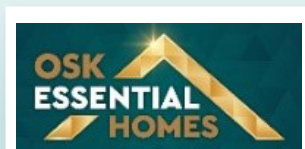


*Inside!*



**BRANDED**

Delivering  
nature's serenity  
in essential  
homes

→ Pg 4



**FOREIGN FEATURE**

Tom Cruise is off  
the market – i.e.  
his house

→ Pg 13

**FOREIGN FEATURE**

Knight Frank:  
Bullish sentiment  
prevails as Hong  
Kong buyers snap  
up new projects

→ Pg 9

## *Buying a* **NEW HOME?**

You are attracted to a brand new township. Yet you are charmed by an aged property in a familiar neighbourhood. Which should it be? Before taking the plunge, consider the **pros and cons** of both as shared by real buyers on **Pages 5 to 8**.







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### EdgeProp.my E-weekly

is published by The Edge  
Property Sdn Bhd.

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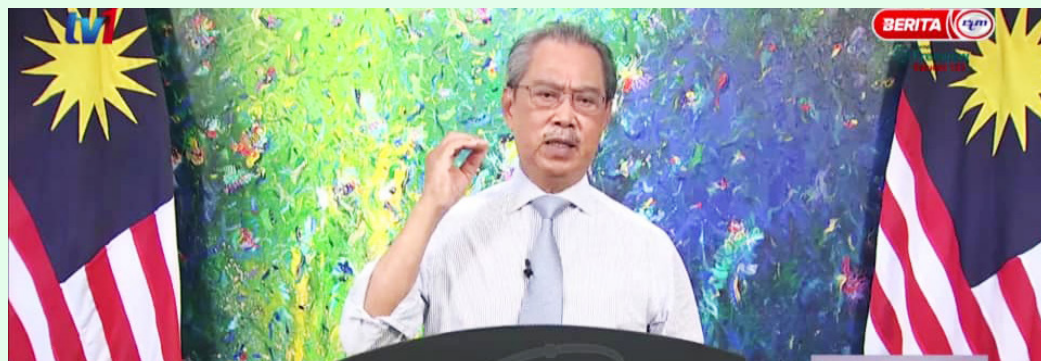
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## Malaysia's economic health to gradually recover with NRP



Malaysia's economic health is expected to recover gradually as the nation shifts to phase two of the National Recovery Plan (NRP) in July and August and phase three in September and October, with more sectors to be allowed to resume operations, said Kenanga Research.

It said the economy is expected to be continuously supported by the manufacturing industry, specifically the export-driven sectors, given the sustained external demand.

Additionally, most of its key sub-sectors (electrical and electronics and rubber gloves) are allowed to operate, albeit at a reduced capacity. "Although the retail sector will remain

pressured in the near term due to tightened mobility restrictions and closure of non-essential stores, the impact would be less severe as consumers and businesses are more prepared with the greater shift towards online sale platforms," it said in a note on June 16.

Kenanga Research also said that the rapid Covid-19 vaccination rollout is a key factor in Malaysia's reopening roadmap.

On June 15, Prime Minister Tan Sri Muhyiddin Yassin (pictured) announced the NRP, a phased exit strategy from the Covid-19 crisis and the Movement Control Order (MCO), which will be implemented from June to Dec 2021.

PHOTOGRAPHS BY The Edge



### HSBC closing 13 branches in Malaysia as part of transformation

HSBC Bank group has reaffirmed its business commitment to Malaysia as its priority growth market by expanding its digital banking presence and reducing its branch footprint in line with the evolution of the financial and banking services.

Having had a presence in Malaysia since 1884, HSBC Bank Malaysia Bhd said, on June 15, the transformation involves investments in its digital capabilities while making changes to the technology and branch footprint to better serve customers' expectations and their preferred ways to do business.

HSBC group highlighted that a reflection of this commitment includes HSBC Malaysia's US\$250 million (RM1.03 billion) investment in its new Malaysian headquarters in the TRX financial hub.

### Maju Expressway defaults on RM50m bond principal

Maju Expressway Sdn Bhd (MESB) has defaulted on its RM50 million bond principal after failing to redeem its outstanding amount, according to facility agent CIMB Investment Bank Bhd.

CIMB said in a filing on June 15, 2021 with Bank Negara Malaysia (BNM)'s Fully Automated System for Issuing/Tendering (FAST) website that the outstanding nominal value of RM50 million had not been redeemed upon its maturity on that day (June 15).

"Therefore, it has been suspended," the bank said. Typically, whenever a bond issuer defaults, the company may opt for one of three possible outcomes — a debt restructuring, winding up or judicial management.

MESB, which is owned and operated by Maju Holdings Sdn Bhd, is the concessionaire of the 26km Maju Expressway, which links the Kuala Lumpur city centre with Cyberjaya and Putrajaya.

### Selfridges may change hands for £4b

The owner of the UK high-end department stores Selfridges & Co is mulling to let go of the business after receiving an unsolicited approach valuing it at £4 billion (RM23 billion), reported Evening Standard.

The luxury department store is owned by the Weston family, who also controls Primark. It has brought Credit Suisse on board to advise the deal, according to sources.

Discussions are at an early stage and Selfridges declined to comment on the sale.

The department store was founded in 1908 by Harry Gordon Selfridge and the business was bought over by the Canadian businessman W Galen Weston for £600 million in 2003. Weston passed away earlier this year and his daughter Alannah is the chairman of Selfridges Group.

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Malaysia" news  
channel on Telegram  
to receive daily alerts  
on property news!

## CapitaLand Malaysia Mall Trust gets nod to expand beyond non-retail investments

Unitholders of CapitaLand Malaysia Mall Trust (CMMT) on June 14 voted in favour of the real estate investment trust (REIT)'s proposal to expand its asset classes to include business parks, logistics facilities, warehouses, distribution centres, data centres and integrated developments.

Low Peck Chen (pictured), CEO of CapitaLand Malaysia Mall Trust REIT Management Sdn Bhd (CMRM), the manager of CMMT, said the accorded flexibility will enable the REIT to invest in a comprehensive range of income-producing assets, diversify CMMT's revenue stream and build a sector-diversified portfolio.

CMRM is a joint venture between Singapore-listed



PHOTOGRAPH BY CMMT

CapitaLand Ltd and Malaysian Industrial Development Finance Bhd.

"A geographically and sector-diversified portfolio will benefit CMMT in the long term as it enhances the resiliency of its portfolio and is less susceptible to unprecedented adverse events and unforeseeable external-led events and factors," she said in a statement on June 14.



SOURCE: SHUTTERSTOCK

## Phuket reopening: Example for other holiday destinations

The plan to reopen the popular tourist island of Phuket in Thailand could serve as an example for other holiday destinations in Asia to relax their borders and attract visitors, said Banyan Tree Holdings executive chairman Ho Kwon Ping in an interview with Bloomberg on June 14.

"Every government is beginning to feel around on how to open up, and the Phuket Sandbox is really a viable way now because even the travel bubbles that people talked

about didn't take place.

"It's the first time anywhere east of the Maldives that you have a country with this population size with such a low vaccination rate actually opening up to the rest of the world," said Ho.

According to a report by Bloomberg on June 16, Thailand is looking to allow quarantine-free travel for Covid-19 vaccinated tourists (and not originating from high-risk countries) to Phuket from July 1, a first in more than a year.

## Phased exit plan to end Covid-19 crisis



PHOTOGRAPHS BY The Edge

The government has announced the National Recovery Plan (NRP), a phased exit strategy from the Covid-19 crisis on June 15.

Prime Minister Tan Sri Muhyiddin Yassin has given his commitment that Parliament will reconvene when the nation enters Phase 3 of the NRP in September or October this year.

Under the four phases of the exit strategy, Muhyiddin said Phase 3 would be achieved when the average daily case of Covid-19 dropped to below 2,000 and when 40% of the population had received two doses of

the Covid-19 vaccine.

