

Making PROPERTY buying interesting

Selling properties on its own can be boring, says **Sheng Tai International chairman and founder Datuk Leong Sir Ley**.

Read how she spices it up with other value-added elements on **Pages 8 to 11**.



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Housing development sector allowed to resume operation by phases under NRP

The housing development sector has been allowed to resume operation under Phases 1 and 2 of the National Recovery Plan (NRP) effective July 27, said the Ministry of Housing and Local Government after a meeting with the Pandemic Management Technical Working Committee meeting on July 23.

Housing developers which are still active with a valid advertising permit and developer's licence (APDL) under the Housing Development (Control and Licensing) Act 1996 (Act 118) are allowed to resume operation.

Under Phase 1 of the NRP, the activities allowed to operate are housing developers' management offices, and handing over of vacant possession notices and house keys.

Other activities allowed are critical damage repairs

during the defect liability period, and construction works for Rumah Mesra Rakyat under Syarikat Perumahan Negara Bhd for G1 to G4 contractors, it said.

In Phase 2 of the NRP, sales and marketing at the developers' offices, sales agents, sale galleries, show units and subsale property units are allowed to resume operation.

Earlier on July 26, Real Estate & Housing Developers' Association (REHDA) Malaysia president Datuk Soam Heng Choon told EdgeProp.my that the government is also mulling over opening up the construction sector supply chain with stricter standard operating procedures (SOPs) soon.

He said REHDA and the Master Builders Association Malaysia (MBAM) are in talks with the government to refine the SOPs and conditions.

PHOTOGRAPH BY JOLLIBEE



Jollibee to open 120 outlets in West Malaysia

Time for some Chickenjoy soon. Jollibee Foods Corp (JFC) has signed a joint venture to own and operate Jollibee stores (pictured) in West Malaysia including Kuala Lumpur, reported ABS-CBN News.

In a statement on July 29 to the Philippine Stock Exchange, the venture will involve the opening of at least 120 of the popular Filipino fast food stores within a decade, starting in 2022.

The joint venture was formed between JFC's Singapore based unit, Golden Plate Pte Ltd and Beeworks Investments Pte Ltd, also based in the city-state.

Under the deal, the parties will establish a company in Malaysia in which 30% will be owned by Golden Plate while 70% will be owned by Beeworks Investments.

Hong Kong tycoon Richard Li selling data centre business for RM3.17b

Hong Kong tycoon Richard Li,

the youngest son of Hong Kong business magnate Li Ka Shing, is selling his data centre business to real estate investment trust DigitalBridge for US\$750 million (RM3.17 billion), reported MingTian-Di on July 27.

According to a public announcement issued by Richard's public listed company PCCW to the Hong Kong stock exchange on July 26, PCCW's internet infrastructure division, PCCW DC, is selling off its nine data centres spread across Hong Kong, mainland China and Malaysia to DigitalBridge (formerly known as Colony Capital).

The nine data centres have a total of 75 megawatts power capacity, while the Malaysia facility located in Cyberjaya has six megawatts power capacity.

Meanwhile, PCCW said it expects to gain around US\$180 million on the disposal of the business, which brought in a net profit of US\$2.6 million in 2020.

DOSM: Unemployed graduates increase 22.5% in 2020

The number of unemployed graduates in Malaysia rose 22.5% last year to 202,400 compared to 165,200 in 2019, based on the latest report by the Department of Statistics Malaysia (DOSM) on July 27.

According to DOSM chief statistician Datuk Seri Dr Mohd Uzir Mahidi, the unfavourable economic environment in 2020 and challenging labour market are the main reasons for the increase of unemployed graduates.

He added that there were 5.36 million recorded graduates in 2020.

DOSM's Graduate Statistics 2020 report defined graduates as individuals with the highest certificate obtained from universities, colleges, polytechnics, recognised bodies or equivalent, with the study duration of at least two years.

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Glomac eyeing to launch five projects worth RM282m in 2022

Glomac Bhd plans to unveil five projects in its existing townships nationwide with an estimated gross development value (GDV) of RM282 million next year, said its group managing director and CEO Datuk Seri Fateh Iskandar Mohamed Mansor (pictured) on July 28.

The five projects include a high-rise leasehold residential development of Lakeside Residences in Puchong as well as leasehold landed properties in its existing townships – Saujana KLIA in Sepang, Bandar Saujana

Utama and Saujana Perdana in Sungai Buloh – all in Selangor, and Saujana Jaya in Johor.

According to Fateh Iskandar, Glomac will be launching 231 units of double-storey terraced houses in Saujana KLIA, 33 units of double-storey terraced houses (Phase 2 of Aurora) in Bandar Saujana Utama, 178 units of affordable townhouses under the Rumah Selangorku programme, and 69 units of double-storey terraced houses in Saujana Jaya.

PHOTOGRAPH BY URA



Guocoland places over RM2b bid for Singapore land

Guocoland has placed an offer of more than S\$784 million (about RM2.4 billion) or S\$1,204.47 psf of built area for a plot next to the upcoming Lentor Central MRT station on the Thomson-East Coast Line here, reported real estate news portal Mingtiandi on July 25.

The developer, which is the property arm of Malaysia's Hong Leong Bank Group, was the highest bidder for the over 650,000 sq ft, 99-year leasehold plot that is designated for a private housing development project, as announced by Singapore's Urban Redevel-

opment Authority (URA).

However, Guocoland will still need approval for its design proposal under Singapore's two-envelope land sale system.

The transit-oriented development is estimated to yield some 600 housing units and will include a commercial space on the first floor, with a supermarket and childcare facilities.

Units are expected to sell for around S\$2,000 psf, according to Edmund Tie & Co head of research and consulting Lam Chern Woon.

MATTA calls for Asean Digital Covid-19 certificate

The Malaysian Association of Tour & Travel Agents (MATTA) has called on Asean (Association of Southeast Asian Nations) to work on an Asean Digital Covid-19 Certificate in preparation for borders reopening in the region.

In a statement on July 28, MATTA said member countries should work out a common and acceptable vaccine passport protocol to jump-start intra-Asean travel.

Noting that most Asean countries are fast tracking their national immunisation programmes, the association said it expects their borders to reopen soon.

MATTA president Datuk Tan Kok Liang said a uniform set of standard operating procedures must be in place to avoid confusion and anxiety, and to provide a seamless travel experience within Asean countries.

Covid-19: Vaccinations ramp up in race against Delta variant



The government has declared that Malaysia has secured enough Covid-19 vaccines to cover over 130% of the entire population, or 41.7 million people.

There are eight types of vaccines from six different suppliers around the world. All of them have been approved by the National Pharmaceutical Regulatory Agency (NPRA).

The United Kingdom has also announced a contribution of 415,000 doses of UK-manufactured AstraZeneca Covid-19 vaccines to Malaysia on July 29. This is the first tranche of the 100 million vaccines the UK Prime Minister Boris Johnson pledged the UK would share within the next year at last month's G7 in Cornwall, with 30 million due to be sent by the end of the year.

As at July 28, a total of 12.841 million people or 39.3% of the population had received at least their first dose and a total of 6.105 million people or

18.7% of Malaysia's population had received their two-dose vaccination.

Health director-general Tan Sri Dr Noor Hisham Abdullah highlighted that nearly 83% of Covid-19 patients under categories 3, 4 and 5 had not been vaccinated.

Category 3 patients are those with pneumonia, while category 4 patients are those with pneumonia requiring oxygen therapy. Category 5 refers to critical cases requiring assisted ventilation.

Meanwhile, the government is also in talks with vaccine manufacturers, especially Pfizer-BioNTech, on the possibility of buying booster shots next year. Pfizer vaccines will be given special attention as it specifically caters for booster shots and for children. Nonetheless, the decision to administer a booster shot is subject to a medical professional's recommendation.

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PHOTOGRAPH BY CDC GROUP



The first 3D-printed school in Malawi.

World's first 3D-printed school makes education accessible in Malawi village

●Text Chelsea J. Lim

In African countries, children living in remote villages do not have easy access to education due to the far distance to schools. Even the nearest school may mean hours of walking.

Fortunately for the children in the remote Mcheza village in central Malawi, they now need not expend their energy on that time-consuming trudge as a school has been built in their village.

And it is not just any school from wood or bricks, but the first 3D-printed school constructed by 14Trees, a joint venture between LafargeHolcim and CDC Group, which is focused on building affordable houses, schools and social infrastructures in Africa.

The construction of the one-classroom school with a built-up of 56 sq m, which could fit up to 50 children, was built using the 3D printing technology by COBOD International A/S.

The whole construction process took around 18 hours beginning on Nov 25, 2020, and the villagers were amazed by a new school erected overnight on the vacant plot in their village. The school was handed over and officially opened to the community on June 18, 2021.

This project serves as a milestone in addressing the shortage of education infrastructures in African countries, where, according to UNICEF, in Malawi alone, there is a shortage of 40,000 classrooms in accommodating Malawian children, reported Newsweek.


That inaccessibility to education has repercussions on children's attendance, which ultimately contributes to the number of student dropouts.



The 56 sq m classroom can fit up to 50 children.

On that note, Primary Education Advisor Juliana Kuphanga Chikandila, who was representing the Director of Education, Youth, and Sports in Malawi during the handover, commented: "I am very impressed by the new building – its durability and design provide the space and facilities that students have not had before. This school will attract more students, and those learners that have left will return to education".

Meanwhile, according to a report by Zenger, 14Trees managing director François Perrot said that relying on conventional methods will not be able to address this particular education crisis as it will take 70 years, in contrast to 3D printing, which will take around 10 years to solve the backlog.

"To remove that backlog faster, we need to constructively disrupt the way we build and apply a cutting-edge approach that can bring speed, efficiency, and environmental performance at scale. This is what 3D printing technology achieves," Perrot says. 

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Engaging property buyers *the unconventional way*

● **Text Natalie Khoo**

“Of course, there are [good and] bad times, but I would say, like a glass of water, you can say it is either half filled or half empty. The fact is, there is no right or wrong about this pandemic, it is just how you look at it.

“As the pandemic comes, I am embracing it. Instead of complaining about it, we embrace it. We solve each problem step by step, and pray that we come out a winner,” Sheng Tai International founder and chairman Datuk Leong Sir Ley tells EdgeProp.my on a Tuesday afternoon.

