

FROM CONSTRUCTION PLAYER TO PREMIUM DEVELOPER

He hasn't just acquired additional landbank and won more construction contracts, but has become the controlling shareholder of an upscale property developer firm – all during the pandemic.

Find out how real estate veteran **Datuk Tee Eng Ho** juggles all three public-listed companies and readies his winning moves on **Pages 6 to 10**.



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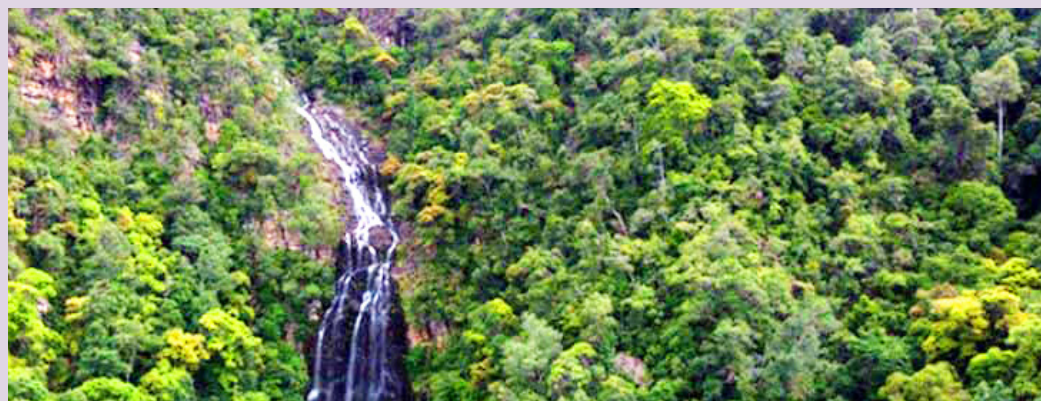
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Kuala Langat North Forest Reserve degazettement reduced to 42ha



Only 42ha (104 acres) out of the total 536.6 ha (1,326 acres) of the Kuala Langat North Forest Reserve (KLNFR) will remain degazetted, said Selangor Menteri Besar Datuk Seri Amirudin Shari.

Amirudin said the move was to facilitate ownership to Kampung Orang Asli Busut Baru to resolve issues that have been pending since 2006 when they were relocated from their original settlements in 1994 to make way for the Kuala Lumpur International Airport (KLIA).

Amirudin said the state government would also consider a small portion of the areas in

KLNFR which would remain degazetted for the purpose of the East Coast Rail Link (ECRL) project.

"The state government will stop the proposed development plan on the area and cancel the land ownership to the company involved. In relation to that, the Selangor government will start the process to re-gazette the KLNFR," he said in a statement on Sept 8.

Earlier on Aug 30, the Selangor government approved the proposal to degazette some 536.6 ha of the KLNFR for the land to be used for a mixed development.



Tourism bubble: Plans to reopen Muar, Desaru Coast and Mersing islands

The Johor government is hoping to turn three focus areas in the state, which have achieved the Covid-19 vaccination rate of more than 80%, into destinations under the tourism bubble programme.

State Tourism, Youth and Sports Committee chairman Datuk Onn Hafiz Ghazi said discussions had been held between Tourism Johor and the federal government, through the Tourism, Arts and Culture Ministry, to consider the matter.

In his Facebook posting on Sept 7, he said the three focus areas involved are the Muar district, Mersing islands and Desaru Coast in Kota Tinggi.

According to him, the Mersing islands have achieved 100% vaccination rate, while Muar and Desaru have recorded 84% and 91% inoculation rates respectively.

Teladan Setia expands Jasin landbank for RM117.9m

Teladan Setia Group Bhd is acquiring five parcels of leasehold land in Jasin, Melaka measuring a combined 136.92ha for RM117.9 million cash.

Teladan Setia's wholly-owned Riverwell Resources Sdn Bhd will buy the plots, located in the Ayer Panas Mukim, from Bakat Muhibbah Sdn Bhd.

The lands, Teladan Setia said in a filing on Sept 6, are situated less than 20km from Jasin Town, and about 20km from Bandar Melaka, and some 60km away from Muar, Johor.

The company plans to use the lands for mixed development, although planning is still at the preliminary stage, it added.

Tabung Haji net profit eases to RM1.22b in 1H2021 on slower property market

Lembaga Tabung Haji (TH) reported a slight drop of 2.2% in net profit to RM1.22 billion after accounting for expenses and zakat for the six-month period to June 30, 2021, against RM1.25 billion for the same period in 2020.

In a statement on Sept 8, TH said the lower profit was partly

affected by property investments as the property market was significantly affected by the global pandemic.

TH said the bulk of its income was derived from its fixed income investments that contributed RM942.6 million for the first half period, accounting for 62% of its total income.

Meanwhile, property investments provided an income of RM174.7 million.

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PEPS: Malaysia may lose RM3.7b from stricter MM2H policies

The new proposed policies of Malaysia My Second Home (MM2H) programme will result in at least RM3.7 billion loss to Malaysia, said the Association of Valuers, Property Managers, Estate Agents & Property Consultants in the Private Sector Malaysia (PEPS).

In a media statement on Sept 6, the association described the newly reviewed policies as “draconian policies” that appear to discourage this programme rather than provide added incentives.

“This could result in at

least RM3.7 billion loss to the country which includes fixed deposits, visa fees, hotel accommodations, medical insurance and checkups and that does not include the purchase of properties, cars, children’s education, F&B, retail purchases and consumer spending,” said the statement.

The association urged the government to have a focus group consisting of stakeholders, non-governmental organisations and expatriates to discuss MM2H policies.



Building material costs higher for most building categories in Aug 2021

The Building Material Cost Index (BCI) without steel bars for almost all regions in Peninsular Malaysia recorded an increase of between 0.1% and 1.5% for almost all building categories in August 2021 compared to the previous month, said the Statistics Department on Sept 9.

Chief statistician Datuk Seri Dr Mohd Uzir Mahidin said however, the BCI in region C (Selangor, Kuala Lumpur, Melaka and Negeri Sembilan) registered a decrease of 0.1% for two- to

four-storey reinforced concrete (RC) buildings (flat roof).

Mohd Uzir said the BCI with steel bars in Aug 2021 increased between 0.1% and 1.8% compared to the preceding month for almost all regions in Peninsular Malaysia in almost all building categories.

The BCI in Kota Kinabalu, Sandakan and Tawau rose between 0.1% and 2.6% for almost all categories of building except for timber piling which recorded no change in all regions.

Finance Minister: Malaysia on recovery path

The Malaysian economy is now on the path to recovery supported by the reopening of more economic sectors and it is estimated to chart better growth for 2022, said Minister of Finance Tengku Datuk Seri Zafrul Tengku Abdul Aziz (pictured).

He said the prospects for an economic upswing will be better next year although Bank Negara Malaysia has revised its full-year 2021 gross domestic product (GDP) growth forecast to be between 3% and 4%, from the previous forecast of between 6.5% and 7.5% — no thanks to the re-imposition of the lockdown measures in June this year.

“There is also pent-up demand and continued investment in large scale infrastructure projects following



the lifting of restrictions, so the recovery is expected to accelerate further into 2022,” Tengku Zafrul said at The National Recovery Summit webinar on Sept 9.

Tengku Zafrul added that the government will progressively update the National Recovery Plan to prepare Malaysia for the next normal of living with Covid-19 as an endemic disease.

Covid-19 cases falling below 20,000 mark



The Covid-19 cases have fallen below the 20,000 mark for four days consecutively, with 19,307 cases reported on Sept 9.

Meanwhile, Science, Technology and Innovation Minister Datuk Seri Dr Adham Baba announced on Wednesday that the Covid-19 walk-in vaccination programme in the Klang Valley will end after Sept 15.

He said starting Sept 16, Klang Valley residents who have yet to get vaccinated can get their Covid-19 vaccines at selected health clinics which would be announced later.

Prime Minister Datuk Seri Ismail Sabri Yaakob also

announced that cinemas in states that are in Phase One of the National Recovery Plan (NRP) will be allowed to operate at 50% capacity beginning Thursday (Sept 9), only for people who have completed their Covid-19 vaccinations.

He also added that live performance activities such as theatres, musicals, music and comedy shows (pre-registered) will also be allowed to resume at 30% capacity of the premises comprising fully-vaccinated individuals.

The prime minister also announced that Selangor, Kuala Lumpur and Putrajaya will transition to Phase Two of the NRP effective Sept 10.