In a nationally televised address on the Covid-19 exit plan on June 15, the PM said the threshold is expected to be reached by the end of August at the earliest.

Malaysia had administered a total of 5.11 million Covid-19 doses as of June 16.

The Drug Control Authority of Malaysia has also approved the Pfizer-BioNTech Covid-19 vaccine for those aged 12 and above while conditional approval was given for the use of the CanSino and Johnson & Johnson vaccines of which both only require one shot of the dose.



SOURCE: SHUTTERSTOCK

## Mark Zuckerberg and wife buy 600 acres of land in Hawaii for US\$53m

Facebook founder Mark Zuckerberg (pictured) and wife Priscilla Chan bought "close to 600 acres" of land on the Hawaiian island of Kauai for US\$53 million (RM165 million) earlier this year, according to reports based on public documents.

According to a report on June 16 by property portal Mansion Global, the billionaire couple bought the land in "three separate transactions".

The report also revealed that the land is located in the northeastern area of Kauai (also known as the Garden Island) and was owned by conservation organisation Waioli Corp.

This is not the first time Zuckerberg and Chan bought land in the region – The Wall Street Journal reported in 2019 they bought 700 acres of land there in 2014 for more than US\$100 million.



# DELIVERING NATURE'S SERENITY IN ESSENTIAL HOMES

**A**wakening to the sound of birds chirping and experiencing the beauty and serenity of nature every day would be so soul-enriching. No doubt, relaxing surroundings are a great way to relieve the stress of modern life, especially in these unprecedented times.

Yet, for most of us, this remains just a dream, because homes amidst natural settings are either too out of the way from our source of bread and butter, too far from modern conveniences or simply beyond our budgets. Perhaps we may pursue the dream when we retire.

The good news is, we don't have to wait that long. OSK Property has launched their Essential Homes Series 2021 Campaign, which provides homes at competitive pricing, with a strategic location and plenty of amenities nearby, and yes, all these perks are available to you with no booking fee required. The campaign, which will end on Dec 31, 2021, features Iringan Bayu in Seremban; Yarra Park in Sungai Petani, Kedah; and Shorea Park in Puchong, and LEA by the Hills, Taman Melawati, both in Selangor.

## A lifestyle collection made for you



### Iringan Bayu, Seremban

A township filled with lush greenery and contemporary homes, Iringan Bayu is one of the most tranquil homes in Seremban. With paved walkways designed for pedestrians, bicycles, and cars, the area facilitates easy connections within the township. Among its attractions is the 22-acre Wetland Park, touted as one of the largest parks in the area with unique Park, Wetland & Art elements as well as an outdoor gym, fitness park and kids' play zone, among others. Targeting the increasing demand for well-connected dwellings located outside the densely populated city, Iringan Bayu is a freehold township which boasts easy accessibility to major economic hubs via the LEKAS Highway, PLUS Highway and ELITE Highway.

### Yarra Park, Sungai Petani

Meanwhile, Yarra Park in Sungai Petani, Kedah offers the conveniences of city life yet a world away from the urban hustle and bustle. Located just 15 minutes from the North-South Highway and the city centre, the township offers easy access to all areas of urban life. The well-planned interiors of the houses, combined with carefully crafted fittings and furnishings that do not compromise on practicality, ensure that there's comfort and ample space for everyone in the family.



### Shorea Park, Puchong South

Shorea Park, the latest addition to the collection, is for those interested in living near one of the country's major economic pulse as it features a community-living master plan envisioned to enhance the surroundings of Puchong South.

The first phase, MIRA at Shorea Park features serviced apartments inspired by the natural elements of water, and residents here can enjoy the serenity of the location. Designed with functional layouts, units here are attractively priced from RM2xx,xxx\*. Terms and conditions apply.



### LEA by the Hills, Taman Melawati

LEA by the Hills is OSK Property's latest low-density condominium nestled within the exclusive enclave of Taman Melawati, complete with breathtaking mountain views and peaceful natural surroundings.

This development is an ideal setting for homeowners wanting a tranquil lifestyle in lush greenery surrounded by myriad amenities with attractive pricing from only RM500,000\*. Terms and conditions apply.

## Take advantage of the HOC Extension

The participating projects in the campaign offer special value-added packages to enable easy homeownership including stamp duty exemptions and free legal fee on sale and purchase agreements on top of the HOC 2021 deals. Backed by 56 years of history serving homebuyers and upgraders, The Essential Homes series is OSK Property's response to the demand gap for homes that are well within the M40 market range and its support to the government's aspirations under Budget 2021 to help increase homeownership among Malaysians.

Discover the **Essential Homes Series** now on [oskproperty.com.my/essentialhomes](https://oskproperty.com.my/essentialhomes) for an exclusive virtual tour.



Yarra Park, Sungai Petani



# Latest lifestyle locale *or* comfortable old place — *what to know before you buy*



●Text **Tan Ai Leng**

**Y**ou have been shopping around for a new home. After doing extensive market research and weighing all the risks and investment potentials, you are finally ready to take the plunge.

There are two options before you: Go for an old property located in a matured area, or buy a new property in an upcoming township that promises an array of exciting lifestyle offerings.

Which one should it be?

Charles and his family were staying in a 2½-storey link house in Petaling Jaya (PJ)'s popular Bandar Utama back in 2000. Ten years later, in 2010, they decided to uproot themselves from the bustling PJ locale and upgrade to a bungalow in a new township nearby in Shah Alam.

"It's an amazing place," says the 62-year-old businessman who only wants to be identified as Charles. "The environment of the new township in Shah Alam was pleasant and the lifestyle facilities were superb," he tells **EdgeProp.my**

However, as development activities became more robust, so did the traffic build-up on the Klang-Shah Alam corridor. Very soon, Charles found he was spending more and more time on the road.

Continued **NEXT PAGE** →



PHOTOGRAPHS BY LOW YEN YEING | **EdgeProp.my**

Be it matured areas or new developments, proximity to various amenities still one of the main concerns for homebuyers.







More young homebuyers appreciating the charm of old neighbourhoods such as Damansara Kim.



**“More and more young entrepreneurs are opening new cafes and F&B outlets in these matured areas, breathing into them a welcome vibrancy,”**  
— Wong



**“The reason we do not mind buying secondary properties is simple; my wife prefers to stay in PJ, a place we are familiar with and which is close to amenities,”**  
— Teh

## ← From PREVIOUS PAGE

“I used to spend just half an hour getting to and from work. After some time, the travelling time actually doubled to an hour on certain days,” he recalled.

It was even a longer daily drive for his daughter whose office was in KL Sentral. For her, a one-way trip could take as long as some 90 minutes. Depending on what time she clocked out, there were occasions she only reached home at close to midnight, Charles recalls with a shudder.

After four years, the family made the difficult decision of trading in the green environment and lifestyle for shorter daily commuting time.

“We really liked where we were in Shah Alam but at the same time, we were worried about the safety of our children as they commuted everyday to Kuala Lumpur for work,” laments Charles.

Finding a home in PJ that offers the kind of luxury they had enjoyed and gotten used to in Shah Alam was not easy.

“From Shah Alam, we moved into a condo in Bandar Utama. It was in a good location with close proximity to shopping malls and facilities like hospitals. The only problem was, we soon found the unit too small for us,” he recounts.

Three years later, the family finally found their ideal home – a decade-old 3-storey semi-detached house with a sizeable built-up of over 6,000 sq ft in Tropicana Indah, PJ. Though it was 10 years old, the property was well maintained and was in a move-in condition.

Charles and his family also liked and found the interior design practical. So, not much budget was needed for renovations.

The family is still very fond of their Shah Alam bungalow which they have leased to some expatriates.

Charles bought the freehold bungalow lot for RM500,000 in 2005 and spent another RM1.2 million on the bungalow which was completed in 2009.