Such is the optimism Leong has, despite the current challenging circumstances faced by everyone globally. The once jet-setting Leong, who manages her team on ground at Hong Kong, Beijing, Shanghai and Tokyo, is now promoting Sheng Tai on home ground and keeping its overseas investors in the loop on the progress of its projects in Melaka.

She believes that despite all the bad news on the pandemic and number of cases reported each day, it is just a phase that will soon pass.

Sheng Tai International, formerly known as Sheng Tai Realty Sdn Bhd, is a diversified property development, real estate, investment management and hospitality company which also focuses on property tourism.

It has been drawn into the limelight by its ongoing project dubbed The Sail Melaka, a 27.52-acre integrated development which is expected to be completed entirely by 2026/2027.

Hailing from the town of Ipoh, Leong shares that Melaka is a place she sees a lot of potential in due to its rich historical culture and story which she hopes to bring to life.

Located in the Melaka Waterfront Economic Zone (M-WEZ), The Sail Melaka will consist of nine towers designed to take the shape of one regal ship sailing smoothly by the straits. The magnificent aesthetics pay tribute to the legacy of the Straits of Melaka, which bore Admiral Zheng He's westward

voyage from China to the state in the 1400s.

The entire mixed-development will also feature five-star and six-star luxury hotels, high-end condotels, business suites, a one million sq ft luxury shopping mall and a Melaka cultural square with shoplots overlooking the Straits of Melaka.

The apartment component, which is set to be launched next year, features units measuring 344 sq ft to 604 sq ft tagged from RM800,000.

Last week the group announced it will transform one of the nine towers into Malaysia's first Maritime Cultural Tower, targeted to attract about RM1 billion foreign direct investments from China.

At the same time, Leong added that Phase 1 of The Sail Melaka is now 80% completed and slated to be unveiled by the end of the year or early next year. The components of Phase 1 include Sheng Tai's sale gallery, ballroom, shoplots, 360° experience centre and restaurants.

Another project which has already been completed by Sheng Tai is Melaka Trade Square (MetraSquare), a six-acre commercial development comprising a residential component called Metrasquare Serviced Suites, a three-star premium hotel called Hotel MetraSquare, a five-star hotel called AMES Hotel, as well as retail lots, meeting and conference facilities and F&B, plus an upcoming Melaka historical gallery and art social space.

An upcoming project set to be completed by the end of this year in Melaka is its Regalia Beachfront Residence, a 6.1-acre resort apartment and hotel with a gross development value of RM288 million.

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“As the pandemic comes, I am embracing it. Instead of complaining about it, we embrace it. We solve each problem step by step, and pray that we come out a winner,”
– Leong

Melaka Trade Square is a six-acre commercial development.

PHOTOGRAPHS BY SHENG TAI INTERNATIONAL





An artist's impression of the shopplots at The Sail Melaka.

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Earlier this year, Sheng Tai also inked an agreement with global workspace provider International Workplace Group plc (IWG) with brands including Regus and Spaces. With the agreement, Sheng Tai said it has become IWG's first partner since the latter opened up franchise opportunities in 2019 in the country.

It had invested about RM8 million to begin this partnership with three

centres in the company's commercial properties in Melaka.

The first centre, which will be developed under Regus, will open in MetraSquare by the end of 2Q2021, while the second centre, under Spaces, will open at The Sail Melaka in 2025.

In May this year, Sheng Tai also signed a landmark Memorandum of Agreement (MOA) with KenTeam International Sdn Bhd (KenTeam), a latex and nitrile gloves manufacturer in Malaysia, that is aimed at setting up The Sail Melaka as an international financial centre and possibly a duty-free hub.

The first part of the MOA includes Sheng Tai International and KenTeam collaborating to open a Premium Outlet at The Sail Melaka as well as to apply for a duty-free status for The Sail Melaka Phase 2 (cultural square) as well as Phase 3 (the one million sq ft shopping mall).

The second part of the MOA consists of KenTeam partnering with Sheng Tai to market three towers of The Sail Melaka to their own investors and clientele. Measuring a total of 1.2 million sq ft, the three 61-storey towers will be transformed into an International Financial Centre, a Wellness Hub and an Information Technology Hub.

Plans are also in the works to join hands with some big brands from Europe and the US to come up with a wellness hotel concept to be operated under its Ames Hotel.

Not slowing down, Sheng Tai is raking in some RM40 million sales monthly from Hong Kong alone during the pre-pandemic times and has expanded to three offices during the pandemic.

Offices have also been set up in Shanghai (Sept 2019), Tokyo (May 2020) and Beijing (Oct 2020), enabling a sustainable cash flow generation although 95% of its sales now are closed without physical viewing. The staff strength of the group stands at 600 people.

A 'livelier' marketing strategy

Not one to throw in the towel easily and a believer of innovation, Leong does not just sell properties for the sake of selling them. While previously it could rely on property

tourism as a source of income, the way it does things have to change now.

She constantly looks for opportunities in different sectors of the market and integrates them to make the selling process "livelier". The developer believes that the "how" of creating value must take centre stage when you sell a property, which is what makes Sheng Tai different.

Leong has ventured into many different business segments, from property tourism to fashion, with the latest in the list being glove manufacturing. In June, Sheng Tai inked a MOA with KenTeam to offtake 110 production lines from the latter's glove hub.

"We promote the gloves to our overseas branches in Japan and Hong Kong and promote Malaysia as the largest supplier of gloves in the world. If we do not take part, it is a bit of a missed opportunity. Furthermore, our property in Melaka has a lot of stories to tell in terms of culture, food, tradition and much more.

"Before you sell a property, you need to let your buyers understand the place first. It is not just about the property and price, it also hinges on factors such as lifestyle, the historical significance, etc. Yes, the value goes up or down, but what are the factors driving them? This is how we join the dots," Leong elaborates.

"The key is to always promote the lifestyle aspect across our social media. The other day, we sold some Blackthorn durians to Hong Kong. Although the profit is not very high, it can be done. We also had calls from our Japan office asking if we can supply stem cells. We said, 'no problem, we will source them for you'.

"Slowly, we are moving to set up a digital store since we have so many products on hand already. We are supposed to sell properties but we are also trying to make it livelier for everyone since the borders are closed," Leong explains, stressing that her focus is still on property development.

"But you have to do it in a very different way which requires more creativity. The overseas investors still see a lot of potential in Malaysia. In Japan, you have earthquakes and the Covid-19 pandemic. In Malaysia, you only have the Covid-19 pandemic. In Hong Kong, everywhere is so congested, unlike here.

"We are educating our investors to not only listen to the negative news. What can you do after listening to the negative news? This pandemic is not going to last forever. The only thing was that the pandemic just suddenly showed up and no one was prepared for it. But this is just a phase, it will pass," she reiterates.

Leong highlights that the international travel restrictions have accelerated Sheng Tai's digital transformation.

"When the countries' borders are closed, communication with our investors and buyers is key. We need to keep our investors in the loop on what is happening here via social media platforms in real time. Even before the pandemic hit us, we have already been very active on social media," says Leong.

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AMES Hotel is part of the MetraSquare development.



PHOTOGRAPHS BY SHENG TAI INTERNATIONAL

PHOTOGRAPHS BY SHENG TAI INTERNATIONAL



Plans are also in the works to join hands with some big brands from Europe and the US to come up with a wellness hotel concept to be operated under its Ames Hotel.

Focusing on the positive

With so many projects in Melaka which have not quite made it yet, could Sheng Tai International's The Sail Melaka development succeed?

What is the underlying confidence for its chairman and founder Datuk Leong Sir Ley in pursuing this and what is the secret to sustaining Sheng Tai's cash flow in times like this?

Here is an excerpt of **EdgeProp.my's** interview with Leong (edited for clarity).

EdgeProp: How has the pandemic changed the way your team works?

Leong: We used to spend most of our time out of Malaysia in Hong Kong, Japan, Beijing and Shanghai where our overseas branches are, but of course, due to the pandemic, we are all at home [in Malaysia] now.

During this time, we zoom into promoting awareness about us (Sheng Tai) since we have more time now [here in Malaysia].

The overseas branches we have set up before the pandemic are still running and they are running independently at the moment.

My team and I used to work from our overseas offices every month, but with this pandemic, it shows that they can actually operate without me (chuckles). That is one good thing that has come out of the pandemic.

EdgeProp: How do you reach out to your market?

Leong: When the countries' borders are closed, communication with our investors and buyers is key. We need to keep our investors in the loop on what is happening here via social media platforms. It is not just about the Covid-19 cases or all the on-going negative news.

We want to educate our buyers and investors that Malaysia still has a lot of potential and there are still many good things to look forward to here. And this

information must be shared in real time so that we are all on the same page.

For instance, we have international brands such as IWG, Memorigin and FashionTV which have agreed to come into The Sail Melaka project even when the pandemic hit.

Hence, it is important for us to share with our investors news like this, so that they are aware that Malaysia is still moving on despite the current circumstances we are in.

We are also working with more than 30 local fashion designers and models at our MetraSquare commercial development, where we have a fashion gallery which showcases their products.

We are venturing into agriculture farming and getting investors to invest in durian farms, etc. We need to educate our investors on the durian fruit because it is a very strange fruit to them, and that is the fun part. The show still goes on.

EdgeProp: When did you begin your digital journey?

Leong: Even before the pandemic hit us, we were already very active on social media. We have our own creative team but we were not so strong at that time because we didn't focus 100% on it.

The creative team is very important when we work online, especially when the pandemic happens.

EdgeProp: You venture into a lot of different fields, from property development, to property tourism, agriculture farming, glove manufacturing, fashion, lifestyle and the list goes on. What is your core business?

Leong: Our main focus is still on the sale of our property development, but if you sell a property by just mere selling, it is a very dry process. We need to create value for the property that we are selling.

Our property situated in Melaka has a lot of stories to tell in terms of culture, food, tradition and much more.

Before you sell a property, you need to let your buyers understand the place first. It is not just about the property and price, it also hinges on factors such as lifestyle, the historical significance, etc.

Yes, the value goes up or down, but what are the factors driving them? This is how we join the dots.