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Playing a long-term game

● Text Rachel Chew

When the chips are generally down but you are not just still standing firm but rising stronger, people can't help but take notice. They want to know how you achieve that.

"When everyone is panicking, you should not panic. You should get ready to grab a good deal in the market. For me, bad times have always been the best time to grab a golden opportunity," says Datuk Tee Eng Ho, the chief of three Bursa Malaysia-listed companies.

In the past 18 months since the Covid-19 outbreak in Malaysia, Tee has acquired land assets worth over RM150 million via his co-founded Kerjaya Prospek Property Bhd (KPP). KPP is the public-listed property development arm of Tee via a reverse takeover exercise of GSB Group Bhd in 2018.

Meanwhile, his other co-founded listed construction company, Kerjaya Prospek Group Bhd (KPG), has an outstanding order of RM3.4 billion and a 59% jump in net profit to RM16 million in its recently released 2Q2021 financial result. It has over RM190 million of net cash during that quarter.

Not only that, Tee via his private investment vehicle, Amazing Parade Sdn Bhd, emerged as the substantial shareholder of premium property developer Eastern & Oriental Bhd (E&O) after a further stake acquisition of 10.89% from Sime Darby Bhd for RM93.5 million on March 26, 2021. Subsequently, Tee became the controlling shareholder of E&O and was then appointed as the executive chairman on May 12, 2021.

E&O is known for its high-end property projects such as The Mews, St Mary Residenc-

es and Seventy Damansara in the Klang Valley. It is also the master developer of the first-of-its-kind seafront development Seri Tanjung Pinang (STP), as well as the ongoing STP Phase 2.

Currently, E&O has a combined development landbank of 1,516 acres across the Klang Valley, Penang island and Johor, according to its FY2021 financial report.

"I was worried just for a while when the Covid-19 broke out in Malaysia last year. And then I started to think what I should buy from the market because people panic under uncertain times. It would be a great opportunity to source for some good deals," Tee tells EdgeProp.my over an exclusive interview.

No, Tee did not worry too much about the current sluggish property market when he decided to further increase his stake in E&O as he has been playing a "long-term game".

"You can't be playing a short-term game in this field. Real estate and property is a long-term game. I'm very confident in E&O, and I have absolute passion in this field. When the price is right, opportunity arises, and I have ready cash, why not?" he states. (Read "Q&A with Datuk Tee Eng Ho" on pg 9.)



PHOTOGRAPHS BY LOW YEN YENG | EdgeProp.my

“Bad times have always been the best time to grab a golden opportunity.”
— Tee

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The newly refurbished E&O Hotel Penang is ready to welcome guest now.

PHOTOGRAPH BY E&O

PHOTOGRAPHS BY LOW YEN YING | EdgeProp.my



From college sweetheart to husband and wife entrepreneurs, Tee and Toh both are very passionate in the real estate industry.

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Building from scratch

Tee has always been very passionate in real estate and property, to the extent that he was willing to give up a degree course offered by the top public university of Malaysia, Universiti Malaya, just to pursue his dream 36 years ago.

"I'm the eldest child of the family in a small kampung in Melaka. I was offered a course in Universiti Malaya after Form 6. However, I was not interested in the course at all. My passion was construction and building, but my parents, who were just rubber tappers, could not afford the tuition fees of a private college or overseas university [for the course], hence I took the building technology and management diploma course in TAR (Tunku Abdul Rahman) College," Tee recounts.

Tee's love and passion for brick and sand was established from a young age. During his secondary school days, there was a construction project just across his home, where he became friends with the constructor and got to know more about building and construction.

"I love being on the construction site. The construction site is where I can breathe easily. I spent almost all my weekends at the site. I even dated my girlfriend, who is now my wife, at the construction site!" Tee laughs. "I cannot just sit still in a cafe or cinema for dating. I always wanted to know the site's progress. On many weekends, I brought Datin on a bike to check out the construction sites. She understands me very well and accepts that I am a workaholic. This is why we got married."

Tee and wife, Datin Toh Siew Chuon, met in college. As a chartered accountant, Toh has always been watching the books of the business since they co-founded KPG back in 1995.

"I graduated from college in 1988 and worked for a construction firm for just two years before I formed a company with three partners. At that time, I was only 26 years old. Five years later, Datin, my brother Eng Tiong and I formed KPG in 1995 and the rest is history," he shares.

The trio started humbly as subcontractors before clinching their first main contract from Syarikat Perumahan Negara Bhd (SPNB) for a 1,500-unit housing project in Old Klang Road, Kuala Lumpur back in 2000.

"I didn't [let myself] feel happy [too soon] when I got this job. What was in my mind [at that time] was how to get this job done perfectly within the timeline. We should only celebrate when the job has been completed within or exceeds the client's expectation, not when the project comes in. In fact, we have not celebrated every job that comes in all these years, be it small or big project; we only celebrate after the job is completed and handed over to our

client," Tee points out.

Such sense of responsibility and commitment of Tee and his team probably best explains why KPG has been thriving in the past two decades.

"If we want to stay in the industry long term, we have to constantly upgrade ourselves and pick up the lessons from mistakes along the way," he posits, adding that one lesson he learnt from the SPNB project was to have his own site workers.

Back in 2000, the government became much stricter in construction site management, especially on foreign workers.

"The government wanted all foreign workers on construction sites to be legal; if any illegal worker were caught, the main or sub-contractor could go to jail. My SPNB project site [workforce] was reduced to fewer than 20 workers overnight because my sub-contractors were scared.

"After this incident, I decided to have my own workers, getting them legally under KPG. With this, I could have control on the project progress and most importantly, the quality. Yes, we still need sub-contractors, but at least I don't have to worry if they walk away for whatever reason, because I still have a few thousand workers as my foundation. I don't have to fully rely on the sub-contractors," Tee elaborates.

Currently, KPG has over 2,000 legal foreign workers, which is a 30% cut from pre-pandemic times, mainly due to some workers not being able to cross borders during this time, as well as the slow immigration process.

"I think we are easily the only contractor that has such a sizeable workforce in Malaysia... It is never cheap to maintain the workers, but it is all worth it. We continue to provide food and aids, as well as the worker squatter on site during the lockdowns," he says.

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The canteen of KP's onsite worker accommodation.



KP's onsite worker accommodation was up even before the pandemic.

PHOTOGRAPH BY KERJAYA PROSPEK GROUP

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It is worth noting that the group had applied and built onsite worker accommodations even before the pandemic hit.

"The workers' wellbeing is important, especially when you have a pool of thousands of them. I think we could be the pioneer in having properly built onsite accommodations with approval from KPKT (Ministry of Housing and Local Government) on the facilities, ventilation and building safety and security aspects. Our worker accommodation is the standard that DBKL (KL City Hall) would refer other sites to follow during the pandemic," he highlights.

Planning ahead

From a humble construction firm started by just three young people to controlling three public companies, Tee says it would not have been possible without planning ahead.

"We never really focus on what happens currently or the next one or two years, simply because when you come into the property industry, you need to look at and plan things for the next 10 years. Take E&O as an example, it is the master developer of STP. It is an ongoing project that will keep the team busy easily for the next three decades, and the project is so significant to the island. With this project and the prospect of overall Penang island, you don't have to worry too much about what is happening currently," Tee explains.

E&O group revenue has dropped 62.2% year-on-year to RM26.5 million in the first quarter of the financial year ending on March 31, 2022, mainly due to the absence of land sale gain amounting to RM55 million completed last year.



Straits Residence is KPP's latest residential project in Penang.

PHOTOGRAPH BY KERJAYA PROSPEK GROUP

As the group is lacking new launches and has disposed of most of its current inventory in the last few years, it contributed to the lower sales at RM10.2 million, resulting in the higher net loss of RM9.1 million during the quarter.

However, "E&O will be very busy soon! In fact, we will have launches coming up by the end of this year. Our condo-tel in London also opened its doors recently on Aug 31, 2021. The E&O Hotel Penang renovation has been done. I have personally stayed there a few times. All in all, the group is all set for the next growth," says Tee excitedly.

He adds that E&O Hotel Penang is a 135-year-old heritage building, which underwent a major refurbishment right before the pandemic hit.

"The hotel is great. E&O is well known for its [eye to] detailing. You can see thoughts and efforts even in the smaller things in the hotel. With more economy sectors opening up now, I have seen the improvement in the hotel booking and F&B recently. Every day, I receive reports from the hotel division on the occupancy. It is really encouraging," Tee enthuses, at the same time revealing his hands-on leadership style.

