEY YEO SIOK LI
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APPLE WONG CHEW PEI
VIGOR PROPERTIES



MIEA-PROPERTYGURU TECH REAL ESTATE FIRM OF THE YEAR



PROJECT MARKETING FIRM OF THE YEAR



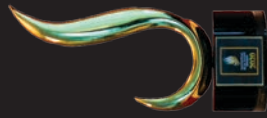
FT RESIDENTIAL REN OF THE YEAR
LIM BEE YAM
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SARAH INDUSTRIAL REN OF THE YEAR
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HOTELS STRUGGLING TO STAY AFLOAT

on highly volatile domestic market



BY CHELSEA J. LIM & JAY WONG

Over the weeks since the second Movement Control Order (MCO) was reinstated almost nationwide on Jan 13, 2021, news of hotels doing the “impossible” have been reported by the media. From offering hawker-style fare to laundry and car wash services, these unexpected ventures we see from hotels are very telling of just how badly the hotel industry has been affected from the first MCO all the way to the current MCO. Malaysian Association of Hotels (MAH) CEO Yap Lip Seng tells

EdgeProp.my about 100 hotels have been forced to temporarily or permanently cease operation since last year, which has directly affected over 7,000 employees. More hotels have followed suit since the second MCO in early Jan 2021, with 6% of employees being laid off, while others are under unpaid leave or direct pay-cuts, based on MAH’s survey. Yap expects that without government assistance, the extension of the travel ban would cause another 10% to 20% of hotel closures with more employees losing their jobs. When we think of hotels, we tend to associate them with a visual representation of luxury, high-class environment,

high-quality food and professional services and hospitality. However, in an effort to diversify their income, they have had to bring themselves to the level of what the economically-challenged masses can afford. During the first MCO, hotels explored the “Work from Hotel” (WFH) concept and incorporated it into their services by catering to guests booking their hotel rooms for a day’s work, which included a few hospitality and F&B services. Additionally, to stay in the game, hotels have extended some of their regular services to their surrounding communities. Read on below for the few adaptations they have resorted to.



Without government assistance, the extension of the travel ban would cause another 10% to 20% of hotel closures with more employees losing their jobs. — Yap

Budget rice

Selling budget rice is becoming a trend among hotels now as it is one of the ways to ensure continuous income, albeit small. From several hotels in Penang, Duyong Marina & Resort in Terengganu and now Hatten Hotel Melaka (pictured), these hotels have now made their kitchen fare available to the general public from meals as low as RM2. More recently, when dine-in was not allowed during the beginning of MCO 2.0, a 5-star hotel near Komtar in Penang turned the long-vacant valet car park in front of the hotel entrance into a hawker street. Top chefs from the hotel were cooking and selling local favourites like char koay teow for takeaways or delivery.



Hatten Hotel Melaka (left) and Jen Hotel Penang (below) have turned part of the outdoor car park area into a hawker street.



CONTINUES NEXT PAGE →

HATTEN MELAKA FACEBOOK

PICTURE FROM SOCIAL MEDIA

COVER STORY



← FROM PREVIOUS PAGE

COPTHORNE HOTEL CAMERON HIGHLANDS



Car wash service

The 4-star Copthorne Hotel which is situated in Brinchang, Cameron Highlands organised a "Copthorne 126 Drive-thru Car Wash" and transformed its main porch into a car wash area. Its services also included vacuuming and polishing service.

The project was held for three days from Feb 9 to Feb 11 in conjunction with Chinese New Year and RM1 was donated for charity for each car wash.

Laundry service

Hotels are also expanding their services to the public beyond just the F&B. Saujana Hotel Kuala Lumpur, G Hotel Gurney and Hyatt Regency Kinabalu are a few of the hotels that are offering laundry services. G Hotel Gurney has started operating a drive-through laundry service where you only need to drop off your laundry and pick it up when it is done.

On the other hand, Hyatt Regency Kinabalu has extended its laundry service by delivering the clean sheets right to your doorstep, but delivery is limited to within 10km.



Hyatt Regency Kinabalu laundry service.

