

## On *strong* *footing*



Against economic adversities, **EcoWorld Development** rings up more than RM2.5b sales in the first seven months. Can the sterling results be sustained despite the headwinds?

Read what *EcoWorld's CEO and president Datuk Chang Khim Wah* has to say on **Pages 7 to 13**.

### *Inside!*

#### FEATURE

Bill and Melinda Gates' US\$130.8m mansion could be tough to sell

→ Pg 17

#### FEATURE

I'll have a garden, on the rocks!

→ Pg 14



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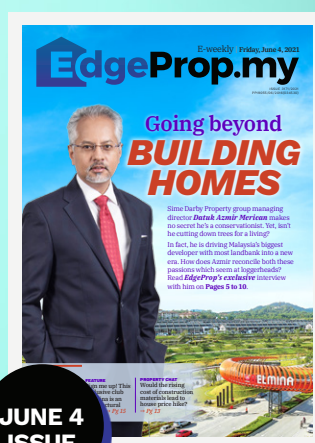
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**JUNE 18  
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**JUNE 11  
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**JUNE 4  
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## ABM, AIBIM to offer six-month moratorium from July 7

The Association of Banks in Malaysia (ABM) and Association of Islamic Banking and Financial Institutions Malaysia (AIBIM) said that their member banks will be offering six-month moratoriums from July 7, in line with the government's PEMULIH stimulus.

The associations said in a joint statement on June 29 that they remain cognisant of the rakyat's continued financial challenges due to the ongoing lockdown under Phase One of the National Recovery Plan.

According to them, their member banks will be offering a six-month moratorium on the instalments of all credit facilities (excluding credit

cards) for all individuals (including all B40, M40 and T20 borrowers/customers), and micro-, small and medium enterprises that have been affected by the Covid-19 pandemic on an opt-in basis.

For credit card facilities, they said banks will offer to convert the outstanding balances into three-year term loans/financings with reduced interest/profit rates to help borrowers better manage their debts.

They also noted that under the scheme, borrowers and customers are only required to contact their banks to opt in to benefit from the moratorium and approval will be given automatically to all borrowers.



## Hotel Istana ceases operations from Sept 1

Five-star Hotel Istana Kuala Lumpur is targeted to close on Sept 1 after about 30 years of operations due to the Covid-19 pandemic and prolonged lockdowns.

Located at Jalan Raja Chulan, the 23-storey, 486-roomed hotel will be offering a voluntary separation scheme to its affected employees.

"We have arrived at this decision after considering the present circumstances and all available options. We are left with little choice other than to proceed with this closure," said the hotel's general manager Noorazzudin Omar in a media statement on June 29.

He added that the hotel's competitive advantage has declined over a period of time amid stiff competition "from new and neighbouring hotels and serviced apartments", which is further aggravated by the Covid-19 pandemic.

## Pulau Tioman will reopen after achieving 80% inoculation rate

The Pahang state government is looking at reopening Pulau Tioman to local tourists after 80% of the 3,500 people on the island have completed their Covid-19 vaccination.

Pahang Menteri Besar Datuk Seri Wan Rosdy Wan Ismail said the proposal of reopening the island will be submitted to the National Security Council.

"We are ready to impose conditions such as that tourists are required to undergo screening tests or any standard operating procedures before they can enter Pulau Tioman.

"Efforts to open up the tourism sector on the island are important for the survival of the islanders as the majority of them are industry players whether as boat drivers, chalet, or water activity operators or eatery owners," he said on June 30.

## Mah Sing records RM650.5m sales in 5M2021

Property developer Mah Sing Group Bhd has achieved property sales of RM650.5 million in the first five months this year, and has hit 40% of its RM1.6 billion sales target in 2021.

The developer announced the performance in its 29th Annual General Meeting (AGM) which was

held virtually on June 30 and the management is confident of ramping up towards achieving the target through several planned launches in the second half this year.

Amongst the upcoming planned launches are Tower E of M Vertica, Cheras; remaining phases of M Arisa, Sentul; Phase 2 of Cerrado Suites and Tower B Sensory Residences at Southville City in Bangi; Phase 3 of M Aruna and M Panorama in Rawang; M Senyum in Bandar Baru Salak Tinggi, Sepang – all in the Klang Valley, and double-storey link homes in Meridin East, Johor Bahru.

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## Sabah beckons ghost-hunters with haunted house to boost tourism

The Sabah government is looking into promoting a different kind of dark tourism to boost the state's tourism industry, and a state minister warned that it is not for the faint-hearted.

Sabah Tourism, Culture and Environment Minister Datuk Jafry Ariffin explained that this kind of tourism involves hauntings associated with historical places in the state.

Jafry said the Sabah Museum Department was plucky enough to come up with a new product to entice more tourists to visit the Agnes Keith House.

"This (Agnes Keith House) is a historical house during the British administration and is one of the tourist attractions in Sandakan. It is a landmark of the existence of Western power in Sabah and this place should be maintained as best as



PHOTOGRAPH BY AGNES KEITH HOUSE

possible as it has become part of Sabah's heritage," he said on June 27 after visiting the Agnes Keith House.

State Museum assistant curator, Safinah Yusop hopes to offer the product once Sabah reopens its borders to international visitors. Local and foreign visitors could camp outside or bring sleeping bags and sleep inside the house for a certain fee, she said.



PHOTOGRAPH BY The Edge

## Several sub-districts and localities in Selangor, KL to come under 14-day EMCO from July 3

Most areas of Selangor and some in Kuala Lumpur will be placed under the enhanced movement control (EMCO) starting from Saturday (July 3) to July 16, announced senior minister for security Datuk Seri Ismail Sabri Yaakob on July 1.

In the media statement, the minister said essential services are allowed to operate from 8am to 8pm, while only factories that produce food items and basic daily necessities such as food, cooking oil, medicine and face masks will be allowed to operate.

Only one person in the house is allowed to go out to get their daily necessities within a 10km radius. However, travel for vaccination is allowed.

In an effort to curb the spread of Covid-19 in both Selangor and KL, the health ministry will be conducting targeted screening on residents in EMCO areas.

All routes in EMCO areas will be closed and controlled by the police. Employees in non-essential services must work from home.

### The affected areas in Selangor:

- Petaling: Petaling, Daman-sara, Sg Buloh, Bukit Raja
- Hulu Langat: Hulu Langat, Ampang, Cheras, Kajang, Semenyih, Beranang
- Sepang: Dengkil, Labu, Sepang
- Gombak: Batu, Rawang, Setapak, Hulu Kelang, Kuang
- Kuala Langat: Tanjung 12 (1 and 2), Teluk Panglima Garang, Morib, Bandar, Jugra, Batu
- Klang: Kapar, Klang
- Kuala Selangor: Ijok, Bestari Jaya, Jeram
- Hulu Selangor: Serendah, Rasa, Ulu Yam, Batang Kali

### The affected places in Kuala Lumpur:

- Projek Perumahan Rakyat (PPR) Sri Semarak
- PPR Batu Muda
- Flat Seksyen 2 Wangsa Maju
- Flat Seksyen 1 Wangsa Maju
- Kampung Padang Balang
- Taman Koperasi Polis (Fasa 1 & 2)
- Flat Sri Sabah
- Kampung Puh
- PPR Kampung Baru Air Panas
- Flat Desa Pandan (Termasuk Baiduri & Delima)
- Kampung Batu Muda
- PPR Kerinchi
- Bandar Baru Sentul
- Taman Ikan Emas



PHOTOGRAPHS BY LOW YEN YING | EdgeProp.my

## Domestic tourism spending plunges 60% last year

Malaysia's domestic tourism spending plunged 60.8% in 2020 to RM40.4 billion from RM103.2 billion a year earlier as domestic visitor arrivals decreased due to Covid-19-driven movement restrictions in the country to curb the spread of the pandemic, according to the Department of Statistics Malaysia (DOSM).

In a statement on June 30, DOSM chief statistician Datuk Seri Dr Mohd Uzir Mahidin said the 2020 domestic tourism spending figure has been the first drop since 2008 when DOSM started to compile its

domestic tourism survey statistics.

"Overall, domestic visitor arrivals decreased by 44.9% to record 131.7 million visitors compared to 239.1 million visitors in 2019, resulting in a decline of 60.8% in total expenditure to register RM40.4 billion compared to RM103.2 billion in the previous year.

"Selangor was the most visited state by domestic visitors in 2020 [at] 19.7 million visitors, followed by Perak (13.2 million), Kuala Lumpur (12.4 million), Sabah (10.3 million) and Kedah (10.1 million)," Mohd Uzir said.







