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# Worst over for *Sabah* *property* *market?*

Property developers said the KK market  
bottomed out last year. Has it? Where are the  
potential hotspots?







**The Edge Property Sdn Bhd**  
(1091814-P)  
Level 3, Menara KLK,  
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

**Photographer** Low Yen Yeing

**Designer** Xiao Hu

**For New Launches/Events/  
Press Releases/News Tips**  
Email: [editor@edgeprop.my](mailto:editor@edgeprop.my)

Tel: (03) 7721 8211  
Fax: (03) 7721 8280

## Advertising & Marketing

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

**Account Manager**  
Joyceline Chan Lai Yuet  
(012) 693 5826

**Marketing Support & Ad Traffic**  
Madeline Tan (03) 7721 8218

Email: [marketing@edgeprop.my](mailto: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](mailto:support@edgeprop.my)  
Tel: (03) 7733 9000

## EdgeProp.my E-weekly

is published by The Edge  
Property Sdn Bhd.

## THE EDGE MALAYSIA

**Publisher and Group CEO**

Ho Kay Tat

## Editorial

**Editor-in-chief** Azam Aris  
**Corporate**

**Chief Operating Officer**  
Lim Shiew Yuen

**Advertising & Marketing**

**Chief Commercial Officer**  
Sharon Teh (012) 313 9056

**General Manager**  
Fong Lai Kuan (012) 386 2831

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## Sunway to launch mixed development of at least RM1.15b on Cochrane land

Sunway Bhd plans to roll out a mixed development comprising serviced apartments and retail elements that carries a gross development value (GDV) of at least RM1.15 billion on its newly acquired prime land at Jalan Cochrane, Kuala Lumpur.

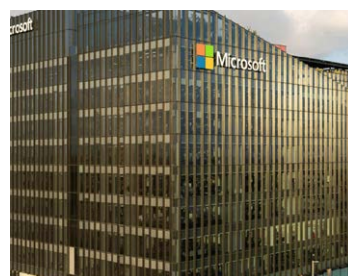
The company's wholly-owned subsidiary Sunway Rahman Putra Sdn Bhd has sealed a sale and purchase agreement to acquire the 6.59-acre freehold plot from Mutiara Rini Sdn Bhd, a wholly-owned subsidiary of Boustead Holdings Bhd, for a purchase consideration of RM233.4 million.

The land located within the commercial zoning in the city centre is situated directly across Cochrane MRT station and just one station from Tun Razak Exchange.

Sunway Property managing director Sarena Cheah said the land acquisition and future development will further strengthen Sunway's presence in this vicinity, where the company has already developed and invested substantially in the very successful Sunway Velocity and Sunway Velocity TWO, both of which are MSC Cybercentre-status developments.

She added that the proposed mixed development will comprise serviced apartments that sit on top of a retail podium, which will benefit from road frontages on all four sides of the site.

Meanwhile, in a filing to the local bourse on April 19, Boustead noted that the land had been sold at a 6.1% or RM13.4 million premium over its market value of RM220 million.



## Microsoft to invest US\$1b in Malaysia to set up data centre region

Microsoft Corp will invest US\$1 billion (RM4 billion) over the next five years as part of the partnership with Malaysia government and local companies under the Bersama Malaysia Initiative to establish its first data centre region in Malaysia.

The investment would be the US tech giant's biggest in Malaysia.

In a statement on April 19, Prime Minister Tan Sri Muhyiddin Yassin said the "data centre region" will comprise multiple data centres to manage data from various countries.

"It is estimated that it will help create 19,000 jobs including 4,000 IT-related jobs amongst its cloud users," said the PM.

## 2020 one of the warmest years on record

The year 2020 was "stormy" for most people around the world. Extreme weather combined with the Covid-19 pandemic delivered a double blow to the global population.

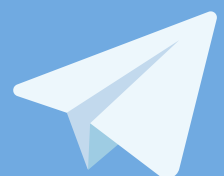
Unlike what many have been led to believe, pandemic-related economic slowdown did not halt climate change drivers – according to the State of the Global Climate 2020 report compiled by the World Meteorological Organisation (WMO) and a network of partners.

Last year was also one of the three warmest years on record despite a cooling La Niña event. Global average temperature was about 1.2 degrees Celsius above the pre-industrial (1850-1900) level, while the six years since 2015 have been the warmest ever recorded.



To cause world temperature to rise by just 1 degree Celsius requires a lot of heat – enough to melt glaciers, raise sea levels and cause the homes of millions of people to be under water.

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## Genting-owned Resorts World Las Vegas to open June 24

Genting Bhd-owned Resorts World Las Vegas (pictured) in the US will officially open its doors on June 24, 2021.

Resorts World Las Vegas claimed in a statement on April 20 that the property is the first ground-up resort development on the Las Vegas Strip in more than a decade.

President of Resorts World Las Vegas Scott Sibella said the property will feature, among others, 3,500 guest rooms and suites, a gaming floor and a 5,000-capacity theatre.

"Resorts World Las Vegas is one of the largest hotel construction

sites in the US, rapidly moving forward with over 3,000 construction workers on site daily at the nearly 88-acre (about 35.2ha) site.

In partnership with Hilton Hotels & Resorts, Resorts World Las Vegas will integrate three of Hilton's premium brands into its resort campus, including Las Vegas Hilton, the resort's full-service brand; Conrad Las Vegas, Hilton's lifestyle luxury brand; and LXR, Hilton's network of independent luxury properties, which will operate as Crockfords Las Vegas, Genting's internationally renowned ultra-luxury brand.

## Covid-19: Global new cases continue to rise

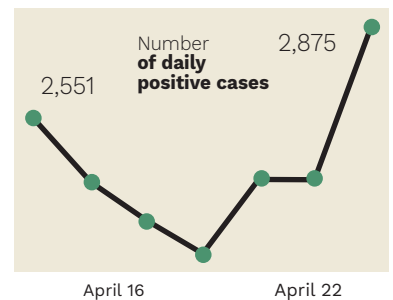


Covid-19 has continued to spread around the world with over 140 million confirmed cases as of April 20, while three million have lost their lives to the deadly coronavirus across 200 countries since the outbreak started in 2020.

Earlier this week, the director-general of the World Health Organisation (WHO) said infections and hospitalisations among people aged 25 to 59 are increasing at an alarming rate, possibly as a result of highly transmissible variants and increased social mixing among young adults.

"Big numbers can make us numb. But each one of these deaths is a tragedy for families, communities and nations," he said.