HYATT REGENCY KINABALU



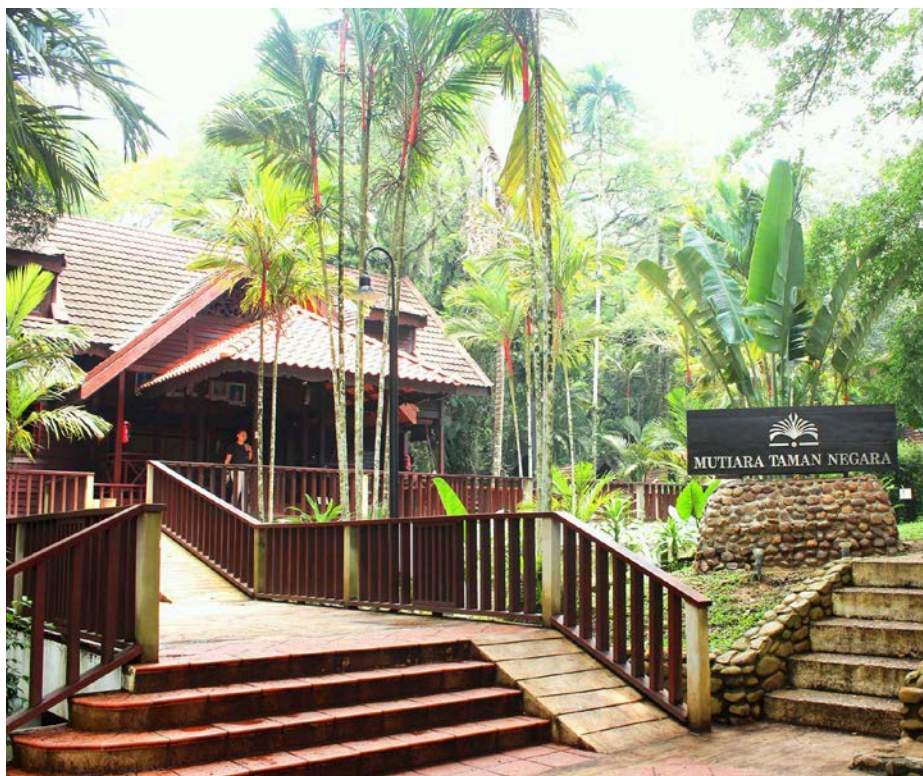
G Hotel Gurney, Penang

G HOTEL GURNEY

Buy now, stay later promo

Mutiara Taman Negara, a resort located within Taman Negara, is offering a promotion for its chalet stay at RM180 per night. Normally priced above RM200, the promotional price is available only up to March 4 and is valid for bookings up to June 30 this year.

Mutiara Taman Negara is offering promotion price package for future stay.



MUTIARA TAMAN NEGARA

However, all these are obviously not enough to cushion their losses as the days of MCO prolong. Looking at these survival tricks by local hoteliers, Yap says these moves are "targeted at retaining jobs of employees but not expected to generate any substantial income".

"Through the months of June to Sept

2020, hotel occupancy slowly picked up from below 20% prior to the re-opening of interstate travel, to a peak of 42% on the Merdeka day weekend," Yap tells **EdgeProp.my**.

However, the domestic market is highly volatile and susceptible to the progress of the nation's health crisis, as Yap notes that occupancy numbers

dropped in early October due to rising numbers of Covid-19 cases. The occupancy rate throughout 2020 was irregular depending on the government's permission to travel between states.

"Domestic market is expected to be sufficient for survival only, but not sustainable (for the hotel industry)," he states.

Overseas hotels' survival tactics

Beyond our shores, it goes without saying the hotel industry is similarly in deep water as it is a sector that relies heavily on foreign travellers as its main income source. So, how have the lodging business players in other parts of the world innovated their strategies to navigate the uncertainties?

Robot concierge

In times of physical distancing, hotels have looked into utilising technology to move forward in resuming their operations in safer ways. Introducing Suga, the robot concierge — adopting contactless service, Suga is a butler which will fulfil the needs of hotel guests sans the risk of them engaging with potential virus carriers.



THE MERCANTILE HOTEL



CHANGI AIRPORT

World's first quarantine-free bubble hotel

Connect@Changi was launched on Feb 18, 2021 by Singapore's Deputy Prime Minister Heng Swee Keat. The facility is designed for Singapore and international travellers to conduct business meetings without the need to do quarantine as the meetings can be conducted within this facility. The meeting facilities, accommodations and food and beverage are offered in one package resembling any other regular business trips.

Hotels as self-quarantine centres

According to global real estate services firm JLL, a considerable number of hotels in Thailand have applied to be quarantine centres though these hotels would need to be qualified in meeting the requirements. By turning hotels into quarantine centres, these hotels would at least gain revenue from admission and meal charges.



HILTON HOTELS

Micro-wedding service

Big-scale social activities have diminished instantly when Covid-19 hit, and this has affected the wedding industry too. Instead, the pandemic has reshaped people's mindset on not actually needing large-scale weddings.

Hence, Hilton at Pensacola Beach, Florida has introduced a micro-wedding package where the celebratory event is done in a small group of intimate family members and friends. Complete with floral arrangement and photography services, they cost significantly less than the regular big-dos.



CBRE/WTW: Luxury hotel outlook remains bleak

Until international borders are re-opened and inter-state travel restrictions are lifted, many luxury hotels in Malaysia will continue to face a bleak future as they struggle to stay afloat.

In a report by CBRE | WTW, such hotels have been dealing with significantly lower Average Room Rates (ARR) and Average Occupancy Rates (AOR) from the first Movement Control Order (MCO) which began on March 18, 2020.

Prospects began to brighten during the Conditional MCO, but the start of MCO 2.0 on Jan 13 may have snuffed out the industry's chance of making a return to its heydays.

At best, the report found that hotels have been operating between 50% and 60% of their available room capacity as international tourist arrivals slumped by 78% year-on-year to just 4.3 million arrivals from Jan to Sept, 2020.

Even with the government's initiatives to promote domestic tourism with service tax exemptions and income tax relief, hotels have had to lower room rates and operating costs, while leaning heavily on domestic tourism to scavenge for revenue.

Internationally-branded hotels have restructured in terms of its key personnel, lower operating overheads, elimination of work duplication, and shifted sources of income to F&B activities to lessen the impact of the pandemic.

Overall, it was found that AOR had been significantly driven down from 81% (ARR of RM367) in the third quarter of 2019 to just 30% (ARR of RM213) in the same quarter of 2020.

Upgrading during slow time

Presently, several hotels have already ceased operations or temporarily

shuttered — making use of this time to undertake renovation works to their facade and facilities, among others.

Hotels that focus primarily on business and international travellers have been particularly affected, with their room rates hovering around the RM300 to RM400 band in order to help pull hotel guests back to their beds.