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Bringing Melaka's story to life

EdgeProp: This is not the first big project planned in Melaka. Why do you think Sheng Tai will be successful?

Leong: If you look at Melaka Gateway for instance, investors were pouring in, but the one who didn't make it was the developer itself. This means that investors still see the potential in Melaka.

The people who have not made it are us (the developers), so it is up to us to want to make it or not. It is God-given to us already, so it is up to us to decide how we want to do it. Is it going to be focused on lifestyle, culture and food?

Last Thursday (July 22), we had a press conference to unveil our Maritime Cultural Tower, part of the ongoing development of the project The Sail Melaka, with an estimated gross development value of RM1 billion, which is slated to be completed in 2026.

If there is anyone who wants to open a three Michelin-star restaurant at our sky bar, let us join hands. If you want to be a Baba Nyonya wedding planner, come and join us.

It is a very unique culture which is not the same as anywhere else in the world. We are in talks with wedding planners in China where they can actually bring in the Chinese or Hongkongers to get married here.

We have our AMES Hotel which will complement this activity as well. Of course, we get questions like – with the number of cases so high, how will this happen? I believe that with the vaccination rates speeding up, this Covid-19 pandemic will be better controlled.

EdgeProp: You are targeting to attract about RM1 billion foreign direct investments from China for this tower. How is the response so far?

Leong: We are already getting some inquiries from China.

EdgeProp: How do you sustain your cash flow in times like this?

Leong: Our overseas offices play an important role in getting the sales figures. We are bringing in about RM50 million sales each month even during times like now, from Hong Kong and Japan. This is not including China yet.

The key is to always promote the lifestyle aspect across our social media. The other day, we sent some Blackthorn durians to Hong Kong. The profit is not very high but it can be done.

We also had calls from Japan asking if we can supply stem cells. We said, "no problem, we will source them for you". Slowly, we are moving to set up a digital store since we have so many products on hand already. We are supposed to sell properties but we are also trying to make it livelier for everyone since the borders are closed.

Even for our hotels, we are looking to join hands with some big brands from Europe and the US to come up with a wellness hotel concept. So when you come here, not only do you come here to relax but we have detox systems, detox programmes, stem cell programmes and immunity cell programmes. So even for those who have completed their vaccinations and want to boost their immunity, they can do that here.

We have also opened up MetraSquare Hotel as a quarantine centre which is a source of income for us.

With our venture into glove manufacturing, we promote the gloves to our overseas branches in Japan and Hong Kong and promote Malaysia as the largest supplier of gloves in the world. If we do not take part, it is a bit of a missed opportunity.

As the pandemic comes, I am embracing it. Instead of complaining about it, we embrace it. We solve each problem step by step, and pray that we come out a winner.

EdgeProp: Have you said no to any ventures?

Leong: For me, I want to do something honestly. I want to

live my life, earn honest money and not have to lose sleep over it. I don't mind hard work, as long as it is an honest way of doing things.

EdgeProp: You come across as a very positive person. Has it always been this way?

Leong: I think this career of mine has blended me into this personality. I am a very happy-going person. Of course, there are [good and] bad times, but I would say, like a glass of water, you can say it is either half filled or half empty.

The fact is, there is no right or wrong during this pandemic, it is just how you look at it. Sustainability is important for us; a reset is needed no matter how big or small the company is.

Support from local authorities

EdgeProp: Do you face any challenges in promoting Melaka to overseas investors?

Leong: The local authorities have been very supportive; the Chief Minister and Governor attended some of our signing events to show their support.

For instance, when we signed our landmark agreement with IWG, the Yang di-Pertua Negeri Melaka Tun Seri Setia Mohd Ali Rustam was present to witness the signing ceremony.

As long as we are bringing in good things to Melaka, the local authorities will embrace us also.

EdgeProp: What is your take on property development in Malaysia?

Leong: I still want to and still can focus on property development. I think it can be done. But you have to do it in a very different way which requires more creativity, unlike the conventional way of "I'm selling this, come and buy".

The overseas investors still see a lot of potential in Malaysia. In Japan, you have earthquakes and the Covid-19 pandemic. In Malaysia, you only have the Covid-19 pandemic. In Hong Kong, everywhere is so congested, unlike here.

We are educating our investors to not only listen to the negative news. What can you do after listening to the negative news?

This pandemic is not going to last forever. The only thing was that the pandemic just suddenly showed up and no one was prepared for it. But this is just a phase, it will pass. 📧

PHOTOGRAPHS BY SHENG TAI INTERNATIONAL



Sheng Tai International and KenTeam collaborated to open a Premium Outlet at The Sail Melaka as well as to apply for a duty-free status for The Sail Melaka Phase 2 (cultural square) and Phase 3 (the one million sq ft shopping mall).



Waterproofing for common properties

I am a member of a Joint Management Body (JMB), and we are currently discussing water proofing issues for common areas.

Q

My questions are:

1. What are the common types of re-waterproofing available?
2. What is the estimated cost for a concrete flat roof and a swimming pool?



Common property areas that suffer inter-floor leakage and seepage are usually observed at these locations:

- a** Common property affecting a private parcel (including accessory parcel), e.g., the flat roof affecting a penthouse owner
- b** A private parcel affecting common property e.g., bathroom inter-floor leakage affecting lobby areas and external walls
- c** Common property affecting accessory parcels e.g., open decks, landscaped areas, driveways and swimming pools affecting car-parking bays below
- d** Within common property – e.g., seepage in M&E (mechanical and electrical) rooms such as lift pits, lift motor rooms, electrical risers, switch rooms, gen-set room and pump rooms; and common facilities such as gyms and management office

The biggest challenge faced by a JMB is in the timely and accurate identification of all observable locations of inter-floor leakage and water seepage within the defect liability period (DLP) of 24 months. To do this, the JMB must be able to gain physical access to all parts of the property safely with references to as-built drawings and documentations, specifications, and details of the property. Quite often, the locations with known leaks are out of reach or located in hard-to-reach places.

These tasks are invariably carried out by dedicated members of the JMB, by a professional property manager or in some cases, by independent property inspection professionals.

New properties may still be undergoing defect rectifications, rendering it quite difficult in differentiating and identifying the locations and root causes of any leakage and seepage. It is not uncommon for “repairs” carried out during this time to be required soon after the DLP or warranty period.

Older properties may have undergone several “botched” attempts at “value-for-money” quick-fix repairs that do little to address these issues properly and permanently. Most of these repairs are done cosmetically without correctly identifying the nature and root cause in the first place. Awarding such work-orders is akin to burning money and should be avoided.

It is a common industry method to use polyurethane grouting (PU foam injection-method) to carry out inter-floor leakage repairs. The waterproofing industry

prefers this “negative side” method of leak repairs as it is much cheaper and easier to undertake. The “success” of PU injection grouting depends heavily on the concrete’s condition (presence of cracks, honeycombing, voids, etc.), specifications, methodology, workmanship standards and supervision. It is quite common for leaks to recur repeatedly when PU foam repairs are used.

Unless the extent of inter-floor leakage is very minimal, Architect Centre prescribes all waterproofing repairs to be carried out from the “positive side” by removal of all finishes and exposing the bare concrete as part of a comprehensive methodology for re-waterproofing works.

Concrete flat roofs and open decks suffer similar issues with inter-floor leakage – mostly arising from lack of adequate gradient and drainage. Stagnant rainwater will cause algae bloom which will invariably result in clogging of rainwater gutters and outlets, thus exacerbating an already poor condition. Most concrete roofing is not easily accessible, making it difficult and unsafe to inspect and maintain regularly. On top of that, standing water breeds mosquitoes.

Water leaks emanating from water retaining structures such as water tanks, swimming pools, ponds, and planter boxes require greater attention to detail over the condition of concrete and steel reinforcements. Long term unattended leakage (especially in saltwater swimming pools or water containing chlorides) may have caused concrete spalling which would require structural repairs and improved waterproofing specifications.

The cost comparison between positive- and negative-sided repairs is significant. However, the cost benefit analysis should be considered by the JMB including taking into consideration structural repairs, obstructions, relocation of services, pond testing, and reinstatement of finishes after the re-waterproofing has been done.

Costs estimates should be obtained only after a building condition inspection and advisory report have been carried out to identify the root cause of water seepage. As the costs may vary significantly due to prevailing site conditions, a thorough understanding of condition is necessary to determine the suitable type and specifications of waterproofing, associated drainage and gradient; and if any structural repairs or relocation of services are required.

In short, there is no cheap and easy fix for a proper long-term rectification.

Do not waste effort, money and expectations in peanuts for monkeys’ remedies. 🐒



ANTHONY LEE TEE

Architect Centre trainer and consultant; one of the judges of EdgeProp Malaysia’s Best Managed & Sustainable Property Awards



If you have any questions regarding property management, please email editor@edgeprop.my. Questions will be answered at the discretion of the editor and the respective experts.

Disclaimer: The answers are only proposed solutions by the expert based on the limited information given in the questions.



RE-WATERPROOFING – an investment for property value growth

Completed Project at 1 Mont Kiara.

Wall cracks, mould and rust in a building are more than just an eyesore. They are symptoms of a sick building caused by water damage. Left unattended, the water will penetrate into the building and cause severe damages that may be irreversible.

The first water leaking point is from the rooftop, especially when it is flat and made of concrete, where the chance of water ponding and seepage is higher. Therefore, the design of the drainage system of a building's rooftop is crucial in preventing water leaking.

However, re-waterproofing of the rooftop and all other parts of the building structure from time to time is equally important. Like how vitamins fortify your health, regular maintenance and proper re-waterproofing strengthens the sustainability of a building. This measure helps to ensure hassle-free maintenance work in the long run.

Besides avoiding water seepage, re-waterproofing is important to extend the lifespan and enhance the appearance of a building. Thus, just like how spending on nutritional food to ensure the body's well-being, re-waterproofing is a vital investment in safeguarding the value of your property.

Protecting your building inside and outside

Nippon Paint's waterproofing solutions are backed by industry market research and technology, having worked with its counterparts in China, driving innovative solutions for various surfaces. Nippon Paint has contributed to various projects and iconic landmarks across the globe including the Hong Kong-Zhuhai-Macau Bridge, the Beijing-Shanghai high-speed train, the Shanghai Tower and the Three Gorges Dam.

