

**UDA** goes from  
• enriching affordable & sustainable lifestyle •

## *shy to shine*

One of Malaysia's oldest developers, the **50-year-old UDA Holdings Bhd**, strives to fulfill social responsibilities yet report bigger profitability at the same time. In fact, **president/CEO Mohd. Salem Kailany** has set a new milestone - to rake in RM1 billion revenue in the next five years. What does he have up his sleeves? Read **Pages 5 to 8**.

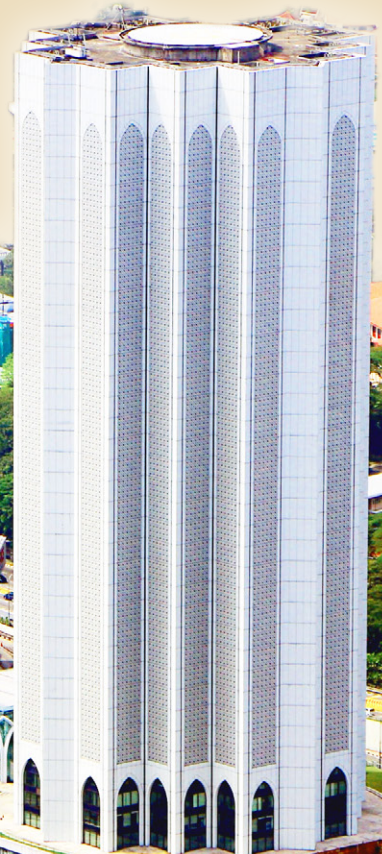


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# A trendy abode or an old charm?

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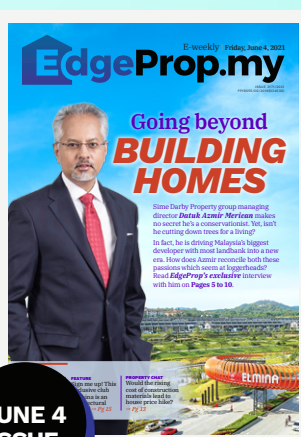
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## The Edge Media gives extra bonus to vaccinated staff



The Edge Media Group is giving a RM1,000 bonus to each staff member who is fully vaccinated against Covid-19 by this year-end. If all 220 employees get fully vaccinated by year end, they will get another RM1,000 each.

Publisher and CEO Datuk Ho Kay Tat said the vaccination bonus is part of the group's initiative in supporting the national vaccination programme to combat the Covid-19 pandemic.

The Edge three weeks ago launched a marketing campaign — Get Vaccinated. Be Part of the Solution, Not the Problem — to persuade

people to get vaccinated.

To find out the level of intention among its own staff, the company did a survey, and was pleasantly surprised that 97% had registered to get their shots and 50% have already had their first dose.

"We want all our staff to be vaccinated so that everyone feels safe working together in the office when we are allowed to fully reopen," said Ho, who had received his first dose of the AstraZeneca vaccine. "We also want third parties whom we meet in the course of our work to feel secure."



## AEON eyeing to open 13 new stores this year

AEON Co (M) Bhd has allocated RM251 million as capital expenditure (capex) for the year, with 40% of the budgeted amount to be allocated to further strengthen the group's technology and IT infrastructure, according to the retail group's managing director Shafie Shamsuddin.

He said the balance of the capex will be channelled for renovation, maintenance and remodeling of its malls and stores.

"We are looking at expanding to another 13 new specialist stores this year and to focus on renovating and making rectifications for 11 malls," he said in a virtual meeting after AEON's 36th annual general meeting on June 23.

On the retail business outlook for the rest of the year, Shafie highlighted that most retail businesses are feeling a bigger pinch at the moment due to the implementation of the Movement Control Order (MCO) 3.0 compared

to the earlier MCO 1.0 imposed in March last year.

## Scientex's 3Q21 net profit surges 57.8% to RM109.9m

Packaging manufacturer and property developer Scientex Bhd's net profit rose 57.8% year-on-year (y-o-y) to RM109.9 million in the third quarter of FY21.

In a press statement on June 23, the company said its packaging and property development segments have contributed to the record-high revenue of RM976.8 million in 3Q21, an increase of 26.5% y-o-y.

Meanwhile, Scientex is also confident of the long-term prospect of affordable home sales. In 3Q21, the company completed the acquisition of 319 acres of land in Sungai Petani, Kedah, and Jasin, Melaka for RM111.5 million to meet the robust demand for affordable homes.

## Langkawi looks at reopening in September – MOTAC

Langkawi will be the first pilot area for the Malaysian government's green bubble programme. The scenic island is expected to welcome tourists in another three months once 80% of the island's population is vaccinated, reported Free Malaysia Today on June 21.

The green bubble programme,

which was initiated by the Tourism, Arts and Culture Ministry (MOTAC), could be a solution to the local tourism industry which has been badly impacted by the Covid-19 pandemic.

MOTAC Minister Datuk Seri Nancy Shukri said Langkawi is a perfect pilot area for the "green bubble" as it's an isolated island with a smaller population (110,000), with a single entry and exit point from Langkawi international airport.

The green bubble programme allows residents from states with fewer than 40 active Covid-19 cases to travel between states.

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## Singapore: Keppel Corp 'exploring' floating city project

The island republic might just see a floating city as part of its skyline if things work out.

This will of course be a good thing for land-scarce Singapore.

"We have the technology and capabilities to build floating cities, which can address both land scarcity as well as the threat of rising sea levels in coastal areas.

"We are currently exploring how such nearshore developments can be built in

Singapore," said Keppel CEO and executive director Loh Chin Hua at the World Cities Summit on June 22, according to a report by The Straits Times.

The Singapore-based daily reported that floating cities were some of "the examples cited by panellists on how cities can build with an eye on the future and prepare for disruptions from pandemics and climate change".



## Sunway named among top 10 most attractive employers in Malaysia

Sunway Bhd has emerged as the only local private sector company in the top 10 most attractive employers to work for in Malaysia for 2021, as rated by Randstad Malaysia.

Sunway Group president Tan Sri Chew Chee Kin said the recognition "demonstrates that our incessant efforts in attracting, developing and retaining talent are effective and bearing fruit".

"We have come a long

way in putting together the fundamental building blocks in creating a conducive and healthy workplace for our talents.

"We also emphasise and promote the value of lifelong learning by encouraging our people to attend trainings and to strive towards attaining their full potentials, more so during this unusual period of global pandemic," he said in a statement on June 22.

## Lagenda Properties expands landbank with 500-acre purchase in Kuantan

Lagenda Properties Bhd has acquired 500 acres of land in Kuantan, Pahang for RM33 million (approximately RM1.51 psf), according to a media statement by Lagenda on June 23.

The land purchase was done via its wholly-owned subsidiary, LPB Development Sdn Bhd. The market value of the land stood at RM46 million as at April 2021, as valued by Rahim & Co International Sdn Bhd.

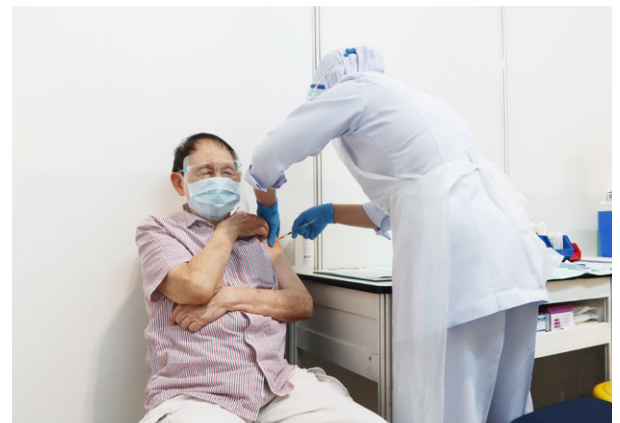
Lagenda Properties group managing director Datuk Jimmy Doh (pictured) said the company intends to undertake a self-sustaina-



ble and affordable township development that offers a mix of residential and commercial properties.