In promoting domestic tourism, the government also plays a part by offering incentives such as tourism and service tax exemptions for accommodations and income tax relief of RM1,000 for tourism expenses.

In addition, financial support for heritage buildings and recreational areas have been provided in order to attract domestic tourists.

Performance of the hotel sector has showed a slight improvement since June 2020, as luxury-branded hotels recorded an AOR of 18%

Some familiar-name hotels that have shuttered due to Covid-19 since 2020

HOTEL	LOCATION	CEASED OPERATION ON
Penaga Hotel	George Town, Penang	April 2020
Jazz Hotel	Tanjong Tokong, Penang	April 2020
GTower Hotel	Kuala Lumpur	April 2020
Tower Regency Hotel and Apartments	Ipoh, Perak	April 2020
Jerejak Island Resort	Bayan Lepas, Penang	April 2020
Four Points by Sheraton Sandakan	Sandakan, Sabah	May 2020
Berjaya Tioman Resort	Tioman Island, Pahang	June 2020
Holiday Inn Resort	Batu Ferringhi, Penang	June 2020
Ramada Plaza by Wyndham Melaka	Jalan Bendahara, Melaka	June 2020
Emperor Hotel	Kg Bukit China, Melaka	June 2020
Swiss-Garden Beach Resort Damai Laut	Lumut, Perak	June 2020
Swiss-Inn Chinatown	Kuala Lumpur	June 2020
Swiss-Inn Sungai Petani	Sungai Petani, Kedah	June 2020
The Puteri Pacific Hotel	Johor Bahru, Johor	Aug 2020
Copthorne Orchid Hotel	Tanjung Bungah, Penang	Aug 2020
Hotel Equatorial Penang	Bayan Lepas, Penang	March 2021

Compiled by **EdgeProp.my**

during the Recovery MCO, while midscale- and upscale-branded hotels have recorded occupancy rates of between 36% and 46%.

Backed by the domestic market and the allowance for inter-state travelling, both hotel categories have managed to show improvements

compared to the first MCO period.

For smaller boutique hotels, a faster rate of recovery is anticipated from the expected surge of domestic tourism, thanks to their lower operating overheads compared to luxury-oriented brands, says CBRE|WTW.

Mass vaccination and bubble travel the silver bullet?

Rahim & Co International Property Consultants CEO Siva Shanker sees the mass vaccination programme to be an effective solution for all countries.

Until herd immunity is achieved, there is not much that hotels can do except to continue its current marketing campaign, such as hotel workcation packages and extending F&B services or other services to the public, says Siva.

Having said so, he stresses that vaccination is just as one part of the solution as the future disease prevention is more important to ensure the health safety of Malaysians and international travellers.

Eventually the travel restrictions will be lifted and the government will need to provide a clear set of standard operating procedures to hoteliers to curb the infection rate.



Until herd immunity is achieved, there is not much that hotels can do except to continue its current marketing campaign, such as hotel workcation packages and extending F&B services or other services to the public. — Siva

THE EDGE

The recently unveiled National Covid-19 Immunisation Plan by Malaysia Prime Minister Tan Sri Muhyiddin Yassin has kicked off on Feb 24. The three-phased mass vaccination programme is set to see 80% of the country's population (approximately 26.5 million people) being inoculated against the Covid-19 virus.

In regards to the mass vaccination programme, Yap Lip Seng, CEO of Malaysian Association of Hotels (MAH), opines that the tourism industry will not be able to fully reopen as Malaysia will only reach 80% immunisation by 1Q 2022. Even for the international market, the hotel industry will still be highly dependent on the success of the vaccination programme worldwide.

Travel bubbles the immediate medicine?

Since the first MCO was implemented in March 2020, Yap says 7,000 employees have been affected while over 100 hotels have been forced to either permanently shutter or take an indefinite halt in their operations.

"If interstate travel ban is extended with no further assistance from the government, we expect to see more closures of 10% to 20% more, with more losing their jobs," Yap explains.

The hospitality sector, which includes hotels and tourism, is

the third largest component of the services sector, contributing 6% to Malaysia's gross domestic product and 23% of national employment or 3.5 million jobs in 2019, according to the Department of Statistics Malaysia (DOSM).

Being one of the key segments in the services sector, Zerin Properties managing director and CEO Previndran Singhe notes that more incentives are needed to support the hotel industry to weather the storm.

LOW YEN YEING | **EdgeProp.my**



There's an urgent need to review current travel restrictions and the implementation of travel-bubble between green zone states is crucial to encourage domestic travel activities. — Previndran

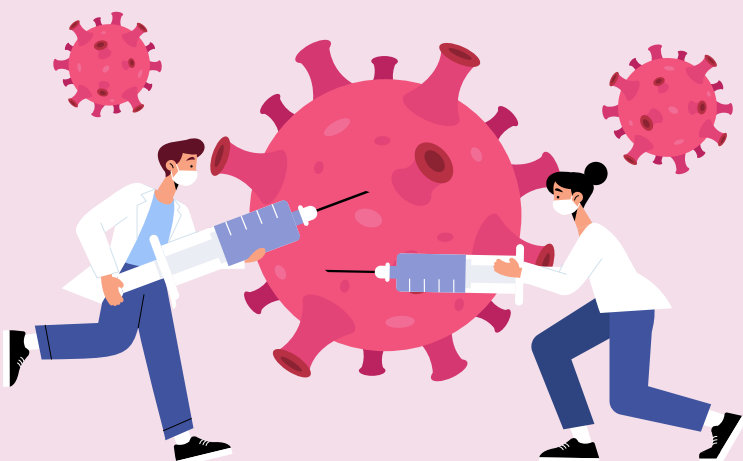
Although one of the measures — personal income tax relief of up to RM1,000 for domestic tourism expenses — could help encourage more "cuti-cuti Malaysia" activities, the real estate consultant expects more from the government to give a boost to the troubled hospitality industry.