Besides E&O Hotel Penang, Tee also owns Swiss-Garden Hotel and Residences Malacca via KPG, which Tee says has a similar improvement trend.

Merging not on the cards

While a majority of the research firms have concluded that E&O has a rather challenging near-term future based on its latest financial report, Tee reads it as a diamond in the rough.

"E&O is a very strong brand, and branding is very key. To be honest, the equity value of the brand is worth millions of ringgit. If the brand can sell, why should I do damage to it? Why should I merge KPG and E&O (as some in the market have speculated)? I understand very well that it is never easy to establish a brand," Tee answers when asked if there are plans to merge KPG and E&O in the future.

"I make it very clear to the E&O team that I will not change anything for now. E&O is parked under my personal vehicle. It has nothing to do with KPG or KPP. I also have not brought anyone from Kerjaya Prospek to E&O. They are the same people and same team here in E&O today. The only thing I have done is some cost cutting and budget reallocation – that's all.

"My mission in E&O is to carry on its legacy, while the vision is to bring the company to the next level with the help of my almost 30 years of experience in the industry," notes Tee.

Tee used to be one of the non-executive directors of E&O for years prior to the takeover, while KPG had been one of the appointed main-contractors for many of E&O's projects.

"I knew people would take a step back when the takeover news came out because [here was] a contractor taking over a premium property brand, right? People would wonder what would happen to the brand and company.

"The answer is nothing. I have been working on E&O projects for many years, I know its style. I am also familiar with many big boys' styles such as EcoWorld and SP Setia because KPG is one of the leading construction firms in Malaysia. I have worked with many clients and this is my strength. I think I know a bit more than others, which can assist E&O in moving to its next milestones," Tee stresses, as if in response to the watchful eyes of the market.

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The Shore is a mixed development located in Melaka by KPP.

PHOTOGRAPH BY KERJAYA PROSPEK GROUP



Q&A with Datuk Tee Eng Ho

“E&O will be very busy soon!” You can see how Datuk Tee Eng Ho’s eyes light up as he shares about the upcoming launches, openings and improving hotel bookings under Eastern & Oriental Bhd (E&O), which he is newly helming since his increased shareholding in the high-end property development firm this year.

Having first made his mark as a construction player and property developer, all eyes are now on Tee to see how he manoeuvres his chess pieces in the real estate arena. In an exclusive interview (excerpt edited for clarity) with **EdgeProp.my**, Tee shares his game plan.

EdgeProp: You have been a shareholder and non-executive director on the board of E&O for many years. Were you always waiting for a chance to take over E&O?

Tee: Was it planned? This was not something in my mind but I am always on the lookout for good purchases and investments.

I have increased my stake in E&O from the open market since March 18 last year. It was a very good price because people were panicking over the pandemic.

When everyone is panicking, you should not panic. You should get ready to grab a good deal in the market. For me, the bad times have always been the best time to grab a golden opportunity.

Early this year, I had another chance to buy Sime Darby Bhd’s last block of E&O shares (10.89%) with RM93.5 million. With the purchase via my personal vehicle (Amazing Parade Sdn Bhd), I became the substantial shareholder of E&O with a 55.2% stake and triggered the mandatory takeover.

I am very confident in E&O as well as the property market because I always play the game long term. I never look at short terms [only] simply because property is a long-term business, you need to plan for the next 10 years, not the next two years. [Under E&O,] Seri Tanjung Pinang (STP) is an ongoing project [in Penang island] to be fully developed easily in the next 30 years. The company has a very good prospect.

Without the pandemic, I don’t think I would have had the chance to increase my share of E&O and eventually own the company. Again, this was not something in my mind but I

“
The key
secret is do
what you are
passionate
about and
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constantly
upgrade
yourself.”
— Tee

always make myself ready for all kinds of opportunities to arise. Imagine if the golden opportunity were right in front of you but your funding were not ready. For E&O, when the price was right, the opportunity arose and I had ready cash, [so] why not?

EdgeProp: What is your plan and expectation for E&O? Will you merge Kerjaya Prospek (KP) and E&O one day?

Tee: KPP has always been the middle-range housing developer while E&O is well-known for its premium projects. They go different ways. I have no reason to merge these two companies into one. Why should I, since E&O has

a very established brand, which is well received by the market and can bring in sales?

E&O is a very strong brand, and branding is very key. To be honest, the equity value of the brand is worth millions of ringgit. If the brand can sell, why should I do damage to it?

This is why I own E&O via my personal vehicle, but not KP. I make it very clear to the E&O team that I will not change anything for now. I also did not bring anyone from KP to E&O. They are the same people and same team here in E&O today. When I came to the board, I was alone. I did not bring anyone from KP because I want these two entities to be independent.

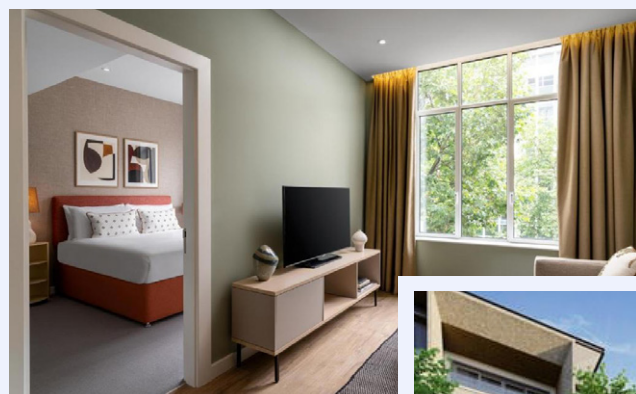
The only thing I did was some cost cutting and budget reallocation, as well as prioritising the spending items. Many were saying the gearing of E&O is high, [but] it is only 0.5% now. I think it is not high at all, [in fact, it’s] very manageable.

I have always admired and appreciated what E&O has been doing for its projects. It is very detailed. You can see it from the show unit. The team pays a lot of attention to the details and it has helped to shape the brand image today. The design team is still here in E&O. They will continue to do what they

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The Lincoln Suites in London.



The recently opened The Lincoln Suites has a total of 54 rooms.

The Peak is set to be launched in the second half of 2022.



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do best while I will share my experiences with them.

Having been in the industry for 30 years, I have worked with many developers and seen many different designs and styles. My mission in E&O is to carry on its legacy and bring the company to the next level with my experience in the industry.

EdgeProp: E&O has been very quiet lately. What is brewing?

Tee: Yes, for a very long time, E&O has been very quiet but it will get busy very soon. We are launching The Peak by end of next year.

The Peak is a low-density premium condo-villa project with only 54 units nestled on a 3.94-acre freehold land along Jalan Teruntung in Damansara Heights, Kuala Lumpur, quite close to the National Palace. The units range from 3,500 sq ft to 4,200 sq ft. The selling price is easily RM6.5 million and above.

We have done many rounds of market surveys, that's why I am very confident with the product even if we choose to launch it at this point of time. In fact, I have been receiving calls from friends to ask about the project.

Besides, E&O has a plot in London for office and hotel development. But we will get some partners to do it together. Meanwhile, our 54-room condo-tel in London, The Lincoln Suites, has also opened its door recently on Aug 31.

Moving forward, E&O will put more resources and focus on the STP project in Penang island. I don't think we need to buy more land at this point of time although the gearing is only at 0.5%.

EdgeProp: What is the key to staying afloat and ahead in the pandemic?

Tee: Like I have mentioned, playing the long-term game and picking up lessons from mistakes along the journey are my secret.

My first ever main contract taught me to have my own workers so that I don't have to rely fully on the sub-contractor. I still have about 2,000 legal foreign workers now, so I can control the work progress and building quality.

I also found that building brick by brick was very time consuming. [So] I invested in the industrialised building system (IBS) as early as 2010. However, I didn't do it in the pre-fabrication way like many developers do. We build some structure moulds on site and pour concrete in for building cost and time efficiency, as well as quality consistency.

While many developers choose to rent building equipment, I invested about RM100 million to buy equipment so I can control the quality and save on cost in the long term. Most of the equipment has fully depreciated by now.

However, the key secret is do what you are passionate about and what you do best, and constantly upgrade yourself. I'm proud to say that KPG has very high scoring in both Qlassic (Quality Assessment System in Construction) and Conquas (Construction Quality Assessment System) [ratings]. [In fact,] we are easily the top in the country.