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# JLL: Lack of technology and data a barrier to real estate sustainability

●Text Chin Wai Lun

More than 70% or about three in four corporate occupiers and investors stated that insufficient technological infrastructure is a major barrier in achieving their decarbonisation goals, according to JLL Asia-Pacific (APAC)'s report titled "Sustainable Real Estate: From Ambitions to Actions".

The report said that enhanced technology and data capabilities, including smart buildings and energy monitoring, will be a massive enabler in quickly achieving net zero goals. Technology will also promote transparency and more structured reporting.

"However, current technology and data capabilities do not match future requirements and 74% of occupiers agree that insufficient technological infrastructure is a major barrier, while an equal percentage of investors feel that a lack of consistent and validated data poses a huge reporting challenge," it added.

On top of that, about 70% of the corporate occupiers reported a lack of incentives from governments and support from landlords as barriers to sustainability.

The report surveyed over 550 corporate real estate players (478 occupiers and 76 investors) in the APAC region, with a strong emphasis on Australia, China, India, Japan and Singapore.

A significant portion (90%) of the companies agrees that real estate is a game changer in achieving a net zero carbon agenda.

## Willing to pay more

Data from the report also showed that about 70% of corporations are willing to pay a rental premium to lease sustainability-certified buildings in the future.

Among those which currently lease space in green buildings, the majority of them are paying a rental premium of 7-10%.

"This validates the belief held by 72% of investors that green certifications drive higher occupancy, higher rents, higher tenant retention and overall higher value for the assets. As a result, when building or buying assets, one in two investors prioritise buildings with green certifications," the report said.

Overall, the data presented aligns with the broader real estate sustainability developments across APAC, where 40% of corporate occupiers have already adopted net zero targets while another 40% are planning to adopt the same by 2025.

"Corporate occupiers will increasingly demand real estate solutions that complement their sustainability agendas. This will lead investors to prioritise green investments, propelling the real estate industry transformation towards future-ready green buildings," said JLL APAC CEO Anthony Couse in a press release on June 21.

"There is now a heightened responsibility



PHOTOGRAPH BY MERDEKA 118

**“Recognising the urgency and importance of sustainability, the Merdeka 118 tower accelerates the pace of sustainability with [several high-tech] features.”**  
— Lau



among businesses to take demonstrable actions with their commercial real estate portfolios, which will increasingly rely on partnerships between occupiers and investors to translate sustainability ambitions into actions," said JLL chief research officer Roddy Allan.

In terms of sustainability journeys, each respondent was assigned a score between 0 and 100 to determine their categories: Leading, On-the-Path or Starting Out. The score was defined by the strength of their sustainability goals that would move the needle on their carbon emission reduction targets. To be categorised under Leading, respondents needed to score above 71 out of 100 points.

Only a handful of corporate occupiers (21%) and investors (26%) were identified under the "Leading" category within the survey. It showed that the majority of the organisations needed to do more to translate commitments into tangible actions, the report said.

Meanwhile, in the local context, JLL Property Services (M) Sdn Bhd country head YY Lau stated that the country's tallest building, Merdeka 118, will be the first tower to achieve Platinum Accreditation in Leadership in Energy and Environmental Design, GreenRE and Green Building Index.

"It is also the first in Malaysia to achieve the WELL Platinum Certification. Recognising the urgency and importance of sustainability, the Merdeka 118 tower accelerates the pace of sustainability with features such as high-performance façade glazing, smart air recycling, grey water storage and reuse, solar panels and site-wide material recycling," added Lau. 📧



## How to accelerate the pace of sustainability in real estate?

- 1 Make sustainability a key criterion in building acquisition, management and refurbishment
- 2 Take a whole-building lifecycle approach to carbon reduction
- 3 Strive for green certifications as a means to demonstrate green credibility
- 4 Accelerate retrofitting of legacy buildings
- 5 Include renewable energy and green leases in sustainability action plans
- 6 Monitor and benchmark energy performance to achieve highest energy efficiency
- 7 Enhance data capabilities for continuous improvement and transparency
- 8 Prioritise real estate location search for those that help reduce carbon emissions

Source: JLL



# *Pushed by pandemic, not backward but forward*



“

Back in 2015, only 14% of our products were priced below RM650,000, but now we are doing about 30% of that.”

— Chang

● **Text Natalie Khoo**

“I miss going back to the office. Miss going down to the ground and being able to ‘scold’ them (the staff) face to face!” declares EcoWorld Development Group Bhd (EcoWorld) CEO and president Datuk Chang Khim Wah with a grin and a chuckle.

Jokes aside, these are tough times fraught with uncertainty over the business and economic front. The imposition of multiple lockdowns amidst a roller-coaster of Covid-19 infection and mortality numbers is taking its toll the globe over.

In Malaysia, the property development sector is among the more high-profiled casualties. In fact, it was like a double blow as the property market had been generally on the decline when the pandemic hit.

So when EcoWorld announced last week it had raked in RM1.32 billion in sales in 2Q2021 ended April, the market sat up.

This was almost double the RM706 million in sales achieved in 1Q2021. As at May 31, 2021, EcoWorld has chalked up year-to-date sales totalling RM2.53 billion, which was 10% higher than the RM2.3 billion sales achieved in FY2020, and this was at only the seventh month into the current financial year. In short, in seven months,

it has already reached 88% of its full year FY2021 sales target of RM2.875 billion.

Does that mean it can sit back and take a breather? No, apparently there is no slowing down. Future billings from projects in Malaysia alone have shot up substantially from RM2.99 billion as at Feb 28, 2021 to RM3.77 billion as at May 31, 2021. Add to this EcoWorld Malaysia’s share of future billings from EcoWorld International – total future revenue for the group stands at RM4.21 billion as at May 31, 2021.

Such numbers do not just fall into its lap. Working hard to bring them in is an understatement, Chang tells **EdgeProp.my** in a virtual interview.

The fruit is from the team rolling up their sleeves while keeping a close watch on financial discipline at the same time.

Just like every other organisation, EcoWorld has had to contend with limited physical interaction amongst co-workers in the past one and a half years. Chang views the challenge as a leadership test.

“When the pandemic first came, like everybody else, we didn’t know how to handle it because we didn’t know how long it would last. But as it went on, we realised that not only businesses, but the way we manage the workforce needed to adapt,” Chang recounted.

Continues **NEXT PAGE** →

Eco Grandeur is a 1,400-acre leasehold mixed development township first launched in 2016.



## ← From PREVIOUS PAGE

So instead of striving to go “back to normal”, they have taken the pandemic as an opportune time to reset and reinvent.

“What we had to do was we had to make it very clear, and to explain the situation to everybody. The objective of going through the next two or three years – we have to make sure we meet the ratios between revenue, profit and cost,” says Chang.

“We started as an aspiring-upgrader market developer. You can see that in 2015, more than 55% of our products were actually priced between RM600,000 and RM2 million. These products were really in the aspirational property category.

“But in 2016, we decided we could not just look at these kinds of products. We must also serve, say the first-home buyers, for example. Hence, we started developing designs and products in that segment from 2018 onwards until last year.

“Back in 2015, only 14% of our products were priced below RM650,000, but now we are doing about 30% of that,” elaborates Chang.

That also does not mean the aspirational products EcoWorld has always been known for have been shoved aside. It now constitutes about 40% of its building portfolio, including the semidees and bungalows which have continued to receive great response.

“You are building a business based on the young people today, but one day they will also grow old. Over time, they will accumulate their wealth and prosper. They may also have children and need bigger spaces. So, we see it as a journey together, rather than a one-off sale. It is not the way we used to operate, so it’s really been a [learning] journey for us in the last few years,” says Chang.

On the other hand, an analyst’s report noted that EcoWorld’s 1H2021’s gross margin dropped 1.3% pts year-on-year (y-o-y) to 19%, largely due to additional incentives given to purchasers to accelerate inventory monetisation.

“Definitely our margins have dropped due to several factors. Firstly, when you participate in the Home Ownership Campaign (HOC), you need to give a 10% discount, and with the campaign going on until the end of this year, it will squeeze us a bit.