There's an urgent need to review current travel restrictions and the implementation of travel-bubble between green zone states is crucial to encourage domestic travel activities, emphasises Previndran.

He points out that international travellers are still the key to recovery. Malaysia tourist arrivals grew steadily from 25.7 million in 2015 to 26.1 million in 2019 with tourist receipts increasing to RM86.1 billion in 2019, from RM69 billion in 2015.

Meanwhile, the Malaysian government is exploring and in talks with other countries on the implementation of a "vaccine passport" (or Covid-19 passports). This could be another catalyst for the international tourism industry as it could allow borders to reopen and the long hiatus might come to an end.

Several countries such as Sweden, Estonia, Iceland and Denmark are implementing vaccine passports as proof of an individual's vaccination. In Saudi Arabia, the government has issued "yellow book" certification for travellers who have been vaccinated against Covid-19.





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* Studies from Analytical Lab Group and ATS Laboratories.

¹ Effective against viruses - 99% Human Coronavirus, 94% H1N1 (Swine Flu), and 92% HFMD (Coxsackievirus A16).

² Effective against bacteria - 99% E. Coli, MRSA, Staphylococcus Aureus.



CCC, not Partial CCC, is mandatory upon VP

BY DATUK CHANG KIM LOONG
AND AR YS NG

The Federal Court has on January 19, 2021 ruled, in no uncertain terms, that there shall be only one certification i.e. Certificate of Completion and Compliance (CCC) under the housing legislations vis-a-vis Housing Development (Control & Licensing) Act, 1966 (HDA) and its regulations. Why is this decision so important? And how could this protect the rights of property buyers?

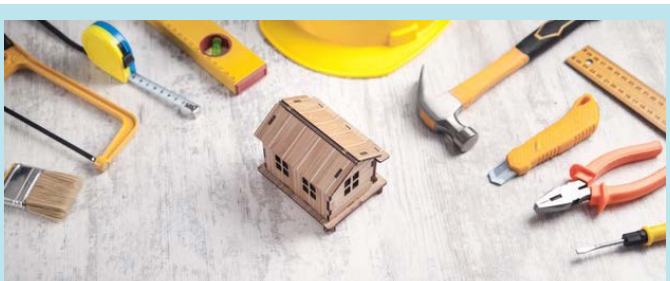


SCENARIO 1

The developer has delivered vacant possession to Carol and attached a "certification" from its architect that her condominium was ready for occupation.

On taking possession of her unit, she realised that the common facilities stated in her sale and purchase agreement had not been completed – the swimming pool, water features, landscape, gym and the four "super-speed" passenger lifts were not operational.

Despite that, the developer levied maintenance charges and sinking funds for all and sundry. The common facilities were subsequently delivered six months after the date Carol had taken physical possession of her unit.



SCENARIO 2

When Abdul Rahim took the keys to his condominium, he was bursting with joy. His joy was short-lived, though, when his neighbours told him that the developer's architects had issued Form F1 (Partial CCC), denoting that the development was only partially completed (rather incomplete in totality).

On checking, he realised a lot of construction works, as promised, had not been fulfilled as required of the housing developer. Though his unit parcel was completed somehow, the temporary hoardings were still erected, separating the main blocks from the common properties. There were frequent construction works with "prowling" foreign workers at site, giving rise to concerns about safety and hygiene for his family.

Imagine a podium for a shopping mall with a residential tower block sitting on top of it. What would happen if the developer abandoned the construction of the podium block after the issuance of Partial CCC to the purchasers of the residential tower block, due to low take-up rate of the retail outlets?



HDA forbids the use of 'Partial CCC' in delivery of vacant possession

HDA is a statute to provide for the control and licensing of the business of housing development in Peninsular Malaysia, the protection of the interest of purchasers and for matters connected therewith. In other words, HDA is a specialised legislation dealing with housing issues under its strict provisions.

The intention and emphasis of the HDA is best illustrated by the Federal Court on Nov 26, 2019, in its judgement in the landmark case known as *Ang Ming Lee & Ors vs Menteri Kesejahteraan Bandar & Pengawal Perumahan*, which ruled that the housing controller has no power to waive or modify provisions of the contracts of sale as prescribed by regulations 11(1) and (2) of the Housing Development (Control and Licensing) Regulations, 1989 (1989 Regulations).

Her Ladyship Chief Justice Tun Tengku Maimun Tuan Mat had emphasised in no uncertain terms

in the judgement that Act 118 (Housing Development (Control & Licensing) Act 1966) is a "social legislation" intended to protect homebuyers. The interests of the purchasers shall be the paramount consideration against the developer.

This can be inferred from the fact that Partial CCC was explicitly precluded from one of the quintessential VP (delivery of vacant possession) conditions:-

i) Section 3 of Act 118 inter-alia: "Certificate of Completion and Compliance" means the certificate of completion and compliance given or granted under the Street, Drainage and Building Act, 1974 and any by-laws made under that Act certifying that the housing accommodation has been completed and is safe and fit for occupation but does not include partial certificate of completion and compliance.

ii) Clause 1 (b) Schedule G; and
iii) Clause 1 (c) Schedule H, Clause 1(b) Schedule I and Clause 1(c) Schedule J

The exclusion is a testament that the issue of Partial CCC has indeed been deliberated, considered and

left out in good measure under the HDA legislations.