In Malaysia, the number of cases is also on the rise, with the daily Covid-19 cases having remained above the 2,000 level for nine consecutive days since April 15, 2021.



A total of 83 Covid-19 clusters related to the education sector were recorded from Jan 1 till April 21, and 49 clusters with over 2,600 cases still active.

Meanwhile, 95% of the total 571,000 frontline workers have received the first dose of the vaccine under phase one of the National Covid-19 Immunisation Programme, as of April 20.

## Sunway Malls sees traffic and sales recovery in March

Despite the challenges from the Covid-19 pandemic, Sunway Malls have seen improved traffic and sales since the easing of restrictions from the Lunar New Year period, said Sunway Malls.

According to the latest March 2021 figures, the company said both traffic and sales had achieved 90% and 95% normalcy respectively in comparison to the same period in March 2019.

Since the first MCO, the mall group has reported less than 1% of its retailers shutting down their operations. On the contrary, Sunway Malls welcomed 200 new shop openings with a net lettable area of 700,000 sq ft across its malls last year, equivalent to a normal-size mall with 100% occupancy, which is a healthy retail space demand driven by the growing emergence and expansion of Asian retail brands.

## China investor showing interest in Tanjung Aru development

The controversial Tanjung Aru Eco Development here might be getting a new Chinese investor, reported the Malay Mail on April 19.

The news portal quoted Chief Minister Datuk Seri Hajiji Noor, who said he had received a courtesy call from CRCC International Investment Group real estate director Frank Y. F. Feng, who had expressed his interest in investing in the multi-billion beachside project.

The project has been mooted under the Barisan Nasional government since 2013. The mixed development was to comprise beachfront resorts, a golf course and residential components.

However, the project did not kick off as it has received great public objection, stemming from fear of losing public spaces and also concerns on environmental preservation.

## Convent Bukit Nanas lease extended for another 60 years

The Prime Minister's Office has on April 22 announced that the Government has agreed to extend the lease for Sekolah Menengah Kebangsaan Convent Bukit Nanas (CBN) for another 60 years.

The CBN's land ownership issue has come under the spotlight after the High Court has granted an application for leave for judicial review by CBN to challenge the government's decision to not extend the school's land lease which was supposed to

end on Sept 6.

The news has sparked public concern and CBN alumni, such as former Minister of International Trade and Industry Tan Sri Rafidah Aziz, have stepped up and urged the government to convert the leasehold title of CBN to preserve the heritage institution.

CBN — which comprises two primary schools and SMKCBN — was established by Christian missionaries in 1899, thus making it one of the oldest schools in the city, and is inside the heritage zone.



# UDA CELEBRATES 50<sup>TH</sup> ANNIVERSARY WITH OWN & WIN 50 GOLDEN OFFERS

50  
YEARS  
1971 - 2021



Gravitas development in Seberang Perai, Penang.



Coast Kemaman is envisioned to be a thriving business hub in Terengganu.



From left: UDA Holdings Berhad's property development group chief operating officer Noor Azmi Salleh, board of directors member Dr Nordin Mohd Zain, Jalaluddin, president and CEO Sr Mohd Salem Kailany and board of directors member Sr Mohd Asri Abdul Ghani during the launch of "UDA 50 Golden Offers" campaign to celebrate the company's 50th anniversary.

Property developer and asset management company, UDA Holdings Bhd is ushering in its golden jubilee with the launch of the "UDA 50 Golden Offers" campaign as an appreciation to the customers.

With the tagline "Own and Win", the campaign which kicked off from Jan 1, 2021 till end-October this year is opened to all buyers of UDA properties.

"This campaign is our way of saying 'Thank You' to all our supporters out there and this will be the first of many programmes lined up for 2021," said UDA Holdings chairman Datuk Seri Jalaluddin Alias.

The campaign offers residential and commercial properties throughout Malaysia is expected to stimulate interest among potential customers.

"This initiative will promote the local property market and property ownership in line with UDA's key message: enriching affordable and sustainable lifestyle," he added.

The campaign was launched at Legasi Kampong Bharu Sales Gallery in Kuala Lumpur on March 6, 2021 and was attended by UDA Holdings' top management including chairman Datuk Seri Jalaluddin Alias, property development group chief operating officer Noor Azmi Salleh, president and CEO Sr Mohd Salem Kailany as well as members of the board of directors Dr Nordin Mohd Zain and Sr Mohd Asri Abdul Ghani.

## Dazzling prizes for 50 lucky winners

From now until Oct 31, the campaign and its 50 prizes will look to reward 50 lucky homebuyers.

Out of the 50, 39 lucky names will be announced in the campaign's bi-monthly draws.

The final 11 winners will be selected for the Grand Draw which will include prizes such as five Yamaha 15ZR motorcycles, five 50g gold bars and a Grand Prize of a Proton X50 sports utility vehicle.

To enter into the draw, each contestant is entitled to one entry per RM100,000 spent purchasing a UDA property. Additionally, those who signed a Sales and Purchase Agreement in 2020 for selected UDA properties prior to the commencement of the campaign will also be eligible.

The selected UDA properties include Legasi Kampong Bharu Residence, Akasia Jubilee Residence and 38 Bangsar Residence in Kuala Lumpur, Pelindung Heights' double-storey semi-detached homes in Pahang as well as Elevate commercial units, Evoke Condominium and Crescent Dew bungalows in Penang.

Also included in the list of selected properties are Pisonia Ville and Rossa Terrace in Johor Bahru as well as Coast Commercial Centre and Sarai bungalows in Terengganu.

## How to join



### Complete booking

Complete the booking and deposit with UDA sales team or official UDA Property agent



### Sign SPA

Complete your UDA Property ownership process



### Verify entries

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# Fall in prime retail rents eases in 1Q2021: Knight Frank



PHOTOGRAPHS BY ALBERT CHUA | The Edge Singapore

The decline of average gross rents of prime retail space in Singapore generally slowed down in 1Q2021.

● **Text Charlene Chin**  
EdgeProp Singapore

SINGAPORE: Prime retail rents in Singapore contracted by 12.9% y-o-y in 1Q2021 to an average of S\$26.60 psf (RM82.40 psf) per month, as the pick-up in retail activity remained uneven and limited due to restrictive dining capacities, says Knight Frank.

However, the decline of average gross rents of prime retail space in Singapore generally slowed down, with the exception of prime retail shops on Orchard Road, due to the continued lack of tourists impeding a substantial rebound in retail activity.