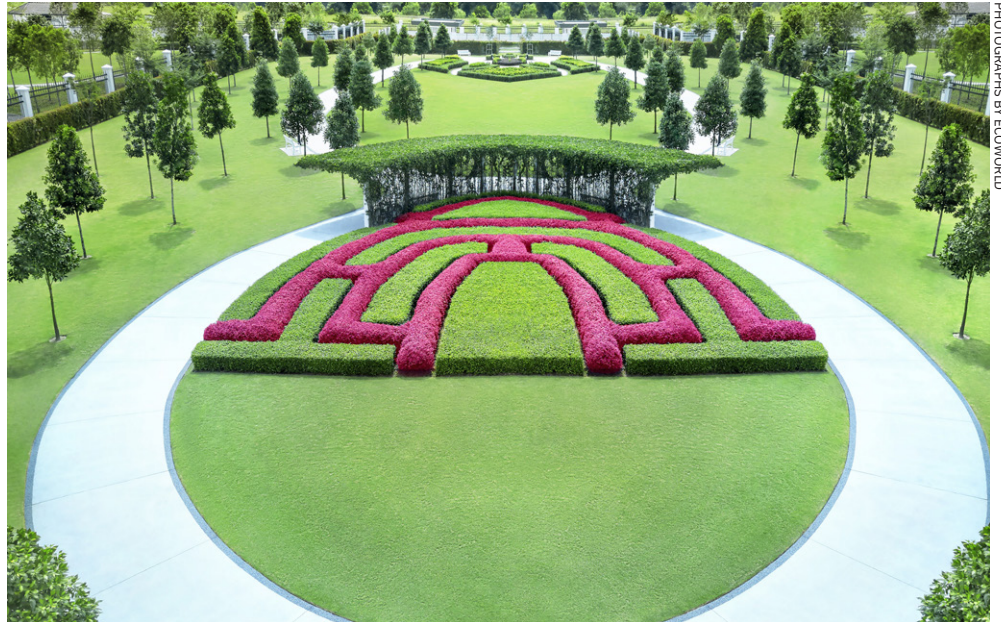
“As we venture into homes which target first-time homebuyers as well, we are also reducing our product premium, so it will hurt us a bit as well. But of course, that is being offset by the volume of sale. However, with our ongoing cost rationalisation exercise, coupled with expectations of better margins in our upcoming launches, we don’t see that as an issue,” Chang shares. (Read “Q&A with EcoWorld” on page 10)

## One-stop service

On property investment, Chang says that there are no immediate plans to go into it currently but does not dismiss it in the years ahead. They are also not looking aggressively at landbanking as they still have 4,363 acres undeveloped with a gross development value of RM63.5 billion. Having said that, they will still explore anything interesting that comes their way.

To date, EcoWorld has built close to 18,000 home and commercial units. It plans to maintain the 60:35:15 project development ratio in the Klang Valley, Iskandar Malaysia and Penang respectively for now and in the near future.

Being an all-rounder, it is also focusing on indus-



Eco Botanic in Johor.

trial projects. It has four business parks in operation, three in Iskandar Malaysia and one in the Klang Valley. Chang believes what sets EcoWorld apart is that it is able to sell off the counter or build a factory tailored to the client’s needs.

“The key for us is that we provide a one-stop service, which means whether you’re a foreigner or a local, when you buy a factory from us, we can help you if you encounter any problems, from your business licences to the relevant approvals for tax rebates and grants. This is one of the key factors foreigners really favour us because when they come and invest in Malaysia, we settle most of these for them,” Chang highlights.

## Digitalisation beyond front-facing platforms

Like other developers, EcoWorld is into digitalisation but it had started way before the pandemic hit, and they go beyond just marketing their products on the storefront.

Currently, almost 70% of EcoWorld homebuyers comprise the Gen Y and Gen Z.

Besides putting up relevant content to draw both existing and new buyers, the developer invests in the back-end processes.

“Most people have the perception that developers only look at the bricks and mortar and they know nothing about digitalisation (chuckles). When we look at digitalisation, it is not just about the front-facing end of social media, etc, it is also about the back-end processing – the efficiency of closing sales and collecting data. On the front end, it is not just producing videos for the sake of producing it, ultimately it comes down to the communication, language and the right content to be delivered across.

“I think this pandemic has really accelerated our digitalisation methods. We see the need of getting all the systems to be in place as soon as possible. One of the things about the pandemic is that you lose touch in the physical sense with a lot of people. But as a developer today, it all comes down to giving better and better customer service,” Chang stresses.

## Sustainability on all aspects

To EcoWorld, the pandemic has served to reiterate that sustainability and corporate responsibility must be the focal point of its work processes and daily tasks.

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“You are building a business based on the young people today, but one day they will also grow old. Over time, they will accumulate their wealth and prosper. They may also have children and need bigger spaces. So, we see it as a journey together, rather than a one-off sale.”

— Chang



PHOTOGRAPHS BY LOW YEN YENG | EdgeProp.my



Chang also observes an increasing emphasis on innovation and design of a home post-pandemic, although homebuyers are also, at the same time, becoming increasingly aware of the location and pricing of homes.



“It’s not just about planting more trees or saving energy, but also about how we can engage the community. It is about how we engage supply chains and suppliers so that they can also do their work more responsibly. Even for our staff, it is about how we should engage them and how we should set up their career paths and what the organisation roadmap is moving forward. For our financiers, we need to show them

it cannot change overnight. And to set that example, it also has to come from us. So, it’s not an easy thing to do now and we probably wouldn’t want to venture too much out to disrupt the businesses now because everyone is very busy trying to get vaccinated and their businesses restarted. However, internally, we can work on some of the ways we can achieve these goals,” Chang points out.

## Design-centric homes

Chang also observes an increasing emphasis on innovation and design of a home post-pandemic, although homebuyers are also, at the same time, becoming increasingly aware of the location and pricing of homes.

“Definitely they will also think about the design of the product and the actual usage of it because people are spending so much time at home. The built environment really makes a difference. A lot of people may not realise this, but actually the pandemic has made a lot of people more appreciative of where they stay. They look at things that they want to improve. For instance, when you talk about working from home, you need a workspace in the house to do so, which is why the design of the house matters. As cliché as it sounds, the devil is in the details,” says Chang.

Over time, the EcoWorld DNA has also evolved. While previously the focus was on the overall environment and fitting in the developments alongside nature, now it has shifted to serving the likes and wants of homebuyers as the townships are entering into the maturing stage.

“We have started to look at it from the young people’s point of view. They call it the psychographic view, where it evolves around their likes and lifestyles. Some of them like sports, some like shopping, some have children and aging parents, so we have started looking into the lateral view as well. That’s where we have started putting up buildings for some of these things or working with partners to enhance the amenities in our areas. We are also always looking for ways to connect to the nearby centres so that we can co-exist,” shares Chang.

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“  
It’s not just about planting more trees or saving energy, but also about how we can engage the community.”  
— Chang

how we can help them to be sustainable so that they can continue to support us as well,” Chang explains.

It is this dedication to such a vision that EcoWorld is honoured with numerous accolades, the most recent being one of the winners of the EdgeProp Malaysia’s Responsible Developer: Building Sustainable Development Award 2021 at EdgeProp Malaysia’s Best Managed and Sustainable Property Awards 2021, which was held in April this year.

EcoWorld has also been inducted into Malaysia Developers’ Hall of Fame where membership is exclusively accorded to winners of EdgeProp Malaysia’s Responsible Developer, introduced in 2018. Notably, since the EdgeProp Malaysia’s Best Managed & Sustainable Property Awards began rolling out in 2017, EcoWorld has bagged a total of seven awards over the years.

With concerns revolving around survival and making it out of this pandemic, will every party be equally as receptive to promoting the sustainability agenda at such times if it translates to more cost?

“The cost factor and survival are really the key factors people look at right now, which is why we need to take baby steps [to reinforce sustainability on the agenda]. It is about how we can work downstream with our contractors and consultants. It has to be a one- step-at-a-time;



PHOTOGRAPHS BY LOW YEN YING | EdgeProp.my



Chang delivering his speech in accepting the EdgeProp Malaysia's Responsible Developer: Building Sustainable Development Award 2021.

## Q&A with EcoWorld

**What can we expect from EcoWorld in the days ahead? How will it keep its chart upward-moving amidst the persistent turbulence? Chang shares his thoughts in an interview (excerpt edited for clarity) with EdgeProp.my.**

**Not putting all eggs into one basket**  
**EdgeProp:** Developers say market adaptation and staying resilient are key to success in this market. What exactly is EcoWorld's roadmap?

**Chang:** We are also adapting to the market like all the other developers, but I think we are lucky [in the sense] that we always have constant self-evaluation of our business, whether it is for this year, the next year or the following year.

We started out targeting aspirational and upgraders' market. As you can see, 55% of our launches in 2015 were actually priced from RM600,000 to about RM2 million. The properties we launched that time targeted aspirational homebuyers.

In 2016, we saw an increasing number of first-time homebuyers. [We realised then] this

was a segment we couldn't neglect; hence we started developing our designs and products in that segment from 2018 until last year.

Compared with 2015, only 14% of our products were priced below RM650,000, but now we are doing about 30% of that. When we did that, we actually expanded our reach to the young people as well.

In designing the houses for the young homebuyers, it's not just about reducing the price, but also designing houses that suit their needs, from layout to infrastructure and amenities within the township.