Why 'Partial CCC' is a bad idea

A partially completed scheme due to "phased development" is known to have created a litany of problems for the purchasers, owners or occupants, among other things.

First of all, there is a risk of incompleteness of the overall neighbourhood for the occupants of the earlier phases, in the event where the developer may abandon the project halfway or be unable to continue with the subsequent phases due to financial burden or winding up.

For example, imagine a podium for a shopping mall with a residential tower block sitting on top of it. What would happen if the developer abandoned the construction of the podium block after the issuance of Partial CCC to the purchasers of the residential tower block, due to low take-up rate of the retail outlets?

CONTINUES NEXT PAGE →

PROPERTY CHAT



← FROM PREVIOUS PAGE

The purchasers would have to put up with the partially completed structure and worse still, they would have to go through the unfinished areas daily if both the podium and residential block happened to share a common access. The abandoned podium would become a breeding ground for mosquitoes, rats, rodents, insects as well as other undesirable elements.

Not only would it be an eyesore to the neighbourhood, but there would also definitely be a reduction in the value of their property as a direct consequence of such abandonment.

Even if the podium phase were not abandoned, the subsequent ongoing construction activities would create a host of potential security threats, safety and health hazards caused by smog, noise and dust pollution to the purchasers of the earlier phase.

Only one type of certification for both parcel and common facilities

In a landmark decision on January 19, 2021 the Federal Court has delivered its grounds of judgement in respect of the case of *PJD Regency Sdn Bhd vs Tribunal Tuntutan Pembeli Rumah & Another & 6 Other Appeals*. Apart from clarifying the legal position as to when time starts to run in respect of VP of the property, the Apex also distinguished between Certificate of Practical Completion (CPC) and CCC.

1) CPC is a certification for building works done under a construction contract entered into between the owner or developer and the builder or contractor. Such



Completion of the common facilities must be in tandem with the completion of the property itself, as the purpose of the common facilities is for the use and comfort of the purchasers.

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"LAD to be calculated from collection of 'booking fee' – Federal Court"

certification is a private legal obligation between such parties;

2) Whereas CCC is a statutory requirement, as pointed out by Her Ladyship, and that "... is only issued upon the developer complying with all regulatory laws such as the Street, Drainage and Building Act 1974".

The question posted to the Federal Court panel of five Judges was: "Whether

the developer can be deemed to have delivered common facilities to the purchaser upon the issuance of the CPC and not the CCC".

Reverting to the principles of interpretation of social legislation, the Court is required to construe the statutory contract in a manner most favourable to the purchasers. It is clear that the SPA only refers to one type of certification, namely the CCC. This CCC issued by the architect is required for the VP to the purchasers.

CJ Tengku Maimun held the following:-

It cannot be the intention of the legislature to refer to one standard in respect of VP and another standard in respect of the completion of common facilities. Furthermore, CCC is a legal requirement imposed by law which will be issued upon the developer complying with all regulatory laws such as the Street, Drainage and Building Act, 1974. This affords protection to purchasers who can be rest assured that the relevant authorities have approved the construction. The same cannot be said in respect of the CPC or any other such docu-

ments not amounting to a CCC.

For the purposes of ascertaining the date of completion of common facilities under a prescribed statutory contract of sale, the relevant date is the date when the CCC is issued for purposes of VP of the Property.

Hence, it is abundantly clear from the decision that parcels and common facilities ought to be completed and handed over to the buyers simultaneously and not separately. Completion of the common facilities must be in tandem with the completion of the property itself, as the purpose of the common facilities is for the use and comfort of the purchasers.



Datuk Chang Kim Loong is the Hon Secretary-General and Ar YS Ng is the technical advisor of the National House Buyers Association (HBA).
HBA can be contacted at:
Email: info@hba.org.my
Website: www.hba.org.my
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RM735,000

Suasana Bukit Ceylon, Bukit Bintang, Kuala Lumpur
Type: Condominium **Tenure:** Freehold
Built-up: 743 sq ft **Bedroom:** 1 **Bathroom:** 1

Abelard Toh (REN 42752)
REAPFIELD PROPERTIES (HQ) SDN BHD (E (I) 0452)
☎ +6017 507 2937



RM4,600,000

Mutiara Homes, Mutiara Damansara, Selangor
Type: Bungalow **Tenure:** Freehold
Built-up: 5,200 sq ft **Land size:** 7,200 sq ft
Bedroom: 7 **Bathroom:** 7

Abelard Toh (REN 42752)
REAPFIELD PROPERTIES (HQ) SDN BHD (E (I) 0452)
☎ +6017 507 2937



RM60,000,000

Section 14, Petaling Jaya, Selangor
Type: Commercial complex
Tenure: Leasehold **Built-up:** 145,000 sq ft

Elaine Chong (REN 09348)
POLYGON PROPERTIES SDN BHD (E (I) 1714)
☎ +6019 441 4013



RM13,000,000

Jalan Gelenggang, Damansara Heights, Kuala Lumpur
Type: Bungalow **Tenure:** Freehold
Built-up: 14,500 sq ft **Land size:** 8,000 sq ft
Bedroom: 6 **Bathroom:** 7