The research consultancy projects that footfall at retail stores, particularly those in the CBD, is set to rise, as regulations on workplace capacity have been relaxed to accommodate up to 75% of the workforce from April 5 onwards. However, this is projected to be at a “moderate pace”, as a majority of firms continue to implement flexible work arrangements.

With a total of S\$2.8 billion in sales (excluding motor vehicles) in February 2021, the retail sales index grew by 8.2% y-o-y to 87.5, marking an uptick from the decline of 8.5% in January 2021.

The proportion of online sales (excluding motor vehicles) normalised from the peak levels of 16.3% and 13.4% in November and September 2020, to 12.0% and 11.7% in January and February 2021 respectively, but remained higher than the proportion of online sales before the onset of the “circuit breaker” in April last year, highlights Knight Frank.

Of that, the majority of the online retail trade comprised transactions of computer & telecommunications, furniture & household equipment, and supermarkets & hypermarkets.

Knight Frank has also observed that more brands have hopped on the e-commerce bandwagon, noting that a “holistic brand experience that can drive customer behaviour” has become essential.

Upcoming retail players to look out for include Ace Signature, a new supermarket specialising in international produce at NTP+, a mall at New Tech Park set to open some time this year. Furniture retailer Courts’ new flagship store at The Heeren is also slated to open in 2022, integrating new retail concepts.

Looking ahead, Knight Frank suggests that malls should not just focus on providing customers with an im-

“

**Footfall at retail stores, particularly those in the CBD, is set to rise, as regulations on workplace capacity have been relaxed to accommodate up to 75% of the workforce from April 5 onwards. However, this is projected to be at a “moderate pace”, as a majority of firms continue to implement flexible work arrangements.”**

— **Knight Frank**

mersive experience through technology, but also consider placemaking strategies to entice shoppers into the malls by providing them with what they cannot access online. “Such efforts must focus on bringing people together, allowing them to create memorable moments in malls,” it says.

“To achieve these, landlords should provide certain concessions or incentives to like-minded retailers whose objectives are aligned; as well as offer hybrid rent structures comprising reasonable base rents with a turnover rent component,” Knight Frank says. ■



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# What's next for *Kota Kinabalu* housing market?

PHOTOGRAPHS BY SUHAIMI YUSUF | The Edge  
& LOW YEN YEING | EdgeProp.my



Marlin statue, is one of the iconic roundabout in KK



The Tugu Peringatan Malaysia, situated on Gaya Street commemorates the formation of Malaysia

●Text Chelsea J Lim

From summer vibes to cold misty air, Sabah is a travel destination that offers everything from a relaxing vacation to adventurous activities not for the faint-hearted.

Kota Kinabalu (KK), the capital of Sabah, is its main gateway. It houses one of Malaysia's busiest airports, serving an influx of tourists coming mainly from China, South Korea and Hong Kong –due to its geographical proximity – only a South China Sea away.

As the tourism industry struggled in 2020 due to border closures, the property market was hit just as bad. In fact, Sabah Housing and Real Estate Developers Association (Shareda) president Datuk Chew Sang Hai reportedly said the market had hit rock bottom in both transaction volume and value.

While Chew was optimistic of a re-

covery in the second half of 2021, he conceded developers would be in for a bumpy ride this year.

KK-based IQI Realty real estate agent Abby Tan tells **EdgeProp.my** enquiries for homes have dipped significantly last year due to the movement control order (MCO) and market uncertainty.

High-rise units were worse off than the landed ones as the former used to be occupied by expatriates or non-native KK dwellers working in the city, many of whom had either been retrenched or relocated.

Naturally, this has put pressure on the asking prices of high-rise homes which have since dropped 10% to 20% from pre-pandemic times, Tan says.

Even landed homes have not been completely spared. He says while asking prices for those in matured areas have remained intact, others outside of KK have declined 5% to 10%.

In popular areas at the periphery of

Continued **NEXT PAGE** →

As land becomes scarce, KK is seeing a transformation with more high-rise residentials in the making







Accessibility to the city centre is an important feature for home seekers



← From **PREVIOUS PAGE**

KK city centre like Luyang and Likas, double-storey houses are now on the market at an average of RM650,000 to RM800,000 while semidee units are going for between RM1 million and RM1.5 million.

According to **EdgeProp.my** sale listings, the average price for terraced houses in KK is RM642,000 or RM318 psf; the prices for semidees average RM1.27 million or RM552 psf and bungalows are asking for an average price of RM3.88 million or RM647 psf.

Meanwhile, condominiums and serviced apartments have an average asking price of RM720,000 or RM584 psf.

As for rental, the available listings in **EdgeProp.my** (as of April 21) showed that the average monthly rate for semidee averaged RM2,733 or RM1.29 psf while bungalow's average monthly asking rental stood at RM2,500 or RM1.04 psf, while average monthly rental for high-rise residential is RM2,207 or RM1.95 psf.

## Investment in vacation home

KK's housing market is supported mainly by locals, expatriates or tourists from West Malaysia and other neighbouring countries – thanks to its strategic air connectivity.

Foreign buyers are known to come from China, Hong Kong and South Korea, Knight Frank Malaysia (Sabah branch) executive director Chen Yun Ngen tells **EdgeProp.my**.

He concedes that generally, compared to West Malaysia, KK properties are not cheap for its rental yield.

However, the tourism factor and the current weak market offer an opportunity for one to invest in a KK vacation home.

"We have homes offering great sea or mountain views, situated near a golf course within a resort. These are unique selling points that are hardly available elsewhere," adds Chen.

## Better connectivity

Good accessibility is a top consideration for property investors. Thus there is much anticipation of positive spin-offs upon completion of the now under-construction Pan Borneo Highway, which will open up a big tract further east, going through Putatan, right up to Sepanggar.

The market has also been abuzz with recent news that the Tanjung Aru Eco Development project has attracted the interest of Hong Kong-based CRCC International Investment Group Ltd.

Besides these mega infrastructure developments, Chen's optimism is also fuelled by the relocation of Indonesia's state capital from Jakarta to East Kalimantan, which is currently under development.

"Obviously, we take it as an advantage because they would need a lot of supply, expertise and materials, and we (Sabah) are so near to them. We (Sabah) can be a regional hub," Chen concludes.

Continued **NEXT PAGE** →

“Penampang and Putatan have seen a surge in residential developments in recent years with prices going up.”  
– Koh

“Developments beyond KK are challenging for developers due to its lack of basic infrastructure developments.”  
– Chen

The Sabah State Museum is a place to learn the history and culture of Sabah





# Kota Kinabalu *property hotspots*



Part of Tunku Abdul Rahman Park, Pulau Mamutik is only a 10- to 20-minute speedboat from Jesselton Point

← From **PREVIOUS PAGE**

Where are the top addresses in Kota Kinabalu (KK)?