As the professional total coating solutions provider,

Nippon Paint's research and development team has come up with a series of re-waterproofing products such as Nippon SM PVC PP1500, Nippon SM BITUMEN M4000 and Nippon LM PUSIL to stop water from seeping through interior and exterior areas of the building.

Wide range of solutions for different needs

If you are looking for an environmental friendly cool roof design, Nippon SM PVC PP1500 will be one of the ideal selection choice. It is a green label certified, polyester reinforced polyvinyl chloride (PVC), UV resistance single-ply sheet membrane, that is specially designed for all kind of exposed flat roofing and detailing projects.

Meanwhile, if you are seeking outdoor coating, especially on top of an existing reinforced concrete (RC) roof, Nippon SM Bitumen M4000 has been made for this purpose. It is an atactic polypropylene (APP) modified bitumen waterproofing membrane that is reinforced with non-woven polyester felt. Surfaced with reflective natural colour slates, it doesn't just provide weather protection against UV and mechanical protection against light foot traffic, but also offers an aesthetic surface.

Nippon SM Bitumen M4000 is highly resistant against water, vapour pressure, high heat and puncture resistance. Its excellent mechanical strength, elasticity and durability provide an economical efficient waterproofing solution to RC flat roof.

For interior and exterior waterproofing applications on other parts of the building such as wall and those above ground areas, new and old RC flat roofs, metal roof terraces, balconies and walkways, the Nippon LM PUSIL is a great choice. Its rapid moisture cure with surrounding environment to form elastomeric seamless waterproof membrane, which offers excellent waterproofing

performance with high resistance to both positive and negative water pressure.

Nippon LM PUSIL is also free from solvents and isocyanate, non-hazardous and extremely low volatile organic compounds (VOC). Another advantage is that it can be applied at various substrates and under practically any conditions such as cold days and on damp surfaces.

Certainly, our buildings should not be left to counter the harsh elements of nature or undetected defects of water leakage, without being armed with the right protection. After all, they most likely cost a lifetime's savings and house your lives and your loved ones. Hence, it is crucial to begin maintaining and improving its condition from time to time through quality re-waterproofing to safeguard your investment.

Our Work

Nippon Paint has led various waterproofing projects such as - Amber Court, Genting Highlands - Gleneagles Hospital, Penang - Saujana Golf & Country Club, Selangor - DBKL Office & Depot at Jalan Yaacob Latif, Cheras - Pavilion Elite and Residensi Rampai II, Kuala Lumpur and more.



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Time to invest in KL prime property?

●Text **Rachel Chew**

Investing in luxury properties is like starting a business – it's a commitment you say yes to only after careful calculations. And current buyers' market conditions seem to lean towards a "buy now" proposition. The interest rates are favourable, the choices are wide ranging, prices are undergoing correction, and even with much room for negotiations. It is indeed very alluring for investors looking at expanding their property portfolios.

According to EdgeProp Research, the average transacted price for Kuala Lumpur prime property stood at RM1,024 psf in 2020, a slip of 5.44% from RM1,083 recorded in 2019. The price point recorded in 2020 was also the lowest in the past five years. (See graph "KL prime property transaction price and volume".)

So, is this the right time to pick up the premium premises you have been eyeing?

To get some on-the-ground feel, EdgeProp.my speaks to some property consultants and real estate agents. While anticipating the price correction to continue, making these prime properties even more attractive to those who can afford it, they are confident of the future price appreciation of these properties once the market recovers.

While that may be so, no one could profess to have a crystal ball on property investment although real estate has been proven to be a wealth creator in the long term. As always, investors need to be discerning and do their research before making any decisions.

Below are what some property consultants

and agents have to say.

Zerin Properties Sdn Bhd real estate agent Hans Fernandez tells EdgeProp.my that the current price trend of the prime residential market is now at the end of the trough of a business cycle and ready for the next upturn.

He recalls that the prime residential market was at its market peak in 2014 and stayed at the high level for a few years before seeing a price correction in 2017.

In more recent years, the prime residential market saw increasing demand in 2019 with a significant number of concluded transactions. However, the momentum was offset in 2020 when the Covid-19 pandemic hit Malaysia and global markets, he adds.

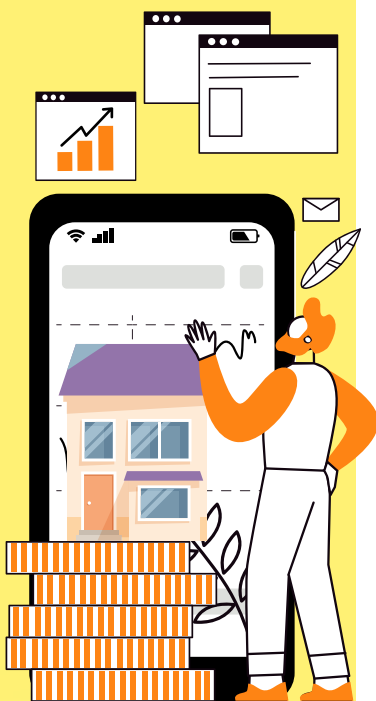
Malaysia has been through numerous movement control orders (MCOs) since March 2020 as part of the government's measures to curb the infectious coronavirus.

While these restrictions are expected to affect the country's economy, including the property market, Knight Frank Malaysia's executive director of research and consultancy Judy Ong notes that the government has rolled out a series of stimulus plans to support the country's economy. (Read "Limited impact from lockdown" on Page 16.)

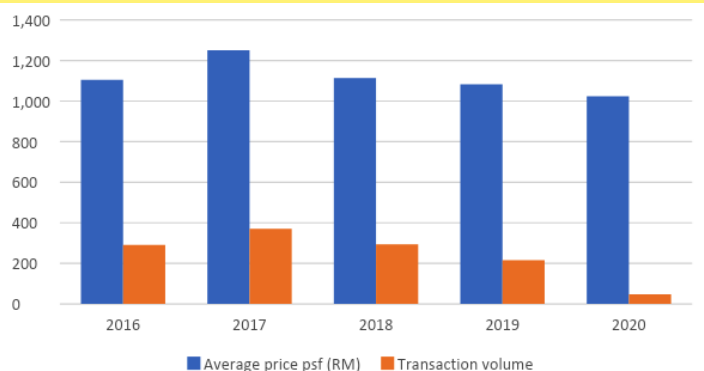
Upscale real estate beckoning buyers

Fernandez observes that the buying interest for luxury properties in the country's prime locations have not been put off by the pandemic. In fact, many buyers are seeing opportunities amid

Continues **NEXT PAGE** →



KL prime property transaction price and volume



SOURCE: EdgeProp Research



“

Many high-net-worth investors have been looking for larger spaces with more greens and to upgrade to luxury homes.”

— Fernandez



“

Though the overall supply is slightly more than demand now, I don't see many fire sales yet.”

— Chong



← From **PREVIOUS PAGE**

the pandemic times and looking to accumulate quality assets.

“In addition to people grounded by travel bans and the onset of the pandemic, many high-net-worth investors have been looking for larger spaces with more greens and to upgrade to luxury homes,” says Fernandez, who specialises in residential and commercial investments.

Concurring with Fernandez, Maxland Real Estate Agency real estate negotiator CK Chong, who specialises in KL prime properties, estimates there has been an overall 20% drop in prime property prices since the Covid-19 outbreak.

“It is not a good time to sell, but it is a good time to buy,” he says, adding that some prime residential properties are seeing significant price drops.

However, he notes some prices are still holding up well. “Though the overall supply is slightly more than demand now, I don't see many fire sales yet. The prime property market in KL is fairly stable.”

On the rental market, Chong says that most property owners would rather offer rental discounts or agree to shorter tenancy agreements rather than let go of their properties at less favourable prices.

Nevertheless, he notes that property owners are now more realistic in their asking prices, so it is a good time for interested buyers to negotiate for good deals. Having said so, Chong does not anticipate a steep price drop even if the lockdown is extended, as current prices are reflecting the fundamental values of these luxury properties. ([Read “KL prime property remains attractive” on Page 17.](#))

Meanwhile, a senior negotiator of Arden Estates Sdn Bhd, Eugene Pang, sees some foreign owners are looking to dispose of their investment properties due to the closure of international borders.

“Many of them have purchased the properties as their holiday homes, and when they are not staying there, the units are rented out under Airbnb. With the international border remaining closed with no knowing when it is safe to travel again, many of them are looking at selling their units, but at reasonable prices,” he says.

Buyers and tenants spoilt for choice

Knight Frank Malaysia's latest market report, which was released on July 19, said the increasing number of new supply into the market in the second half of the year will further give pressure to the prime properties in the secondary market and its rental market as tenants are now spoilt for choice.

The report showed that the asking rents for selected schemes monitored in KL City, Ampang Hilir/U-Thant and Bangsar declined marginally. However, in the localities of Damansara Heights and Mont' Kiara, the asking rentals remained in the positive territory.

According to Knight Frank Malaysia's Real Estate Highlights Research 1H2021, some 1,777 high-end condominiums/residences of six projects in KL have been added into the market. These projects are AIRA Residence (169 units), Ascott Star KLCC (272 units), Eaton Residences (632 units), The Estate South Bangsar (328 units), ViiA Residence (326 units) and 18 Madge (50 units).

Meanwhile, another eleven projects, scheduled for completion by 2H2021, will collectively contribute some 6,979 units to KL's cumulative high-end residential stock. These projects include 10 Stonor,

The Manor, Lucentia Residences @ Bukit Bintang City Centre, The Colony by Infinitum, The Luxe by Infinitum, Novo Ampang, Sentral Suites, Met 1 Residences @ KL Metropolis, Senada Residence @ KLGCC Resort, Savio @ Riana Dutamas and Phase 1 of The Era @ Duta North.

The report also highlighted that Malaysia has relaxed its entry ban on certain categories of expatriates and their dependents as well as professional visit pass holders since Sept 21, 2020. This might bring back some expats from overseas to absorb this supply.

A temporary blip

Another factor that is expected to support the country's economic recovery and spur the growth of the property market is the progressive national inoculation rate.