All is not lost for Charles. According to **EdgeProp.my** data on June 21 2021, a

bungalow with similar land area is on the market for RM3.6 million or RM550 psf against land area.

## ‘We only want to stay in PJ!’

Unlike Charles, Sunny Teh, a boutique manager of an international luxury brand, and his wife ticked location as their priority when looking for a home seven years ago.

“The reason we do not mind buying secondary properties is simple; my wife prefers to stay in PJ, a place we are familiar with and which is close to amenities,” says Teh.

The couple has been checking out the attractively-priced new launches outside PJ but the anticipated extra commuting time was not welcomed.

Hence, they decided to settle for a 45-year-old 2-storey terraced house in PJ’s SS2 locale. The buy cost them RM600,000 and considerable renovation costs.

Still, Teh regards this a good buy as a similar property would have cost about RM750,000 in a good market. He has spent RM150,000 to extend the kitchen, replace the window panels and grilles, retiled the toilets, and installed plaster ceilings and auto gates. *(Read “Renovating an old house requires passion” on pg 8)*

## Location, location, location

Head of team of IQI Global, Jennifer Wong, observes there are increasing enquiries for secondary properties in matured areas in the Klang Valley.

Location still sells, she says, but these older houses usually demand significant refurbishments.

“Take my home as an example: my husband and I have spent around RM500,000 (back in 2000) to turn the 20-year-old bungalow in Section 17 into an ideal house for 10. It’s quite a lot of money but it is worth it as my parents-in-law, my parents and the children could all stay together,” Wong shares.

Continued **NEXT PAGE** →



← From **PREVIOUS PAGE**

She and her husband paid RM890,000 for the freehold bungalow which has a land area of 6,000 sq ft in 2000.

**EdgeProp.my** data showed that a bungalow with similar land area in Section 17 is now asking for RM3 million or RM400 psf against land area.

Besides the location factor, Wong finds an emerging trend among young homebuyers appreciating the charm of old neighbourhoods such as Damansara Kim, SS2, Sea Park and Section 17 in PJ.

“More and more young entrepreneurs are opening new cafes and F&B outlets in these matured areas, breathing into them a welcome vibrancy,” she observes.

## No regrets buying a landed home in a new township

While some opt for convenient locations, there are homebuyers who prefer a well-planned township with a pleasant living environment. They are confident the safety features and purposefully-planned community will drive future demand and value appreciation of the properties.

A buyer who wants to be known only as Phyllis is one of them. Having stayed in PJ for over 10 years, she and her family were getting tired of the busy lifestyle in the city centre and wanted a more relaxing environment where they could have more space and greenery.

Hence, she and her husband decided to move into their new double-storey intermediate terraced home with a land area measuring 26ft by 80ft and also comes with a back lane garden in a new township near Kota Kemuning, Selangor when the house was completed in 2019.

She has paid 10% down payment for the house which was selling at RM1.2 million in 2016.

“With RM1.2 million, we could have only bought an old landed property in the PJ area. On top of that, we would have needed to spend another close to half a million ringgit for repairs,” says Phyllis of their rationale for moving into their just completed new home.

Not only this, Phyllis had wanted a gated-and-guarded community and well-planned gardens with no passing vehicles so her children could roam freely in the housing area without her worrying about their safety.

“Actually it’s not only us. Most of our [current] neighbours have also moved in from Kepong, PJ

and KL. They share the same concern as us and want an environment for multigenerational living,” she adds.

On price appreciation, Phyllis is confident the good environment in her new home would continue to attract homebuyers. “In fact, when the [first] movement control order was lifted last year, I saw quite a number of buyers coming in to view the houses and environment, and I didn’t see any fire sales in this area,” she recounts.

**EdgeProp.my** data showed that terraced houses in the same township with the same land area is now asking for RM1.35 million to RM1.48 million (or RM649 psf to RM712 psf).

Another homeowner, Abdul Rahim Bin Haji Hitam, has moved from the established Bangi area in Selangor into a semi-detached house in the new development in Semenyih, Selangor. After staying for two years, he decided to upgrade to a bungalow in the same township as he really likes the environment and wants to retire there.

“I have found the perfect place for my retirement. Although it’s quite a distance from the city centre, it’s actually not that far because of the easy accessibility. Plus, my children are staying nearby and we can always visit each other during weekends,” he says.

Will his property appreciate in value? Abdul Rahim points out that the asking prices of houses in the area have increased 5% to 10% from the launch prices.

“More retail offerings are coming up, for instance, the opening of Starbucks, McDonald’s and Jaya Grocer as well as other F&B offerings, and this will continue to support future capital appreciation trend here,” says the 60-year old retiree who plans to let go of his semi-detached home next year.

So, buy a new home outside the city or get one on the secondary market in a matured area?

It all boils down to your objective of investment. Of course, ultimately, let your decision be an informed one.



Proximity to shopping malls could be one of the pull factors for homebuyers.



“**The increasing retail offerings that are coming up in the new township will continue to support the properties’ future capital appreciation.**”  
— Abdul Rahim

Continued **NEXT PAGE** →

Parks and green areas within the township have becoming more important especially during pandemic times.





← From **PREVIOUS PAGE**

## Renovating an old house requires passion



**“It is not difficult to renovate a landed property. It takes passion, dedication and expertise. Add to that an eye for details.”**  
– Lye

**M**any hesitate to buy a lived-in property because of the money and effort needed to get it back into shape. Interior design firm B&A Ventures general manager Vanessa Lye says the cost of remodelling, re-designing and restoring an old house could add up to a very substantial sum.

To understand the cost, Lye advises homebuyers to engage professional services to understand the complexity of the job and get a cost estimate.

Old houses might have problems that are not obvious to those not technically-trained and these would include issues with the structure, plumbing and wiring.

Unlike copper pipes that are now rust-resistant, the piping system in an old house could be galvanised pipes which would rust and corrode on the inside after years of exposure to water. Over time, the deposits in the pipe interior could build up and affect the pressure of water flow, Lye explains.

Furthermore, when the pipes corrode, lead, a dangerous toxin, could also build up and contaminate the water, posing potential health risks. These pipes, naturally, need to be replaced, Lye advises.

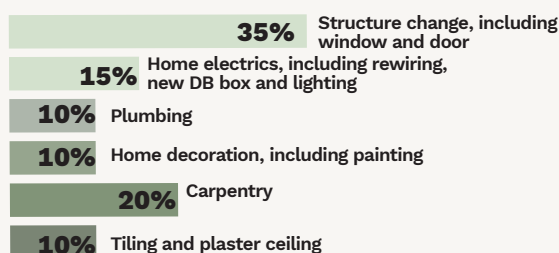
An electrical inspection of the old property is a must. This is because the property might have not been wired up to take the load from the demand of the present days' use of electrical appliances.

Lye's conclusion: It is not difficult to renovate a landed property. It takes passion, dedication and expertise. Add to that an eye for details.

How much does it cost to remodel a 2-storey terraced house? Where does the bulk of the cost go?

Lye illustrates this with a recent remodeling project which her company completed in Taman Tun Dr Ismail, Kuala Lumpur.

### Total renovation cost: RM500,000



The structure change of the house including window and door will take about 35% of the refurbishment cost.

Lye also advises homeowners to set aside a variation cost of 15% to 20% to account for additional spending such as rising cost of building materials.



### Tips on reducing renovation cost

Lye advises homeowners to engage professionals with experience in working with older houses.

Such professionals could correctly evaluate the condition of the property before the planning of any renovation works.

Always start with the major restorations before moving to cosmetic fixes. Since each property has its own unique characteristics, homeowners could think about preserving its characteristics while improving the condition of the property, she says, adding that such an approach would also help reduce the renovation cost.

“First-time homeowners especially, could be tempted to jump first into the simple cosmetic fixes instead of undertaking a major restoration, but first things first. Always keep in mind the priorities and needs,” Lye recommends, adding that it is also good to do up a renovation list with the indicated budget next to it to ensure there is no deviation from the must-have restoration works.