The development has an estimated gross development value of RM1 billion with part of the development expected to commence by 2023 over an estimated period of five years.

## Klang Valley enters phase three of immunisation programme



Phase 3 of the National Covid-19 Immunisation Programme (PICK) in the Klang Valley has commenced since June 21 at the National Stadium in Bukit Jalil, Kuala Lumpur to expedite the vaccination process and achieve herd immunity.

This decision came after 99% of senior citizens in the Klang Valley, including 88% in Selangor, had received their vaccine doses or appointment dates.

As of June 23, 6.3 million vaccines were administered in the country while 4.5 million completed their two-dose vaccinations.

PICK Coordinating Minister Khairy Jamaluddin previously said the benchmark

for the total number of doses administered daily would be set at 200,000 per day in July, and 300,000 a day by August.

Meanwhile, the Malaysian Medical Association (MMA) has urged the relevant authorities including the Malaysian Medical Council to conduct a full investigation into the allegations of Covid-19 vaccines being sold by a non-healthcare private company to private groups.

In other news, there has been a growing concern in India over another mutation of the Delta Variant, dubbed as Delta Plus – a potentially much deadlier strain which has caused its first death out of 22 recorded cases in India as at June 24, 2021.



# What's next for UDA Holdings?



●Text Rachel Chew

Bringing over 25 years of experience in the property development industry, Mohd. Salem Kailany joined UDA Holdings Bhd as the President/CEO on Sept 20, 2019.

Prior to the appointment, he had been the CEO of PNB Development Sdn Bhd. He had also been one of the directors and an audit committee member of Felcra Bhd, and chairman of Felcra Properties Sdn Bhd.

"I joined UDA with the mission to continue the company legacy and objective, which are urban development, increasing the bumiputera ownership in the urban space and providing a good living environment to the people," Salem tells EdgeProp Malaysia in an interview.

Once he stepped into the company, Salem spent his first 100 days visiting all the project sites, holding dialogues with colleagues on the ground and familiarising himself with the company culture.

When he finally settled down in his office, all ready to craft the future planning of UDA, he found himself facing the beginning of the hurdle of hurdles – the Covid-19 pandemic. It was just then the coronavirus started spreading across the world. The bad news struck him like a bolt out of the blue – in fact, firsthand.

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“

**I joined UDA with the mission to continue the company legacy and objective, which are urban development, increasing the bumiputera ownership in the urban space and providing a good living environment to the people,”**

**— Salem**

UDA's latest development - Residensi 38 Bangsar in Kuala Lumpur.



PHOTOGRAPHS BY UDA HOLDINGS BHD





LEGASI KAMPONG BHARU

KLCC

PHOTOGRAPHS BY UDA HOLDINGS BHD

Legasi Kampong Bharu is one of the latest projects by UDA.

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“In Feb 2020, I was tested positive for Covid-19. I had to be hospitalised for 11 days. By the time I was discharged on March 14, it was quite close to the [first] MCO (Movement Control Order), which started on March 18,” Salem recalls.

The lockdowns and the rampant on-slaught of the coronavirus globally have caught many off guard, but taking the bull by the horns, Salem did not let it stop him from implementing his plans to further strengthen UDA’s market presence in Malaysia.

“The top management was ambitious and optimistic. We had a few big things planned for 2020 before the MCO kicked in, such as strengthening our cashflow position, rebranding, reviewing and fine-tuning our product mix so that we could penetrate different market segments and more. [However], as the pandemic changed our ways of life, we had to adjust ourselves and adapt to the market changes while holding firmly to our company core values,” he shares.

The core values of UDA are abbreviated as DOTS, which stands for Do the right thing,

Overcome challenges, Together we can, and Strive for excellence.

“UDA is not a company that only focuses on profit. We were established 50 years ago with the mission to enrich lives by delivering best-value products and services, and to be a preferred organisation with diversified property and asset management businesses,” Salem shares.

Founded in 1971, UDA was formerly known as the Urban Development Authority (UDA). It embarked on the advancement of the nation’s planned urban development for commercial and residential purposes in Malaysia.

Fast forward to 28 years after its establishment, it became UDA Holdings Bhd, and was subsequently delisted from Bursa Malaysia to become a wholly-owned subsidiary of Khazanah Nasional Bhd before being transferred to the Ministry of Finance in 2007. In 2018, UDA was placed under the stewardship of the Ministry of Entrepreneur Development and Cooperatives (MEDAC).

## A quiet achiever in the industry

Being one of the oldest developers in Malaysia, Salem describes UDA as a capable but very shy company.

“One time I visited our newly completed project in Seberang Prai, Penang. It was a 43-storey building, one of the tallest in the area. However, someone I met told me he was pleasantly surprised that UDA was the builder. He had always known UDA to be an affordable housing developer,” Salem recounted smilingly.

“He was not the only one that remembers UDA as an affordable housing developer, because UDA has always been shy.”

In fact, UDA was the builder of many landmark buildings in the major cities of Malaysia, such as Menara Dayabumi, UBN Tower (UBN stands for UDA Bukit Nanas),

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UBN Tower actually stands for UDA Bukit Nanas Tower

UDA is the builder of Menara Dayabumi.





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Shangri-La Hotel Kuala Lumpur, Pudu Raya, Sinar Kota and Dataran Maybank in Bangsar.

UDA was also the developer of many familiar townships in the country, such as Taman Tun Dr Ismail (TTDI) and Bandar Tun Hussein Onn in KL, Taman Pauh Jaya in Penang, Bandar Baru UDA and Bandar UDA Utama in Johor, Taman Murni Perdana in Terengganu and Pelindung Heights in Kuantan, Pahang.

As at 2020, UDA has completed over 23,000 residential houses. It was also the pioneer in waqf land development, with its key development on the 3.75ha Taman Wakaf Setee Aisah in Penang.

Another little-known fact is that UDA is also a mall owner. As at 2020, the company has provided a combined net lettable area of over 1.8 million sq ft. Some of the malls are Angsana Johor Bahru Mall, UTC Angsana Seremban, UTC KL and Kompleks Pertama KL.

“We have built many landmark buildings but people hardly know that UDA have been the builder. This is a good and capable company. However, it is also very shy. In the past, we didn’t claim the success we achieved,” Salem notes.

He believes that UDA deserves more attention from the market. Therefore, enhancing the brand image is one of his missions in the next few years.

“We have redesigned our logo to make it sharper and stand out. We also have been engaging more with the public and target markets. We need to let them know who we are, what we have done and what we can do for them in the future,” he shares.

## Sustainable management is not downsizing

Despite the challenging environment in 2020, UDA’s financial performance was an encouraging one. The company managed to register over RM300 million turnover and RM27 million profit.

“To be honest, we had expected a red report card in 2020 due to the challenging market. However, we managed to register some profit and completed a project in KL city centre called Legasi Kampung Bharu. The project was handed over in March this year.

“It is true that 2020 was a very challenging year, but it was also a very significant year for UDA. Because of all these challenges, the team and the company have actually come out stronger,” Salem highlights.

The better-than-expected result of 2020 has motivated Salem and the team to set a higher target



PHOTOGRAPHS BY UDA HOLDINGS BHD

this year by aiming for RM500 million turnover and RM50 million profit. The company is also looking to launch projects worth RM1 billion in gross development value (GDV).

To further unlock the company’s potential, Salem says it is important to set a clear target and direction for the team.

“Before I came on board, there had been speculations that I would be rightsizing the company. It was not true because I understand that cutting headcount is not a sustainable way to increase a company’s profit margin.”