Elaine Chong (REN 09348)
POLYGON PROPERTIES SDN BHD (E (I) 1714)
☎ +6019 441 4013



RM7,800,000

Bukit Segambut, Segambut, Kuala Lumpur
Type: Residential land **Tenure:** Freehold
Land size: 47,500 sq ft

Emily Yap (REN 22792)
REAPFIELD PROPERTIES (HQ) SDN BHD (E(I) 0452)
☎ +6017 887 8893



RM1,550,000

Pavilion Hilltop, Mont'Kiara, Kuala Lumpur
Type: Condominium **Tenure:** Freehold
Built-up: 1,496 sq ft **Bedroom:** 4 **Bathroom:** 4

Eric Wong (REN 46595)
IQI REALTY SDN BHD (E (I) 1584)
☎ +6012 862 1744

SOLD FOR

RM4.9 mil
(RM612 psf against land size)

Bungalow house at TTDI Hills, TTDI, Kuala Lumpur

Concluded by: Swiss Tan PRO (PEA 2710)
of IQI Realty Sdn Bhd
(+6013 228 8881) **When:** Oct 2020

- Noteworthy**
- Freehold
 - Built-up: 6,000 sq ft; Land size: 8,000 sq ft
 - Six bedrooms; five bathrooms
 - Semi-furnished unit
 - Facilities: Playground, jogging track and 24-hour security
 - Amenities: Shoplots, schools, park, banks, restaurants, office buildings, shopping malls and hospital

TTDI Hills is a low-density bungalow development as it only consists of 52 units. The premium residential development is located on the hilltop along Jalan Changkat Datuk Sulaiman in TTDI.

According to IQI Realty Sdn Bhd property agent Swiss Tan, TTDI Hills is well sought after by big families or multi-generation families who prefer serene and peaceful living environments.

Tan said the seller of the house had decided to move to another property, thus cashing out this house.

Meanwhile, the buyer, who was looking for a family house, liked TTDI Hills for its gated-and-guarded community and the serene environment.

“The buyer also appreciated the spectacular



TTDI view from the balcony as the house is situated on a hilltop with an unblocked view. He also liked the environment and privacy,” Tan noted.

She deemed it a good deal as a freehold hilltop bungalow in TTDI was a rare find.

According to EdgeProp Research, no transaction of TTDI Hills was recorded in the past three years.

However, as at February 2021, there were 27 TTDI Hills properties listed for sale on EdgeProp.my. The asking price ranged from RM4.98 million to RM8.6 million or an average asking price of RM698 psf against land size.

Meanwhile, there were four units listed for rent with an average asking monthly rental of RM10,450 or RM1 psf.



RM2,250,000

Seputeh Heights, Seputeh, Kuala Lumpur
Type: Residential land **Tenure:** Freehold
Land size: 6,156 sq ft

Emily Yap (REN 22792)
REAPFIELD PROPERTIES (HQ) SDN BHD (E(I) 0452)
☎ +6017 887 8893



RM2,850,000

Pavilion Hilltop, Mont'Kiara, Kuala Lumpur
Type: Condominium **Tenure:** Freehold
Built-up: 2,702 sq ft **Bedroom:** 5 **Bathroom:** 6

Eric Wong (REN 46595)
IQI REALTY SDN BHD (E (I) 1584)
☎ +6012 862 1744



RM250,000

City of Green Condominium, Seri Kembangan, Selangor
Type: Condominium **Tenure:** Freehold
Built-up: 650 sq ft **Bedroom:** 1 **Bathroom:** 1

Fountain Land Property (E 2377)
FOUNTAIN LAND PROPERTY (E (3) 1502)
☎ +6017 266 8181



RM330,000

Endah Regal Condominium, Bandar Baru Sri Petaling, Kuala Lumpur
Type: Condominium **Tenure:** Leasehold
Land size: 1,141 sq ft **Bedroom:** 3 **Bathroom:** 2

Fountain Land Property (E 2377)
FOUNTAIN LAND PROPERTY (E (3) 1502)
☎ +6017 266 8181



RM397,000

Bandar Bukit Tinggi, Klang, Selangor
Type: Shoplot **Tenure:** Freehold
Built-up: 1,600 sq ft **Land size:** NA
Bedroom: 2 **Bathroom:** 4

Gena Yew (REN 26919)
CID REALTORS SDN BHD (E (I) 1855/2)
☎ +6018 386 4483



RM1,200,000

Tanamera, Shah Alam, Selangor
Type: Terraced house **Tenure:** Freehold
Built-up: 2,396 sq ft **Land size:** 1,647 sq ft
Bedroom: 5 **Bathroom:** 4

Gena Yew (REN 26919)
CID REALTORS SDN BHD (E (I) 1855/2)
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RM2,361,800

Allevia, Mont’Kiara, Kuala Lumpur
Type: Condominium **Tenure:** Freehold
Built-up: 2,634 sq ft **Bedroom:** 6
Bathroom: 6

Harry Anwar (REN 38290)

AZMI & CO ESTATE AGENCY SDN BHD (E 10553)
+6012 912 5034



RM1,546,800

Allevia, Mont’Kiara, Kuala Lumpur
Type: Condominium **Tenure:** Freehold
Built-up: 1,703 sq ft **Bedroom:** 4 **Bathroom:** 3

Harry Anwar (REN 38290)