EdgeProp: What is your outlook on the property market?

Tee: Forget about this year. Next year should be a better year. We have to accept that we are not in the pandemic anymore, we are now in the endemic. Like it or not, life and business go on. We just have to live with the virus.

It is the right thing to do that the government is ramping up the national vaccination programme while slowly opening up the economy sectors. The country cannot be in total lockdown time after time – it is endless.

I think what the government should do next is to enforce a law for everyone who is eligible to get vaccinated, so it will be fair to those who have been vaccinated to share the same workplace and public spaces.

With the national vaccination plan on track and the economy slowly opening up, I believe the property market is brighter next year. **E**

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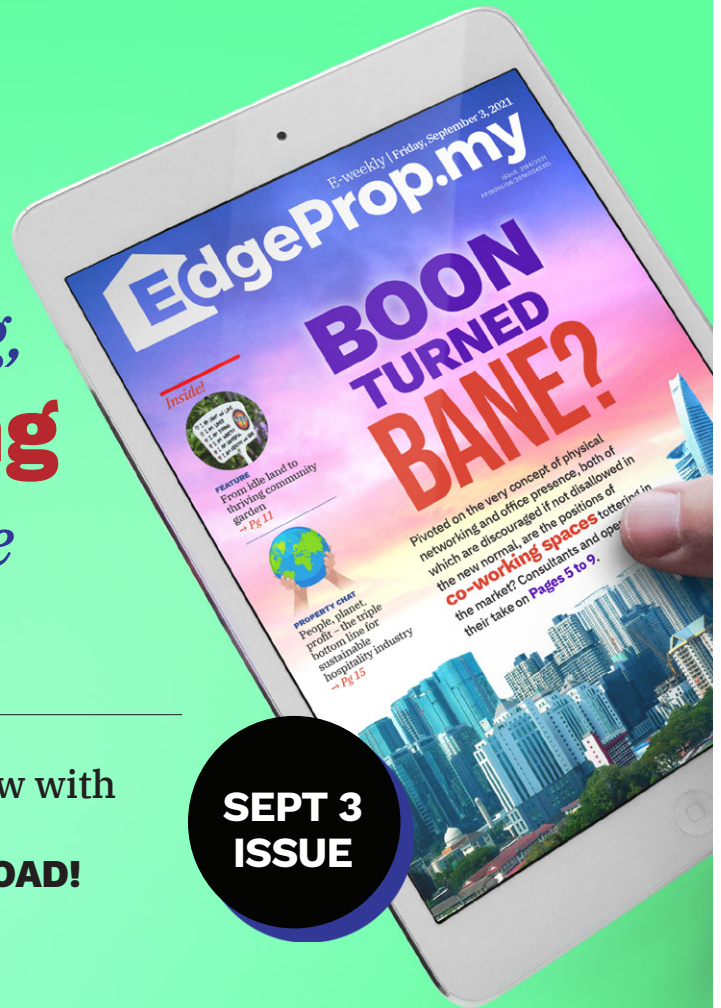
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Preventing water leakage *from affecting your home*



●Text **Chelsea J. Lim**

Imagine this. You noticed a little discolouration on your ceiling that had not been there before but you chose to ignore it because it was just a small brown stain. Over time, you began to notice the patch expanding and spreading to your wall, while your paint was peeling off.

This could be a sign of water leakage and seepage. Yes, it should be cause for alarm, especially for high-rise dwellers, where inter-floor leakage and water seepage seem to be a common nuisance, affecting not just one individual unit, but unintentionally affecting their neighbours as well.

A health hazard

Inter-floor leakage is defined by the evidence of dampness, moisture or water penetration on the ceiling or furnishing material attached to the ceiling or party walls that form the interior or part of a parcel, common property or limited common property.

Meanwhile, water seepage is where water has penetrated through concrete flooring or roofing slabs in a top-down pattern and could also travel sideways to spread over a larger area from other building elements such as windows, air-cond ledges, balconies, planter boxes and bathroom walls.

On identifying where the source of the problem is, these leakages could also come from utility services like the wastewater or sewerage pipes, water pipes, and rainwater downpipes located under toilets, inside service risers or stacks, and inside concrete slabs.

"Therefore, it is important to accurately identify the nature of an inter-floor leakage or water seepage as part of the rectification process," accredited architect and trainer of Architect Centre Sdn Bhd, Anthony Lee Tee tells EdgeProp.my.

Even as these water leakages affect the interior appearance of your household unit, it is incumbent to take note that prolonged moisture could also lead to the growth of mould, which is

not just aesthetically unappealing, but may also pose as health hazards if left untreated.

Prevention better than cure

While it is crucial to identify the source of the water leakage problem, it is strongly advisable to take extra precautionary measures to ensure your unit is insulated from this common predicament in high-rise living. Just as prevention is better than cure, the best way to do this is through proper waterproofing, says Lee.

Waterproofing is done as a barrier to prevent inter-floor leakage from occurring in household units. Normally, the design, specification and good workmanship standards for such preventive measures are carried out by developers through appointed architects, engineers and contractors.

"In ensuring an effective barrier, waterproofing is usually applied on top of bare concrete underneath the floor tiles and screed. Meanwhile, to prevent 'side-way' leakage, waterproofing is also usually applied with an upturn to the lower portions of the wall," Lee explains.

However, waterproofing is a messy procedure that needs to be done in the most accurate manner possible in the foremost stage. So, some may wonder whether to take the action of waterproofing their individual units now or only when the problem shows up.

Weighing in on this concern, Lee shares that carrying out premature waterproofing repairs can be unsettling as well as costly. He adds that the success rate of the repair varies as the problem may recur.

Therefore, he highlights that if waterproofing repairs were to be carried out, the application must be done correctly from the beginning.

"It is important to get it done right in the first place so that we could avoid dealing with painful defect rectification in years to come. If applied correctly, the performance of the waterproof properties should exceed the defect liability period and the manufacturer's warranty period," notes Lee. ■



“**Waterproofing is a messy procedure that needs to be done in the most accurate manner possible in the foremost stage. So, some may wonder whether to take the action of waterproofing their individual units now or only when the problem shows up.**”
— Lee



Keppel DC REIT acquires third data centre in the Netherlands

PHOTOGRAPH BY KEPPEL DC REIT




The property consists of two shell and core data centres, a warehouse, and an ancillary office building.

●Text **Timothy Tay**
EdgeProp Singapore

Keppel DC REIT has acquired a freehold property comprising two data centre buildings in De Hurk, a business park in Eindhoven in the Netherlands. The REIT paid EUR37.2 million (RM183 million) for the properties and the seller was a fund affiliated with MCAP Global Finance (UK).

Based on an independent valuation by CBRE Valuation & Advisory Services, the market value of the property was set as EUR35.4 million.

The property will be named Eindhoven Campus and it is Keppel DC REIT's third data centre asset in the Netherlands. The data centres are close to Eindhoven's city centre and international airport. The property consists of two shell and core data centre buildings as well as a warehouse and an ancillary office building. It is fully leased to a global leading IT services provider.

"With this acquisition, we also diversify our portfolio base with the addition of a well-established data centre client and we look forward to establish strong ties with this client," says Anthea Lee, CEO of Keppel DC REIT Management, the manager of the REIT. 

With

Datuk Chang Kim Loong



“

There is also a lack of industry quality standards that are compatible with public interest and expectations which has resulted in many disputes over the rectification of defects as developers, contractors and house buyers have different expectations.”



Defects turning new house owners' delight to dismay

Complaint One:

“I received the keys to our home and to our dismay, the property had many defects, ranging from minor problems to major misalignments of the walls and beams. The developer is rectifying the minor defects but is not willing to align the walls or beams that have been placed improperly. How can I have the process for rectification expedited as we have paid in full and are still unable to occupy the house?”

Complaint Two:

“The floor tiles in my apartment's living room are not properly fixed. When one walks over them, they give a certain hollow sound. There are at least 30 floor tiles with this problem. Also, the edges where the walls and the tiles meet are not properly done.

I have submitted a complaint form, but the developer has not done anything to rectify them. Now, it has been almost 12 months, and every time we call to ask about the repair work, they tell us they could not find the right colour tiles. We are told that the only alternative is for us to change all the tiles with the developer only bearing the cost of workmanship!”

Over the years, the National House Buyers Association (HBA) has recorded thousands of complaints from house buyers who were not satisfied with the condition of their new homes or the way defects were rectified.