As of July 28, 2021, 39.3% of people in Malaysia have been vaccinated against Covid-19. The deputy prime minister Datuk Seri Ismail Sabri Yaakob announced on July 14 that the Klang Valley will move into Phase Two of the National Recovery Plan in early August, which will see the country's economic activities gradually open up.

Hence, Fernandez from Zerin Properties opines that the current extended lockdown is just a temporary blip in the market.

“As of today [mid-July], the high-net-worth investors are still actively looking for properties. Assuming a much larger percentage of the population is vaccinated in the next few months, the demand should return to pre-MCO 3.0 levels and increase thereon,” he explains.

While concurring there are still uncertainties in Malaysia's economy and property market, he stresses that KL prime property prices are lower than most Asian cities and haven't seen much movement for the past 18 months.

“The affordability factor of property purchases, relaxed government regulations allowing foreign ownerships, cheap cost of living, vast multi-cultural environment, and excellent quality education for children and healthcare have all been drawcards for foreign investors in the past and will be for the future,” Fernandez shares.

Continues **NEXT PAGE** →



PHOTOGRAPHS BY LOW YEN YENG | EdgeProp.my

Limited impact from lockdown



“The short-term outlook for KL’s prime residential property market remains subdued with windows of opportunities in the medium to longer term.”
— Ong

While the ongoing Full Movement Control Order (MCO) which started on June 1, 2021 is expected to negatively impact Kuala Lumpur’s prime residential property market, Knight Frank Malaysia’s executive director of Research & Consultancy Judy Ong believes the impact will not be significant.

“One reason is the earlier six-month blanket loan moratorium during MCO 1.0 was extended to targeted groups which were still impacted by the pandemic. The current low-interest rate environment also provides some financial relief. Thus, fire sales may be limited to date, although the prolonged period of lockdown has heightened downside risks,” she says.

While the economy is getting more difficult with more businesses closing down and unemployment rate rising, Ong believes that the newly implemented six-month loan moratorium (available to all borrowers who apply) and the latest PEMULIH stimulus package involving a fiscal injection of RM10 billion and is worth RM150 billion will provide a breather to people impacted by the pandemic.

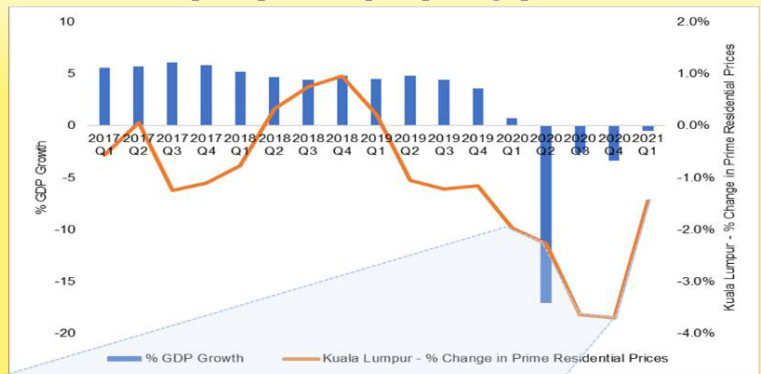
Another market-supporting factor is the ongoing national immunisation programme which started in February this year. Ong believes it will be the key to the reopening of the economy moving forward.

“The short-term outlook for KL’s prime residential property market remains subdued with windows of opportunities in the medium to longer term backed by the right product positioning and various property-related incentives or initiatives.

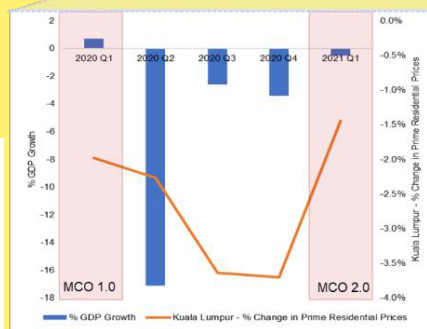
“The ongoing mega developments with mixed-use complementary components such as Tun Razak Exchange (TRX), Bukit Bintang City Centre (BBCC) and Merdeka 118 will boost economic activities when completed in phases. These developments will alter the skyline of KL and bring the capital city into the radar of investors,” Ong points out.

Continues **NEXT PAGE** →

Kuala Lumpur prime property prices



SOURCE: KNIGHT FRANK MALAYSIA



Average prices of selected high-end condominiums/serviced apartments – 2H2020 and 1H2021

Locality	2H2020 (RM psf)	1H2021 (RM psf)
KLCC	1,005–1,056	1,000–1,040
Ampang Hilir/U-Thant	720–760	720–750
Bangsar	890–1,040	800–1,040
Damansara Heights	760–900	820–940
Kenny Hills	710–730	690–710
Mont’Kiara	580–730	580–730
Overall	780–870	770–870

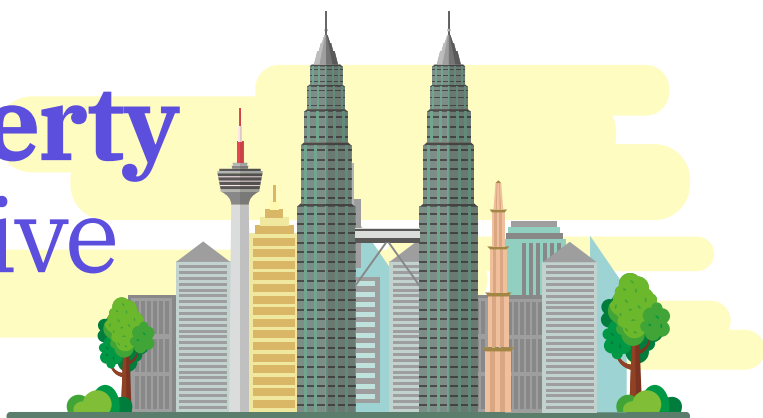
SOURCE: VALUATION AND PROPERTY SERVICES DEPARTMENT (JPPH) AND KNIGHT FRANK RESEARCH

Average asking rentals of selected high-end condominiums/serviced apartments – 2H2020 and 1H2021

Locality	2H2020 (RM psf)	1H2021 (RM psf)
KLCC	2.20–5.00	2.00–5.00
Ampang Hilir/U-Thant	1.80–3.00	1.80–2.90
Bangsar	2.30–4.00	2.30–3.80
Damansara Heights	2.00–4.20	2.20–4.20
Mont’Kiara	2.00–3.50	2.00–3.80

SOURCE: VALUATION AND PROPERTY SERVICES DEPARTMENT (JPPH) AND KNIGHT FRANK RESEARCH

KL prime property remains attractive



“

Even during international border closure times, foreigners have continued to send in property buying or renting requests.”

— Phang

The most expensive prime residential properties in KLCC (2016–2020)

Projects	Average transacted price psf (RM)	Average transacted price (RM million)	Transaction volume
Four Seasons Place	2,803	4.91	5
The Ruma	2,574	1.70	8
Vortex Suites	2,573	1.22	48
The Binjai on the Park	2,090	5.71	8
Banyan Tree	2,021	3.06	60

SOURCE: EdgeProp Research

Maxland Real Estate Agency senior negotiator CK Chong highlights that the Kuala Lumpur prime property market is full of potential because Malaysia is strategically located in South East Asia and KL is the capital city.

“Malaysia is well known as a retirement destination due to its modern city, nice weather, good international support, affordable cost of living and plenty of business opportunities. Many foreigners like it here because it is one of the few countries in Asia that have a good balance of work and life. Furthermore, our property is inexpensive in comparison with other Asian cities like Hong Kong, Tokyo and even Bangkok,” Chong notes.

Sharing the same view, Arden Estates Sdn Bhd senior negotiator Eugene Pang adds that even during international border closure times, foreigners have continued to send in property buying or renting requests.

“KL is a foreigner-friendly city. Most foreigners find it easy to live and work in KL as they do not face the language barrier and the weather is comfortable. Currently, KLCC prime property provides an average rental ROI (return of investment) of 3% to 4%. It is not a lot but it is very stable,” Pang shares.

He also doesn't expect the current pandemic to further dampen the KL prime property prices due to limited supply as KLCC is running out of development land.

“KLCC is the heart of the country, and land will not give birth to another land. The land price never goes down and developers are always on the lookout to buy one even though it is expensive. Therefore, we can foresee that the property prices (in KLCC) will go up despite the challenging environment right now,” Pang notes. **E**



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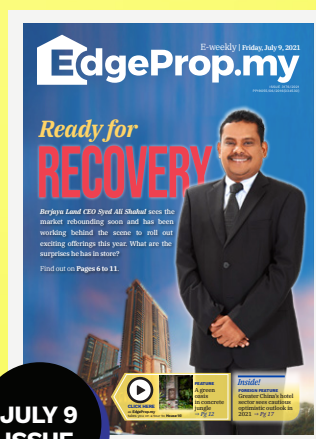


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With
**Dr Foo Chee Hung and
Ar. Tan Yu Hoe**

“Many common features of terrace houses still inherit the design concept prevalent in the 20th century, which, to a certain extent, is rarely suited to the current modern lifestyles, and is often criticised for its poor ventilation, lighting, and thermal comfort that could degrade its liveability.”



Redesigning terraced houses for better comfort, liveability and sustainability

Housing and lifestyle are inextricably linked. As lifestyles change, so do the types of housing that become available. Realising that the modern form of living greatly emphasises how homes can respond to occupiers' needs for comfort, socialising, and recreation; more and more housing products are being tailored towards the creation of a vibrant, liveable and sustainable living environment.

This is particularly obvious in newly launched vertical residences, where a variety of design solutions and innovative concepts are being applied to meet the modern home lifestyle expectations of individuals as well as communities.

However, in contrast to high-rise properties that have gone through drastic changes in terms of design, layout and concept; terraced houses – being the most preferred housing type for Malaysians – still reflect the conventional habitation of a house.

Many common features of terraced houses still inherit the design concept prevalent in the 20th century, which, to a certain extent, is rarely suited to the current modern lifestyles, and is often criticised for its poor ventilation, lighting, and thermal comfort that could degrade its liveability.

Since the development of terraced houses is driven by the economy of scale, and is mainly based on the efficient use of land and setbacks, the resulting narrow and deep floor plan tends to hinder daylight penetration. Coupled with the “boxy” design aimed to fit the use of air-conditioners or to so-called “protect” dwellers' privacy, daylight quality in the inner space is considerably low.