He believes the team has great potential. He has chosen to continue to invest in and build up a strong team, and help the team refocus on enhancing productivity to make UDA a stronger company, so that no one will be retrenched.

By benchmarking itself against other competitors, Salem has set the target to achieve RM1 billion revenue in the next three to five years. He is also looking to acquire more landbank and seek development opportunities in the mature areas of major cities such as KL, Penang, Johor, Sabah and Sarawak.

“Property development is our bread and butter. It is currently contributing 70% of the revenue to UDA while asset management is contributing 30%. I think the 70:30 ratio is good. What I intend to do is to grow the size, from what we are now to more,” Salem says.

“**Property development is our bread and butter. It is currently contributing 70% of the revenue to UDA while asset management is contributing 30%.**”  
– Salem

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TTDI is one of the townships developed by UDA.

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But how? What are Salem's plans for UDA? Can these be realised in the current difficult business environment and uncertainty? Read his answers in EdgeProp Malaysia's interview (excerpt edited for clarity) with Salem.

### EdgeProp: How badly has the lockdown hit UDA? What are your solutions?

**Salem:** There are two core businesses of UDA – one being the property development, which contributes 70% of revenue. Another one is asset and facility management, which includes hotel and shopping mall business.

Last year, we forwent some profit and revenue to support our malls' tenants and the hotel business. We gave rental waivers and discounts to make sure the businesses could stay afloat. We also forked out money to build Angsana Virtual Mall, an e-commerce platform for our mall tenants, so they were able to continue their businesses during lockdowns.

Compared with 2019, our turnover and profit have shrunk 40% and 60% to RM300 million and RM27 million respectively. Even so, it was actually still better than our expectation. We had expected a red report card for 2020.

Yes, although we could have earned more, I think it is the right thing to do to give financial support to our business partners and tenants. Simple logic – if we don't provide any incentives during this hard times, our tenants may have to move out because they have no budget to pay the rent, and then our mall will have more empty spaces and lower footfall, and consequently affect our revenue in the long run.

It is lucky that UDA has a diversified business model, where we can support these incentives from other businesses that are relatively financially healthier, such as property development, the bread and butter of UDA.

### EdgeProp: UDA has been associated with affordable housing. But you are also building higher-end projects. How do you reconcile the two directions?

**Salem:** We did a survey and found out only people who interact with us understand us. But for people on the street, we received a different perception. It showed that our brand image did not stand out and we lost the connection with the public.

We need to reconnect with our target market because we are not serving everyone yet. The team has to understand what the market needs and translate them into the product that the market wants. It is about meeting the need so the product could sell itself.

This is also why we are taking a different approach in marketing our latest residential project, Residensi 38 Bangsar. It is a mid- to high-end development



Salem (middle in the front row) at one of the team building events.

located in the heart of Bangsar within walking distance to the Bangsar LRT (light rail transit) station. The selling prices range from RM700,000 to over a million.

Before we finalised the project details, we had engaged with our target buyers to understand their expectations on a project like this. We found out that the buyers of this market segment were looking for design and layout that were sustainable and flexible, hence the dual key layout design.

### EdgeProp: What revenue are you targeting for this year? Your strategies to achieve this?

**Salem:** Initially, we had foreseen that 2021 would be another challenging year, but the market should be able to perform better than 2020. We were looking to achieve RM500 million turnover, but since we are in MCO once again, we are revising the target to slightly lower.

### EdgeProp: What are the milestones you are looking at in the next few years?

**Salem:** We are now working hard to be among the top 10 developers of the country again. We were once in the top 10 club but dropped off a few years ago. We are now still quite far away from the RM1 billion turnover criteria but I believe we are on track. Hopefully in the next two to three years, we will be in the list once again.

### EdgeProp: What is your outlook on the property sector?

**Salem:** Property is a necessity element in a society no matter in what times. The key is how to stand out from the peers and get picked by the buyer.

Take a look back to the history of the property development industry. It has always been on the up no matter in what times. As long as the population is growing, property will be in demand. As a developer, we need to interpret and translate those demands into our prod-



Bandar Baru UDA is UDA's township development located in the heart of Johor Bahru.

ucts to make sure what we provide is what the market needs.

During these difficult times, it is true that people may put big-ticket item purchases on hold, but let me remind you, property is not a liability but a tool to create wealth with.

With so many incentives given by the government under HOC (Home Ownership Campaign), it is a good chance to accumulate good household debts like property. It is also one particular household debt that would appreciate over time. If you take 2010 versus 2020, you will realise that property price has appreciated 5% to 7% annually.

### EdgeProp: How do you see the market? What are buyers looking for?

**Salem:** Moving forward, I foresee that sustainable, as well as flexible and practical projects are in demand.

A home is more than just a shelter today. People spend more time living and working at home. We have to make sure that the property we are providing is flexible, healthy and sustainable – enough sunlight, good ventilation, open green spaces for residents to interact and to have social activities. 📧



## *New MRMA chairman* lays out plans to navigate **REITs** through pandemic



●Text **Chin Wai Lun**

**P**ETALING JAYA: With the pandemic still raging, the newly-minted chairman of the Malaysian Real Estate Investment Trust (M-REIT) Managers Association (MRMA) Datuk Hisham Othman (pictured) is already hitting the ground running, having taken over the position from immediate past chairman Datuk Jeffrey Ng on June 17.

The chairman, who is also the CEO of Hektar Asset Management Sdn Bhd, says the M-REIT industry hasn't been spared from the pandemic. The REIT managers, especially retail REIT, are struggling in retaining tenants while ensuring they have sufficient cash flow to weather the storm.

In dealing with the suppressed rental yield growth, Hisham and the new board members' current task is to assist M-REIT managers in navigating through the Covid-19 pandemic and being prepared for the recovery.

Since Aug 2005, M-REITs have come a long way from less than RM500 million in market capitalisation to some RM40 billion in 2020, backed by more than RM50 billion assets under management (from iconic landmarks to retail malls, hotels, offices and industrial properties).

Currently, the 17 listed M-REITs own and manage 10% of retail mall space and 5% of office space in Malaysia, contributing substantially to the national economy and real estate landscape, with room for further growth in the years to come.

"We aim to navigate to the best of our abilities to ensure the survival of the M-REITs," Hisham told EdgeProp Malaysia in a virtual interview amidst his busy schedule yesterday.

However, he noted that MRMA couldn't do this alone as it requires the help from the government and regulatory bodies, such as the Securities Commission (SC) and Ministry of Finance (MoF), to survive the current woes.

### **Vaccination is the key**

The most urgent first step, said Hisham, is to get those who work in the retail industry categorised as frontliners and let them get their vaccinations first to reduce the risk of infection.

"Retail represents a significant portion of the service economy from shops to shopping malls. They should

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Retail sector  
is badly  
hit by the  
pandemic.



PHOTOGRAPHS BY LOW YEN YING | EdgeProp.my

be given priority in vaccination... There were some efforts by the government to expedite this and we welcome the idea," said Hisham.

Earlier in May, the Domestic Trade and Consumer Affairs Ministry said that it was working with the Covid-19 Immunisation Task Force (CITF) to roll out the Economic Frontliners Vaccination Programme for the retail sector this month (June). It is expected to involve some 500,000 workers in the sector.

Next, Hisham pointed out that several measures can be taken to help ease the cash flow of REITs. For instance, he said, the 10% electricity bill discount could be extended till the year end – beyond September as laid out by the PEMERKASA+ fiscal aid announced by Prime Minister Tan Sri Muhyiddin Yassin last month.

"Electricity bills account for an average of 17% of the total expenses incurred by M-REITs. Shopping malls, for instance, could not fully switch off their power supplies. Some air-conditioning and lights have remained operational for essential shops throughout the lockdowns," noted Hisham.