On the top of the list of IQI Realty's Tan, an **EdgeProp.my** PRO agent, are Luyang and Likas, chosen for their proximity to the city centre.

Luyang houses some of the oldest and most well-established neighbourhoods in KK. It is also highly accessible to Greater KK of Penampang, a growing development which is also becoming a popular location for homeseekers. Likas, although situated on the outskirts of the city centre, is highly accessible to the city centre via the coastal road of Jalan Tun Fuad Stephen. This sub-district of KK is home to some of the state's administrative offices as well as the chief minister's office.

Interestingly, Likas has also evolved into an education hub, populated by institutions like Universiti Malaysia Sabah, Universiti Teknologi MARA KK, Politeknik KK and Tunku Abdul Rahman University College.

While landed properties remain a favourite in KK, increasing land scarcity and population growth in the city centre is driving more interest in the more affordably-priced high-rise homes. C H Williams Talhar & Wong (Sabah) director Cornelius Koh says high-rise homes offering modern lifestyles have been gaining more acceptance in the last 10 to 15 years.

Other push factors towards this trend are the rising prices of landed homes and poor public transportation within districts. Moreover, high-rised-and-guarded homes also offer enhanced security and safety features.

## Challenges and opportunities

For cost reasons, new landed developments are moving farther away from the KK city centre, opening up more opportunities in areas bordering KK.

"Penampang and Putatan have seen a surge in residential developments in recent years with prices going up. However, preference seems to still favour KK, especially in the Luyang and Likas areas," says Koh.

Knight Frank's Chen says developments beyond KK are challenging for developers due to its lack of basic infrastructure developments. So, Chen says, property buyers tend to head either south to Papar or north to Tuaran as they offer better infrastructure development and accessibility to KK.

Among some of the new launches in recent months are the affordable housing project of City Residence at Alam Mesra; Sky Million Residence and Eco Peak Residence in Donggongan, KK328 in Kelombong and Plaza Legasi @ Sulaman in the KK city centre.

Continued **NEXT PAGE** →



“Naturally, this has put pressure on the asking prices of high-rise homes which have since dropped 10% to 20% from pre-pandemic times,” – Tan





Sabah's pride and joy is the sunset scenery from Tanjung Aru beach

## Popular locations in KK

← From **PREVIOUS PAGE**  
**Penampang**

Penampang can be considered part of the Greater KK as it continuously progresses to become a thriving business hub. The main business activity of Penampang is in Donggongon town, a distance of 10km from KK city centre. It is well-known as a tourist attraction especially during May, when the Harvest Festival, the biggest celebration for the local indigenous community in Sabah, is held annually at Kadazandusun Cultural Association Sabah (KDCA).

### Likas

Passing the Sabah port, getting to Likas is only a few minutes' drive from the city centre. Besides the abundance of government agencies in the area, investors may have opportunities in targeting the growing student population within the area as well due to the number of tertiary educations in the locality. In fact, Likas may be seeing a facelift as several expansive developments are in the midst of construction, such as the Likas Boulevard and Likas Vue.



### Luyang

Many have called the Luyang suburbs their forever home due to its well-established and strategic location that is easily accessible to the city centre. Within the district, it has many amenities such as private schools, private and public hospitals and various commercial centres. This is an area where investors could explore. A potential catalyst is also seen in Jesselton Twin Tower. Currently under construction, it will soon be the tallest building in KK. 🏗️

### Average asking rental for high-rise residential in Kota Kinabalu (as of 2H2020)

Areas	Average monthly asking rentals (RM/ psf)
KK City Centre & Fringes	1.40 – 4.40
Penampang (Bundusan/Kobusak)	1.20 – 2.50
Luyang	1.40 – 2.85
Likas	1.15 – 2.70

Source: Knight Frank Malaysia

Donggongon is a town located within the district of Penampang





# Eat and play Kota Kinabalu



Yes, you have not toured Kota Kinabalu (KK) if you have not set foot on the highlands to explore the best of what the Land Below the Wind has to offer. However, that does not mean the city centre should be skipped. In fact, the best way to enjoy the city is on foot, where you can slowly drink in the sights and sounds.

## Majestic sunset

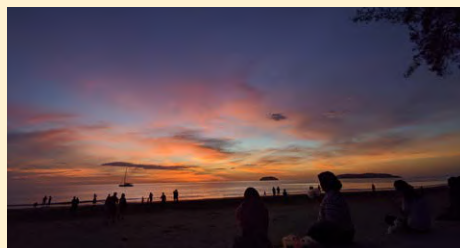


### Signal Hill Observatory Tower

This is the highest point in the city where you will be accorded a vantage point of KK's aerial view. You can either drive or walk up the hill. A flight of stairs readily bids those who want to flex their leg muscles to reach the top.



It is open all day, but if you time your visit around 5pm to 6pm, you will catch the sunset view too, which is a huge thing in Sabah. In fact, the locals wear their sentimental pride for the sunset on their sleeves.



### Tanjung Aru beach

Alternatively, you can bask in the sublime glow of the descending sun at the famous Tanjung Aru beach. Just a 15-minute drive from the city centre, the beach is a popular spot for travellers and locals alike. As the Sol retires over the horizon,

it illuminates the sky with a spectrum of warm shades reflected on the vast sea. The spectacular sight accompanied by the sound of gentle splashing waves never fails to inspire awe.

### Sunset Bar @ Shangri-La Tanjung Aru Resort & Spa

If you want a more private space to enjoy the moments, you can head over to the Sunset Bar @ Shangri-La Tanjung Aru Resort & Spa. Here, you can sit back, relax and sip your favourite beverage as you admire the big red ball of fire dimming itself beyond the firmament's borderline.



## Island hopping

For more interactions with the white sandy beach and crystal clear water, head to the islands! Part of the fun is in getting there, where you will take a 10- to 20-minute speedboat ride from Jesselton Point.

The Tunku Abdul Rahman Park comprises five islands – Pulau Gaya, Pulau Sapi, Pulau Manukan, Pulau Mamutik and Pulau Sulug. Besides a picnic on the beach, you can also enjoy water activities like parasailing, scuba diving and snorkelling. For those who don't want to get too wet, there are also hiking trails to explore.



## An affair with food

### Welcome Seafood

Sabah is considered a seafood haven for its fresh catch and relatively reasonable prices. Amongst the many

seafood restaurants in the city, one of the top picks for tourists is Welcome Seafood, which has other outlets outside of KK too.