The complaints above are just two of them and the same complaints are constantly received from different owners in different housing schemes. Construction defects range from complex structural issues, which threaten the integrity of buildings, to simple items relating to aesthetics.

After receiving the keys to their houses, the smile on the buyers' faces soon fade when they find themselves caught in the arduous process of getting the multiple defects in their homes rectified satisfactorily.

The new generation of house buyers expects their homes to be defect-free. However, the quality of houses, which although has improved over the past decade, has not kept pace with buyers' expectations in both design and finishes.

There is also a lack of industry quality standards that are compatible with public interest and expectations which has resulted in many disputes over the rectification of defects as developers, contractors and house buyers have different expectations.

Defect Liability Period

The predetermined Defect Liability Period (DLP) in the sale and purchase agreement (SPA) states that the developer is required to repair and make good, at its own cost and expenses, any defects, shrinkage or other faults that become apparent within a period of 24 calendar months after the delivery of vacant possession and which can be attributed to defective workmanship, materials or a failure to construct the property in accordance with the plan and description appended to the SPA within 30 days of having received written notice from the purchaser.

The second part of the clause states that the purchaser shall, at any time after the expiry of the 30 days' notice, notify the developer of the cost of repairing and making good the said defects, giving the developer a further grace period of 30 days to respond.

Essentially, the following is what a buyer has to do if he finds defects in his new home:

- List all defects in writing; take pictures of them, if possible.
- Make sure the developer receives the defect list either by registered post, by electronic mail or by hand delivery with acknowledgement of receipt.

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If the developer is responsive, rectification work will be done 30 days from the date of receipt. The buyer should go through the list of defects with the developer to discuss the rectification work schedule. He or she must also be prepared to spend time or appoint someone to be around for the appointed contractors to do their work.

If the developer is unresponsive, get a detailed quotation from a reputable independent contractor for the cost of repairing and making good the defects. Send this quotation to the developer together with a second notice and the stipulated 30-day grace period to do the rectification work, as stated in the DLP clause. If the developer still ignores this notice, the buyer may let his or her own contractor go ahead with the repair work and recover the cost (any sum) from the developer's lawyer, who is supposed to withhold release of the 5% of the purchase price as a stakeholder sum as stated in the Schedule of Payment in the SPA. The buyer may also send a written notification to the lawyer to this effect.

Appoint building inspector

Although the law provides a 24-month warranty for owners to refer defects to the developers, buyers normally do not know what to look out for as they don't have the expertise to suss or foresee inconspicuous defects.

Many are unaware that getting building inspectors to inspect their homes can save them a lot of heartache at the end of the day. The awareness of the availability of such a service in the country is still low.

By getting these professionals to conduct defect checks, owners will be able to identify problems early and get them rectified before they escalate. They have the trained eye to identify faults disguised by cosmetic improvements, which may be missed by laymen. Most architects and surveyors double up as building inspectors in Malaysia.

The inspectors, whose fees range from RM500 to RM3,000, will examine a property and submit a report, which includes recommendations for follow-up action.

Typically, a thorough inspection should pinpoint, among others:

- Structural cracking or deformities on walls, roofs and floors;
- Dampness leading to rotting or unsound structure;
- Damage to timber caused by fungal decay, wood borers, termites or by industrial chemicals;
- Defective plumbing and drainage systems;
- Water leakage;
- Unevenness of flooring;
- Superficial repair work



In addition, some building inspectors may even estimate the cost of remedying defects found. Most of the time, their reports are submitted to the Tribunal for Homebuyer Claims where an aggrieved buyer may make a claim for monetary compensation. Very often, building inspectors are summoned to the tribunal as an expert witness to challenge developers' rebuttals.

Power in numbers

Besides the legal steps, buyers should band together. Contact neighbours who have similar difficulties in getting defects rectified. You may have more in common than you think.

There is power in numbers, and you can share tasks to lighten the workload. The main objective is to convince the developer that you are serious in getting the defects rectified properly.

The affected buyers can collectively lodge a complaint with the Enforcement Division of the National Housing Department, Ministry of Housing and Local Government, with the view that it will intervene and subsequently convene a meeting with all the parties concerned. ([Click here for the address.](#))

Remember that the quality of construction work in your neighbourhood will affect the property's resale value and possibly your safety.

Claiming through Housing Tribunal

House buyers who are caught in a dispute with their housing developers over non-remedial defects, shrinkage, defective workmanship or materials or other technical faults are at liberty to file their claims at the Tribunal for Homebuyer Claims (Housing Tribunal).

The Housing Tribunal was set up as an alternative forum for house buyers to save them the cost and hassle of fighting with housing developers in the civil court. The filing fee is only RM10; no lawyer is required and hearings are normally fixed within a month.

The Housing Tribunal is empowered to hear disputes between house buyers and licensed housing developers but the claims must be filed within the time frames provided under Section 16N of the Housing Development (Control & Licensing) Act 1966. ([Click here for more details](#))

Transformation needed for the construction industry

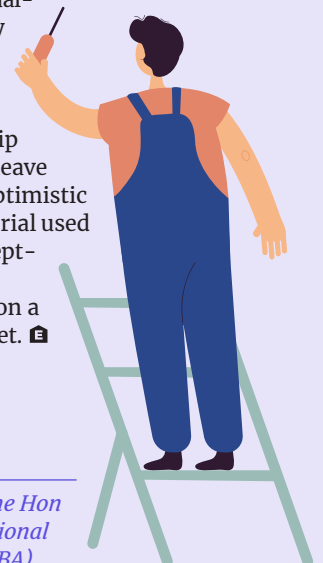
Only a handful of housing developers have adopted and subjected their products to the strict Quality Assessment System in Construction (QLASSIC) standards of construction.

The first Quality Centre in Malaysia is by SkyWorld Development Group, situated in Setapak, Kuala Lumpur. In its efforts to transform the construction industry, it has embraced this practice by adopting QLASSIC as a selling point, because the quality of construction and materials used are the main concerns amongst property buyers. Such an initiative will also reduce or eliminate reconstruction and repair works.

Besides the QLASSIC pledge by the Ministry of Works, the Construction Industry Development Board (CIDB) is also embracing and adopting the Construction Industry Transformation Programme (CITP), which is the national agenda to transform the construction industry. Contractors are to adopt the CITP with the primary objective of transforming the construction industry to be highly productive, environmentally sustainable and globally competitive, with focus on safety and quality standards.

In this regard, we must recognise that quality, safety and professionalism are primary prerequisites towards transforming the construction industry into a responsibly developed industry instead of constantly being plagued with shoddy workmanship and sub-standard materials, which often leave buyers no choice other than to remain optimistic and hope that the workmanship and material used to construct their properties will be of acceptable quality.

But alas, the CITP is currently merely on a voluntary basis and not made mandatory yet. 📌



Datuk Chang Kim Loong is the Hon Secretary-general of the National House Buyers Association (HBA).
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“

I want to continue developing houses that focus on Singapore heritage.”

— Lim

The House of Lim at Club Street in Singapore

●Text Cecilia Chow
EdgeProp Singapore

During the “circuit breaker” last year, Andy Lim, CEO of JL Family Office (JLFO), learnt to paint and make acrylic coasters. They are not only for display but for use at the boardroom of his new headquarters at 65 Club Street, a 3½-storey conservation shophouse located at a cul de sac on top of a hill. The property is located within easy access of the Maxwell Road area, Tanjong Pagar and Chinatown.

The 36-year-old has turned the shophouse into a showcase of Singapore heritage and local artists. He engaged a calligrapher and a woodcarver to create the signboard at the entrance of the shophouse, which translates to “Distinguished residence of Lim” in Chinese. “Making signboards by hand and carving them on wooden or metal plates is a dying art,” he says. And he hopes to preserve a piece of that heritage before it fades away.

The reception area on the first level of the shophouse has been designed like an art gallery. Occupying prominent positions on the wall are two art pieces depicting shophouse scenes by Singapore artist Tung Yue Nang, who specialises in Chinese ink painting on rice paper. One of them is of Club Street, which Lim had commissioned Tung to paint.

Local architect and interior designer Pi Architects and builder Inspired Homes were engaged to undertake the renovation of the property. Lim had relocated JLFO and all its various divisions, from real estate to financial trading, private equity/venture capital and philanthropic arm to the new headquarters before Chinese New Year this February. However, the renovations were only 75% completed then. The remaining 25% has taken longer to complete due to the recent return

to Phase 2 (Heightened Alert).