For those with a small renovation budget of say, RM20,000, Lye recommends a repair rather than replace strategy.

For small projects that do not involve electrical wiring, plumbing and other major issues, going DIY is good to keep the cost low.



FOYER AREA



WET KITCHEN



# Knight Frank: Bullish sentiment prevails as Hong Kong buyers snap up new projects



Hong Kong's secondary market has recorded 6,258 transactions in April.

●Text **Chelsea J Lim**

**H**ONG KONG: The Land Registry of Hong Kong has recorded a total of 7,325 transactions worth HK\$71.6 billion (RM38 billion) in April, mainly supported by the pent-up demand from buyers, according to Knight Frank Research (Greater China)'s monthly report in May.

The report, which focuses on Hong Kong's office, residential and retail property markets, said the secondary market continued to reach a new height with 6,258 transactions – a rise of 6.2% month-on-month – the highest growth for over two years.

In the primary market, South Land, a newly launched project in May by Road King Infrastructure Ltd that sits atop the Wong Chuk Hang MRT Station, sold out all units in the first two batches while seven units in the second batch were sold to a single group buyer amounting to an estimated HK\$200 million.

The luxury market remained resilient despite ongoing concern about the local economic recovery.

A major transaction was closed for a 5,630-sq ft unit at 90 Repulse Bay Road in Island South, which was sold for HK\$467.3 million or HK\$83,002 psf. Meanwhile, the last unit available at The Masterpiece in Tsim Sha Tsui was sold for HK\$210 million or HK\$70,731 psf.

"On the leasing front, demand was still driven by local moves amid travel restrictions, and landlords remained flexible to attract potential tenants," it said.

Looking forward, Knight Frank noted that with the stabilisation of the Covid-19 situation in Hong Kong, along with the rising vaccination rate in the city, potential homebuyers are expected to be optimistic about the market outlook, leading to a higher transaction volume, particularly in the primary market.

## Rapid growth of e-commerce driving demand for offices

Meanwhile, the prospect for office space on the island differs according to the location. In the central business district located in the Central District, the vacancy rate of Grade A office remained at 7.9% in both March and April while the vacancy rate of office space in non-core business areas like Wanchai and Causeway Bay continued to grow to 12.4% and 7.5% respectively.

The prospect of office space has also benefited from the rapid growth of e-commerce during the pandemic

as many shoppers have to go online.

"Some key players in the luxury fashion platform have been actively looking for larger floor space and to upgrade building specifications to incorporate their back office, show rooms and customer service centres at an affordable rent," according to the report.

"Island East remains an attractive location for multinational corporations looking for sizeable office space. For instance, Swiss Bank Julius Baer, a Swiss wealth management group, leased 91,800 sq ft in Two Taikoo Place. We expect Island East to continue to benefit from the decentralisation trend and to maintain a stable vacancy rate and rental level for the rest of the year."

Over in the mainland of Hong Kong, Kowloon was seeing more tenant enquiries, coupled with frequent site inspections. Most leasing activities were in Kowloon East as tenants saw the decreasing rental level as an expansion opportunity with attractive terms.

## Retail: Diversification of tenant mix

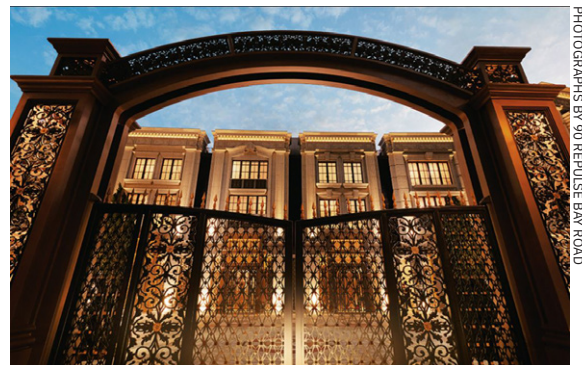
Hong Kong's retail market, on the other hand, saw landlords of prime shopping malls and street shops exploring new leasing strategies to diversify the tenant mix, with introduction of new elements targeting local consumers.

Recently, Hang Seng Bank took over an Adidas-vacated space in Queen's Road Central at a deep discount. The bank rented two floors totalling 6,500 sq ft for HK\$1.2 million per month. This reflected the ongoing reshuffling of tenants in prime shopping streets.

"Retailers remained hesitant towards expansion but service trades such as banks, which used to be expelled from core areas in the last 15 years, are taking the opportunity now," said the report.

Knight Frank commented that rental concessions are likely to taper off in the next few months due to the partial recovery of retail sales.

"According to the Census and Statistics Department, total retail sale value rose by 20.1% year-on-year (y-o-y) to HK\$27.6 billion in March, slower than the 30% y-o-y increase in February." 📱



A 5,630-sq ft unit at 90 Repulse Bay Road was sold for HK\$467.3 million or HK\$83,002 psf.

**“Retailers remained hesitant towards expansion but service trades such as banks, which used to be expelled from core areas in the last 15 years, are taking the opportunity now,”**





# Discounts, rebates, freebies – do house buyers really gain from them?

“

The “prices” declared to the Valuation and Property Services Department are the “transacted prices” stated in SPA and not their true prices.”

It has been an “open secret” that housing developers “artificially” inflate property prices and then offer rebates to buyers to help offset the 10% down payment.

This could purportedly help buyers secure 100% end-financing as Bank Negara Malaysia (BNM) has, in 2013, instructed all banks in Malaysia to offer a maximum 90% end-financing based on the net selling prices of properties (after deducting all discounts and rebates offered by housing developers).

In addition, developers are known to give further discounts on the “10% down payment”, but obviously, these rebates are not subjected to the deductions to reflect the net selling prices.

The recent news reports on inflating housing prices caused by discounts and rebates have made many sit up and take notice and the National House Buyers Association (HBA) is glad that commercial banks are aware of such discounting practices by developers and its impact to the property market. (*Read “Are some home-buyers in Malaysia paid to borrow and buy?”*)

## Buyers bear the consequences of “marked-up” prices

Using an example of a property that is only valued at RM450,000 – to offer a 10% rebate of RM50,000, the developer will inflate the selling price to RM500,000 so the house buyer would get a full loan of RM450,000.

Although such acts appear to help the rakyat buy their dream homes, they do more harm than good in the long run. Some of the negative consequences are:

**a)** Higher costs to house buyers because costs such as stamp duties for the transfer of properties and loan agreements are based on a regulated percentage of the value of the property or loan. The higher the property price or loan, the higher the stamp duty is. The artificial increase of RM50,000 means the buyer will pay RM1,000 and RM250 more for stamp duties on the transfer of property and loan agreement respectively.

**b)** Higher interest amount as the house buyer is taking a higher loan. Based on the given example, the total repayment for a loan of RM450,000 (if the property price is RM500,000) versus a loan of RM405,000 (if the property price is RM450,000) for a typical 30-year loan is higher by RM83,000.

**c)** Pushing up the prices of existing completed properties and future launches. Prices of completed properties, also known as secondary properties, are inter-linked with prices of new launches, also known as primary properties. When the prices of primary properties increase, the owners of secondary properties will also increase their selling prices. This in turn will increase the prices of future launches and the vicious cycle continues, ultimately resulting in prices spinning beyond the reach of the average rakyat.

**d)** Encourages speculation as house buyers only need to pay the ancillary costs to purchase the properties and service some interests during construction. Upon completion, the house buyer will then try to flip the property for a quick gain. This method has encouraged a lot of “flippers” in the market i.e. investor clubs and those in for a quick profit.

## Transacted price not the true price

The “prices” declared to the government, especially the Valuation and Property Services Department (JPPH), are the “transacted prices” stated in the sale and purchase agreements (SPA) and not their true prices. Hence, when valuations are made, the false information exacerbates price discovery and can lead to valuations that are ever spiralling upwards.