For instance, for buyers looking for starter homes, they could look into our *duduk* projects, which offer condominiums priced from RM400,000 in Eco Ardence and Eco Sanctuary.

For buyers looking for landed homes, we have the Co-Home projects in Eco Grandeur and Eco Horizon. Co-Homes offer 2-storey landed homes sharing the same footprint, one at ground level and the other one floor above.

So you can buy either the first floor or ground floor, or buy both and lease out one. There is an element of innovation there, be-

cause it is not just about the affordability but what suits the lifestyles of homebuyers today.

Meanwhile, ErgoHomes at Eco Forest township in Hulu Langat, Selangor are terraced homes built in a cluster format but sharing a private garden. Priced from RM600,000, it offers a different type of communal living.

While focusing on first-time homebuyers, we have not neglected the aspirational product segment as 40% of our products are designed for upgraders.

Other than residential properties, EcoWorld's portfolio includes commercial developments, such as business parks, which offer industrial properties. On top of this, we also provide a one-stop service to assist owners in setting up their businesses in our business parks, such as in getting the relevant approvals for tax rebates and grants.

Meanwhile, we also have integrated developments, for instance, the 19.4-acre Bukit Bintang City Centre in the heart of Kuala Lumpur. This is a joint-venture project with UDA Holdings Bhd and Employees' Provident Fund.

Continues **NEXT PAGE** →



For EcoWorld, it is not just getting the data for one project and then producing the same type of units for every other township. This is because every region and township has its own peculiarity which holds it together.



PHOTOGRAPHS BY ECOWORLD



Phase two of Artezza by The Parque at Eco Sanctuary features the Universal Design principles which aim to create holistic and sustainable living environments for residents of all ages.

← From **PREVIOUS PAGE**

## Digitalisation the way forward

**EdgeProp:** What is the impact of the pandemic on EcoWorld's digital footprint?

**Chang:** I think this pandemic has really accelerated our digitalisation methods. We see the need to get all the systems in place as soon as possible.

One of the things about the pandemic is that you lose touch in the physical sense with a lot of people. But as a developer today, it all comes to giving better customer service.

The teams have to work on engaging the customers. In this day and time, paperwork should be the last thing on our minds, but we still need to do that because they are also critical. But if we automate and digitise more, we can push more.

I know everybody is doing it today but at EcoWorld, we have been pushing digitalisation since 2017.

Currently, 80% of our sales come from social media leads and 80% of our sales are also closed within 30 days.

That momentum is very important for a public-listed company because like us because we have to report our numbers by quarters, so we cannot afford to be inefficient.

Going online has also helped us in streamlining our processes and trained us to be agile. This has worked to our advantage as we don't waste too much time or manpower during the process.

The early adoption of technology has enabled us to react faster during the pandemic times. Even when we couldn't reach people physically, we could still reach our buyers via social media platforms.

We have learnt along the way what kind of content and language could gauge buyers' attention, especially the young first-time homebuyers.

Owning a house is not a one-off sale. As young buyers grow older, they will have different needs, such as for bigger houses. It's a journey to grow together with them.

**EdgeProp:** Everyone is now talking about digitalisation. How different is it for EcoWorld?

**Chang:** Digitalisation is not just about the

front end of the social media platforms, it is also about the back-end processing – the efficiency of closing sales and collecting data. So when our customers walk in, we know the price range they are looking at and the design they want.

It is not just getting the data for one project and then producing the same type of units for every other township. This is because every region and township has its own peculiarity which holds it together.

So, when we create a product, it is not just from the imagination of our architects but also from the data collected from the homebuyers to suit the needs of that particular corridor and to match the gap in the needs.

## Creating a sustainable built environment responsibly

**EdgeProp:** Homebuyers nowadays look beyond getting their keys from developers, expecting the latter to help resolve any arising issues. Your comments?

**Chang:** When we first started, we made a very critical decision to focus on strata landed townships. At that point in time, a lot of people were talking about gated-and-guarded townships but nobody implemented them properly as per the Strata Management Act 2013.

We wanted the environment of the township, including the landscape and security, to be maintained at a high level. To achieve this, community engagement is crucial and a developer plays an important role in helping them build the relationship and rapport to manage the township together into the future. That journey is not easy.

## EdgeProp: Is this more relevant now as people are forced to stay at home more?

**Chang:** The built environment really makes a difference, now that people are at home more. A lot of people may not realise this, but actually the pandemic has made a lot of people more appreciative of where they stay.

They look at things they want to improve, like you need a workspace to work from home, which is why the design of the house matters.

Most of our residents are really happy to be living in our homes because they really

appreciate the security. Last time, when we talk about security, it is just about preventing break-ins but today security means so much more than that. It is about your personal well-being and that calmness in your heart. I think post-pandemic, there will be huge changes in what people want in a home.

“

**During this pandemic, one thing is quite clear for us – sustainability – in everything, coupled with corporate responsibility. Definitely every company and every organisation needs to make money. I think the responsible way of doing that is very, very important.**” – Chang

## The dynamic evolvement of EcoWorld's DNA

**EdgeProp:** How has the DNA of EcoWorld changed over the years?

**Chang:** Our vision is Creating a Better Tomorrow. In simple terms, it's just about making everybody's life better.

During the design stage, it is not just about the house but also the overall environment, and how it will turn out, and trying to fit in the development with the law of nature. We have also done master planning whereby all residences are away from the commercial precincts for privacy purposes.

The amenities are sandwiched in between so that everybody will find it very convenient and connected. That was how we planned our township developments in the early days.

Today, we are also looking at the township planning from young homebuyers' perspective – their psychographic view, where it evolves around their likes and lifestyle as well as their needs.

Continues **NEXT PAGE** →



Every unit in ErgoHomes at Eco Forest is a corner unit because of the house's L-shaped design.



## ← From PREVIOUS PAGE

Some of them like sports, some like shopping, some have children and aging parents, so we started looking into the lateral view as well. So, the DNA has evolved horizontally and vertically.

For instance, Eco Grandeur's bicycle park has attracted the enthusiast bikers in that area. This is the result after our analysis during the township planning.

## The team behind the scenes

**EdgeProp:** Behind the sterling numbers are people who work very hard. What is the impact of the current lockdown on the team?

**Chang:** Building a team in the last two years has been a test for every organisation, as we do not know when the pandemic will end.

As it went on, we realised that not only businesses, but the way we managed the workforce also changed and everyone has to adapt to that.

We cannot think of revenues and profits like the old days. Yes, it will come one day, but it has to be managed in a very, very different way. This year, in our annual report, we keep stressing on resetting and reinventing. The pandemic may last another 12 or 18 months, we really don't know.

So, first things first. The workforce needs to be reset. Every business, not just EcoWorld, has to undergo cost rationalisation.

Our team is made up of more than 70% Gen Y and Gen Z, and they have never faced a recession. For a lot of them, this is the first real crisis in their working lives. So, what we had to do was to make it very clear and to explain the situation to everybody. The objective of going through the next two or three years – we have to make sure we meet the revenue, profit and cost ratio.

It is important to be transparent and explain the situation to the staff before we take cost-cutting measures, such as adjusting the salaries during pandemic times. Today, our team is even prouder and stronger compared to the last five years because we've gone through tough times compared to the earlier years.

The Chairman (Tan Sri Liew Kee Sin) has spent a lot of his time doing Chairman sessions. You have to spend a lot of time at the town hall to communicate with everybody and to keep reminding them to work more efficiently.

We also try and give more encouragement to the young team by trusting them, so there are opportunities for the young people to learn more by giving them more responsibilities. We can't do it without the team, definitely.

## A clarion call on sustainability

**EdgeProp:** What is the one thing the pandemic has taught EcoWorld?

**Chang:** During this pandemic, one thing is quite clear for us – sustainability – in everything, coupled with corporate responsibility. Definitely every company and every organisation needs to make money. I think the responsible way of doing that is very, very important.

In 2017, we launched this initiative of establishing a three-tier governance structure to oversee, review and approve EcoWorld's sustainability strategies, policies and initiatives.

It is not just about having one person in charge of creating a green environment. Just yesterday (June 24), during our board meeting, we spent a good 45 minutes discussing Environmental, Social and Governance (ESG) on the back end because that is really our responsibility.

It's not just about planting more trees or saving energy, but it is also about how we can engage the community. It is about how we engage supply chains and suppliers so they can also do their work more responsibly.

Even for our staff, it is about how we should engage them and set up their career paths and what the organisation roadmap is moving forward. Even for our financiers, we need to show them how we can help them to be sustainable so they can continue to support us as well.

Continues **NEXT PAGE** →



PHOTOGRAPHS BY ECOWORLD

The 29.3-acre Urban Park at Eco Spring.