### Kheng Wan Hing

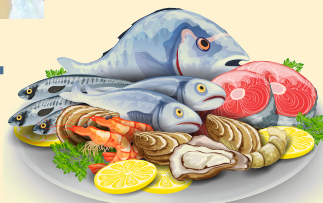
This quaint kopitiam in the middle of Jalan Gaya is a favourite among the locals for its pastries. Try its peanut-filling bun or polo ("pineapple" in Cantonese) bun which literally has pineapple filling.



### Lorong Dewan

At the bottom of Signal Hill and at the fringe of the city centre lies Lorong Dewan. This historical stretch used to be lined with printing shops but is now filled with trendy cafes and restaurants.

You can get your coffee fix at October Coffee House, satisfy your Mexican cravings at Mamasita or indulge your sweet tooth at Biru-Biru Café devouring its much-raved waffles. For a more authentic experience, try a taste of traditional Dusun cuisine at Little Sulap.





# New law:

## *Strata titles should come with vacant possession*

In previous issues, we have explained how important strata titles are because it gives house buyers full ownership of their properties.

There have been enough cases of distressful consequences experienced by property owners when their developers have deliberately failed, neglected or refused to apply for and transfer the strata titles to purchasers, even when the latter have paid in full.

Finally, the Government has heeded the recommendations of the National House Buyers Association (HBA) to close the floodgates and resolve the issue. It was serious enough for the Government to enact new statutory provisions, amend existing ambiguous laws (to plug the loopholes) and repeal redundant sections of the Acts to achieve this much-needed transformation.

The new salient mechanisms are elaborated below:

To ensure that strata titles can be obtained eventually, under Section 6(1) of the Strata Management Act 2013 (SMA), the Schedule of Parcels (SOP) must be filed with the Commissioner of Building (COB) before developers can sell any parcel or proposed parcel. The new regime of law, which began implementation on June 1, 2015, requires developers to comply with all the prerequisites before proceeding with any sale of a parcel.

The major requirements include the payment of all premiums and fees to the relevant authorities and bodies – land and strata title survey, approval of building plans and allocation of share units.

The SOP is prepared by the developer's land surveyor, comprising the location plan, storey plan and delineation plan based on approved building plans. It shows all the parcels with dimensions, areas, share units, accessory parcels and common properties and the total share units of all the parcels using the same format as approved strata title plans.

Under Sec.6(3) SMA, a developer's land surveyor and architect have to certify on the SOP that the buildings/land can be subdivided. As such, developers can no longer simply



“

**With the share units being calculated according to the First Schedule of the SMA, the responsibility of maintaining common areas will be more equitable and transparent. Developers are also required to pay maintenance charges, sinking funds and other outgoings for their unsold units.**

carve out any common property and accessorise it as and when they like, nor can they accessorise remaining unsold residential car parks to developer units.

In phased developments, the SOP shows the proposed quantum of provisional share units for each provisional block. The total share units of all parcels, including the provisional block, are normally referred to as the aggregate share unit.

A share unit is the number assigned to each parcel to determine the amount of charges, sinking fund and other outgoings, to be paid by owners in an equitable and transparent manner.

Share units are computed based on the area, usage, size and location of the accessory parcel using the prescribed formula under the First Schedule of SMA. Share units shall be determined before any sale so that purchasers know from the onset their shares of payment, including those of developers' for their unsold units.

With the share units being calculated according to the First Schedule of the SMA, the responsibility of maintaining common areas will be more equitable and transparent. Developers are also required to pay maintenance charges, sinking funds and other outgoings for their unsold units.

Each parcel and its allocated share unit are shown on the strata plan. Penthouses will have bigger share units and come with more voting rights (if voting is done by a poll) compared to intermediate units. The higher the share unit, the higher the maintenance charges are.

Continued **NEXT PAGE** →



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**How does the new regime benefit purchasers?**

**1** Before a sale, developers must obtain all approvals on land matters with regards to land premiums, registration of title fees paid, land title and strata survey fee paid, approved equitable share units for all the parcels including provisional blocks, and approved building plans.

A "Certificate of Share Unit Formula" or the "Sijil Formula Unit Syer", or its acronym "SiFUS", is a certificate issued by the director of lands and mines (DLM) after all these conditions are complied with.

This new requirement is in line with the spirit of the Strata Titles Act to achieve the issuance of strata titles simultaneously with delivery of vacant possession (VP).

**2** Before a housing developer licence and sale/advertisement permit can be issued by the licensing department of the housing ministry, developers need to get the SiFUS from the DLM and file a copy of the SOP with the COB.

**3** To further protect house buyers, the concept of "vacant possession simultaneously with strata title" was adopted under the new improved version of the statutory Sale and Purchase Agreement (SPA) (Schedule H) which has been implemented since June 1, 2015. Developers cannot deliver vacant possession and claim the 17.5% progress payment, as in item 3, unless the strata title has been issued.

**4** Furthermore, the developer cannot claim the next 2.5% progress payment unless the duly executed instrument of transfer, together with the original issue document of strata title, is delivered to the purchaser or the purchaser's solicitor.

**5** Developers have to pay liquidated ascertained damages (LAD) calculated at the rate of 10% per annum for delays in VP beyond the stipulated period of 36 months, if the strata title has not been issued. A new clause now allows a purchaser to deduct such LAD from any instalment of the purchase price due to the developer as a set-off or contra.

**6** Developers including liquidators (as "de facto" developers) for existing schemes cannot sell any parcel or proposed parcel until the SOP has been filed with the COB under Sec.6(1) SMA.

**7** The amendment of building plans by developers will be reduced, as any proposed amendment will be tedious. Amendments to the SOP that have already been filed with the COB will require the written consent of all purchasers. Any refiling whatsoever to the COB must be made within 30 days under Regulation 6(3)(b) Strata Management (Maintenance and Management) Regulations, 2015.

**8** Purchasers can be confident of getting their strata titles, as the developer's land surveyor and architect have to certify on the SOP that the building/land can be subdivided before any signing the SPA, and strata titles must be issued before VP.

**9** To avoid future grievances, developers have to display the SOP chart conspicuously in the sales gallery or office for purchasers to see all parcel areas, dimensions and share units under Sec.6(2) SMA before they sign the SPA, so they know what they are getting eventually.

**10** Under the SMA's revised definition of "developer", which includes liquidators under the Housing Development Act (as amended by the 2012 amendments), the developer, including the liquidator for existing buildings, must now apply for strata titles within three months after the enforcement date to avoid being prosecuted.