Besides, a limited fenestration at the front and rear facades results in small window-to-floor ratio openings, leading to a very constrained allowance for natural ventilation. This further causes a low air change rate that contributes to the poor indoor air quality and thermal comfort.

Rethinking usage of back lane

Moreover, the constricted spatial planning in terraced housing – where each dwelling unit is within the defined boundary along the rigid lines of the gridiron layout – not only discourages the interaction between neighbours, but also leaves residents with no access to private green open spaces outside their immediate houses. The only green space allocated at the front is normally paved and converted to a needed car porch.

Similarly, the contained and relatively small backyard is either abandoned due to security reasons or sacrificed to give way for a kitchen extension. Thus, residents of terraced housing end up restricted within the defined boundaries of their own fenced units. Eventually, the concept of com-

munity living, which used to mark Asian societies, has given way to individualistic lifestyles.

Meanwhile, the back lane – which is the narrow road separating two rows of houses – could have functioned as an extra socio-spatial area for neighbourhood fostering and family bonding ties, but in reality, it always turns out to be a wasteful common area ignored by residents.

Due to concerns on security as well as for the ease of maintenance, the back lane is mostly kept empty and bare. With no aesthetic elements added to enhance its attractiveness, coupled with minimal care from residents themselves, the back lane is portrayed as an annoying, dirty, disgusting, and unhealthy alley, which could give rise to issues like crime, hygiene and disease. This further strips its potential function as an area for social gatherings.

Introducing the flexi-zone

The major design dilemma found in terraced houses today is that the layout tends to be divided into smaller “rooms” with specific purposes, which is definitely far off the 21st century demand for an open plan that can accommodate dynamic changes.

Most importantly, once the front and rear orientations of the building are determined, the overall function of the interior spaces is fixed. Very little room is left to cater for a more flexible arrangement that can meet the dwellers' contemporary and future needs.

For example, the typical layout of a terraced house usually comprises a “front room” as a living area kept separately for receiving guests; a “middle room” featuring a dining area and a space for a stairwell; and a “back room” intended as a kitchen, storage, or bathroom tucked away out of sight.

Clearly, this layout results in a “middle room” that suffers from a lack of natural light and poor air movement, not to mention a great reduction of sense of space due to the stairwell that separates both the living and dining area. Since the “back room” has been designated as a kitchen, storage, or bathroom that involve fewer occupancy hours and daily activities, windows and doors at the rear building are normally kept closed for the sake of security. This further leads to poor ventilation and daylighting of the interior spaces.

One should realise that the positioning of the staircase, kitchen, and bathroom is an important decision that would define the following phases of a housing design configuration, as these are inflexible elements which once placed, can hardly be removed.

The comfort, liveability, and sustainability of terraced housing can be enhanced greatly if there is

Continues **NEXT PAGE** →

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a right allocation of space for these inflexible elements in the housing design. By allocating and aligning these inflexible elements into a distinct “service zone”, a larger, independent, and dynamic open-plan is created. This “flexi zone” not only provides flexibility to occupants to make changes to their living spaces with minimal costs and less destructive alterations; but also ensures an unblocked sense of space, air, and light across the entire floor (Figure 1).

Most importantly, such a division creates an effective layout configuration where all essential services are centralised and tucked at one side, making it convenient and efficient for plumbing and piping services. The overall construction efficiency of the building is also increased, in case the industrialised building system (IBS) is adopted.

Unlike other typical terraced housing products with definitive front-rear orientations, the proposed one is basically dual-fold – a double frontage house – where living and dining can be flexibly positioned either facing the car porch or rear garden which indirectly promotes more comfortable outdoor dining.

More flexibility needed

In contrast to functionalism – the principle that buildings should be designed based solely on the purpose and function of the building – flexible usage is the credo of the proposed layout. Simply by using sliding doors or drywall partitions, and with easy carpentry works, the longitudinal “flexi zone” can be configured into various plans to cater for a variety of purposes over time, be it the changes of household demography or the residents’ changing lifestyles.

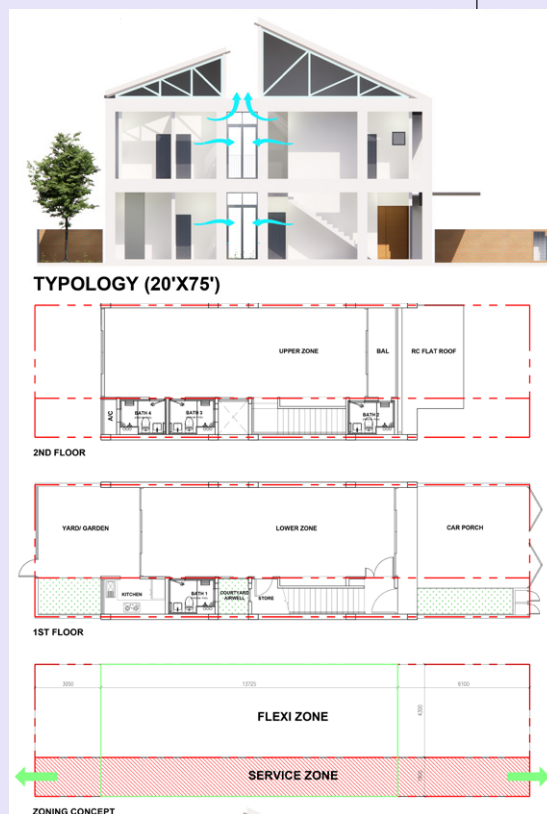


Figure 1: Layout and configuration of the proposed terraced house design

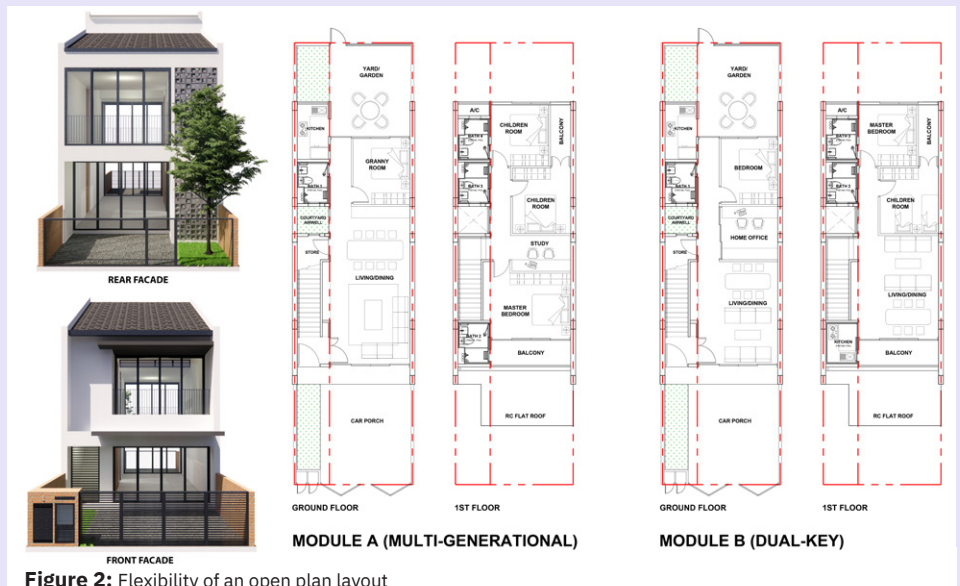


Figure 2: Flexibility of an open plan layout

Starting from a conventional family-oriented home that comprises a dining room, a living room, a study room at the ground floor and three bedrooms upstairs, it is possible to divide the same housing unit into a multi-generational suite when the family members are growing (Figure 2). The list of possibilities goes on.

With this staircase disposition, the house can feature two entry doors, which can be used as an independent entrance to access the upper floor. This becomes a rather flexible solution, as the double-storey terraced house can be transformed into a dual-key housing unit – two separated three-bedroom units – by changing a bathroom pod into a kitchen pod upstairs and by converting the front bedroom into a living room (Figure 2).

Alternatively, it can even be converted into a “work-from-home” station, featuring an “enclosed studio residence” upstairs and a “home office” downstairs. Such an arrangement not only enables the owner to stay fully focused while working, but also allows the owner to enjoy his or her own privacy at the same time, as it provides a separate space to meet clients and colleagues without entering the main home.

Internal courtyard promotes airflow

Another feature of the proposed design is the introduction of an internal courtyard, serving as a microclimate modifier to mitigate high temperatures, channel breezes, and adjust the degree of humidity. By positioning the courtyard in the middle of the longitudinal layout, an internal open porch exposed to the sky is created, which not only acts as a source of airflow thermal comfort to the residence, but also functions as a natural solar chimney that craves daylight.

When people are not allowed to freely mingle around outdoor spaces (during the lockdown), how their compact homes can be made more

outdoors is of crucial importance. The internal courtyard can become an active zone for exercising or for various activities within confined spaces.

With the presence of natural elements within the courtyard, significant environment benefits can be further harnessed to support a healthy lifestyle. This air well courtyard can also serve as an accessible-ready element where a platform lift can be installed easily for aging or handicapped family members in the future, if any.

In this proposed design, the provision of a sizeable backyard creates an additional socialising space at the back of the house, which is flooded with natural light. This space can be used as a semi-outdoor convivial family area everyone desires.

As for the kitchen, by positioning it next to this multi-functional semi-outdoor space, a large and open kitchen that connects living and dining, topping most homeowners’ wish lists, is formed. This overcomes the problem of small, confined, and poky kitchens requiring extensions in most terraced houses.

To further add value to this backyard, the back lane that is directly attached to it can be livened up with a well-designed landscape. Since the back lane is open and unfenced, private spaces (each individual backyard) are undefined and merge with the public spaces. This setup can definitely facilitate leisure and recreational activities, improve the health of its users with therapeutic effects, as well as foster community interaction.

Most importantly, the setting for outdoor recreational pursuits for urban residents can provide enjoyment especially to the elderly, handicapped, and the children who are more dependent on near-home recreational spaces. This is most relevant for terraced housing as it can provide a comfort, clean, and safe private escape for the occupants to move more freely than inside the building.