Ardence Labs is the first lifestyle lab project introduced by EcoWorld.



## ← From PREVIOUS PAGE

Our Sustainable Committee is directly under our Chairman (Tan Sri Liew Kee Sin) with all our general managers being part of it. We are learning every day. We realise there's actually a lot more we can do and we are achieving it step by step.

We deal with a lot of stakeholders – from contractors to suppliers – that we need to influence. It is not an overnight process, but the most important thing is to have the roadmap in place and to learn more while we set our KPIs (key performance indicators) every year.

### EdgeProp: Would the sustainable agenda push up property prices?

**Chang:** The cost factor and survival is really the key right now, which is why we need to take baby steps. It is about how we can work downstream with our contractors and consultants.

It has to be one step at a time, it cannot change overnight. So it's not an easy thing to do now and we probably wouldn't want to venture too much out to disrupt the businesses now because everyone is very busy trying to get vaccinated and their businesses restarted.

However, internally, we can work on some of the ways we can achieve these goals. We probably have had a good start to it, because we have managed to organise it in the way we want, but this is only a beginning journey for us. (Read *EcoWorld: Future-proofing its communities through sustainability*)

## Post-pandemic demands

### EdgeProp: What do buyers want post-pandemic?

**Chang:** Although homebuyers are becoming more aware of the location and pricing of homes, I think there will be an increasing emphasis on innovation and design practicality of a home post-pandemic, as now they are spending longer time at home. As cliché as it sounds, the devil is in the details.

Ventilation and natural lighting have always been one of our key concerns. Most of our houses have higher floor-to-ceiling heights to promote them. Also, we're very aware of the sizes, openings and locations of windows.

## A work-in-progress

### EdgeProp: What is next for EcoWorld?

**Chang:** We will maintain what we are doing on our social media platforms to push sales and to continue pushing our digitalisation efforts towards greater efficiency. With that, we hope to get the results right and to keep up the momentum.

We also want to continue to balance our business and ESG at the same time – building our future revenue and our balance sheet, and to reward our shareholders as quickly as we can.

With 19 ongoing projects, we are also

looking to improve them by finding new amenities so we can attract people to come in and enjoy the things we build.

### EdgeProp: What is your outlook on the market? We know a lot of it would depend on the economics, and when the Covid-19 pandemic subsides. How do you see the market?

**Chang:** We believe the buying will continue. We still see a lot of new, young homebuyers in the market. We are also seeing a very strong stream of people looking to invest in industrial properties, including end-users and manufacturers.

We believe that after the Movement Control Order (MCO), whether it's phase two or three, we will continue to see the market sustain. We will be optimistic.

And then let's see how the pandemic goes on, but hopefully it will end soon, and we can look at even better growth. We have to be prudent during this time while we are growing. It is all work in progress.

## Undaunted by reduced margins

### EdgeProp: A recent analyst's report said, EcoWorld's 1H2021 gross margin dropped 1.3% pts y-o-y to 19%, largely due to additional incentives given to purchasers to accelerate inventory monetisation.

**Chang:** Definitely our margins have dropped due to several factors. Firstly, when you participate in the HOC, you need to give a 10% discount and with the campaign ongoing until the end of this year, it will squeeze us a bit.

As we venture into homes which target first-time homebuyers, we are also reducing our product premium so it will hurt us a bit as well. But of course, that

is offset by the volume.

With ongoing cost rationalisation and expectations of better margins in upcoming launches, we don't see that as an issue. This is because we've done most of the heavy lifting in our projects where we have spent most of our upfront money on getting the infrastructure ready to go forward.

When the population of a township increases and activities get robust, the marketing strategy will be different as the township moves to the maturity stage. If we still have land to develop, some of the premiums will fall on these projects.

### EdgeProp: What are your expectations for the 3Q results since things have slowed down considerably again during the Full MCO?

**Chang:** We just have to abide by the government regulations and operate at 60% capacity. In the meantime, what we can do is to continue engaging with our customers on our social media platforms, and to continue to sell online. Although things have somehow come to a halt, we are still getting end-financing from banks, etc.

### EdgeProp: What is your typical day like now?

**Chang:** Wake up, Zoom meetings, sleep and more Zoom meetings (chuckles). We try to organise a lot of things in this downtime. Quite frankly, we have a lot of our people strategising plans to move forward. We don't know why, but it seems like we are busier than before. But it's okay. We still have time to spend with our families and I get to do more running these days (more chuckles). 📷



Huni D' Eco Ardence at Setia Alam.

PHOTOGRAPHS BY ECOWORLD



# I'll have a garden, *on the rocks!*

●Text **Chin Wai Lun**

**H**ave you ever been drawn to a Chinese brush painting of majestic mountains, rocks and rivers? Somehow, if you allow yourself to drink it in, the ethereal landscape has the power to transport you to a place of soothing serenity, giving you a respite from your quotidian world.

Seeking to recreate and reinterpret that experience, Malaysian award-winning landscape architect and garden designer Inch Lim has decided to kick it up a notch for a more dramatic effect. "Let's add timber to the equation, plants on the side, rock columns and water," Lim tells EdgeProp.my over a Zoom interview.

"Now, imagine what happens when they are not up-right, but with a slanting, almost falling, and yet a natural feel to it," he adds.

And that was the show garden he designed for the 2021 China Flower Expo which was held in Shanghai's Chongming Island in China from May 21 to July 2, 2021.

Continues **NEXT PAGE** →



PHOTOGRAPHS BY INCHSCAPE SDN BHD



The entire structure consists of steel foundations, clad with granite stone, timber and greenwall.



PHOTOGRAPHS BY INCHSCAPE SDN BHD



“

It was an experiment of sorts mixing timber with the rocks... In the end, we settled for a design that looks as if it is floating, with plenty of grass and flowers in between for the natural look.”

– Lim

← From **PREVIOUS PAGE**

In its 10th iteration, the quadrennial event (also known as the premier gardening-themed event in China) features a central core display, a main avenue, six pavilions and six gardens across a 1,450-acre park.

Aptly named “On the Rocks” by Lim himself, the show garden features numerous rock and timber columns rising out of the water at varying angles. A myriad of plants ranging from ferns, Begonias and pomegranate trees adorn these columns. In between the two largest columns is a pavilion that is accessible via some stairs for visitors to commune and take in the picturesque sights.

The grand project took about two months to complete with materials locally sourced in China. It offers a change of scenery from the standard “house and pavilion surrounded by gardens” approach often seen in flower-and-garden expos.

“It was an experiment of sorts mixing timber with the rocks. We had to be careful in ensuring the structure is not too heavy. In the end, we settled for a design that looks as if it is floating, with plenty of grass and flowers in between for the natural look,” says Lim, adding that initially, the project was conceptualised with old pine trees for the gnarled effect. “But they are just too expensive,” says Lim, who is also the founder of Inchscape.

Having been fascinated with the intricacies of nature from a very young age, the Batu Pahat, Johor native has a string of accolades to his name, having won many awards in numerous competitions worldwide such as in Singapore, China, UK and Japan.

Lim was also one of the judges for the Show Gardens competition at the prestigious BBC Gardeners’ World in 2019. BBC Gardeners’ World is a long-running BBC television programme about gardening.

Continues **NEXT PAGE** →



## FUN FACT

The garden was designed and coordinated by Lim virtually due to the current Covid-19 travel restrictions.

Take the stairs for a better view of the majestic structures and be nestled amongst the greenery.

← From **PREVIOUS PAGE**


### Long-distance affair

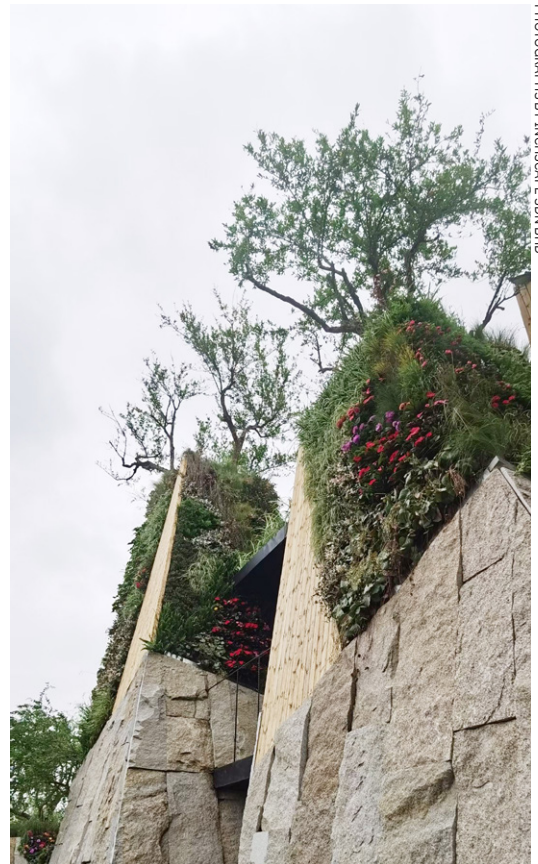
Notably, “On the Rocks” was fully designed by Lim without needing to leave the confines of his home, especially considering the current Covid-19 situation with its many travel restrictions. “The team in China ‘walked’ me around the site several times a day via video calls,” shares the 66-year-old landscape designer.