The same could be said of the wage subsidy programme. "It could be extended till the end of the year as well," suggested Hisham.

### Rebates for assessment rates and quit rents

Meanwhile, the government could provide rebates for assessment rates and quit rent charges for year 2020/21. "It is only fair that way. Unlike normal times, some properties are not earning much income and yet they are still taxed. These taxes account for about 10% of the total expenses for an M-REIT," said Hisham.

Additionally, a kind of rental support scheme could be introduced for qualifying tenants of commercial properties. "When shops cannot open, surely there will be difficulty in paying rents. Perhaps, a similar scheme as the one introduced by the Singaporean government could be implemented here," noted Hisham.

Announced on May 28, the Singapore Ministry of Finance will provide rental relief for small and medium enterprises (SMEs), and eligible non-profit organisations with an annual revenue not exceeding S\$100 million (about RM300 million), who are tenant-occupiers of qualifying commercial properties. For privately-owned commercial proper-

ties, there will be a half-month cash payout while government-owned ones will receive a one-month rental waiver.

As for regulatory matters, Hisham suggested that the grace period for income distribution to REIT's unit holders to be extended beyond the two months from its ending financial year (to qualify for tax exemption) as required by law. "It will be helpful for this to be extended to aid the cash flow of M-REITs," added Hisham.

### The worst is not over yet

It is not over, not until the lifting of the Movement Control Order, said Hisham.


"At the moment, we are still somewhat stuck. Hence, it is imperative that there are exit plans, especially from the government for the retail sector. At this juncture, the answer points to vaccinations. Speeding up inoculations is the ultimate answer.

"Even before we achieve a large number of vaccinations, the MRMA hopes that the retail and perhaps the hotel sectors could be reopened first before the country emerges from the lockdown," said Hisham.

He added that the MRMA meanwhile, will continue to raise awareness on REITs as a potential investment asset. "We want REITs to be more competitive in the local bourse, with more listings, and for the man in the street to be more familiar with them," stressed Hisham, noting that they will continue to engage directly with the public, investment banks and the regulatory bodies to do so.

"Lastly, I would like to thank the immediate past chairman Datuk Jeffrey and Datuk George Stewart LaBrooy for their efforts over the years. We hope to continue to guide REITs through the pandemic with the support of many parties, from the media as well as the government so we can emerge with as little damage as possible [from this pandemic]. At this point of time, that is going to be a real challenge. With everyone's support, I aim to do a better job [as chairman]," concluded Hisham.

MRMA is one of the supporting parties for EdgeProp Malaysia's Best Managed & Sustainable Property Awards, which is dedicated to the benchmarking of Malaysia's Gold Standard of Property Management Practices and Sustainability.

The Awards, which is presented by EdgeProp Malaysia, is also endorsed by the Ministry of Housing and Local Government. 

**“We want REITs to be more competitive in the local bourse, more listings and for the man in the street to be more familiar with them.”**  
– Hisham





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“

Law firms have to purchase these standardised pre-printed forms, or typically download the documents from the banks' portals for prices ranging from RM100 to RM500, or sometimes even higher.”

It has been a common practice for banks to impose fees for standardised loan agreement documents that are needed in the housing loan application process.

Law firms have to purchase these standardised pre-printed forms, or typically download the documents from the banks' portals for prices ranging from RM100 to RM500, or sometimes even higher.

Such expenses are, of course, passed down to customers or borrowers as disbursements, usually under the column “purchase of bank's printed forms”.

The Bar Council of Malaysia has raised its concern over this added burden for consumers, which they can certainly do without.

In 2019, the press published a statement by Bar Council conveyancing practice committee (immediate past) chairman Datuk Roger Tan who cautioned against imposing such fees as the sale of loan documents was a breach of Section 37(2) of the Legal Profession Act 1976.

The National House Buyers Association (HBA) concurs with the press statement. In fact, we have on Oct 3, 2019 reported on this dilemma but it seems our pleas have fallen on deaf ears.

Even before that, we had in 2013 written several articles on related issues such as in “Simplified housing loan agreement” as well as HBA's stand against banks' practice in selling the standardised loan documents. (Read “Are borrowers still at the losing end of loan agreements?”)

Can't a soft copy be made available to law firms to adopt and print at their own costs and expenses? After all, printing charges are only limited to RM50, as approved by the Bar Council.

## Banks insist on right to charge fees

In our recent meeting with Pemudah (Special Task Force on Facilitating Business)'s Technical Working Group on Getting Credit (TWGGC) initiated by Malaysia Productivity Corp (MPC) on April 28, 2021, HBA reiterated our stand on this issue.

The meeting was chaired by Datuk Pardip Kumar Kukreja. Attendees included members from the Association of Banks in Malaysia (ABM), Association of Islamic Banking & Financial Institution (AIBIM), Malaysian Bar Council, Real Estate & Housing Developers' Association (REHDA) and Bank Negara Malaysia (BNM).

Tan, who was a senior Bar Council member then, repeatedly emphasised that it was an offence under section 37(2) of the Legal Profession Act, 1976 for any unauthorised person, who either directly or indirectly drew or prepared any document or instrument relating to any immovable property, to expect any fee, gain or reward.

The bankers insisted that banks were not prohibited from charging “fees” on standard loan documents as there were no regulations against it. They even emphasised that BNM did not have power over the Competition Act, 2010, which they used in their defence. (HBA is of the opinion that the Competition Act has got nothing to do with the sale of printed forms.)

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BNM stood by the bankers and even clarified that banks did not sell the standard forms per se but the fees levied reflected the actual costs incurred in “developing standardised loan documents”, as there was manpower involved in reviewing the documents and thus, the cost was recovered via the fees.

Our contention is, this fee for a standard form has been charged since 2013. Surely, such costs must have been amortised over the years. Must the banks continue to profit from the sale of forms? Isn't their major source of income derived from giving out loans?

Contrary to BNM's assertion that the banks were not “selling” the forms, isn't the act of charging a fee equal to selling?

The banking sector in Malaysia is a very tightly regulated industry. Any fees that banks intend to charge must be approved by BNM. It is disheartening to note that borrowers continue to be charged exorbitant fees even under the watchful eyes of BNM. Instances of borrowers being charged unreasonable fees for copies of redemption statements, EPF statements, letters, etc are common.

BNM's policies have always been in line with the Government's aspirations especially when it comes to allocating funds for promoting the affordable housing category. Then why do buyers of even affordable housing still have to bear the “fees”?

### BNM should crack its whip

In addressing the concerns over mortgage agreements which are disproportionately skewed towards banking institutions, BNM has on Nov 6, 2019 come up with a policy document titled “Fair Treatment of Financial Consumers” (FTFC). It outlines how banks should be responsive to the needs of financial consumers and to conduct their businesses in a way which engenders trust and confidence leading to high customer satisfaction and retention and hence, leading to sustained business performances over the long term.

*Appendix 1 to the FTFC policy statement states inter-alia:*

*Sub-para (d): does not impose excessive or unreasonable fees and charges that do not reflect the actual costs incurred in the provision of services offered or which significantly disadvantage certain groups of financial consumers.*

However, have those policy statements been translated to actual and factual adherence? Has BNM conducted its annual audit check on banks including compliance and adherence of the newly minted “consumer-friendly policies”? Has BNM, or at the least with the assistance of ABM and AIBIM, identified the “good” versus “poor” practices to arrive at “fair” practices?

Surely, BNM cannot be waiting for the

“  
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Bar Council.

Photo of the charges  
for standardised pre-  
printed forms of one of  
the local banks.