With the mushrooming of high-rise buildings (vertical strata titles) and gated-and-guarded housings (horizontal strata titles), it is inevitable that our country moves towards this improved comprehensive regime to better govern the fundamental need of modern society – owning a home, forming communities and living in a shared environment.

The changes will, to a certain extent, address the inadequacies and shortcomings faced by the old strata laws, and provide adequate protection to purchasers without being shortchanged. 🏠

**“With the mushrooming of stratified development, it is inevitable that our country moves towards this improved comprehensive regime to better govern the fundamental need of modern society – owning a home, forming communities and living in a shared environment.”**



Datuk Chang Kim Loong is the Hon Secretary-general of the National House Buyers Association (HBA).  
HBA could be contacted at:  
**Email:** [info@hba.org.my](mailto:info@hba.org.my)  
**Website:** [www.hba.org.my](http://www.hba.org.my)  
**Tel:** +6012 334 5676







**RM855,000**

**Residensi Aurora, Cyberjaya, Selangor**

Type: Terraced house Tenure: Freehold  
Built-up: 2,227 sq ft Land size: 1,680 sq ft

Abang Ikhwan Abang Othman (REN 01432)  
REAPFIELD PROPERTIES (SJ) SDN BHD (E (1) 0452/2)  
+6013 966 6610



**RM3,300,000**

**Harrington Suites, Kota Kinabalu, Sabah**

Type: Condominium Tenure: Leasehold  
Built-up: 3,455 sq ft  
Bedroom: 5 Bathroom: 6

Abby Tan (REN 20757)  
IQI REALTY SDN BHD (E (1) 1584/9)  
+6017 261 6216



**RM9,256,500**

**Suria Industrial Park (SIP), Sepang, Selangor**

Type: Industrial land Tenure: Leasehold  
Land size: 108,900 sq ft

Agnes Aloysius (REN 04450)  
REAPFIELD PROPERTIES (PUCHONG) SDN BHD  
(E (1) 0452/8) +6012 326 3379

## Done Deal

*Rented for*

**RM5,800/mth** (RM4.70 psf)

**Serviced apartment at Pavilion Residences, Jalan Bukit Bintang, Kuala Lumpur**



Concluded by: Eugene Pang (REN 30525)  
ARDEN ESTATES SDN BHD (+6016 272 4228)  
When: December 2020

### Noteworthy

- Leasehold
- Built-up: 1,234 sq ft
- Two bedrooms; two bathrooms
- Fully-furnished mid-floor unit
- Facilities: 24-hour security, gymnasium, swimming pool, playground and tennis court
- Amenities: Bukit Bintang shopping belt, public transportation station, offices and commercial hub



Pavilion Residences is situated in the vibrant shopping area of Bukit Bintang in Kuala Lumpur. It comprises two blocks of 43 and 50 storeys with a total of 368 units of luxury serviced residences. The unit built-up sizes range from 1,057 sq ft to 6,689 sq ft.

Arden Estates Sdn Bhd real estate negotiator Eugene Pang said the tenant agreed to sign a two-year tenancy agreement right after the first viewing.

"The tenant liked the unit for its good condition and quality furniture. Meanwhile, the owner was happy to secure the two-year tenancy during this pandemic time," Pang shared.

According to **EdgeProp Research**, two units of Pavilion Residences exchanged hands in 2020 with an average transaction price of RM2.61 million or RM2,179 psf.

As at April 2021, 70 units of Pavilion Residences were listed for sale on **EdgeProp.my**. The average asking price was RM3.83 million or RM1,970 psf.

Meanwhile, 108 units were looking for tenants with an average asking rental of RM9,614 or RM6 psf.

Planning to buy or sell a home? With **EdgeProp's FREE transacted price tool**, you can check past transaction prices for any property by name or area and make an informed decision.



**RM60,730/mth**

**Bandar Sijangkang, Telok Panglima Garang, Selangor**

Type: Factory  
Built-up: 46,715 sq ft

Anderson Lim (REN 10023)  
REAPFIELD PROPERTIES (PUCHONG) SDN BHD  
(E (1) 0452/8) +60111 133 2123



**RM380,000**

**Bandar Tasik Kesuma, Semenyih, Selangor**

Type: Residential land Tenure: Freehold  
Land size: 9,353 sq ft

Asdi Yusof (REN 22432)  
REALTORS HAVEN PROPERTIES (VE (3) 0368)  
+6017 209 3098



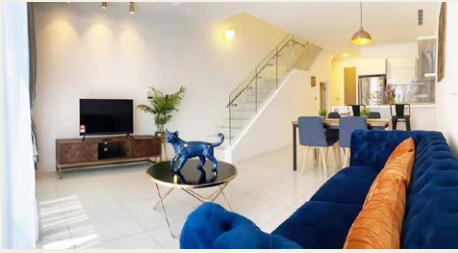
**RM565,000**

**BSP 21, Jenjarom, Selangor**

Type: Condominium Tenure: Leasehold  
Built-up: 1,257 sq ft  
Bedroom: 4 Bathroom: 2

Azaruddin Amir (REN 48721)  
REAPFIELD PROPERTIES (SJ) SDN BHD (E (1) 0452/2)  
+6012 743 8720





**RM720,000**

**M City, Ampang, Kuala Lumpur**

Type: Condominium Tenure: Freehold

Built-up: 1,052 sq ft

Bedroom: 2 Bathroom: 2

Cassidy Loo (REN 43106)

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

+6012 948 0742



**RM1,600,000**

**The Weld Heritage Square, George Town, Penang**

Type: Shop house

Built-up: 3,000 sq ft Land size: 1,200 sq ft

Celia Fung (REN 01508)

RAINE & HORNE INTERNATIONAL ZAKI+ PARTNER SDN BHD (VE (1) 0067/2)

+6012 405 7806



**RM3,100,000**

**Jalan Mihrab, Bukit Jelutong, Selangor**

Type: Bungalow Tenure: Freehold

Built-up: 5,600 sq ft Land size: 9,600 sq ft

Bedroom: 7 Bathroom: 7

Christina Lesslar (REN 00284)

REAPFIELD PROPERTIES (SJ) SDN BHD (E(1)0452/2)

+6016 906 6898

**Done Deal**

*Sold for*

**RM1.625 million** (RM347.89 psf)

**Double-storey semidee house in Bukit Jelutong, Shah Alam, Selangor**



Concluded by: Winnie Su (REN 00355)

TECH REALTORS PROPERTIES SDN. BHD.