Admittedly, Lim says, the experience was not as satisfying as being physically present to inspect the site. “Some things cannot be seen on camera. By moving around the site in person, you can easily identify if something is not up to the mark. But I try to ensure everything goes well, particularly the planting aspect.

“The hardscape can be built with little to no supervision and hence, I made it the most important part of the project as it does not offer much room for errors. It defines the show garden,” he notes.

He adds that the project is complex as with designing in general – a lifelong learning process.

“It takes many years of refining and experimenting. We design not only for ourselves but others as well. I am still refining my skills over the years,” says Lim, pointing out there are many physical and physiological aspects such as spatial and environment awareness that come into play in designing. 



PHOTOGRAPHS BY INCHSCAPE SDN BHD





PHOTOGRAPH BY JEFFREY L. COX / WIKIMEDIA COMMONS



The lakefront mansion was completed in 1995.

## Bill and Melinda Gates' *US\$130.8m mansion could be tough to sell*

●Text Rachel Chew

Microsoft co-founder Bill Gates and Melinda French Gates, one of the world's richest couples, announced their divorce in May this year, ending 27 years of marriage. As the shock of the divorce slowly wears off, questions have been asked on who will own their 66,000 sq ft mansion located in Medina, Washington State.

Completed in 1995, the lakefront mansion construction cost over US\$63 million (RM262 million) and took seven years to build.

It was designed by Bohlin Cywinski Jackson and Jim Cutler of Cutler-Anderson Architects. The former also designed Apple's worldwide signature retail stores' architectural tone while the latter was also the architect for Steve Jobs' residence, according to news reports.

Dubbed Xanadu 2.0, the Pacific lodge-style mansion features many over-the-top facilities such as a 60ft swimming pool with an underwater sound system, 2,500 sq ft fitness facility, trampoline room, home theatre, aquarium that showcases rare marine animals, classic private library with dome-shaped roof and oculus, sauna and steam room with separate locker rooms, 1,000 sq ft dining room, reception hall that accommodates up to 200 guests and stainless steel garages that can accommodate 23 cars. The mansion consists of only seven bedrooms but 24 bathrooms and six kitchens.

As many have expected, the leading software developer's home is tech-heavy. It features an estate-wide server system, sensor system to adjust each room's climate and lighting, computer screens lined up around the house to display art, and hidden speakers that allow music to follow human movement from one room to another.

The one-and-only Gates' residence is valued at US\$130.8 million. It could possibly be one of the most expensive private residences in the world.

"They have an incredible home, but now, if it has to be sold, it's not going to be a wham bam thank you ma'am", said Ernie Carswell of Daughlas Eliman, a Los Angeles-based agent with 25 years of experience selling the city's most lavish properties.

Carswell told US-based global real estate publication Mansion Global that such a degree of customisation within a private residence doesn't make a home more valuable, though it would gain a great recognition.

Citing an example of former NBA star Michael Jordan's 56,000 sq ft house, which also features customised amenities such as a standard-size basketball court and a round infinity pool with a green island at its centre, it has remained on the market for sale from 2012 until today. The asking price has also dropped from the initial US\$29 million to US\$14.8 million today.

Carswell foresees that if the Gates' house were ever listed on the market, it would appeal to a limited number of buyers, as maintaining a 66,000 sq ft area is not a small commitment.

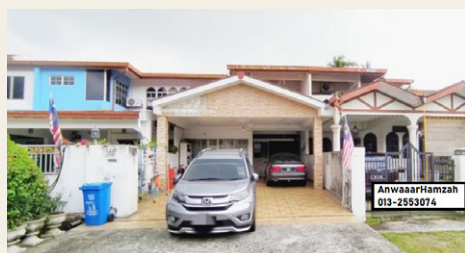
He also highlighted that the property tax for Xanadu 2.0 last year was US\$1.13 million. 📌



Melinda (left) and Bill Gates.

PHOTOGRAPH BY WORLD ECONOMIC FORUM / WIKIMEDIA COMMONS





**RM560,000**

**Seksyen 6, Shah Alam, Selangor**

Type: Terraced house Tenure: Leasehold

Built-up: 1,773 sq ft Land size: 1,920 sq ft

Bedroom: 4 Bathroom: 3

Anwaaar Hamzah PRO (REN 23387)

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

+6013 255 3074



**RM590,000**

**Seksyen 7, Shah Alam, Selangor**

Type: Terraced house Tenure: Leasehold

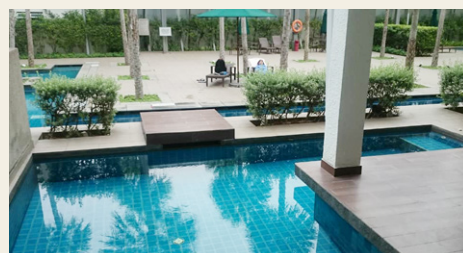
Land size: 1,500 sq ft

Bedroom: 4 Bathroom: 3

Azy Shariz PRO (REN 01441)

CBD PROPERTIES SDN BHD (E (1) 1197)

+6010 225 9646



**RM1,450,000**

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

Type: Condominium Tenure: Freehold

Built-up: 1,785 sq ft

Bedroom: 3 Bathroom: 2

Bernard Lau PRO (REN 46114)

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

+6012 689 2399

Done Deal

*Rented for*

**RM14,000/mth** (RM3.78 psf)

**Serviced residence at The Binjai on the Park, Kuala Lumpur**



Concluded by: John Lee (REN 27982)

Knight World Realty (+6016 335 5029)

When: April 2021

## Noteworthy

- Freehold
- Built-up: 3,700 sq ft
- Semi-furnished
- Four bedrooms; four bathrooms
- Facilities: Cafeteria, club house, gymnasium, sauna, squash court, swimming pool and tennis court



Developed by KLCC Holdings, The Binjai on the Park offers 171 luxury condominium units, spread across two towers of 44 and 45 storeys at Jalan Binjai, Kuala Lumpur.

Besides its advantageous location next to the KL Convention Centre and merely slightly more than 1km from Suria KLCC, the vertically-advantaged unit offers an unobstructed city view.

According to John Lee from Knight World Realty, the tenant liked the layout of the unit and the full view of the KL skyline.

This was considered a good deal for the tenant as the rental was slightly lower compared to pre-Covid-19 times, Lee added.

Meanwhile, the owner was an investor with several luxury properties on hand.

As at June 2021, there were 62 rental listings of The Binjai on the Park on **EdgeProp.my**, with an average asking monthly rate of RM13,648 or RM5 psf.

Meanwhile, there were 76 sale listings with an average asking price of RM2,420 psf or RM8.07 million.

In 2019, two units exchanged hands at an average price of RM1,586 psf translating to RM3.56 million. Meanwhile there was no sale transaction from 2020 until mid 2021.