PHOTOGRAPH BY HBA

Federal Court to intervene again before it decides to act on it just like in the case of the British borrower Anthony Lawrence Bourke and wife who succeeded in declaring that it was unconscionable for banks to seek refuge behind exclusion clauses. (*Read “Are borrowers still at the losing end of loan agreements?”*)

BNM must lead and spare a thought for the borrowers and law firms who are often at the mercy of this unequal bargaining with the banks. BNM has a comprehensive legal power to regulate, supervise and monitor all participating financial systems and to crack its whip against any unscrupulousness.

Similarly, the Ministry of Finance, ABM and AIBIM have a legitimate interest in the final shape of the banking industry as being one that is principled and “customer-friendly” and we sincerely hope banks heed the call. 📞

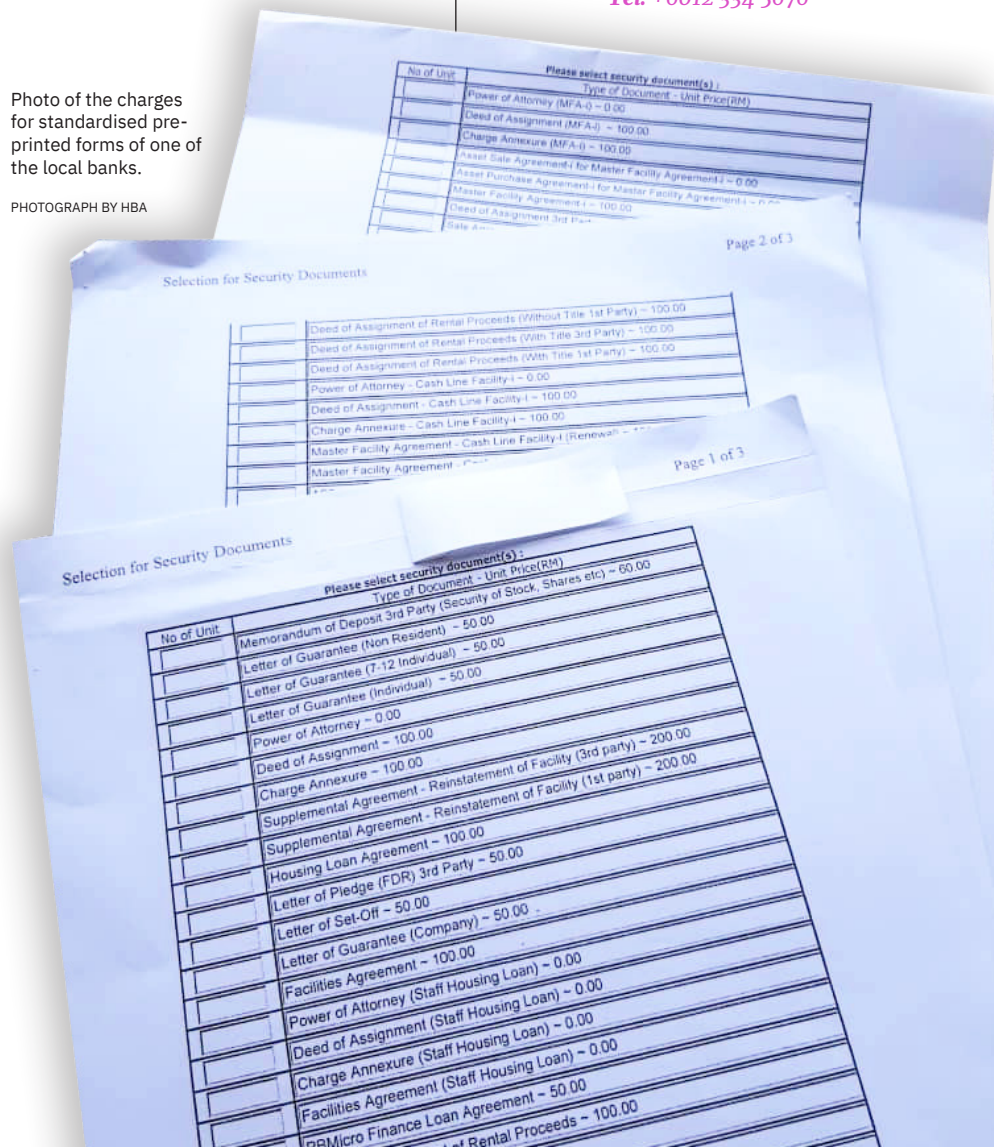


*Datuk Chang Kim Loong is the Honourary Secretary-General of the National House Buyers Association (HBA). HBA could be contacted at:*

*Email: [info@hba.org.my](mailto:info@hba.org.my)*

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*Tel: +6012 334 5676*







PHOTOGRAPHS BY ASCOTT

Artist's impression of Somerset Metropolitan West Hanoi, Vietnam.

# CapitaLand's Ascott acquires properties in Paris and Hanoi for close to RM650m

●Text **EdgeProp.my**

SINGAPORE: The Ascott Ltd (Ascott), the wholly-owned lodging business unit of CapitaLand Ltd, has expanded its presence in Paris, France; and Hanoi, Vietnam, by acquiring two properties for about S\$210 million (RM647 million), reported The Edge Singapore.

According to the report, Ascott acquired the assets through the Ascott Serviced Residence Global Fund (ASRGF) – a private equity fund of Ascott with Qatar Investment Authority that was set up in 2015 on a 50:50 joint venture basis.

The freehold property in the 20th arrondissement in Paris will be refurbished into a 139-unit coliving property. This will also be Ascott's first coliving property in Europe under the lyf brand.

With this addition, Ascott has a total of 16 lyf properties with more than 3,100 units across 13 cities and nine countries in Asia Pacific and Europe.

The Hanoi property is the 364-unit Somerset Metropolitan West Hanoi, located in the city's new Central Business District.

With these two new additions, Ascott's total fund assets under management (AUM) will increase to about S\$8 billion. Both properties will be acquired on a turnkey basis and are expected to open in 2024, said the report.

CapitaLand's CEO for lodging, Kevin Goh, anticipated strong growth momentum from fee-related earnings (FRE) generated through the management of the company's private fund and the listed hos-

pitality trust as well as recurring fees earned from asset management and property management.

Managing director of ASRGF and head, business development at Ascott, Mak Hoe Kit, said the new acquisitions are in "a strong position for success".

"We will continue to build on our fund's growth momentum by seeking suitable investment opportunities in long-stay lodging assets in key gateway cities in Asia Pacific and Europe to deliver long-term value for our partners," he added. *(This story first appeared in EdgeProp.my on June 22, 2021)*

Ascott will be introducing its first lyf brand coliving property in Paris.







PHOTOGRAPHS BY TODD GOODMAN

This 5,000 sq ft house is a gift from DiCaprio to his mother.



## Leonardo DiCaprio *buys* *Modern Family* star's home

CREDIT: THORE  
SIEBRANDS/  
WIKIMEDIA  
COMMONS



A quintessential Californian home is not without a pool.

● Text **Chelsea J Lim**

Oscar-winning actor Leonardo DiCaprio has recently purchased a Los Angeles home from *Modern Family* star Jesse Tyler Ferguson at a price of US\$7.1 million (RM29 million). The home is located in the hilly neighbourhood of Los Feliz, adding another property to his real estate portfolio.

The 5,000 sq ft gated mansion, which features a Spanish Colonial-style, was built in 1928 and comprises four bedrooms and six bathrooms. It has since been updated while still retaining its original detail and character.

The mansion has formal living and dining rooms with soaring ceilings, arched doorways, tiled roof and floors, Juliet balconies, stained-glass windows, multiple fireplaces, elegant baths, sweeping staircases, an eat-in kitchen, inlaid gardens and an intricately-carved entry door.

The family room, on the other hand, can be converted into a media room that is equipped with a projector and a drop screen for the owner and guests to enjoy their movie night in a cinema-like setting.