AZMI & CO ESTATE AGENCY SDN BHD (E 10553)
+6012 912 5034



RM1,200,000

Sungai Buloh Country Resort, Sungai Buloh, Selangor
Type: Bungalow **Tenure:** Leasehold
Built-up: 4,000 sq ft **Land size:** 6,000 sq ft
Bedroom: 6 **Bathroom:** 4

James Yim (REN 24129)

PROPERTY EXPRESS (E 3) 1205
+6012 687 4892



RM2,380,000

Seksyen 7, Shah Alam, Selangor
Type: Residential land **Tenure:** Leasehold
Land size: 19,060 sq ft

James Yim (REN 24129)

PROPERTY EXPRESS (E 3) 1205
+6012 687 4892



RM758,000

Taman Bukit Intan, Bandar Baru Sri Petaling, Kuala Lumpur
Type: Terraced house **Tenure:** Freehold
Built-up: 1,946 sq ft **Land size:** 880 sq ft
Bedroom: 5 **Bathroom:** 3

Jamil (REN 20289)

IM GLOBAL PROPERTY CONSULTANTS SDN BHD
(VEPM (I) 0253) +6012 935 5226

SOLD FOR

RM785,000 (RM254 psf)
Double-storey shophouse at Bandar Baru UDA, Johor Bahru, Johor



Concluded by: Lily Mohd PRO (REN 13748)
of Gather Properties
(+6019 758 7250) **When:** Oct 2020



Noteworthy

- Built-up: 3,080 sq ft
- Freehold
- Semi-furnished with partitions and minor renovation
- Two bathrooms
- Accessible via the Johor Bahru-Singapore Causeway Link and Johor Bahru railway station

Bandar Baru UDA is a suburb in Johor Bahru, Johor. The area is predominated by professionals and higher middle-class Malays who live in the terraced houses, semi-dees and bungalows in the neighbourhood.

According to Lily Mohd from Gather Properties, the owner had been looking for a buyer to cash out the investment on this shophouse, while the cash-rich buyer, seeing the investment potential of shophouse in Bandar Baru UDA, decided to buy the unit.

“The buyer told me that he would rather put his money in this property as it had a high rental yield of almost 7.18% even during the pandemic time. This is because Bandar Baru UDA

has limited commercial property supply. The buyer believed the investment would make more profit than keeping his money in the bank as the interest rate is much lower now,” she said.

As at Feb 2021, there were three shophouse rental listings of Bandar Baru UDA on EdgeProp.my, with an average asking monthly rental of RM2,667 or RM1.57 psf.

Meanwhile, the sales listing is not available on EdgeProp.my at the moment.

The latest available transacted data of Bandar Baru UDA shophouse from EdgeProp Research were in 2019. Some 11 units exchanged hands at an average price of RM1.33 million, which translated to RM665 psf.



RM960,000

Taman Austin Perdana, Johor Bahru, Johor
Type: Semidee house **Tenure:** Freehold
Built-up: 2,800 sq ft **Land size:** 3,200 sq ft
Bedroom: 5 **Bathroom:** 5

Jamil (REN 20289)

IM GLOBAL PROPERTY CONSULTANTS SDN BHD
(VEPM (I) 0253) +6012 935 5226



RM303,000

Taman Angsam, Seremban, Negeri Sembilan
Type: Terraced house **Tenure:** NA
Built-up: NA **Land size:** 2,070 sq ft
Bedroom: 4 **Bathroom:** 3

Jenny Wong (REN 31278)

IQI REALTY SDN BHD (E (I) 1584/9)
+6019 881 3803



RM998,000

Taman Putra Impiana, Puchong, Selangor
Type: Terraced house **Tenure:** Leasehold
Built-up: 2,629 sq ft **Land size:** 2,240 sq ft
Bedroom: 6 **Bathroom:** 5

KK Sah (REN 23736)

IDEAL PROPERTY CONSULTANT (E (I) 1572)
+6016 637 5097



RM288,000

Pulau Indah Industrial Park, Port Klang, Selangor
Type: Factory **Tenure:** Leasehold
Built-up: 2,000 sq ft **Land size:** 2,250 sq ft
Bedroom: 1 **Bathroom:** 2

KK Sah (REN 23736)

IDEAL PROPERTY CONSULTANT (E (I) 1572)
+6016 637 5097



RM1,200,000

Alam Impian, Shah Alam, Selangor
Type: Terraced house **Tenure:** Freehold
Built-up: 3,200 sq ft **Land size:** 3,563 sq ft
Bedroom: 4 **Bathroom:** 5

Logann Seeva (REN 31456)

REAPFIELD PROPERTIES (HQ) SDN BHD (E (I) 0452)
+6017 221 4225



RM4,100,000

Ken Damansara 2, Petaling Jaya, Selangor
Type: Condominium **Tenure:** Freehold
Built-up: 5,000 sq ft **Bedroom:** 7
Bathroom: 6

Logann Seeva (REN 31456)

REAPFIELD PROPERTIES (HQ) SDN BHD (E (I) 0452)
+6017 221 4225



RM880,000

Taman Minang Ria, Cheras, Selangor
Type: Terraced house **Tenure:** Freehold
Built-up: NA **Land size:** 3,025 sq ft
Bedroom: 5 **Bathroom:** 4


Lynn Ooi (REN 22762)

THE ROOF REALTY SDN BHD (E (I) 1605)
+6012 233 8152

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RM26,036/mth
KL Eco City, Bangsar, Kuala Lumpur
Type: Office **Tenure:** Freehold
Built-up: 4,489 sq ft