(+6017 298 1800) When: September 2020



**RM29,800,000**

**Jalan Gelenggang, Damansara Heights, Kuala Lumpur**

Type: Bungalow Tenure: Freehold

Built-up: 22,500 sq ft Land size: 12,500 sq ft

Bedroom: 6 Bathroom: 7

Elaine Chong (REN 09348)

POLYGON PROPERTIES SDN BHD (E (1) 1714)

+6019 441 4013

## Noteworthy

- Freehold
- Semi-furnished
- Land area: 4,671 sq ft
- Built-up: 3,500 sq ft
- Seven bedrooms; seven bathrooms
- Amenities: About 1km to Tengku Ampuan Jemaah Royal Mosque and F&B outlets



In the peaceful realm of Bukit Jelutong in Shah Alam, Selangor lies Lagenda II - Phase II where a 2-storey semidee house is located - specifically on Jalan Teratak. Snuggled next to Tasik Lagenda, this gated-and-guarded community provides residents with a tropical setting and immediate access to the lake with a jogging track.

The 3,500 sq ft semidee sits within a 4,671 sq ft land area and comes semi-furnished, while providing seven bedrooms and seven bathrooms for the family of six.

According to Tech Realtors Properties Sdn Bhd real estate negotiator Winnie Su, the new owner was delighted to have a home that had easy access and unobstructed view of the lake and jogging track, as well as a fish pond within the home's compound.

Su added that the new owner particularly enjoyed the spacious well-lit effect of the home from the tall window panes, accompanied by a cooling effect accorded by the double-volume ceiling.

According to **EdgeProp Research's** data, two semidee units were sold in 2019, with an average price of RM1.575 million or RM192 psf. No transactions were recorded in 2020.

As of mid-April, 105 semidees in Bukit Jelutong were listed for sale in **EdgeProp.my** with an average asking price of RM2,299,633 or RM555 psf. No semidee was listed for rental.



**RM10,000,000**

**Bukit Bandaraya, Bangsar, Kuala Lumpur**

Type: Bungalow Tenure: Freehold

Built-up: 3,500 sq ft Land size: 6,609 sq ft

Bedroom: 3 Bathroom: 6

Ian Tang (REN 22803)

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

+6018 278 3154



**RM63,345/mth**

**Port Of Tanjung Pelepas, Nusajaya, Johor**

Type: Factory Tenure: Leasehold

Built-up: 42,230 sq ft

Iris Laughton (E 1301)

IQI REALTY SDN BHD (E (1) 1584/3)

+6012 931 1710





**RM368,000**

**Taman Dato Chellam, Ulu Tiram, Johor**

Type: Terraced house Tenure: Freehold

Built-up: 1,540 sq ft Land size: 1,540 sq ft

Bedroom: 3 Bathroom: 2

Ivy Choo (REN 35612)

ROYCE PROPERTIES & REAL ESTATE SDN BHD

(E (1) 1934) +6016 262 5353



**RM6,888,888**

**Taman Bukit Jalil, Bukit Jalil, Kuala Lumpur**

Type: Bungalow Tenure: Leasehold

Built-up: 11,500 sq ft Land size: 8,869 sq ft

James Lee (PEA2496)

LEADERS REAL ESTATE (E (3) 1204)

+6010 773 0073



**RM2,300,000**

**Seksyen 4, Petaling Jaya, Selangor**

Type: Semidee house Tenure: Leasehold

Built-up: 4,000 sq ft Land size: 5,000 sq ft

Bedroom: 6 Bathroom: 3

James Lim (REN 22443)

IQI REALTY SDN BHD (E (1) 1584)

+6013 394 4472



**RM520,000**

**Taman Puncak Jalil, Puncak Jalil, Selangor**

Type: Terraced house Tenure: Leasehold

Built-up: 1,620 sq ft Land size: 1,170 sq ft

Bedroom: 4 Bathroom: 3

Jamil (REN 20289)

IM GLOBAL PROPERTY CONSULTANTS SDN BHD

(VEPM (1) 0253) +6012 935 5226

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**RM700,000**

**Setia Walk Apartment, Puchong, Selangor**

Type: Condominium Tenure: Leasehold

Built-up: 1,007 sq ft

Bedroom: 2 Bathroom: 2

Jeremy Ng (REN 45569)

REAPFIELD PROPERTIES (PUCHONG) SDN BHD

(E (1) 0452/8) +6016 810 0782



**RM680,000**

**Jalan Anggerik Vanda 13/168, Kota Kemuning, Selangor**

Type: Terraced house Tenure: Freehold

Built-up: 1,800 sq ft Land size: 1,650 sq ft

Bedroom: 4 Bathroom: 3

Judy Ng (REN 06777)

HARTAMAS REAL ESTATE (MALAYSIA) SDN BHD

(E (1) 1439) +6016 292 2703



**RM750,000**

**Taman Segar Perdana, Cheras, Selangor**

Type: Terraced house Tenure: Leasehold

Built-up: 2,000 sq ft Land size: 1,300 sq ft

Bedroom: 4 Bathroom: 3

KK Sah (REN 23736)

IPG REALTY SDN BHD (E (1) 2002)

+6016 637 5097



**RM 518,400**

**Penduline @ Bandar Rimayu, Klang, Selangor**

Type: Terraced house Tenure: Leasehold

Built-up: 1,690 sq ft Land size: 1,400 sq ft

Bedroom: 4 Bathroom: 3

Michele Lum (PEA1877)

GLOBAL LINK PROPERTIES (KL) SDN BHD (E (1) 1481/2)

+6012 885 2388



**RM2,000/mth**

**The Link 2, Bukit Jalil, Kuala Lumpur**

Type: Condominium Tenure: Freehold

Built-up: 791 sq ft

Bedroom: 2 Bathroom: 2

Michelle Lee (REN 31630)

REAPFIELD PROPERTIES (PUCHONG) SDN BHD (E (1) 0452/8)

+6016 367 4851



**RM1,450,000**

**Park Rose, Bangsar, Kuala Lumpur**

Type: Condominium Tenure: Freehold

Built-up: 1,700 sq ft

Bedroom: 3 Bathroom: 2

Madeline Mok (PEA1024)

REAPFIELD PROPERTIES (SJ) SDN BHD (E (1) 0452/8)

+6012 791 7225





**RM348,800**

**Taman Intan Baiduri, Sepang, Selangor**

Type: Terraced house Tenure: Leasehold

Built-up: 920 sq ft Land size: 1,500 sq ft

Bedroom: 4 Bathroom: 2

Mohd Mazani (PEA 1082)