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A detached bathroom by the pool and spa, as well as a meditation room for Zen or yoga sessions is available within the outdoor compound of the mansion. Meanwhile, almost all the rooms are open to the landscaped terraces, colourful gardens, courtyards and fountains while overlooking the view of the famous Griffith Observatory.

DiCaprio is known to own several properties with most of his portfolios being in sunny California, besides an apartment in New York and a private island in Belize. His California collection spans from Palm Springs to Malibu with his first major property purchase dating back in the 90s where he shelled out US\$4 million for a property from pop star Madonna.

Although he owns several properties, most of his purchases do not stay in his portfolio. Instead, some have been given to his family members. For this purchase as well, the actor will be gifting the house to his mother, Irmelin Inderbirken, according to TopTenRealEstateDeals.com.

However, this is not DiCaprio's only property in Los Feliz. In fact, the actor had bought another property worth US\$4.9 million in the same neighbourhood a few years back for his dad, George DiCaprio.

The Titanic star still lives at his two-compound property on Sunset Strip, just a 30-minute drive away from his parents residing in Los Feliz. 📍



The house was built in 1928 with a Spanish-colonial style.



Soaring ceilings and arched doorways are found throughout the house, with the living room featuring Juliet balconies.



The kitchen while contemporary in style, still maintain its Spanish-colonial essence.



The design of the house has been updated while still maintaining its charm.





**RM980,000**

## Kondominium Ria, Kota Kinabalu, Sabah

**Type:** Condominium **Tenure:** Leasehold

**Built-up:** 1,856 sq ft

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

Abby Tan (REN 20757)

IQI REALTY SDN BHD (E (1) 1584/9)

+6017 261 6216



**RM1,200/mth**

## Twin Galaxy, Johor Bahru, Johor

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

**Built-up:** 560 sq ft

**Bedroom:** Studio **Bathroom:** 1

Ad Tham (REN 45029)

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

+6016 711 3654



**RM6,000/mth**

## Mutiara Damansara, Selangor

**Type:** Shoplot **Tenure:** Freehold

**Built-up:** 2,128 sq ft

Afrinal Bin Rizal (REN 39614)

HOMEFIELD REAL ESTATE SDN BHD (E (1) 1339)

+6012 320 3280

Done Deal

*Sold for*

**RM12.5 million** (RM287 psf based on land size)

## Three-storey bungalow factory at Bandar Baru Bangi, Selangor



**Concluded by:** Joanne Soh Hui Peng (REN 13124)

CBD Properties Sdn Bhd (+6012 297 6506)

**When:** April 2021



### Noteworthy

- Leasehold
- Built-up: 40,000 sq ft
- Land size: 43,560 sq ft
- Semi-furnished
- Highly accessible via various highways such as North-South Expressway and South Klang Valley Expressway (SKVE)

Taman Industri Selaman is an industrial precinct located in Seksyen 10, Bandar Baru Bangi, Selangor. Developed by Selaman Sdn Bhd, the area comprises 167 factory units specifically catering to light industries. The units were completed in 1998 over three phases.

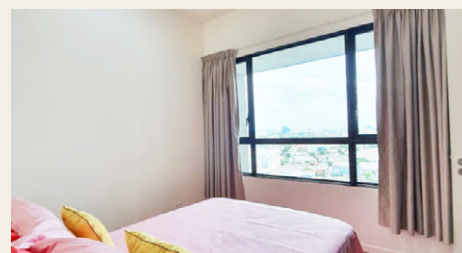
According to agent Joanne Soh Hui Peng of CBD Properties Sdn Bhd, the ceiling height for this warehouse is 30ft, while for the offices in the first and second floors, they measure 12ft (floor-to-floor).

"The unit is located right next to the North-South Expressway leading to Seremban. The visibility from the highway also makes it an ideal place to put up advertisements," she said.

She added that the area was garnering high demand from suppliers, small- and medium-sized enterprises and multi-national corporations seeking good accessibility to the highway.

"The buyers were looking for a bigger land and office space for their business. And with one acre of land area, this was an ideal unit. A win-win situation for both buyer and seller," said Soh, who pointed out that the sellers of the factory unit were retired individuals.

As of early June 2021, there were 11 for-sale listings for factories and warehouses in the entire Bandar Baru Bangi area on **EdgeProp.my**. The asking price ranged from RM2 million or RM571 psf for a 1½-storey semidee factory to RM60 million or RM88 psf for a 15-acre industrial land with a warehouse building.



**RM800,000**

## Jaya One Residences, Petaling Jaya, Selangor

**Type:** Condominium **Tenure:** N.A

**Built-up:** 1,050 sq ft

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

Bernard Lau (REN 46114)

REAPFIELD PROPERTIES (PUCHONG) SDN BHD

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



**RM688,000**

## Taman Puncak Jalil, Puncak Jalil, Selangor

**Type:** Terraced house **Tenure:** Leasehold

**Built-up:** 1,800 sq ft **Land size:** 2,828 sq ft

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

Bird Lim (REN 09250)

PROPNEK REALTY SDN BHD (E (1) 1800)

+6012 252 3173



**RM3,500,000**

## Tropicana Golf & Country Resort, Tropicana, Selangor

**Type:** Bungalow **Tenure:** Leasehold

**Built-up:** 4,800 sq ft **Land size:** 6,200 sq ft

**Bedroom:** 6 **Bathroom:** 6

Bryant Be (REN 09246)

REAPFIELD PROPERTIES (HQ) SDN BHD

(E (1) 0452) +6016 208 1426





**RM900,000**

**Casa Kiara 2, Mont Kiara, Kuala Lumpur**

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

**Built-up:** 1,574 sq ft

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

**Calvin Ching** (REN 09578)

JALIN REALTY (E (1) 1690)

+6016 626 2832



**RM5,226,930**

**The Sentral Residences, KL Sentral, Kuala Lumpur**

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

**Built-up:** 2,408 sq ft

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

**Charles Lee** (PEA 1813)

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

+6012 813 3788



**RM850,000**

**Jalan Petri, Johor Bahru, Johor**

**Type:** Residential land **Tenure:** Freehold

**Land size:** 7,977 sq ft

**Derek Siow** (E2026)

HASHTAG REAL ESTATE (E (2) 1974)

+6012 709 0950

**Done Deal**

*Sold for*

**RM8.1 million** (RM811 psf based on land size)

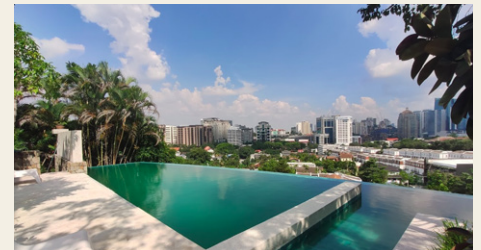
**Two-storey bungalow in Damansara Heights, Kuala Lumpur**



**Concluded by: Citta Cheng** (REN 05669)

IQI Realty Sdn Bhd (+6012 232 3678)

**When:** January 2021



**RM15,000,000**

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

**Type:** Residential land **Tenure:** Freehold

**Land size:** 30,000 sq ft

**Elaine Chong** (REN 09348)

POLYGON PROPERTIES SDN BHD (E (1) 1714)

+6019 441 4013

## Noteworthy

- Freehold
- Built-up: 9,800 sq ft
- Land size: 9,978 sq ft
- Eight bedrooms; Seven bathrooms
- Semi-furnished unit with private swimming pool, sauna room, security post and CCTV alarm system
- Sold with tenancy of RM16,200 per month
- Easy accessibility via Jalan Semantan, Jalan Damansara, Jalan Tuanku Abdul Halim, SPRINT Highway and Penchala Link



Damansara Heights, or also known as Bukit Damansara, is well-known as an upscale residential area surrounded by various amenities and easy accessibility via highways.