Thus, a terraced house is redefined. 🏡

Dr Foo Chee Hung is MKH Bhd manager of product research and development and **Ar. Jerry Tan Yu Hoe** is the Principal of YHDA/Yuhoe Design Architect.



RM550,000

Impiana Residence, Nilai, Negeri Sembilan

Type: Cluster house **Tenure:** Freehold
Built-up: 2,300 sq ft **Land size:** 2,277 sq ft
Bedroom: 4 **Bathroom:** 3

Siti Hawa **PRO** (REN 33683)
RESCOM REALTY (VE (3) 0244)
☎ +6012 290 6169



RM3,000/mth

N'Dira @ 16 Sierra, Puchong South, Selangor

Type: Townhouse **Tenure:** Leasehold
Built-up: 2,583 sq ft
Bedroom: 4 **Bathroom:** 4

Jeremy Ng **PRO** (REN 45569)
REAPFIELD PROPERTIES (PUCHONG) SDN BHD
(E (1) 0452/8) ☎ +6016 810 0782



RM700,000

The Robertson @ Bukit Bintang, Pudu, Kuala Lumpur

Type: Condominium **Tenure:** Freehold
Built-up: 538 sq ft
Bedroom: 1 **Bathroom:** 1

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

Done Deal

Sold for

RM1.55 million *(RM403 psf against psd area)*

Double-storey terraced house at Lagenda 1, Bukit Jelutong, Selangor



Concluded by: Winnie Su **PRO** (REN 00355)
Tech Realtors Properties Sdn Bhd (+6017 298 1800)
When: May 2021

Noteworthy

- Freehold
- Semi-furnished
- Built-up: 3,600 sq ft;
Land size: 3,843 sq ft
- Six bedrooms, seven bathrooms
- Amenities: Tengku Ampuan Jemaah Royal Mosque and F&B outlets nearby
- Facilities: 1km jogging track, children's playground, 24-hour security



Developed by Guthrie Property Development Holding Sdn Bhd in 2006, Lagenda 1 is situated in Bukit Jelutong's Jalan Teratak, Selangor.

Concluded by Winnie Su of Tech Realtors Properties Sdn Bhd, she stated that the buyer had been renting a unit within Lagenda 1 before purchasing a unit within the precinct.

"At first, they were just renting here to test the water of the environment. Then, they grew fond of the surrounding environment and decided they wanted to continue staying here. So they proceeded to look for another unit," Su explained.

Su added that the unit chosen by the buyer is special due to the angular design and its position where the backyard of the house is not facing another house, which gives them full privacy while also enjoying a much wider outdoor space.

According to **EdgeProp Research**, 54 terraced units in Bukit Jelutong were sold in 2019 with an average price of RM968,739 or RM401 psf. In 2020, an average transaction price of RM880,800 or RM418 psf was recorded for 40 units.

As of early July 2021, 345 units were listed for sale in EdgeProp.my with an average asking price of RM1,299,253 or RM430 psf while nine units were listed for rental with an average asking monthly rate of RM2,722 or RM0.80 psf.



RM3,034,300

Country Heights, Kajang, Selangor

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

Emily Yap **PRO** (REN 22792)

REAPFIELD PROPERTIES (HQ) SDN BHD (E(1) 0452)
☎ +6017 887 8893



RM12,000/mth

Pavilion Hilltop, Mont'Kiara, Kuala Lumpur

Type: Condominium **Tenure:** Freehold
Built-up: 2,767 sq ft
Bedroom: 4 **Bathroom:** 6

Pink Goh **PRO** (REN 35157)
REAPFIELD PROPERTIES (HQ) SDN BHD (E (1) 0452)
☎ +6011 3688 7782



RM2,950,000

Taynton View, Cheras, Kuala Lumpur

Type: Bungalow **Tenure:** Freehold
Built-up: 9,000 sq ft **Land size:** 7,000 sq ft
Bedroom: 7 **Bathroom:** 6

Michelle Yeap **PRO** (REN 15000)
REAPFIELD PROPERTIES (HQ) SDN BHD (E(1)0452)
☎ +6012 288 8483



RM2,880,000

Taming Mutiara, 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 **PRO** (REN 22471)
REAPFIELD PROPERTIES (HQ) SDN BHD (E (1) 0452)
+6012 337 7292



RM5,000,000

Prewar Heritage, Georgetown, Penang

Type: Shop house **Tenure:** Freehold
Built-up: 4,500 sq ft **Land size:** 2,458 sq ft

Serena Tan **PRO** (REN 22794)
PG PROPERTY ANGEL (E (3) 1601)
+6016 496 7718



RM5,300,000

Tropicana, Petaling Jaya, Selangor

Type: Bungalow **Tenure:** N.A
Built-up: 5,000 sq ft **Land size:** 11,431 sq ft
Bedroom: 4 **Bathroom:** 4

Sharon Foo **PRO** (REN 04594)
REAPFIELD PROPERTIES (HQ) SDN BHD (E (1) 0452)
+6012 317 2557

Done Deal

Sold for

RM6,302,980 (RM890 psf)

Office unit at UOA Business Park, Shah Alam, Selangor



Concluded by: Victor Lim **PRO** (REN 09135)
PropNex Realty Sdn Bhd (+6019 280 2788)
When: March 2021

Noteworthy

- Freehold
- Built-up: 7,082 sq ft
- Unfurnished
- Grade A office building
- Accessible via Federal Highway and near to Jalan Lapangan Terbang Subang and New Pantai Expressway
- Direct access to Subang Jaya LRT/ KTM station via link bridge



Developed by UOA Group, the UOA Business Park comprises nine blocks of Grade A offices (14 to 16 storeys) and a row of retail shops fronting the Federal Highway.

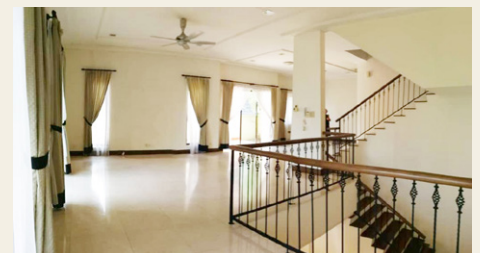
In addition to the strategic location, the commercial blocks are connected to the Subang Jaya KTM and Light Rail Transit (LRT) station via a link bridge. The development has also been granted the MSC Malaysia Cybercentre status.

According to Victor Lim from PropNex Realty, the buyers were looking to set up their new corporate office here, as their existing production warehouse was located nearby.

"They liked the location, professional community, ideal lot size, and it is the only Grade A strata office in the Glenmarie area," said Lim, adding that the owner was looking to dispose of some of his commercial assets.

As of July 2021, **EdgeProp.my** had 27 UOA Business Park commercial units for sale with asking prices ranging from RM897,840 (RM860 psf) to RM27,670,000 (RM1,434 psf).

Meanwhile, there were 42 rental listings with asking monthly rates ranging from RM3,500 (RM2 psf) to RM540,000 (RM4 psf).



RM3,800,000

Sierra Seputeh, Seputeh, Kuala Lumpur

Type: Semidee house **Tenure:** Freehold
Built-up: 3,926 sq ft **Land size:** 4,720 sq ft
Bedroom: 4 **Bathroom:** 5

William Tan **PRO** (PEA 1315)
IQI REALTY SDN BHD (E (1) 1584)
+6014 313 1931



RM365,000

Bandar Saujana Putra, Jenjarom, Selangor

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

Zarifi Ederis **PRO** (REN 47162)
PTP REALTY SDN BHD (E (1) 1904)
+6012 660 7668



RM2,280,000

Subang Bestari, Shah Alam, Selangor

Type: Bungalow **Tenure:** Leasehold
Built-up: 4,369 sq ft **Land size:** 6,200 sq ft
Bedroom: 6 **Bathroom:** 7

Oscar Ang **PRO** (REN 01792)
REAPFIELD PROPERTIES (HQ) SDN BHD (E (1) 0452)
+6011 562 27380



RM1,050,000

Seksyen 3, Bandar Baru Bangi, Bangi, Selangor

Type: Semidee house Tenure: Leasehold
Built-up: 2,945 sq ft Land size: 2,800 sq ft
Bedroom: 5 Bathroom: 6

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



RM2,100,000

Villa Avenue, Taman Equine, Seri Kembangan, Selangor

Type: Bungalow Tenure: Leasehold
Built-up: 3,600 sq ft Land size: 6,408 sq ft
Bedroom: 6 Bathroom: 6

Jesnin Kee PRO (REN 01550)
REAPFIELD PROPERTIES (HQ) SDN BHD (E (1) 0452)
+6019 387 7298



RM2,200,000

Cyprus, USJ Heights, Selangor

Type: Terraced house Tenure: Freehold
Built-up: 5,220 sq ft Land size: 2,880 sq ft
Bedroom: 9 Bathroom: 8

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



RM1,600,000

Lakefield Reed, Sungai Besi, Kuala Lumpur

Type: Terraced house Tenure: Leasehold
Built-up: 3,216 sq ft Land size: 1,921 sq ft
Bedroom: 5 Bathroom: 6

Evelyn Sia PRO (REN 37806)
REAPFIELD PROPERTIES (HQ) SDN BHD (E (1) 0452)
+6012 566 6231

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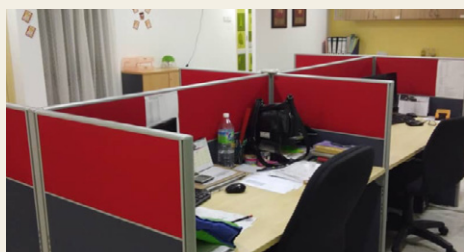


RM2,600,000

Taman Melawati, Ampang, Selangor

Type: Shop house Tenure: Freehold
Built-up: 7,040 sq ft

Meng Mun PRO (REN 13170)
ENRICH REALTORS (E (3) 1878)
+6018 209 0910

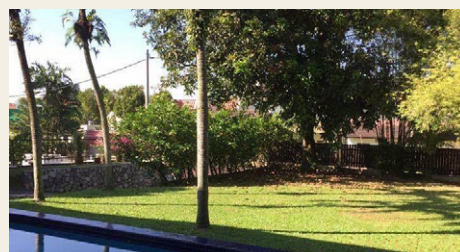


RM480,000

Pusat Bandar Puchong, Puchong, Selangor

Type: Office Tenure: Freehold
Built-up: 1,350 sq ft

Bernard Lau PRO (REN 46114)
REAPFIELD PROPERTIES (PUCHONG) SDN BHD (E (1) 0452/8) +6012 689 2399



RM8,000,000

Bukit Damansara, Kuala Lumpur

Type: Bungalow Tenure: N.A
Built-up: 5,500 sq ft Land size: 11,000 sq ft
Bedroom: 6 Bathroom: 6