These actions make true price discovery difficult. Sometimes, we wonder how those developers reconcile values in their books – the sale and purchase price versus the “true price” – since they have declared to the banks the SPA prices are the true prices. Similarly, we wonder – how will the auditors and Inland Revenue Board look at them?

Continued **NEXT PAGE** →





“

**More stringent action is required, else the banking industry will be saddled with property loans that are not reflective of their true values.”**

← From **PREVIOUS PAGE**

HBA acknowledges that one of the most challenging issues in buying a property is to come up with the 10% down payment. To this, HBA has called for first-time house buyers to be allowed to be given 100% end-financing to buy affordable properties costing RM300,000 and below.

In fact, there are various schemes by the government to assist first-time house buyers especially in the B40 and M40 groups to get 100% end-financing, subject to certain terms and conditions.

Buying a property is the biggest purchase that the average rakyat will make in their lifetimes and hence, it is important that aspiring house buyers must save enough money to pay the 10% down payments and be able to afford the monthly instalments while maintaining acceptable standards of living.

Aspiring house buyers must also factor in potential changes in lifestyle, such as having additional children or ageing parents, before committing to the house purchases.

HBA sincerely hopes that commercial banks will really take the necessary measures to ensure that the end-financing amount is reflective of the true value of the property and adopt a responsible lending process.

HBA also calls for BNM to ensure that all banks in Malaysia adhere to the BNM guidelines that end-financing is based on net of discounts and rebates as some banks continue to close their eyes when it comes to this rebate issue.

### **MCO sale bargains?**

The Covid-19 pandemic is expected to take

a heavy toll on the property sector, and property developers are expected to give massive rebates to entice house buyers. In fact, a certain developer was reported to have guaranteed “one Proton [car] for every property unit bought”. Hence, more stringent action is required during this critical stage of economic turbulence, else the banking industry will be saddled with property loans that are not reflective of their true values.

### **Bank files suit on purported inflated mortgages**

Down south in Singapore, there is an ongoing case where the Singapore’s High Court is expected to deliver its verdict on this long running legal tussle between United Overseas Bank (UOB) and the developer, Lippo Marina Collection (LMC) this month.

The lawsuit was first filed in Nov 2014 where UOB alleged that LMC had conspired with two property agents to offer “excessive” furniture rebates to the buyers and hence inflated the stated sale prices of units at Marina Collection, a luxury condo at the wealthy enclave of Sentosa Cove. The Bank alleged it was thus misled into granting housing loans based on the inflated prices, instead of the actual purchase prices of the units.

Questions have arisen on whether the purchase prices were misrepresented. Was there fraud? Were payments misrepresented? Was there a case of poor internal controls? Was it a conspiracy to secure an inflated housing loan? Or was it just a case of a property developer handing out generous perks?

The lawsuit was first reported by The Straits Times and now circulated within the banking and finance circle. I would like to update the readers after the High Court pronounces its decision.

### **Conclusion**

For the average person, buying a property is the single biggest financial commitment in his or her lifetime, hence careful thought and planning is a must.

When homebuyers take on a loan that they cannot afford, they will have to cut back on other areas and have very little or no savings for any emergencies such as illness or accidents. It would not be sustainable if you have to skip meals to maintain the loan instalments.

In the event of default in the monthly housing loan instalments, you will face the nightmare of foreclosure proceedings, eviction and ultimately suffering the fate of being house poorer. (*Read “So, you want to buy a house?”*)

There is no shame in renting until you are financially ready to buy a home. Amidst the slow economy in this current Covid-19 pandemic, you can scout for a low-enough rental that allows you to save for a future house. 🏠



*Datuk Chang Kim Loong is the Honourary Secretary-General of the National House Buyers Association (HBA). HBA could be contacted at:*

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**Website:** [www.hba.org.my](http://www.hba.org.my)

**Tel:** +6012 334 5676





PHOTOGRAPH BY ASCOTT

lyf Tenjin Fukuoka comprises 131 units in Tenjin, the major shopping and recreational centre of Fukuoka

## Ascott opens first co-living property in *Fukuoka, Japan*

PHOTOGRAPHS BY FORWARD STROKE INC./LYF



Photo Credits: Forward Stroke Inc.

lyf Tenjin Fukuoka is about 20-minute drive from Fukuoka Airport.

●Text Charlene Chin  
EdgeProp Singapore

SINGAPORE: The Ascott, CapitaLand's wholly-owned lodging business unit, is set to open its first co-living property in Fukuoka city, Japan on June 16. lyf Tenjin Fukuoka comprises 131 units in Tenjin, the major shopping and recreational centre of Fukuoka, and is also close to the business district. It is also within close proximity to major malls, vintage stores, boutique outlets, local street food stalls, and cultural attractions like the Kushida Shrine and Tochoji Temple.

The property is a five-minute walk from the Nishitetsu Fukuoka and Tenjin Minami train stations, and a 20-minute drive from the Fukuoka Airport.

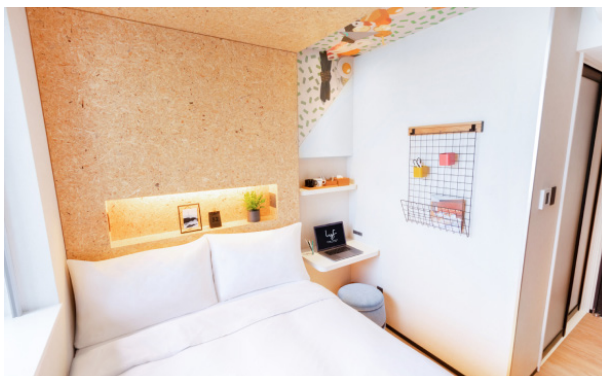
"We expect strong domestic demand for lyf Tenjin Fukuoka including corporates and leisure guests from major cities such as Tokyo and Osaka as well as other cities in Kyushu," says Tan Lai Seng, Ascott's regional manager for Japan & Korea.

Despite the pandemic, Ascott maintains that its rental housing properties enjoy an occupancy rate of over 95%.

It now has a total of 15 lyf properties with over 3,000 units in 12 cities and eight countries, comprising three properties that have opened and 12 under development. lyf Tenjin Fukuoka follows the opening of lyf Funan Singapore and lyf Sukhumvit 8 Bangkok.

Later in the year, it plans to open lyf Farrer Park Singapore, lyf one-north Singapore, as well as lyf Midtown Hangzhou, lyf Hongqiao Shanghai and lyf Dayanta Xi'an in China.

lyf Raja Chulan in Kuala Lumpur is slated to be opened in 2022, according to lyf website. 📱



One of the rooms in lyf Tenjin Fukuoka.



# Tom Cruise is off the market – i.e. his house



PHOTO CREDIT:  
GAGE SKIDMORE/WIKIMEDIA COMMONS

●Text **Chin Wai Lun**

**T**om Cruise's custom-designed 320-acre mountain abode in Telluride, Colorado was sold at its asking price of US\$39.5 million (about RM163 million) after about two months of listing by property agency, LIV Sotheby's International Realty.

The American actor, who is also one of the highest-paid actors in the world, also owns homes in Beverly Hills, Los Angeles and Clearwater, Florida.

A popular skiing and hiking destination, the historic Telluride town is nestled in a canyon surrounded by 13,000-ft and 14,000-ft peaks. As a former mining town, it features colourful Victorian-era homes, clapboard storefronts and other historic buildings.