IQI Realty Sdn Bhd real estate negotiator Citta Cheng said the bungalow is built with high quality building materials. It comes with eight bedrooms – five of them with en-suite bathrooms. There are a spacious living area and an entertainment zone, which includes facilities such as a games room, sauna room, audio room and swimming pool.

“The bungalow house was sold with a tenancy of RM16,200 per month. It contributed to the buyer’s rental income immediately and the selling price was RM2 million lower than market value,” Cheng added.

All these advantages ticked the buyer’s list, who decided to seal the deal with the seller who was reviewing his asset portfolio.

According to **EdgeProp Research**, some 44 transactions of landed properties in Damansara Heights were recorded in 2019 with an average transaction price of RM4.61 million or RM833 psf based on land size, while 15 transactions were recorded in 2020 at an average price of RM5.25 million or RM832 psf based on land size.

As at mid-June, some 353 landed properties of Damansara Heights were listed on **EdgeProp.my** for sale. The average asking price was RM8.88 million or RM1,040 psf. Meanwhile, 37 landed properties were listed for rent with an average asking monthly rental of RM14,320 or RM1.71 psf.



**RM1,500,000**

**Bandar Utama, Petaling Jaya, Selangor**

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

**Land size:** 1,725 sq ft

**Bedroom:** 5 **Bathroom:** 4

**Emily Yap** (REN 22792)

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

+6017 887 8893



**RM700,000**

**Avenham Garden @ Eco Grandeur, Bandar Puncak Alam, Selangor**

**Type:** Terraced house **Tenure:** Leasehold

**Built-up:** 1,836 sq ft **Land size:** 1,800 sq ft

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

**Hafiz Halim** (REN 18616)

WEISE INTERNATIONAL PROPERTY CONSULTANTS

SDN BHD (VE (1) 0241) +6017 975 3262





**RM4,046,000**

**Tropicana Golf & Country Resort, Tropicana, Selangor**

**Type:** Residential land **Tenure:** Leasehold  
**Land size:** 8,500 sq ft

**Jackson Tan** (REN 48773)

REAPFIELD PROPERTIES (HQ) SDN BHD (E (1) 0452)  
+6012 305 2847



**RM2,400,000**

**Casa Sutra, Setia Alam, Selangor**

**Type:** Bungalow **Tenure:** Freehold  
**Built-up:** 3,700 sq ft **Land size:** 4,800 sq ft  
**Bedroom:** 6 **Bathroom:** 6

**James Yim** (REN 24129)

PROPERTY EXPRESS (E (3) 1205)  
+6012 687 4892



**RM2,880,000**

**Taming Mutiara 2, Bandar Sungai Long, Selangor**

**Type:** Bungalow **Tenure:** Freehold  
**Built-up:** 6,943 sq ft **Land size:** 7,714 sq ft  
**Bedroom:** 7 **Bathroom:** 7

**Jamie Chen** (REN 22471)

REAPFIELD PROPERTIES (HQ) SDN BHD (E (1) 0452)  
+6012 337 7292



**RM950,000**

**Subang Intan, Subang Bestari, Selangor**

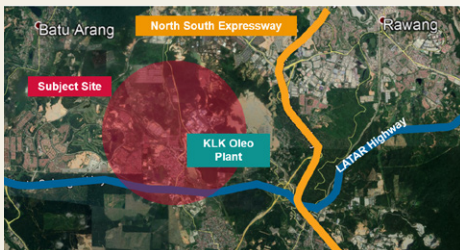
**Type:** Terraced house **Tenure:** Leasehold  
**Built-up:** 2,600 sq ft **Land size:** 2,196 sq ft  
**Bedroom:** 4 **Bathroom:** 3

**Jay Jamali** (REN 37489)

NAS REALTY (E (3) 1954)  
+6017 226 5737

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**RM100,000,000**

**Rawang, Selangor**

**Type:** Industrial land **Tenure:** Freehold  
**Land size:** 47 acres

**John Leong** (PEA 1132)

KNIGHT FRANK MALAYSIA SDN BHD (VE (1) 0141)  
+6016 599 2699



**RM1,650,000**

**Denai Alam, Shah Alam, Selangor**

**Type:** Shoplot **Tenure:** Freehold  
**Built-up:** 3,600 sq ft **Land size:** 1,650 sq ft  
**Bedroom:** 2 **Bathroom:** 2

**Jennifer Ng** (REN 15938)

REAPFIELD PROPERTIES (SJ) SDN BHD (VE (1) 0202)  
+6018 242 7880



**RM1,350,000**

**Taman Malim Jaya, Melaka Tengah, Melaka**

**Type:** Semidee house **Tenure:** Freehold  
**Land size:** 3,680 sq ft  
**Bedroom:** 4 **Bathroom:** 3

**Justin Low** (PEA2226)

MAXXAN REALTY SDN BHD (E (1) 1766)  
+6017 627 6282



**RM1,110,000**

**Bukit Jelutong, Shah Alam, Selangor**

**Type:** Residential land **Tenure:** Freehold  
**Land size:** 6,964 sq ft

**Kheng Fatt** (REN 04422)

CHESTER PROPERTIES SDN BHD (E (1) 1321/15)  
+6012 329 6931



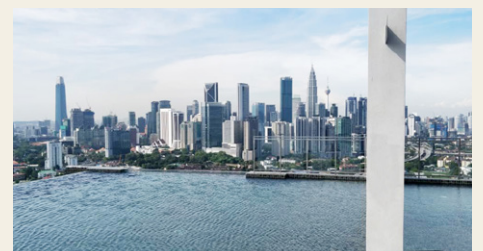
**RM2,800,000**

**Taman Yarl, Old Klang Road, Kuala Lumpur**

**Type:** Semidee house **Tenure:** Freehold  
**Built-up:** 4,350 sq ft **Land size:** 4,750 sq ft  
**Bedroom:** 3 **Bathroom:** 4