**RM278,000**

**Arena Green, Bukit Jalil, Kuala Lumpur**

Type: Condominium Tenure: Freehold

Built-up: 680 sq ft

Bedroom: 2 Bathroom: 1

Bird Lim PRO (REN 09250)

PROPNEK REALTY SDN BHD (E (1) 1800)

+6012 252 3173



**RM13,200,000**

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

Type: Bungalow Tenure: Leasehold

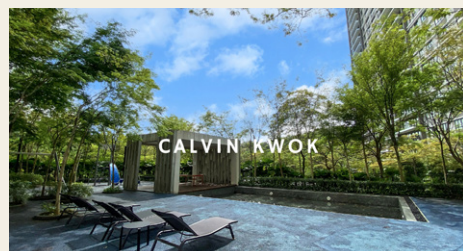
Built-up: 12,900 sq ft Land size: 17,000 sq ft

Bedroom: 8 Bathroom: 8

Bryant Be PRO (REN 09246)

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

+6016 208 1426



**RM540,000**

**Windows On The Park, Cheras, Selangor**

Type: Condominium Tenure: Freehold

Built-up: 916 sq ft

Bedroom: 3 Bathroom: 2

Calvin Kwok PRO (REN 40208)

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

+6012 605 8308





**RM4,000/mth**

**Inwood Residences, Bukit Kerinchi, Kuala Lumpur**

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

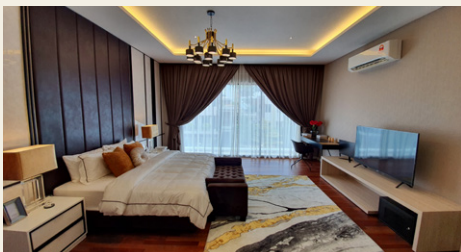
**Built-up:** 1,235 sq ft

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

**Cassidy Loo** **PRO** (REN 43106)

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

+6012 948 0742



**RM2,480,000**

**Jelutong Heights, Bukit Jelutong, Selangor**

**Type:** Semidee **Tenure:** Freehold

**Built-up:** 3,500 sq ft **Land size:** 3,950 sqft

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

**Christina Lesslar** **PRO** (REN 00284)

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

+6016 906 6898



**RM1,000,000**

**Taman Tasik Semenyih, Semenyih, Selangor**

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

**Built-up:** 2,000 sq ft **Land size:** 5,005 sq ft

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

**Christine Peter** **PRO** (REN 38005)

CID REALTORS SDN BHD (E (1) 1855)

+6018 462 8818

**Done Deal**

*Sold for*

**RM1.1 million** (RM623 psf)

**Condominium at Li Villas, Petaling Jaya, Selangor**



**Concluded by:** Swiss Tan (PEA 2710)

IQI Realty Sdn Bhd (+6013 228 8881)

**When:** April 2021

## Noteworthy

- Freehold
- Fully furnished unit with golf course view
- Built-up: 1,765 sq ft
- Three bedrooms; four bathrooms
- Facilities: Badminton court, basketball court, squash and tennis court, gym, Jacuzzi, sauna, swimming pool, children playground, in-house cafe and mini-mart
- Amenities: International schools, colleges and universities, hospitals, shopping malls
- Easy accessibility via Damansara-Puchong Highway (LDP), Penchala Link, Federal Highway, New Klang Valley Expressway (NKVE) and SPRINT Highway



Located in Section 16, Petaling Jaya, Li Villas is a freehold condominium neighbouring Eastin Hotel and TPC Kuala Lumpur. It comprises four residential blocks with a total of 380 units. The unit's built-up sizes range from 980 sq ft to 1,765 sq ft.

IQI Realty Sdn Bhd real estate agent Swiss Tan said the owner was a foreigner, so he decided to let go of the unit as he was planning to go back to his home country.

The fully-furnished unit was sold within two weeks after being listed even before Tan uploaded her YouTube video to introduce the unit.

"The house condition was immaculate and it came with a premium golf course view, hence it was great value for the buyer," Tan shared.

According to **EdgeProp Research**, nine units of Li Villas were sold with an average transaction price of RM979,778 or RM648 psf in 2019. Meanwhile, three transactions were recorded in 2020 at an average transaction price of RM681,000 or RM564 psf.

As at mid-June 2021, some 40 units of Li Villas were listed for sale on **EdgeProp.my** with an average asking price of RM1.2 million or RM754 psf. At the same time, eight units were looking for tenants at an average asking monthly rental of RM3,180 or RM2 psf.



**RM3,500,000**

**KH Villa, Sri Hartamas, Kuala Lumpur**

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

**Built-up:** 5,584 sq ft **Land size:** 1,530 sq ft

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

**CK Lau** **PRO** (REN 11536)

CID REALTORS (E (3) 1820)

+6016 221 2279



**RM1,200,000**

**Bandar Bukit Puchong, Puchong, Selangor**

**Type:** Semidee house **Tenure:** Freehold

**Built-up:** 3,231 sq ft **Land size:** 3,400 sq ft

**Bedroom:** 6 **Bathroom:** 5

**Darren Toh** **PRO** (REN 05189)

KIM REALTY (E (3) 0211)

+6012 397 7800



**RM472,500**

**Kota Puteri, Batu Arang, Selangor**

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

**Built-up:** 2,086 sq ft **Land size:** 1,650 sq ft

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

**Hafiz Halim** **PRO** (REN 18616)

WEISE INTERNATIONAL PROPERTY CONSULTANTS

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





**RM15,000,000**

**Taman Velox, Rawang, Selangor**

Type: Factory Tenure: Freehold  
Built-up: 35,000 sq ft Land size: 2 acres

Irene Wan (PRO) (REN 15703)  
PROPNEK REALTY SDN BHD (E (1) 1800)  
+6016 233 9488

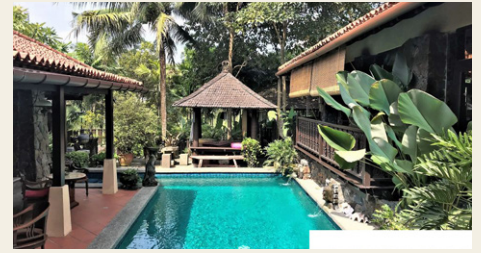


**RM1,100,000**

**Mah Sing Intergrated Industrial Park, Subang Bestari, Selangor**

Type: Shoplot Tenure: Leasehold  
Built-up: 3,500 sq ft

Ivy Sim (PRO) (REN 27962)  
REAPFIELD PROPERTIES (HQ) SDN BHD (E (1) 0452)  
+6012 576 7868



**RM5,380,000**

**Tropicana Indah, Tropicana, Selangor**

Type: Bungalow Tenure: Leasehold  
Built-up: 5,300 sq ft Land size: 12,000 sq ft  
Bedroom: 4 Bathroom: 5

Jackson Tan (PRO) (REN 48773)  
REAPFIELD PROPERTIES (HQ) SDN BHD (E (1) 0452)  
+6012 305 2847



**RM1,800,000**

**Ficus Peak, Denai Alam, Selangor**

Type: Semidee house Tenure: Freehold  
Built-up: 5,186 sq ft Land size: 6,000 sq ft  
Bedroom: 7 Bathroom: 7

James Yim (PRO) (REN 24129)  
PROPERTY EXPRESS (E (3) 1205)  
+6012 687 4892

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**RM3,810,000**

**Marc Residence, KL City, Kuala Lumpur**

Type: Condominium Tenure: Freehold  
Built-up: 3,175 sq ft  
Bedroom: 5 Bathroom: 5

Jamie Chen (PRO) (REN 22471)  
REAPFIELD PROPERTIES (HQ) SDN BHD (E (1) 0452)  
+6012 337 7292



**RM620,000**

**Bandar Bukit Puchong, Puchong, Selangor**

Type: Terraced house Tenure: Freehold  
Built-up: 1,676 sq ft Land size: 1,170 sq ft  
Bedroom: 4 Bathroom: 3

Jay Jamali (PRO) (REN 37489)  
NAS REALTY (E (3) 1954)  
+6017 226 5737



**RM1,100,000**

**Taman Putra Prima, Puchong, Selangor**

Type: Terraced house Tenure: Freehold  
Built-up: 2,700 sq ft Land size: 3,100 sq ft  
Bedroom: 4 Bathroom: 4

Jennifer Ng (PRO) (REN 15938)  
REAPFIELD PROPERTIES (SJ) SDN BHD (VE (1) 0202)  
+6018 242 7880



**Call for price**

**Kaw Perindustrian Kulim, Kulim, Kedah**

Type: Factory Tenure: Leasehold  
Built-up: 700,000 sq ft Land size: 63 acres

John Leong (PRO) (PEA 1132)  
KNIGHT FRANK MALAYSIA SDN BHD (VE (1) 0141)  
+6016 599 2699



**RM680,000**

**Casa Tropicana, Tropicana, Selangor**

Type: Condominium Tenure: Leasehold  
Built-up: 1,217 sq ft  
Bedroom: 2 Bathroom: 3

Judy Ng (PRO) (REN 06777)  
HARTAMAS REAL ESTATE (MALAYSIA) SDN BHD (E (1) 1439)  
+6016 292 2703



**RM1,100,000**

**Surian Condominium, Mutiara Damansara, Selangor**

Type: Condominium Tenure: Freehold  
Built-up: 2,228 sq ft  
Bedroom: 5 Bathroom: 4

Laura Teh (PRO) (REN 02734)  
REAPFIELD PROPERTIES (HQ) SDN BHD (E (1) 0452)  
+6019 221 9830





**RM3,000/mth**

**Glomac Residensi Damansara, Taman Tun Dr Ismail, Kuala Lumpur**

Type: Condominium Tenure: Freehold

Built-up: 1,313 sq ft

Bedroom: 3 Bathroom: 2

Meng Mun PRO (REN 13170)

ENRICH REALTORS (E (3) 1878)