Still, the key elements are in place, for instance, the green wall with the skylight, which brightens up the place. The room at the rear end of the shophouse is now a multipurpose room, which can be used for philanthropic activities including roundtable discussions with students in his bursary programme, or for his staff to use as a recreation area or for informal meetings. The watercolour paintings featured in this room are by Paul Wang, a watercolour artist and adjunct lecturer at Temasek Polytechnic’s School of Design.

The plaster had been peeled away to reveal the underlying brick walls. In so doing, they uncovered an archway at the rear of the shophouse that had been walled up, an indication that at one point the two adjacent shophouses had been connected. “That’s what I like about these heritage properties,” says Lim. “When you chip away the layers, you can uncover interesting things about the past.”

While Lim’s office and that of his team are on the second level, his father John Lim’s office is on the third level. It is equipped with a pantry, wine chiller and closet space. “He can store his wine here and entertain his friends,” says Lim. “He and my mother like to visit the shophouse on weekends.”

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The new head office of JL Family Office and its various divisions.



PHOTOGRAPHS BY ALBERT CHUA | EDGEPROP SINGAPORE



Andy Lim's private office.



Occupying prominent positions on the wall are two art pieces depicting shophouse scenes by Singapore artist Tung Yue Nang, who specialises in Chinese ink painting on rice paper.



One of the meeting rooms.

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On August 5, Hong Kong-listed logistics real estate fund manager ESR Cayman announced it will become the largest real estate fund manager in Asia Pacific following its agreement to acquire ARA Asset Management for US\$5.2 billion (RM21.5 billion).

The deal will merge ESR with its industrial competitor Logos, while also giving ESR management control of ARA's private and public real estate fund management business, which includes 11 real estate investment trusts, some of which are listed on the Singapore and Hong Kong stock exchanges.

John Lim co-founded ARA Asset Management in July 2002 with the backing of Li Ka-Shing's CK Asset Holdings. Following the close of the sale of ARA to ESR, which is subject to ESR shareholders' approval, Lim would be committed to stay with the new company for at least 36 months as a senior adviser and board member.

"My father has come a long way since 2002 when he started the business at 45 and an initial investment of US\$1 million," relates Lim. "He was the son of a teacher." He's also a self-made tycoon and ranks among one of Singapore's richest.

The younger Lim is now laying the groundwork for the next chapter of JLFO. Since his appointment as the family office's CEO in 2019, he acquired the shophouse at 65 Club Street for S\$15.7 million or S\$2,907 psf (RM48.5 million or RM8,984 psf) in August 2020 for use as JLFO's headquarters. In September 2020, he launched Odyssey Venture, the venture capital and private equity firm. This was followed by the launch of The Land Managers, a real estate investment firm, in December 2020, with an initial capital commitment of S\$250 million.

Acquisitions, redevelopment

In early April this year, a subsidiary of Straits Trading Company acquired JLFO's 10% stake in Straits Real Estate for S\$105 million. A month later in May, The Land Managers acquired a detached house at 12A Broadrick Road in the neighbourhood of Meyer Road in prime District 15 for S\$18.1 million (S\$1,400 psf). The 12,930 sq ft, freehold site can be redeveloped into two smaller detached houses.

Lim has appointed local design firm Lua Architects Associates to design the two houses at Broadrick Road. "I want to continue developing houses that focus on Singapore heritage," he says. The new luxury houses will have a central courtyard like the traditional shophouses with the central air well and will combine elements of the old and the new." As Meyer Road has a rich history, the façade of the detached houses will incorporate some heritage elements too, adds Lim.

The redevelopment of the detached house at Broadrick Road is still at the planning phase. Lim is looking to start construction by the end of the year or early next year. "Construction costs have increased significantly due to Covid," he says. "So we don't want to rush to call for a tender until towards the end of the year when the Singapore economy opens up more."

Lim is still interested in looking at potential redevelopment opportunities in the landed housing sector, including terraced houses, semi-detached and detached houses. However, he feels that the gap between sellers' price expectations compared to what buyers are prepared to pay, has widened in recent months.

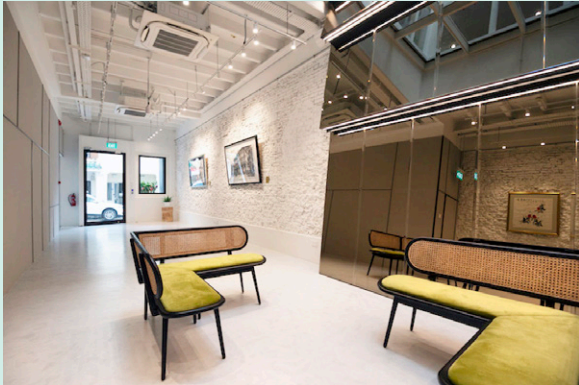
He had looked at 10 houses for sale before closing the one at Broadrick Road. In September last year, the detached house at 12 Broadrick Road which sits on a bigger plot of 16,159 sq ft, changed hands for S\$19 million (S\$1,176 psf). Compared to The Land Managers' purchase of the site next door for S\$1,400 psf this May, land prices in that area have increased 19% in just eight months.

"There is a shortage of land for redevelopment and for each land for redevelopment it is not surprising for us to see four to five bidders for it," says William Wong, founder and CEO of Realstar Premier Group, who brokered the sale on both sites at Broadrick Road. "Both construction cost and positive market sentiment equally contribute to the increase in landed pricing."

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The green wall with the skylight brightens up the place.

The reception area designed like an art gallery showcasing works of local artists.



PHOTOGRAPHS BY ALBERT CHUA | EDGEPROP SINGAPORE

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The biggest challenge is in securing a reasonable return on investment (ROI), he adds. “A good site would probably generate 20% or more annual ROI, but if a developer is competing with others who don’t mind having a single-digit ROI, and willing to pay a premium price for the site for redevelopment, it becomes more challenging.”

For now, The Land Managers will not be entering the Good Class Bungalow (GCB) market, says Lim of JLFO. “Most of the buyers in the GCB market want to redevelop their own dream home,” he observes. “This is a very niche segment; there may not be any opportunity for us as a developer to enter right now. But we will continue to look closely at this segment.”

In Wong’s view, prime GCB prices have soared 40% since the start of 2020, while the non-prime GCBs have seen prices increase by up to 25%. Overall landed property prices are up 12% to 15% since the beginning of 2020, he estimates.

Shopping for higher-yielding assets abroad

Lim will also not be in a hurry to purchase another conservation shophouse. Since his purchase of the property at 65 Club Street for S\$2,907 psf last August, prices have soared. Further down the hill, 44 and 46 Club Street were transacted for S\$25.5 million or S\$3,935 psf based on approximate built-up area, in July. The deal is said to be brokered by Simon Monteiro, associate vice-president of List Sotheby’s International Realty. It’s a new record for the Club Street area, surpassing the previous high of S\$3,888 psf set by the sale of 64 Club Street for S\$21.8 million in August 2018.


Meanwhile, Loyalle Chin, senior associate division director of PropNex is marketing a shop-

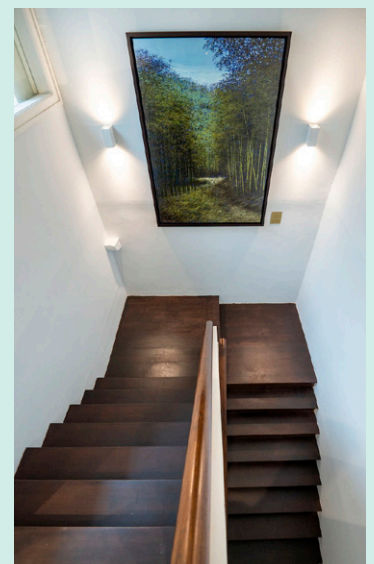
house at 93 Club Street. The shophouse has a total built-up area of 2,787 sq ft and sits on a 999-years leasehold site. The asking price is S\$9.9 million or S\$3,552 psf.

Based on Lim’s calculation, shophouse prices in Club Street have increased by 35% in just the last 12 months from the time of his purchase.