**Lucy Tan** (REN 20379)

ASIAN LAND REALTY SDN BHD (E (1) 1431)  
+6016 315 3498



**RM598,000**

**The Haute, Keramat, Kuala Lumpur**

**Type:** Condominium **Tenure:** Leasehold  
**Built-up:** 1,050 sq ft  
**Bedroom:** 3 **Bathroom:** 2

**Michelle Yeap** (REN 15000)

REAPFIELD PROPERTIES (HQ) SDN BHD (E(1)0452)  
+6012 288 8483





**RM864,500**

**Waltz Residence, Taman OUG, Kuala Lumpur**

**Type:** Condominium **Tenure:** Freehold  
**Built-up:** 1,250 sq ft  
**Bedroom:** 4 **Bathroom:** 4

**Michelle Yeow** (REN 43852)  
PROPnex REALTY SDN BHD (E (1) 1800)  
+6016 239 2819

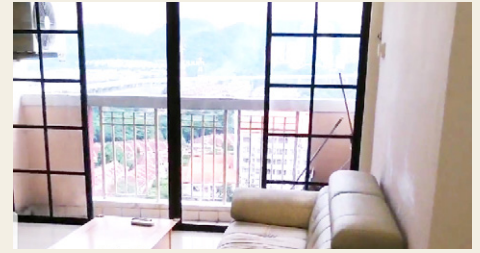


**RM390,000**

**Taman Sentosa, Klang, Selangor**

**Type:** Terraced house **Tenure:** Freehold  
**Land size:** 1,302 sq ft  
**Bedroom:** 3 **Bathroom:** 2

**Mike Woon** (REN 00557)  
ECOLAND REALTY (E (2) 1679/1)  
+6012 271 6838



**RM1,500/mth**

**Pelanggi Astana, Bandar Utama, Selangor**

**Type:** Condominium **Tenure:** Leasehold  
**Built-up:** 1,071 sq ft  
**Bedroom:** 3 **Bathroom:** 2

**Phyllis Lim** (E 1670)  
JOYLAND PROPERTIES (E (3) 0743)  
+60113 337 8623



**RM610,000**

**Icon Residenz, Petaling Jaya, Selangor**

**Type:** Condominium **Tenure:** Leasehold  
**Built-up:** 675 sq ft  
**Bedroom:** 2 **Bathroom:** 1

**Robert Thew** (REN 49510)  
SRT REALTY (E (3) 1908)  
+6016 663 3259

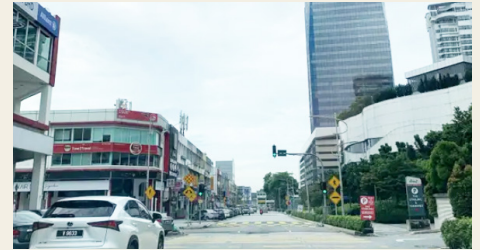


**RM209,000**

**Desaminium Flora, Puchong South, Selangor**

**Type:** Condominium **Tenure:** Leasehold  
**Built-up:** 865 sq ft  
**Bedroom:** 3 **Bathroom:** 2

**Sharifah** (REN 33307)  
RESCOM REALTY (VE (3) 0244)  
+6019 282 9344



**RM8,600/mth**

**SS 21, Damansara Utama, Selangor**

**Type:** Shoplot **Tenure:** Freehold  
**Built-up:** 1,200 sq ft  
**Bathroom:** 1

**Siew Kim** (REN 04485)  
REAPFIELD PROPERTIES (SJ) SDN BHD (E (1) 0452/2)  
+6012 210 2858



**RM4,450,800**

**Nobleton Crest, Taman U-Thant, Kuala Lumpur**

**Type:** Condominium **Tenure:** Freehold  
**Built-up:** 4,123 sq ft  
**Bedroom:** 5 **Bathroom:** 4

**Bernice Wong** (REN 09695)  
E TREND REALTY SDN BHD (E (1) 1752)  
+6016 339 9005



**RM4,208,800**

**Nobleton Crest, Taman U-Thant, Kuala Lumpur**

**Type:** Condominium **Tenure:** Freehold  
**Built-up:** 3,563 sq ft  
**Bedroom:** 5 **Bathroom:** 4

**Bernice Wong** (REN 09695)  
E TREND REALTY SDN BHD (E (1) 1752)  
+6016 339 9005



**RM2,150,000**

**Bandar Utama Batang Kali, Batang Kali, Selangor**

**Type:** Shoplot **Tenure:** Freehold  
**Built-up:** 8,609 sq ft **Land size:** 2,766 sq ft

**Qareem** (REN 11885)  
MAXXAN REALTY SDN BHD (E (1) 1766/1)  
+6013 327 3327



**RM2,800,000**

**GenKL, Kuchai Lama, Kuala Lumpur**

**Type:** Condominium **Tenure:** Freehold  
**Built-up:** 3,184 sq ft  
**Bedroom:** 5 **Bathroom:** 6

**Jack Yong** (REN 42588)  
POLYGON PROPERTIES SDN BHD (E (1) 1714)  
+6012 505 3680



**RM913,000**

**Damansara Seresta, Bandar Sri Damansara, Selangor**

**Type:** Condominium **Tenure:** Freehold  
**Built-up:** 1,571 sq ft  
**Bedroom:** 3 **Bathroom:** 3

**Sheryl Young** (REN 18757)  
REAPFIELD PROPERTIES (SJ) SDN BHD (E (1) 0452/2)  
+6012 270 5057



**RM125,000**

**Perling Apartment, Johor Bahru, Johor**

**Type:** Apartment **Tenure:** Freehold  
**Built-up:** 550 sq ft  
**Bedroom:** 2 **Bathroom:** 1

**Mitchelle Yap** (REN 14455)  
GATHER PROPERTIES SDN BHD (E (1) 1536/3)  
+6013 740 3757





**RM950,000**

**Grand Retreats @ Sri Klebang, Chemor, Perak**

**Type:** Bungalow **Tenure:** Freehold

**Land size:** 6,300 sq ft

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

**Steven Eng** (PEA 2310)

GS REALTY SDN BHD (E (1) 1307)

+6018 954 0680



**RM6,400,000**

**Jalan Pertang, Simpang Pertang, Negeri Sembilan**

**Type:** Agricultural land **Tenure:** Freehold

**Land size:** 25 acres

**Swiss Tan** (PEA 2710)

IQI REALTY SDN BHD (E (1) 1584/4)

+6013 228 8881



Living & Dining

**RM1,590,000**

**Sunway Mont Residences, Mont Kiara, Kuala Lumpur**

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

**Built-up:** 1,906 sq ft

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

**Tony Ong** (REN 50512)

KITH AND KIN REALTY SDN BHD (E (1) 1933)

+6017 623 1430



**RM540,000**

**Riana Green East, Wangsa Maju, Kuala Lumpur**

**Type:** Condominium **Tenure:** Leasehold

**Built-up:** 1,088 sq ft

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

**Tony Yap** (REN 23582)

AMBER REALTY (E (3) 1482)

+60115 646 8129



**RM11,000,000**

**Genting Permai Royale Resort, Genting Highlands, Pahang**

**Type:** Bungalow **Tenure:** N.A

**Built-up:** 13,500 sq ft **Land size:** 17,147 sq ft

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

**Veronica Ong** (REN 32833)

HARTAMAS REAL ESTATE (MALAYSIA) SDN BHD

(E (1) 1439) +6012 273 2570



**RM890,000**

**Ceria Residence, Cyberjaya, Selangor**

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

**Built-up:** 2,675 sq ft **Land size:** 1,675 sq ft

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

**Warda** (REN 18466)

IQI REALTY SDN BHD (E (1) 1584)

+6017 616 2788



**RM580,000**

**Shamelin Star Serviced Residences, Cheras, Kuala Lumpur**

**Type:** Serviced Residence **Tenure:** Leasehold

**Built-up:** 914 sq ft

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

**Wilson Ng** (REN 25583)

IQI REALTY SDN BHD (E (1) 1584)

+6012 298 9779



**RM1,250,000**

**Jalan Rabung, Bukit Jelutong, Selangor**

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

**Built-up:** 3,200 sq ft **Land size:** 3750 sq ft

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

**Winny Su** (REN 00355)

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

+6017 298 1800



**RM2,800,000**

**Bangsar Park, Bangsar, Kuala Lumpur**

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

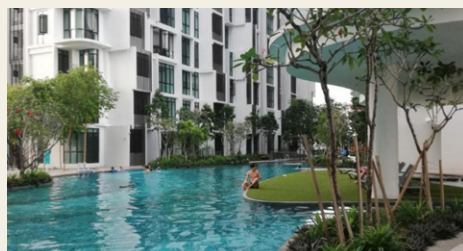
**Built-up:** 2,500 sq ft **Land size:** 3,218 sq ft

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

**Wong Mei Fong** (REN 32252)

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

+6012 202 3711



**RM700,000**

**H2O Residences, Ara Damansara, Selangor**

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

**Built-up:** 1,008 sq ft

**Bedroom:** 4 **Bathroom:** 2

**Yew Long** (PEA2276)

RIDGEWELL PROPERTIES (E (3) 1809)

+6019 352 5930



**RM1,380,000**

**USJ 9, Subang Jaya, Selangor**

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

**Built-up:** 2,500 sq ft **Land size:** 3,300 sq ft

**Bedroom:** 6 **Bathroom:** 3

**Yt Choo** (REN 41399)

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

+6012 200 8853



**RM230,000**

**Residensi Melor, Bangi, Selangor**

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

**Built-up:** 765 sq ft

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

**Zuraini Zallin** (PEA1699)

RESCOM REALTY (VE (3) 0244)

+6019 663 1526



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