+6018 209 0910



**RM600,000**

**Pinnacle, Bandar Baru Sri Petaling, Kuala Lumpur**

Type: Condominium Tenure: Leasehold

Built-up: 855 sq ft

Bedroom: 3 Bathroom: 3

Michelle Yeow PRO (REN 43852)

PROPTEX REALTY SDN BHD (E (1) 1800)

+6016 239 2819



**RM350,000**

**Taman Khoo Kek Keng, Klang, Selangor**

Type: Terraced house Tenure: Freehold

Land size: 1,540 sq ft

Bedroom: 3 Bathroom: 2

Mike Woon PRO (REN 00557)

ECOLAND REALTY (E (2) 1679/1)

+6012 271 6838



**RM5,477,190**

**Sepang Industrial Park, Sepang, Selangor**

Type: Factory Tenure: N.A

Built-up: 15,006 sq ft Land size: 19,000 sq ft

Neela Vathi PRO (REN 04411)

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

+6012 219 1124



**RM1,800,000**

**Eco Sanctuary, Kota Kemuning, Selangor**

Type: Semidee house Tenure: N.A

Built-up: 2,743 sq ft Land size: 3,060 sq ft

Bedroom: 4 Bathroom: 5

Ong Cy PRO (REN 22613)

POLYGON PROPERTIES SDN BHD (E (1) 1714)

+6012 210 8687



**RM1,150,000**

**La Grande Kiara, Mont Kiara, Kuala Lumpur**

Type: Condominium Tenure: Freehold

Built-up: 2,034 sq ft

Bedroom: 3 Bathroom: 4

Phyllis Lim PRO (E 1670)

JOYLAND PROPERTIES (E (3) 0743)

+60113 337 8623



**RM18,000/mth**

**Taman Ampang Utama, Ampang, Selangor**

Type: Bungalow Tenure: Leasehold

Built-up: 5,500 sq ft Land size: 6,000 sq ft

Bedroom: 6 Bathroom: 7

Rueben Raj PRO (REN 40248)

REAPFIELD PROPERTIES (PUCHONG) SDN BHD

(E (1) 0452/8) +6017 224 8885



**RM6,906/mth**

**Star Central, Cyberjaya, Selangor**

Type: Office Tenure: Freehold

Built-up: 2,158 sq ft

Bathroom: 2

Sandy Lim PRO (REN 05454)

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

+6016 301 2015



**RM830,000**

**Seri Utama, Kota Damansara, Selangor**

Type: Terraced house Tenure: Leasehold

Built-up: 2,000 sq ft Land size: 1,540 sq ft

Bedroom: 4 Bathroom: 3

Siew Lee Tan PRO (REN 01666)

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

+6012 458 3016



**RM500,000**

**Section 16, Bandar Puncak Alam, Selangor**

Type: Semidee house Tenure: Leasehold

Built-up: 1,840 sq ft Land size: 1,800 sq ft

Bedroom: 4 Bathroom: 3

Siti Hawa PRO (REN 33683)

RESCOM REALTY (VE (3) 0244)

+6012 290 6169



**RM378,000**

**ClearWater Bay Resort, Ipoh, Perak**

Type: Terraced house Tenure: N.A

Built-up: 1,899 sq ft Land size: 1,916 sq ft

Bedroom: 4 Bathroom: 3

Steven Eng PRO (PEA 2310)

GS REALTY SDN BHD (E (1) 1307)

+6018 954 0680



**RM3,800,000**

**Jalan SS 3/70, Petaling Jaya, Selangor**

Type: Bungalow Tenure: Freehold

Built-up: 5,780 sq ft Land size: 5,700 sq ft

Bedroom: 6 Bathroom: 6

Steven Tiong PRO (PEA 2648)

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

+6019 862 8182





**RM6,500,000**

**USJ 5, Subang Jaya, Selangor**

**Type:** Bungalow **Tenure:** Freehold  
**Built-up:** 8,000 sq ft **Land size:** 10,000 sq ft  
**Bedroom:** 5 **Bathroom:** 5

**Syed Shah** **PRO** (REN 28611)

REAPFIELD PROPERTIES (SJ) SDN BHD (E (1) 0452/2)  
+6012 670 2924



**RM590,000**

**Wangsa Link, Wangsa Maju, Kuala Lumpur**

**Type:** Office **Tenure:** Leasehold  
**Built-up:** 1,765 sq ft **Land size:** 1,765 sq ft  
**Bathroom:** 2

**Tony Yap** **PRO** (REN 23582)

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



**RM10,400,000**

**Pekan Kapar, Kapar, Selangor**

**Type:** Factory **Tenure:** Freehold  
**Built-up:** 30,700 sq ft **Land size:** 1.24 acres

**William Tan** **PRO** (PEA 1315)

IQI REALTY SDN BHD (E (1) 1584)  
+6014 313 1931



**RM1,290,000**

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

**Type:** Terraced house **Tenure:** Leasehold  
**Built-up:** 3,205 sq ft **Land size:** 1,475 sq ft  
**Bedroom:** 5 **Bathroom:** 6

**Wong Mei Fong** **PRO** (REN 32252)

REAPFIELD PROPERTIES (HQ) SDN BHD (E (1) 0452)  
+6012 202 3711



**RM548,000**

**The Pines, Brickfields, Kuala Lumpur**

**Type:** Condominium **Tenure:** Freehold  
**Built-up:** 1,150 sq ft  
**Bedroom:** 3 **Bathroom:** 2

**Yew Long** **PRO** (PEA2276)

RIDGEWELL PROPERTIES (E (3) 1809)  
+6019 352 5930



**RM1,200/mth**

**EVO SoHo Suites, Bangi, Selangor**

**Type:** Condominium **Tenure:** Leasehold  
**Built-up:** 454 sq ft  
**Bedroom:** Studio **Bathroom:** 1

**Zuraini Zallin** **PRO** (PEA1699)

RESCOM REALTY (VE (3) 0244)  
+6019 663 1526



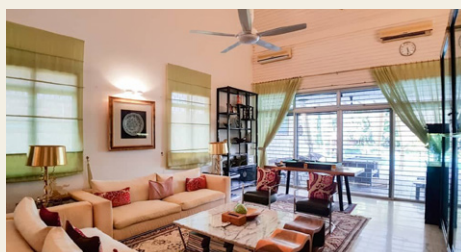
**RM425,000**

**Park Avenue, Seremban, Negeri Sembilan**

**Type:** Terraced house **Tenure:** Freehold  
**Built-up:** 1,600 sq ft **Land size:** 1,760 sq ft  
**Bedroom:** 4 **Bathroom:** 3

**Mohd Syam** **PRO** (REN 15084)

IW PROPERTIES (E (3) 1334/3)  
+6013 639 6454



**RM12,000,000**

**Taman U-Thant, Ampang, Kuala Lumpur**

**Type:** Bungalow **Tenure:** Freehold  
**Built-up:** 4,500 sq ft **Land size:** 12,900 sq ft  
**Bedroom:** 6 **Bathroom:** 6

**Hanif Kasmani** **PRO** (REN 38092)

MAXXAN REALTY SDN BHD (E (1) 1766)  
+6010 404 0345



**RM408,000**

**Seri Mutiara Apartment, Masai, Johor**

**Type:** Apartment **Tenure:** N.A  
**Built-up:** 1,400 sq ft  
**Bedroom:** 3 **Bathroom:** 2

**Ella** **PRO** (REN 50502)

ROYCE PROPERTIES & REAL ESTATE SDN BHD (E (1) 1934)  
+6018 222 4035



**RM330,000**

**Apartment Sri Ara, Ara Damansara, Selangor**

**Type:** Apartment **Tenure:** Freehold  
**Built-up:** 785 sq ft  
**Bedroom:** 3 **Bathroom:** 2

**Wenda Tee** **PRO** (REN 31380)

REAPFIELD PROPERTIES (HQ) SDN BHD (E (1) 0452)  
+6013 348 9163



**RM4,799,000**

**Taman Damai Utama, Bandar Kinrara Puchong, Selangor**

**Type:** Bungalow **Tenure:** Leasehold  
**Built-up:** 5,668 sq ft **Land size:** 11,721 sq ft  
**Bedroom:** 6 **Bathroom:** 7

**Joanne Soh** **PRO** (REN 13124)

CBP PROPERTIES SDN BHD (E (1) 1197)  
+6012 297 6506



**RM8,000,000**

**Damansara Heights, Kuala Lumpur**

**Type:** Bungalow **Tenure:** N.A  
**Built-up:** 6,000 sq ft **Land size:** 8,500 sq ft  
**Bedroom:** 7 **Bathroom:** 7

**Vincent Wan** (REN 04082)

PRESTIGE REALTY (E (3) 1120)  
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