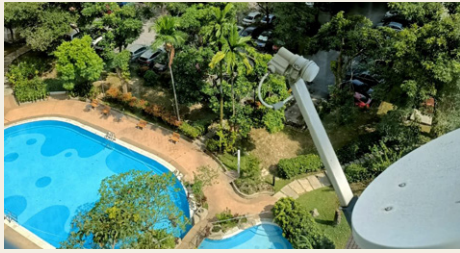
As such, Lim has set his sights on higher-yielding assets in the UK and Europe. He wants to focus on the private rented sector, office and retail assets. He has no intention of buying property sight unseen. He believes it’s important to physically visit the property, the site and the neighbourhood before making a decision to purchase.

“In January, I had this optimistic view that I could travel abroad by June,” he recalls. “The virus is really unpredictable. So here we are in September and restrictions are just lifting. Covid is a game-changer for everything. In such an environment, it’s best to be prudent.”

However, he is still optimistic about Singapore’s prospects, and intends to focus on acquiring “good quality, development sites for landed property”. 



Inside the new head office of JL Family Office.



RM1,300/mth

D'Kiara Apartment, Bandar Puteri Puchong, Selangor

Type: Apartment Tenure: Freehold
Built-up: 900 sq ft
Bedroom: 3 Bathroom: 2

Michelle Lee (REN 31630)

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

+6016 367 4851



RM2,400,000

Casa Sutra, Setia Alam, Selangor

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

James Yim (REN 24129)

PROPERTY EXPRESS (E (3) 1205)

+6012 687 4892



RM1,380,000

Prima Villa, Kemensah, Selangor

Type: Semidee house Tenure: Freehold
Built-up: 2,950 sq ft Land size: 2,850 sq ft
Bedroom: 4 Bathroom: 4

Salim Mustam (REN 10674)

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

+6017 280 0026

Done Deal

Sold for

RM1.2 million (RM727 psf against land size)

Double-storey terraced house at Bandar Utama, Petaling Jaya, Selangor



Concluded by: Amy Wong PRO (REN 30799)

IQI Realty Sdn Bhd (+6018 354 0010)

When: March 2021



RM600,000

Tanjong Sepat, Selangor

Type: Bungalow Tenure: Freehold
Built-up: 1,890 sq ft Land size: 7,171 sq ft
Bedroom: 4 Bathroom: 5

Jay Jamali (REN 37489)

NAS REALTY (E (3) 1954)

+6017 226 5737

Noteworthy

- Freehold
- Built-up: 4,000 sq ft; land size: 1,650 sq ft
- Four bedrooms, three bathrooms
- Partly furnished with lightings, ceiling fans, water heaters and air-cons
- Walking distance to 1 Utama Shopping Centre and Bandar Utama MRT station

Located in Petaling Jaya, Bandar Utama is a stone's throw away from shopping places such as 1 Utama Shopping Centre and Centrepoin. It is also close to Pui Chai Primary School, British International School and First City International College.

According to real estate negotiator of IQI Realty Sdn Bhd, Amy Wong, landed houses in Bandar Utama are one of the most sought-after properties in the market given its good amenities and strategic location.

"The terraced house had a price tag of RM1.2 million. It was a bit pricey. However, the seller was quite firm on the asking price and willing to wait for the right buyer who agreed with the selling price," Wong said, adding that the seller was looking at cashing out his investment.

Meanwhile, the buyers like the unit for being just 100m away from a small park, as well as it being within a short walking distance to 1 Utama Shopping Centre, Bandar Utama Central Park and Bandar Utama MRT station.

According to **EdgeProp Research**, Bandar Utama landed homes registered an average transacted price of RM1.32 million or RM723.29 psf in 2020.

As at Aug 2021, 144 units were looking for buyers on **EdgeProp.my**, with an average asking price of RM1.52 million or RM692.48 psf. Meanwhile, 38 units were up for rent with an average monthly asking rate of RM2,814 or RM1.22 psf.



RM1,200,000

Laman Impian, Sunway Damansara, Selangor

Type: Townhouse Tenure: Leasehold
Built-up: 2,300 sq ft Land size: 2,000 sq ft
Bedroom: 3 Bathroom: 4

Siew Lee Tan (REN 01666)

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

+6012 458 3016



RM4,200,000

Bukit Bandaraya, Bangsar, Kuala Lumpur

Type: Bungalow Tenure: Freehold
Built-up: 5,500 sq ft Land size: 6,600 sq ft
Bedroom: 5 Bathroom: 5

Siew Kim (REN 04485)

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

+6012 210 2858



RM1,000,000

Greenhill Residence, Shah Alam, Selangor

Type: Semidee house **Tenure:** Leasehold
Built-up: 3,300 sq ft **Land size:** 3,721 sq ft
Bedroom: 6 **Bathroom:** 5

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

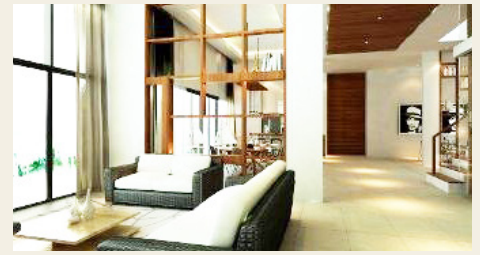


RM980,000

Mercu Summer Suites, Kampung Baru, Kuala Lumpur

Type: Condominium **Tenure:** Leasehold
Built-up: 1,348 sq ft
Bedroom: 4 **Bathroom:** 2

Calvin Kwok **PRO** (REN 40208)
REAPFIELD PROPERTIES (HQ) SDN BHD (E (1) 0452)
☎ +6012 605 8308



RM4,500,000

Subang Heights East, Subang Jaya, Selangor

Type: Bungalow **Tenure:** Freehold
Built-up: 6,000 sq ft **Land size:** 5,400 sq ft
Bedroom: 7 **Bathroom:** 7

Susan Gwee **PRO** (REN 01156)
REAPFIELD PROPERTIES (SJ) SDN BHD (E(1) 0452/2)
☎ +6012 289 1337

Done Deal

Sold for

RM388,000 (RM555.87 psf)

Condominium at Kiara East Suite DEX, Kuala Lumpur



Concluded by: Michelle Tang **PRO** (REN 35926)

Kith and Kin Realty Sdn Bhd
(+6012 603 0866) **When:** April 2021



RM3,500,000

Setia Hills, Ampang, Selangor

Type: Bungalow **Tenure:** Leasehold
Built-up: 7,902 sq ft **Land size:** 7,656 sq ft
Bedroom: 7 **Bathroom:** 7

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

Noteworthy

- Leasehold
- Fully furnished
- Built-up: 698 sq ft
- Two bedrooms; one bathroom
- Facilities: Infinity pool, gym, barbecue area, jogging path
- Amenities: Taman Wahyu KTM, Metropolitan Batu Park, Lotus's Grocery, F&B shoppots
- Accessibility: Duta-Ulu Kelang Expressway (DUKE), New Klang Valley Expressway (NKVE) and Middle Ring Road 2 (MRR2) by Jalan Kuching



Developed by Kiara East Property, Kiara East Suite DEX is a leasehold condominium located in the north-east fringe of Kuala Lumpur city bordered by Jalan Ipoh and Jalan Kuching.

According to Michelle Tang of Kith and Kin Realty Sdn Bhd, the condominium has two sides: one facing Jalan Kuching and the other side facing KL city centre.

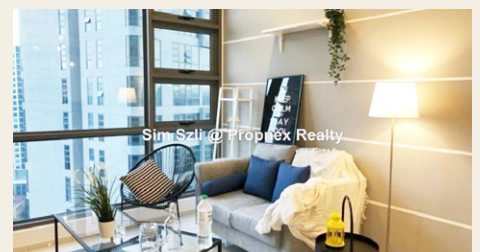
Tang noted that the latter fetched higher prices as majority of the buyers preferred the KL skyline view. It was also quieter compared to the units facing the bustling Jalan Kuching.

However, the buyer, who previously stayed in the same condominium in a unit facing Jalan Kuching, did not mind the view. Furthermore, units facing Jalan Kuching were priced lower than the units with KL city view.

"She was familiar with the surroundings and liked the environment as it was not too crowded," said Tang.

Meanwhile, Tang added that the previous owner had decided to let go of all of his properties in Malaysia as he was planning to move to another country.

While no transaction was recorded in the past years, there was one listed for sale at RM480,000 or RM687.68 psf. There was no rental listing on **EdgeProp.my** as at Aug 2021.