Continued **NEXT PAGE** →

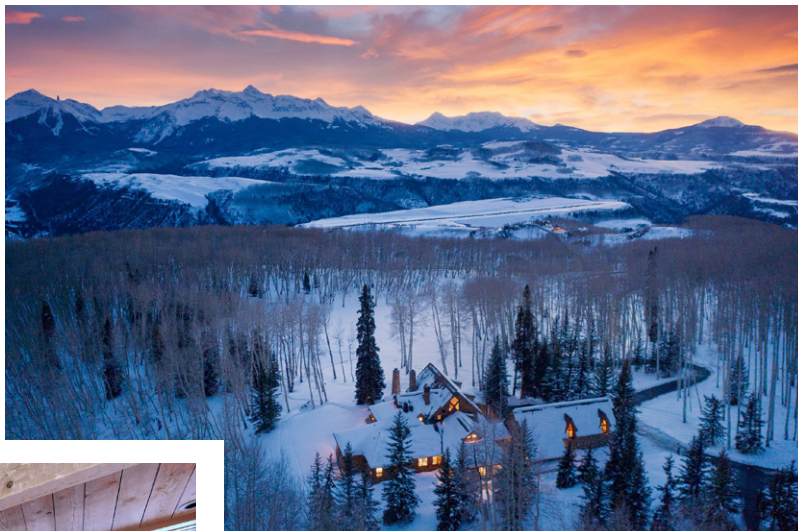
Tom Cruise's Telluride mountain-ski home offers sweeping views of the aspen forests and snow-capped mountains during winter.



PHOTOGRAPHS BY JOSHUA JOHNSON,  
BRETT SCHRECKENGOST AND TOPTEENREALESTATEDEALS.COM



The Telluride home was the location of the Top Gun actor's last major interview with Oprah Winfrey in 2005.



PHOTOGRAPHS BY JOSHUA JOHNSON, BRETT SCHRECKENGOST AND TOPTENREALESTATEDEALS.COM

The 11,512 sq ft house sold at its asking price of US\$39.5 million.



← From **PREVIOUS PAGE**

Completed in 1994, the 11,512 sq ft home offers sweeping vistas of the aspen forests and snow-capped mountains during winter. Blending in with its wooded surroundings, the home is clad in rustic cedar wood and stone with beamed ceilings and many large windows to take advantage of the views.

The 10,000 sq ft main house comprises four bedrooms, a gym, recreation room, library and more while there is also a detached guest house with an additional three bedrooms. Combined, there are seven bedrooms and nine bathrooms.

Additionally, the home comes with equipment for recreational activities such as a large sports court, hiking trails, snowmobiles and all-terrain vehicles.

Notably, the Telluride home was the location of the Top Gun actor's last major interview with Oprah Winfrey, in a follow-up to the infamous couch-jumping episode in 2005. Oprah was so mesmerised by the home and its scenic views that she bought a property nearby.

Other celebrities who also find Telluride to be a great getaway include TV star Jerry Seinfeld and designer Ralph Lauren. 🏠







**RM238,000**

**Prima Regency, Plentong, Johor**

Type: Condominium Tenure: Freehold

Built-up: 570 sq ft

Bedroom: 1 Bathroom: 1

Ad Tham PRO (REN 45029)

ROYCE PROPERTIES & REAL ESTATE SDN BHD (E (1) 1934)

+6016 711 3654



**RM8,000,000**

**Kampung Cherating Lama, Balok, Pahang**

Type: Resort Tenure: Leasehold

Land size: 4.5 acres

Adi Norazizan PRO (REN 44085)

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

+6019 362 9694



**RM2,200/mth**

**Taman Bunga Raya, Setapak, Kuala Lumpur**

Type: Office Tenure: N.A

Built-up: 1,600 sq ft

Bathroom: 2

Alps Joon Kiat Tan PRO (REN 18124)

ORIENTAL REAL ESTATE SDN BHD (E (1) 1503)

+6010 215 3233

Done Deal

*Sold for*

**RM1.1 million** (RM667 psf against land size)

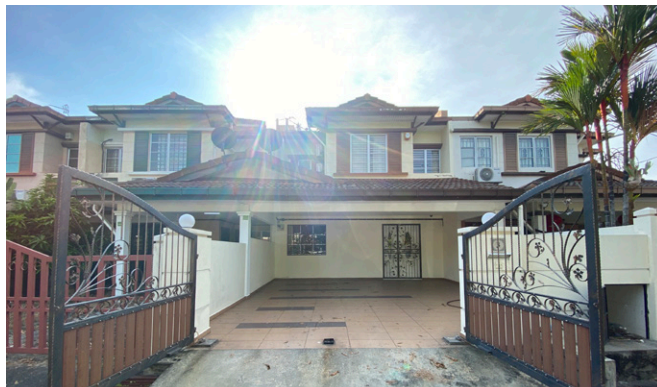
**Two-storey terraced house at Ara Damansara, Selangor**



Concluded by: Carmen Lee (REN 12639)

Reapfield Properties (HQ) Sdn Bhd

(+6012 207 3989) When: April 2021



## Noteworthy

- Freehold
- Semi-furnished
- Land size: 1,650 sq ft
- Built-up: 2,000 sq ft
- Four bedrooms; three bathrooms
- Facilities: Guardhouse, parks, jogging pathways
- Amenities: International school, Sime Darby Medical Centre, Subang Airport, Citta Mall, Tesco Ara Damansara, The Oasis Square
- Accessibility: Damansara-Puchong Highway (LDP), Federal Highway, New Klang Valley Expressway (NKVE)

Developed by Sime Darby Bhd's subsidiary Sime Pilmoor Development Sdn Bhd, the 762-acre Ara Damansara is well-connected to various business hubs in the Klang Valley, making it one of the most sought after locations for homebuyers.

According to Carmen Lee of Reapfield Properties (HQ) Sdn Bhd, the previous owners let go of the two-storey terraced house as they were right-sizing their home to a condo with more facilities.

Lee said that the buyer, comprising a family of five, had been house-hunting since Sept 2020 for a landed property in a guarded community because it felt more secure and safer.

What the buyer really liked about the unit was that it was particularly well-maintained and stood out among other units in the area. As the previous owner had also renovated some parts of the house, the buyer felt that the move-in cost would be minimal and hassle-free.

According to **EdgeProp Research**, an average transacted price of RM1.21 million or RM693 psf in 2019 were recorded for a total of 22 units of terraced houses in Ara Damansara. In 2020, 15 units of terraced houses were sold at an average transaction price of RM1.36 million or RM657.40 psf.

As at June 2021, a total of 68 units were listed for sale in **EdgeProp.my** with an average asking price of RM1.47 million or RM705 psf while there are nine units listed for rental with an average asking price of RM4,222 or RM1.14 psf.



**RM950,000**

**Alam Sari, Bangi, Selangor**

Type: Terraced house Tenure: Freehold

Built-up: 2,498 sq ft Land size: 2,080 sq ft

Bedroom: 4 Bathroom: 5

Asri Abdul Rahman PRO (REN 20463)

HUNT PROPERTIES (BANGI) SDN BHD (E (1) 1498/3)

+6012 657 3718



**RM1,400,000**

**Mont Kiara Meridin, Mont'Kiara, Kuala Lumpur**

Type: Condominium Tenure: Freehold

Built-up: 1,750 sq ft

Bedroom: 3 Bathroom: 2

Bernard Lau PRO (REN 46114)

REAPFIELD PROPERTIES (PUCHONG) SDN BHD

(E (1) 0452/8) +6012 689 2399



**RM590,000**

**Jalan Hujan Gerimis, Taman OUG, Kuala Lumpur**

Type: Terraced house Tenure: Freehold

Built-up: 1,690 sq ft Land size: 1,000 sq ft

Bedroom: 3 Bathroom: 3

Bird Lim PRO (REN 09250)

PROPNEK REALTY SDN BHD (E (1) 1800)

+6012 252 3173





**RM4,650,000**

**Tropicana Indah, Tropicana, Selangor**

**Type:** Bungalow **Tenure:** Leasehold  
**Built-up:** 5,100 sq ft **Land size:** 10,100 sq ft  
**Bedroom:** 6 **Bathroom:** 6