RESCOM REALTY (VE (3) 0244)

+6013 355 1355



**RM2,490,000**

**Taman Ukay Prima, Ampang, Selangor**

Type: Bungalow Tenure: Freehold

Built-up: 3,778 sq ft Land size: 3,825 sq ft

Bedroom: 6 Bathroom: 7

Muhammad Nadzmi Bin Ramli (REN 40027)

CORNERSTONE XSTATE SDN BHD (E (1) 1851)

+6013 203 1857



**RM1,500,000**

**Maple Residence, Cyberjaya, Selangor**

Type: Terraced house Tenure: Freehold

Built-up: 2,434 sq ft Land size: 3,300 sq ft

Bedroom: 5 Bathroom: 4

Muna Zawani (REN 34016)

IQI REALTY SDN BHD (E (1) 1584)

+6013 610 8233



**RM330,000**

**Jalan Karak, Bentong, Pahang**

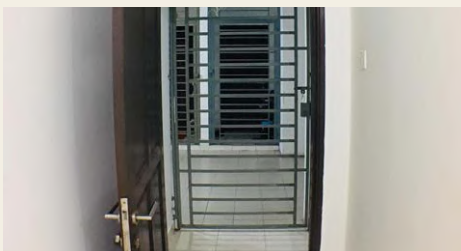
Type: Agricultural land Tenure: Freehold

Land size: 43,560 sq ft

Neela Vathi (REN 04411)

REAPFIELD PROPERTIES (PUCHONG) SDN BHD

(E(1) 0452/8) +6012 219 1124



**RM425,000**

**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 (1) 0990/2)

+6016 220 0780



**RM4,000,000**

**Lucky Garden, Bangsar, Kuala Lumpur**

Type: Semidee house Tenure: Freehold

Built-up: 4,500 sq ft Land size: 8,300 sq ft

Bedroom: 6 Bathroom: 4

Priya K Sritharan (REN 01528)

IQI REALTY SDN BHD (E (1) 1584)

+6012 205 0168

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**RM1,280,000**

**Bandar Kinrara, Puchong, Selangor**

**Type:** Semidee house **Tenure:** Freehold  
**Built-up:** 2,100 sq ft **Land size:** 2,979 sq ft  
**Bedroom:** 4 **Bathroom:** 3

**Ray Chua** (PEA1465)

REAPFIELD PROPERTIES (PUCHONG) SDN BHD  
(E (1) 0452/8) ☎ +6016 311 0142



**RM838,000**

**Kiara Park, Taman Tun Dr Ismail, Kuala Lumpur**

**Type:** Condominium **Tenure:** Freehold  
**Built-up:** 1,370 sq ft  
**Bedroom:** 3 **Bathroom:** 2

**Rueben Raj** (REN 40248)

REAPFIELD PROPERTIES (PUCHONG) SDN BHD  
(E (1) 0452/8) ☎ +6017 224 8885



**RM2,500/mth**

**Tamarind Square, Cyberjaya, Selangor**

**Type:** Shoplot **Tenure:** Freehold  
**Built-up:** 1,174 sq ft  
**Bathroom:** 2

**Sandy Lim** (REN 05454)

CID REALTORS SDN BHD (E (1) 1855/2)  
☎ +6016 301 2015



**RM550,000**

**Nilai Impian, Nilai, Negeri Sembilan**

**Type:** Terraced house **Tenure:** Freehold  
**Built-up:** 1,500 sq ft **Land size:** 2,000 sq ft  
**Bedroom:** 4 **Bathroom:** 3

**Siti Hawa** (REN 33683)

RESCOM REALTY (VE (3) 0244)  
☎ +6012 290 6169



**RM33,000,000**

**USJ 1, Subang Jaya, Selangor**

**Type:** Factory **Tenure:** Freehold  
**Built-up:** 54,404 sq ft **Land size:** 95,832 sq ft

**SP Lee** (REN 40386)

REAPFIELD PROPERTIES (HQ) SDN BHD (E (1) 0452)  
☎ +6018 382 9338



**RM1,200/mth**

**Prima Ipoh, Ipoh, Perak**

**Type:** Condominium **Tenure:** Freehold  
**Built-up:** 1,098 sq ft  
**Bedroom:** 2 **Bathroom:** 2

**Steven Eng** (PEA 2310)

GS REALTY SDN BHD (E (1) 1307)  
☎ +6018 954 0680



**RM199,000**

**Greenview Apartments, Kepong, Kuala Lumpur**

**Type:** Apartment **Tenure:** Leasehold  
**Built-up:** 750 sq ft  
**Bedroom:** 3 **Bathroom:** 2

**Suki Tan** (REN 06909)

BIG PLUS PROPERTIES SDN BHD (E (1) 1834)  
☎ +6013 277 8668



**RM830,000**

**Casa Indah 1, Tropicana, Selangor**

**Type:** Condominium **Tenure:** Leasehold  
**Built-up:** 1,384 sq ft  
**Bedroom:** 2 **Bathroom:** 2

**Swiss Tan** (PEA 2710)

IQI REALTY SDN BHD (E (1) 1584/4)  
☎ +6013 228 8881



**RM2,880,000**

**Garden Residence, Cyberjaya, Selangor**

**Type:** Bungalow **Tenure:** Freehold  
**Built-up:** 4,800 sq ft **Land size:** 4,367 sq ft  
**Bedroom:** 6 **Bathroom:** 6

**Taufiq Azlan** (REN 33658)

IQI REALTY SDN BHD (E (1) 1584)  
☎ +6014 229 0030



**RM550,000**

**Broga Villa, Semenyih, Selangor**

**Type:** Residential land **Tenure:** Freehold  
**Land size:** 9,494 sq ft

**Tony Yap** (REN 23582)

AMBER REALTY (E (3) 1482)  
☎ +60115 646 8129



**RM96,099,696**

**Pulau Indah Industrial Park, Klang, Selangor**

**Type:** Industrial land **Tenure:** Leasehold  
**Land size:** 38.52 acres

**Yong Hao Sit** (REN 09622)

CENTELINE ASIA SDN BHD (E (1) 1891)  
☎ +6012 690 8291



**RM556,000**

**Bandar Nusa Rhu, Shah Alam, Selangor**

**Type:** Terraced house **Tenure:** Leasehold  
**Built-up:** 2,000 sq ft **Land size:** 1,400 sq ft  
**Bedroom:** 4 **Bathroom:** 3

**Zarifi Ederis** (REN 47162)

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