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



RM330,000

Bentong, Karak, Pahang

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

Neel PRO (REN 04411)
REAPFIELD PROPERTIES (PUCHONG) SDN BHD (E(1) 0452/8) +6012 219 1124



RM170,000/mth

Seksyen 26, Shah Alam, Selangor

Type: Factory Tenure: N.A
Land size: 3 sq ft

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



RM4,800,000

Bandar Puteri Puchong, Puchong, Selangor

Type: Link bungalow Tenure: N.A
Built-up: 6,000 sq ft Land size: 11,700 sq ft
Bedroom: 5 Bathroom: 7

Saghar PRO (REN 41564)
REAPFIELD PROPERTIES (PUCHONG) SDN BHD (E (1) 0452/8)
+6016 208 0968



RM1,120,000

Damansara Seresta, Bandar Sri Damansara, Selangor

Type: Condominium **Tenure:** Freehold

Built-up: 1,778 sq ft

Bedroom: 4 **Bathroom:** 3

Sheryl Yoong **PRO** (REN 18757)

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

+6012 270 5057



RM8,900,000

Mutiara Damansara, Petaling Jaya, Selangor

Type: Bungalow **Tenure:** Freehold

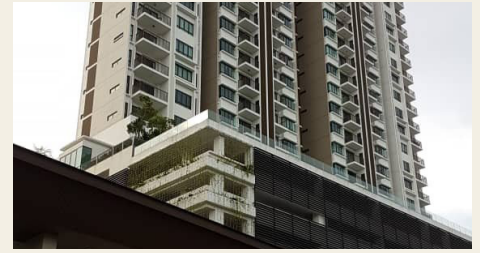
Built-up: 9,243 sq ft **Land size:** 9,268 sq ft

Bedroom: 6 **Bathroom:** 8

Ferdaus Johar **PRO** (PEA1833)

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

+6010 232 9378



RM470,000

Putra Residence, Putra Heights, Selangor

Type: Condominium **Tenure:** Freehold

Built-up: 645 sq ft

Bedroom: 2 **Bathroom:** 1

Karen Ong **PRO** (REN 46143)

REAPFIELD PROPERTIES (PUCHONG) SDN BHD

(E (1) 0452/8) +6012 328 7184



RM1,450/mth

Zen Suites, Setapak, Kuala Lumpur

Type: Condominium **Tenure:** Leasehold

Built-up: 677 sq ft

Bedroom: 1 **Bathroom:** 1

Tony Yap **PRO** (REN 23582)

AMBER REALTY (E (3) 1482)

+60115 646 8129



RM1,600,000

Setia Eco Templar, Rawang, Selangor

Type: Bungalow **Tenure:** Leasehold

Built-up: 3,481 sq ft **Land size:** 3,895 sq ft

Bedroom: 5 **Bathroom:** 6

Syazana Ahmad Arif **PRO** (REN 35849)

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

+6014 260 2939



RM450,000

Taman Kajang Mewah, Kajang, Selangor

Type: Terraced house **Tenure:** Freehold

Land size: 1,760 sq ft

Bedroom: 3 **Bathroom:** 2

Nurul **PRO** (REN 33235)

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

+6013 590 3395



RM500,000

Lake Residence, Semenyih, Selangor

Type: Bungalow **Tenure:** Leasehold

Built-up: 1,950 sq ft **Land size:** 4,000 sq ft

Bedroom: 3 **Bathroom:** 2

Christine Peter **PRO** (REN 38005)

CID REALTORS SDN BHD (E (1) 1855)

+6018 462 8818



RM649,000

Taman Pinggiran, USJ 1, Subang Jaya, Selangor

Type: Terraced house **Tenure:** Freehold

Land size: 1,540 sq ft

Bedroom: 4 **Bathroom:** 3

Jane Wong **PRO** (REN 01192)

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

+6019 221 1370



RM4,350,000

Damansara Endah, Damansara Heights, Kuala Lumpur

Type: Bungalow **Tenure:** Freehold

Built-up: 6,548 sq ft **Land size:** 9,008 sq ft

Bedroom: 7 **Bathroom:** 6

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

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

+6012 202 3711



RM410,000

Akasia Apartment, Cheras, Selangor

Type: Apartment **Tenure:** Freehold

Built-up: 1,121 sq ft

Bedroom: 3 **Bathroom:** 2

Calvin Kwok **PRO** (REN 40208)

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

+6012 605 8308



RM1,250,000

Lestari Mansion, Seri Kembangan, Selangor

Type: Bungalow **Tenure:** Leasehold

Built-up: 2,500 sq ft **Land size:** 3,800 sq ft

Bedroom: 5 **Bathroom:** 3

Jay Jamali **PRO** (REN 37489)

NAS REALTY (E (3) 1954)

+6017 226 5737



RM331,000

Lakeview Suites, USJ, Selangor

Type: Condominium **Tenure:** Freehold

Built-up: 474 sq ft

Bedroom: 1 **Bathroom:** 1

Adam Parisamy **PRO** (REN 44450)

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

+6017 395 2905



RM1,720,000

Kuchai Avenue Office, Jalan Kuchai Lama, Kuala Lumpur

Type: Office **Tenure:** Leasehold

Built-up: 5,700 sq ft

Bedroom: 8 **Bathroom:** 2

James Lee **PRO** (PEA2496)

LEADERS REAL ESTATE (E (3) 1204)

+6010 773 0073



RM799,000

Puchong Hartamas 2, Puchong, Selangor

Type: Terraced house **Tenure:** Freehold

Built-up: 2,650 sq ft **Land size:** 1,920 sq ft

Bedroom: 4 **Bathroom:** 3

Elaine Kow **PRO** (REN 04363)

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

+6017 225 0683



RM6,490,000

Q Sentral, KL Sentral, Kuala Lumpur

Type: Office **Tenure:** Freehold

Built-up: 4,187 sq ft

Felicia Lee **PRO** (PEA 2899)

IQI REALTY SDN BHD (E (1) 1584)

+6019 381 2638



RM2,880,000

Seksyen 2, Shah Alam, Selangor

Type: Bungalow **Tenure:** Leasehold

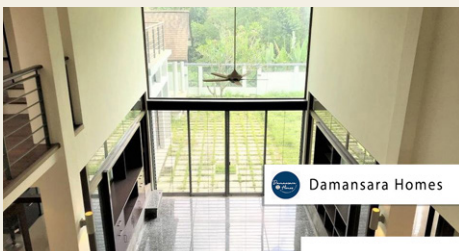
Built-up: 5,600 sq ft **Land size:** 10,198 sq ft

Bedroom: 5 **Bathroom:** 5

Christina Lesslar **PRO** (REN 00284)

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

+6016 906 6898



RM4,650,000

Tropicana Damansara, Tropicana, Selangor

Type: Bungalow **Tenure:** Leasehold

Built-up: 6,500 sq ft **Land size:** 7,500 sq ft

Bedroom: 7 **Bathroom:** 6

Jackson Tan **PRO** (REN 48773)

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

+6012 305 2847



RM38,000,000

Kawasan Perindustrian Bukit Angkat, Kajang, Selangor

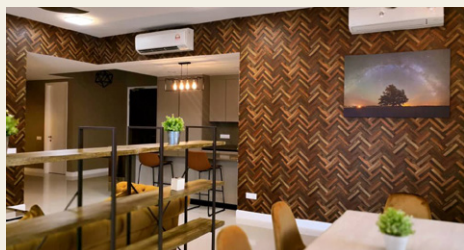
Type: Factory **Tenure:** Freehold

Built-up: 101,898 sq ft **Land size:** 213,373 sq ft

SK Kee **PRO** (REN 01764)

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

+6012 211 3763



RM8,500/mth

Residensi 22, Mont Kiara, Kuala Lumpur

Type: Condominium **Tenure:** Freehold

Built-up: 2,020 sq ft

Bedroom: 4 **Bathroom:** 4

Jelen Chong **PRO** (REN 22343)

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

+6012 246 9258



RM13,500/mth

Plaza Sentral, KL Sentral, Kuala Lumpur

Type: Office **Tenure:** Freehold

Built-up: 2,500 sq ft

Henry Chin **PRO** (E1833)

PROPERTY EXPRESS (E (3) 1205)

+6012 377 8306



RM880,000

Taman Bukit Mayang Emas, Tropicana, Selangor

Type: Terraced house **Tenure:** Freehold

Land size: 1,400 sq ft

Bedroom: 4 **Bathroom:** 3

Eugene Koo **PRO** (REN 00311)

I-PROP REALTY (USJ) SDN BHD (E (1) 0452/2)

+6017 212 3948



RM550,000

Bandar Nusaputra, Puchong South, Selangor

Type: Terraced house **Tenure:** Leasehold

Land size: 1,400 sq ft

Bedroom: 4 **Bathroom:** 3

Jamil **PRO** (REN 20289)

IM GLOBAL PROPERTY CONSULTANTS SDN BHD

(VEPM (1) 0253) +6012 935 5226



RM330,000

Taman Seri Mewah, Klang, Selangor

Type: Terraced house **Tenure:** Freehold

Built-up: 800 sq ft **Land size:** 1,200 sq ft

Bedroom: 3 **Bathroom:** 2

Anuar **PRO** (REN 26671)

ALAM HARTA REALTY (E (3) 1687)

+6014 992 2042



RM540,000

Bandar Country Homes, Rawang, Selangor

Type: Semidee house **Tenure:** Freehold

Built-up: 2,200 sq ft **Land size:** 2,099 sq ft

Bedroom: 5 **Bathroom:** 3

Ahlan Property **PRO** (REN 03689)

TOGETHER PROPERTIES (E (3) 0503)

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