**Bryant Be** **PRO** (REN 09246)  
REAPFIELD PROPERTIES (HQ) SDN BHD (E (1) 0452)  
+6016 208 1426



**RM548,000**

**Mount Austin, Johor Bahru, Johor**

**Type:** Terraced house **Tenure:** Freehold  
**Land size:** 1,170 sq ft  
**Bedroom:** 4 **Bathroom:** 3

**Casmin Eu** **PRO** (REN 27903)  
ROYCE PROPERTIES & REAL ESTATE SDN BHD (E (1) 1934)  
+6010 568 5628



**RM2,880,000**

**Seksyen 2, Shah Alam, Selangor**

**Type:** Bungalow **Tenure:** Leasehold  
**Built-up:** 5,600 sq ft **Land size:** 10,198 sq ft  
**Bedroom:** 5 **Bathroom:** 5

**Christina Lesslar** **PRO** (REN 00284)  
REAPFIELD PROPERTIES (SJ) SDN BHD (E(1)0452/2)  
+6016 906 6898

**Done Deal**

*Sold for*

**RM565,000** (RM321 psf against land size)

**Two-storey terraced house in M Residence, Rawang, Selangor**



**Concluded by: Yijo Phoon** (PEA 2635)  
IQI Realty Sdn Bhd (+6012-290 9100)  
**When:** March 2021

## Noteworthy

- Freehold
- Land size: 1,760 sq ft; Built-up: 2,200 sq ft
- Five bedrooms; four bathrooms
- Refurbished unit
- Facilities: Gated and guarded, jogging track, clubhouse and canal garden
- Amenities: Schools, shopping mall, hospital, commercial area and shoplots



M Residence is a freehold mixed township development located in Rawang, Selangor. Developed by Mah Sing Bhd, the 225.7-acre guarded community offers residents a clubhouse, canal garden, jogging tracks and recreational facilities.

According to Yijo Phoon, the real estate agent of IQI Realty Sdn Bhd, M Residence is strategically located in Rawang. It is 30 minutes to Damansara and 45 minutes to Kuala Lumpur city centre.

He said that the seller had already renovated and extended the kitchen and backyard. He was selling the unit as he decided to move into a condominium for easy maintenance.

Meanwhile, the buyer liked the unit as it was priced below market value and he could save on renovation cost as the kitchen was nicely done up, he shared.

According to **EdgeProp Research's** data, the average transaction price of M Residence was RM504,800 or RM315 psf in 2020. In 2019, the average transacted price was RM644,303 or RM365 psf.

As at June 2021, some 82 units of M Residence were listed for sale on **EdgeProp.my** with an average asking price of RM563,850 or RM327 psf. Meanwhile, there were two units listed for rent at an average asking monthly rental of RM1,350 or RM0.82 psf.



**RM7,500,000**

**Seksyen 5, Petaling Jaya, Selangor**

**Type:** Bungalow **Tenure:** Freehold  
**Built-up:** 8,100 sq ft **Land size:** 7,200 sq ft  
**Bedroom:** 5 **Bathroom:** 6

**Elaine Chong** **PRO** (REN 09348)  
POLYGON PROPERTIES SDN BHD (E (1) 1714)  
+6019 441 4013



**RM3,034,300**

**Country Heights, Selangor**

**Type:** Residential land **Tenure:** Freehold  
**Land size:** 15,970 sq ft

**Emily Yap** **PRO** (REN 22792)  
REAPFIELD PROPERTIES (HQ) SDN BHD (E(1) 0452)  
+6017 887 8893



**RM1,088,000**

**Seksyen 36, Shah Alam, Selangor**

**Type:** Bungalow **Tenure:** Freehold  
**Built-up:** 3,280 sq ft **Land size:** 4,930 sq ft  
**Bedroom:** 6 **Bathroom:** 5

**Hannaan Khairy** **PRO** (REN 44082)  
REAPFIELD PROPERTIES (SJ) SDN BHD (E (1) 0452/2)  
+6017 460 4640





**RM880,000**

**Summerglades, Cyberjaya, Selangor**

**Type:** Terraced house **Tenure:** Freehold

**Built-up:** 2,000 sq ft **Land size:** 1,920 sq ft

**Bedroom:** 4 **Bathroom:** 4

Irene Wan **PRO** (REN 15703)

PROPNEK REALTY SDN BHD (E (1) 1800)

+6016 233 9488



**RM880,000**

**Taman Mayang, Petaling Jaya, Selangor**

**Type:** Terraced house **Tenure:** Freehold

**Built-up:** 2,100 sq ft **Land size:** 1,610 sq ft

**Bedroom:** 4 **Bathroom:** 3

James Yim **PRO** (REN 24129)

PROPERTY EXPRESS (E (3) 1205)

+6012 687 4892



**RM2,350,000**

**Bandar Puteri Puchong, Puchong, Selangor**

**Type:** Semidee house **Tenure:** N.A

**Built-up:** 4,000 sq ft **Land size:** 4,500 sq ft

**Bedroom:** 5 **Bathroom:** 5

Jennifer Ng **PRO** (REN 15938)

REAPFIELD PROPERTIES (SJ) SDN BHD (VE (1) 0202)

+6018 242 7880



**RM50,000,000**

**Bandar Bukit Raja, Klang, Selangor**

**Type:** Industrial land **Tenure:** Freehold

**Land size:** 20 acres

John Leong **PRO** (PEA 1132)

KNIGHT FRANK MALAYSIA SDN BHD (VE (1) 0141)

+6016 599 2699

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**RM400,000**

**Bukit Gembira Condominium, Kuchai Lama, Kuala Lumpur**

**Type:** Condominium **Tenure:** Freehold

**Built-up:** 1,028 sq ft

**Bedroom:** 3 **Bathroom:** 2

Joseph Tin Kok Hua **PRO** (REN 31981)

CID REALTORS SDN BHD (E (1) 1855)

+6019 265 6602



**RM689,998**

**Ozana Villa, Ayer Keroh, Melaka**

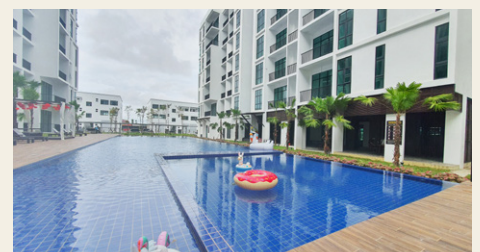
**Type:** Residential land **Tenure:** Leasehold

**Land size:** 11,129 sq ft

Justin Low **PRO** (PEA2226)

MAXXAN REALTY SDN BHD (E (1) 1766)

+6017 627 6282



**RM580,000**

**Yarra Park, Kuching, Sarawak**

**Type:** Apartment **Tenure:** Leasehold

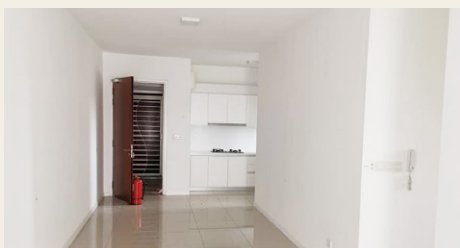
**Built-up:** 1,100 sq ft

**Bedroom:** 3 **Bathroom:** 2

Kenneth Wong **PRO** (E1810)

KEN & CO PROPERTY CONSULTANTS (VE (3) 0230)

+6019 886 7688



**RM485,000**

**Residensi Hijauan, Shah Alam, Selangor**

**Type:** Condominium **Tenure:** Freehold

**Built-up:** 1,184 sq ft

**Bedroom:** 3 **Bathroom:** 2

Michele Lum **PRO** (PEA1877)

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

+6012 885 2388



**RM499,000**

**CitiZen, Old Klang Road, Kuala Lumpur**

**Type:** Condominium **Tenure:** Freehold

**Built-up:** 725 sq ft

**Bedroom:** 2 **Bathroom:** 2

Michelle Yeow **PRO** (REN 43852)

PROPNEK REALTY SDN BHD (E (1) 1800)