Nik Adnan Bin Nik Hussein (REN 10320)
REAPFIELD PROPERTIES (HQ) SDN BHD (E (I) 0452)
☎ +6012 396 6456



RM6,000/mth
Mutiara Upper East, Desa Pandan, Kuala Lumpur
Type: Condominium **Tenure:** Leasehold
Built-up: 2,288 sq ft **Bedroom:** 4
Bathroom: 4

Nik Adnan Bin Nik Hussein (REN 10320)
REAPFIELD PROPERTIES (HQ) SDN BHD (E (I) 0452)
☎ +6012 396 6456



RM4,000,000
Glenmarie Residences, Shah Alam, Selangor
Type: Bungalow **Tenure:** Freehold
Built-up: 5,300 sq ft **Land size:** 7,000 sq ft
Bedroom: 6 **Bathroom:** 6

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



RM438,000
Casa Tiara, Subang Jaya, Selangor
Type: Condominium **Tenure:** Freehold
Built-up: 800 sq ft **Bedroom:** 3 **Bathroom:** 2

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



RM428,000
Kinta Riverfront, Ipoh, Perak
Type: Condominium **Tenure:** Leasehold
Built-up: 1,223 sq ft **Bedroom:** 3 **Bathroom:** 2

Steven Eng (PEA 2310)
GS REALTY SDN BHD (E (I) 1307)
☎ +6018 954 0680



RM650,000
The Haven, Ipoh, Perak
Type: Condominium **Tenure:** Leasehold
Built-up: 1,080 sq ft **Bedroom:** 3
Bathroom: 2

Steven Eng (PEA 2310)
GS REALTY SDN BHD (E (I) 1307)
☎ +6018 954 0680



RM3,800,000
Maxim Citilights, Sentul, Kuala Lumpur
Type: Shoplot **Tenure:** Leasehold
Built-up: 6,210 sq ft

Syazana Ahmad Arif (REN35849)
REAPFIELD PROPERTIES (HQ) SDN BHD (E (I) 0452)
☎ +6014 260 2939



RM1,036,320
Astoria Ampang, Ampang, Selangor
Type: Condominium **Tenure:** Leasehold
Built-up: 888 sq ft **Bedroom:** 3 **Bathroom:** 2

Syazana Ahmad Arif (REN35849)
REAPFIELD PROPERTIES (HQ) SDN BHD (E (I) 0452)
☎ +6014 260 2939



RM1,800,000
Jalan Birai, Bukit Jelutong, Selangor
Type: Terraced house **Tenure:** Freehold
Built-up: 6,000 sq ft **Land size:** 4,165 sq ft
Bedroom: 7 **Bathroom:** 6

Winnie Su (REN 00355)
TECH REALTORS PROPERTIES SDN BHD (E (I) 1492)
☎ +6017 298 1800



RM2,600,000
Jalan Bidai, Bukit Jelutong, Selangor
Type: Bungalow **Tenure:** Freehold
Built-up: 4,500 sq ft **Land size:** 5,995 sq ft
Bedroom: 6 **Bathroom:** 7

Winnie Su (REN 00355)
TECH REALTORS PROPERTIES SDN BHD (E (I) 1492)
☎ +6017 298 1800



RM1,200,000
Lucky Garden, Bangsar, Kuala Lumpur
Type: Terraced house **Tenure:** Freehold
Built-up: 1,500 sq ft **Land size:** 1,760 sq ft
Bedroom: 4 **Bathroom:** 2

Wong Mei Fong (REN 32252)
REAPFIELD PROPERTIES (HQ) SDN BHD (E (I) 0452)
☎ +6012 202 3711



RM1,650,000
Taipan 1, Ara Damansara, Selangor
Type: Shoplot **Tenure:** Freehold
Built-up: 5,160 sq ft **Land size:** 1,650 sq ft
Bathroom: 6

Wong Mei Fong (REN 32252)
REAPFIELD PROPERTIES (HQ) SDN BHD (E (I) 0452)
☎ +6012 202 3711



RM1,150,000
Saujana Villa, Kajang, Selangor
Type: Semidee house **Tenure:** Freehold
Built-up: 3,514 sq ft **Land size:** 3,200 sq ft
Bedroom: 5 **Bathroom:** 5

Zamshary (REN 02402)
NILAI PROPERTIES REALTY (E (3) 1479)
☎ +6019 219 2072



RM351,000
Olak Lempit, Banting, Selangor
Type: Terraced house **Tenure:** Freehold
Built-up: 1,092 sq ft **Land size:** 1,720 sq ft
Bedroom: 3 **Bathroom:** 2

Zamshary (REN 02402)
NILAI PROPERTIES REALTY (E (3) 1479)
☎ +6019 219 2072



RM595,000
Bandar Seri Sendayan, Siliau, Negeri Sembilan
Type: Terraced house **Tenure:** Freehold
Built-up: 2,398 sq ft **Land size:** 2,220 sq ft
Bedroom: 4 **Bathroom:** 4

Zuraini Zallin (PEA1699)
RESCOM REALTY (VE (3) 0244)
☎ +6019 663 1526



RM675,000
Jalan Presint 11A1/15, Cyberjaya, Selangor
Type: Terraced house **Tenure:** Freehold
Built-up: 2,100 sq ft **Land size:** 1,540 sq ft
Bedroom: 4 **Bathroom:** 3

Zuraini Zallin (PEA1699)
RESCOM REALTY (VE (3) 0244)
☎ +6019 663 1526

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