+6016 239 2819



**RM345,000**

**Taman Kota Masai, Pasir Gudang, Johor**

**Type:** Terraced house **Tenure:** Freehold

**Land size:** 1,300 sq ft

**Bedroom:** 3 **Bathroom:** 2

Mohamad Hafiz **PRO** (REN 26640)

AG REALTY SDN BHD (E (1) 1931)

+6016 314 9832





**RM330,000**

**Jalan Karak, Bentong, Pahang**

Type: Agricultural land Tenure: Freehold  
Land size: 43,560 sq ft

Neela Vathi **PRO** (REN 04411)

REAPFIELD PROPERTIES (PUCHONG) SDN BHD (E(1) 0452/8) +6012 219 1124



**RM500,000**

**Taman Desa Jaya, Johor Bahru, Johor**

Type: Terraced house Tenure: Freehold  
Built-up: 1,967 sq ft Land size: 1,680 sq ft  
Bedroom: 4 Bathroom: 3

Neo Wei Siang **PRO** (REN 12588)

ROYCE PROPERTIES & REAL ESTATE SDN BHD (E (1) 1934) +6016 794 7872



**RM2,680,000**

**Long Branch Residences, Kota Kemuning, Selangor**

Type: Bungalow Tenure: N.A  
Built-up: 4,942 sq ft Land size: 4,424 sq ft  
Bedroom: 5 Bathroom: 7

Ong Cy **PRO** (REN 22613)

POLYGON PROPERTIES SDN BHD (E (1) 1714) +6012 210 8687



**RM560,000**

**Taman Pulau Hijauan, Kangkar Pulai, Johor**

Type: Terraced house Tenure: Freehold  
Built-up: 1,551 sq ft Land size: 1,302 sq ft  
Bedroom: 4 Bathroom: 3

Pauline Go **PRO** (REN 46135)

NEW BOB REALTY SDN BHD (EPM (1) 0011/2) +6012 722 7681



**RM1,980,000**

**Empire Residence, Damansara Perdana, Selangor**

Type: Terraced house Tenure: Leasehold  
Built-up: 4,566 sq ft Land size: 2,802 sq ft  
Bedroom: 4 Bathroom: 5

Phyllis Lim **PRO** (E 1670)

JOYLAND PROPERTIES (E (3) 0743) +60113 337 8623



**RM4,000,000**

**Jalan Cecawi 6, Kota Damansara, Selangor**

Type: Bungalow Tenure: Leasehold  
Built-up: 6,000 sq ft Land size: 15,000 sq ft  
Bedroom: 7 Bathroom: 7

Robert Thew **PRO** (REN 49510)

SRT REALTY (E (3) 1908) +6016 663 3259

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**RM2,500/mth**

**Tamarind Square, Cyberjaya, Selangor**

Type: Shoplot Tenure: Freehold

Built-up: 1,174 sq ft

Bathroom: 2

Sandy Lim PRO (REN 05454)

CID REALTORS SDN BHD (E (1) 1855/2)

+6016 301 2015



**RM8,500/mth**

**SS 21, Damansara Utama, Selangor**

Type: Shoplot Tenure: Freehold

Built-up: 1,300 sq ft Land size: 1,650 sq ft

Siew Kim PRO (REN 04485)

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

+6012 210 2858



**RM1,100,000**

**Green Street Homes, Seremban, Negeri Sembilan**

Type: Semidee house Tenure: Freehold

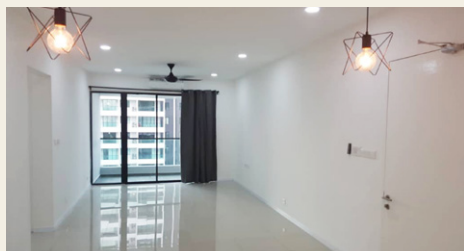
Built-up: 3,300 sq ft Land size: 4,600 sq ft

Bedroom: 4 Bathroom: 3

Siti Hawa PRO (REN 33683)

RESCOM REALTY (VE (3) 0244)

+6012 290 6169



**RM575,000**

**Paragon 3, Puchong South, Selangor**

Type: Condominium Tenure: Leasehold

Built-up: 1,659 sq ft

Bedroom: 4 Bathroom: 3

Thomas Chong PRO (REN 13470)

IQI REALTY SDN BHD (E (1) 1584)

+6016 245 9179



**RM830,000**

**Taman Sri Bintang, Segambut, Kuala Lumpur**

Type: Terraced house Tenure: Freehold

Built-up: 1,200 sq ft Land size: 1,540 sq ft

Bedroom: 3 Bathroom: 2

Tien Lim PRO (PEA 1576)

CID REALTORS SDN BHD (E (1) 1855)

+6019 337 4492



**RM359,000**

**The Loft @ ZetaPark, Setapak, Kuala Lumpur**

Type: Studio Tenure: Leasehold

Built-up: 677 sq ft

Bedroom: 1 Bathroom: 1

Tony Yap PRO (REN 23582)

AMBER REALTY (E (3) 1482)

+60115 646 8129



**RM31,500,000**

**Jalan Taman U Thant, KL City, Kuala Lumpur**

Type: Residential land Tenure: Freehold

Land size: 35,000 sq ft

Veronica Ong PRO (REN 32833)

HARTAMAS REAL ESTATE (MALAYSIA) SDN BHD

(E (1) 1439) +6012 273 2570



**Call for price**

**Oasis Corporate Park, Petaling Jaya, Selangor**

Type: Commercial Complex Tenure: Freehold

Built-up: 186,392 sq ft Land size: 47,916 sq ft

Vinnie Yiw PRO (REN 40295)

JLL PROPERTY SERVICES (MALAYSIA) SDN BHD

(E (1) 1511) +6016 220 6570



**RM600,000**

**Ariza Garden Villa @ Taman Raintree, Batu Caves, Selangor**

Type: Townhouse Tenure: Leasehold

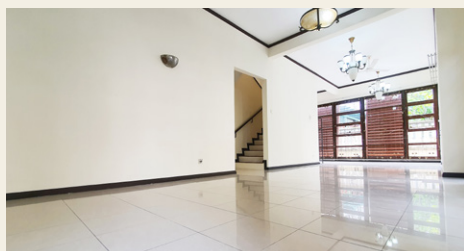
Built-up: 1,500 sq ft Land size: 1,800 sq ft

Bedroom: 4 Bathroom: 3

Wilson Ng PRO (REN 25583)

IQI REALTY SDN BHD (E (1) 1584)

+6012 298 9779



**RM1,350,000**

**Jalan Ubin, Bukit Jelutong, Selangor**

Type: Terraced house Tenure: Freehold

Built-up: 3,000 sq ft Land size: 3,982 sq ft

Bedroom: 6 Bathroom: 6

Winnie Su PRO (REN 00355)

TECH REALTORS PROPERTIES SDN BHD (E (1) 1492)

+6017 298 1800



**RM650,000**

**SS 2, Petaling Jaya, Selangor**

Type: Terraced house Tenure: Freehold

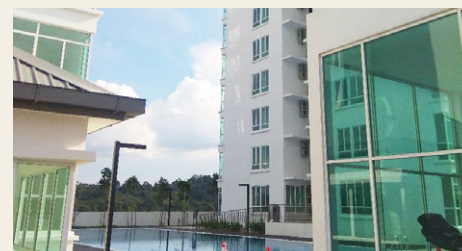
Built-up: 1,200 sq ft Land size: 1,650 sq ft

Bedroom: 3 Bathroom: 2

Yew Long PRO (PEA2276)

RIDGEWELL PROPERTIES (E (3) 1809)

+6019 352 5930



**RM320,000**

**Bangi Gateway, Bangi, Selangor**

Type: Apartment Tenure: Leasehold

Built-up: 661 sq ft

Bedroom: 2 Bathroom: 1

Zuraini Zallin PRO (PEA1699)

RESCOM REALTY (VE (3) 0244)

+6019 663 1526



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