RM700,000

The Robertson Residence, Jalan 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



RM1,100,000

Bangsar Ria Townhouse, Bangsar, Kuala Lumpur

Type: Townhouse **Tenure:** Freehold
Built-up: 1,646 sq ft
Bedroom: 3 **Bathroom:** 2

Ganesh M **PRO** (E1310)
REAPFIELD PROPERTIES (HQ) SDN BHD (E (1) 0452)
☎ +6016 223 9000



Location : Semenyih

RM25,000,000

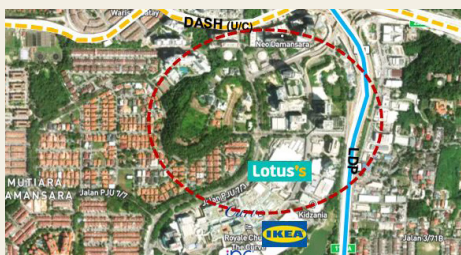
Semenyih, Selangor

Type: Agricultural land Tenure: Leasehold
Land size: 50 acres

SP Lee **PRO** (REN 40386)

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

+6018 382 9338



Call for price

Mutiara Damansara, Selangor

Type: Commercial land Tenure: Freehold
Land size: 2 acre

John Leong **PRO** (PEA 1132)

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

+6016 599 2699



RM2,880,000

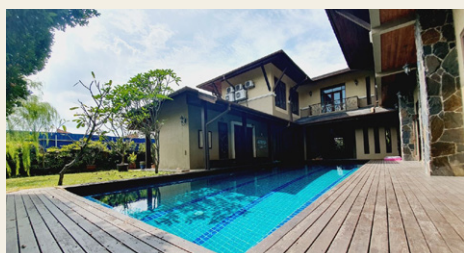
Damansara Jaya, Petaling Jaya, Selangor

Type: Semidee house Tenure: Leasehold
Built-up: 4,500 sq ft Land size: 2,800 sq ft
Bedroom: 6 Bathroom: 6

Susan Chan **PRO** (REN 04051)

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

+6012 345 0021



RM3,900,000

Seksyen 9, Shah Alam, Selangor

Type: Bungalow Tenure: Leasehold
Built-up: 8,300 sq ft Land size: 18,619 sq ft
Bedroom: 9 Bathroom: 10

Fahmi Roslan **PRO** (REN 33024)

QVE PROPERTY CONSULTANTS SDN BHD (VEPM (1) 0384)

+6010 551 2129

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RM850,000

PD Residences, Kuching, Sarawak

Type: Condominium Tenure: Leasehold
Built-up: 1,650 sq ft
Bedroom: 3 Bathroom: 2

Kenneth Wong **PRO** (E1810)

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

+6019 886 7688



RM2,480,000

Jelutong Heights, Bukit Jelutong, Selangor

Type: Semidee house Tenure: Freehold
Built-up: 3,500 sq ft Land size: 3,950 sq ft
Bedroom: 5 Bathroom: 5

Christina Lesslar **PRO** (REN 00284)

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

+6016 906 6898



RM240,000

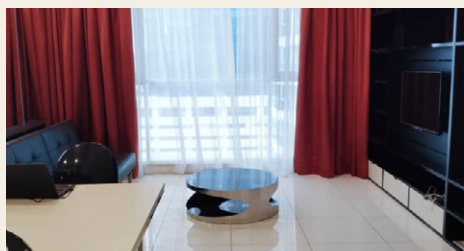
Country Garden Central Park, Johor Bahru, Johor

Type: Studio Tenure: Freehold
Built-up: 403 sq ft
Bathroom: 1

Ivy Chow **PRO** (REN 44899)

BPG REALTY SDN BHD (E (1) 1978)

+6016 517 5810



RM2,600/mth

Uptown Residence, Damansara Utama, Selangor

Type: Condominium Tenure: Freehold
Built-up: 734 sq ft
Bedroom: 1 Bathroom: 1

Wendy Loh **PRO** (REN 04055)

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

+6012 387 1478



RM428,000

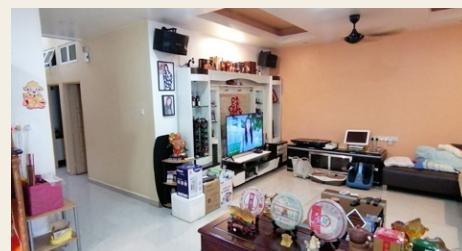
The Elements, Ampang, Kuala Lumpur

Type: Condominium Tenure: Freehold
Built-up: 705 sq ft
Bedroom: 1 Bathroom: 1

Kyce Cheong **PRO** (REN 16440)

EUM REALTY SDN BHD (E (1) 1708)

+6016 636 3561



RM1,180,000

Happy Garden, Taman OUG, Kuala Lumpur

Type: Terraced house Tenure: Freehold
Built-up: 1,800 sq ft Land size: 3,530 sq ft
Bedroom: 5 Bathroom: 3

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

CID REALTORS SDN BHD (E (1) 1855)

+6019 265 6602



RM43,000,000

Jalan Yap Kwan Seng, Kuala Lumpur

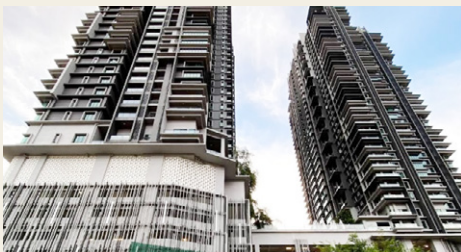
Type: Commercial land **Tenure:** Freehold

Land size: 24,396 sq ft

Felicia Lee **PRO** (PEA 2899)

IQI REALTY SDN BHD (E (1) 1584)

+6019 381 2638



RM900,000

The Reach Condominium, Titiwangsa, Kuala Lumpur

Type: Condominium **Tenure:** Freehold

Built-up: 1,368 sq ft

Bedroom: 3 **Bathroom:** 3

Zuraini Zallin **PRO** (PEA1699)

RESCOM REALTY (VE (3) 0244)

+6019 663 1526



RM330,000

Neo Damansara, Petaling Jaya, Selangor

Type: Office **Tenure:** N.A

Built-up: 833 sq ft

Phyllis Lim **PRO** (E 1670)

JOYLAND PROPERTIES (E (3) 0743)

+60113 337 8623



RM8,500,000

Country Heights, Kajang, Selangor

Type: Bungalow **Tenure:** Freehold

Built-up: 12,000 sq ft **Land size:** 13,649 sq ft

Bedroom: 8 **Bathroom:** 10

Syed Shah **PRO** (REN 28611)

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

+6012 670 2924



RM1,713,000

Tamarind Square, Cyberjaya, Selangor

Type: Shoplot **Tenure:** Freehold

Built-up: 2,231 sq ft

Bathroom: 2

Sandy Lim **PRO** (REN 05454)

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

+6016 301 2015



RM690,000

SS 12, Subang Jaya, Selangor

Type: Terraced house **Tenure:** Leasehold

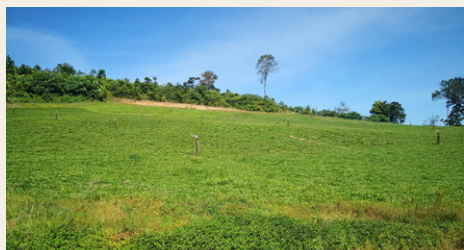
Land size: 1,680 sq ft

Bedroom: 3 **Bathroom:** 2

Jane Wong **PRO** (REN 01192)

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

+6019 221 1370



RM330,000

Karak, Bentong, Pahang

Type: Agricultural land **Tenure:** N.A

Land size: 43,560 sq ft

Neel **PRO** (REN 04411)

REAPFIELD PROPERTIES (PUCHONG) SDN BHD

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



RM799,000

Taman Angkasa Indah, Kajang, Selangor

Type: Terraced house **Tenure:** Freehold

Built-up: 2,000 sq ft **Land size:** 3,430 sq ft

Bedroom: 5 **Bathroom:** 3

Akmal Halim **PRO** (REN 37482)

NAS REALTY (E (3) 1954)

+60111 852 3234



RM2,999/mth

Spring Avenue, Kuchai Lama, Kuala Lumpur

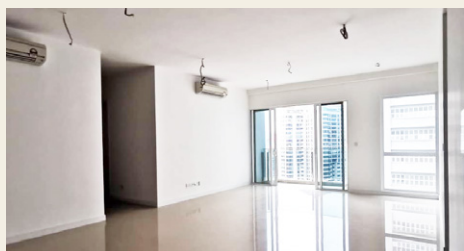
Type: Shoplot **Tenure:** N.A

Built-up: 1,216 sq ft

SK Chong **PRO** (REN 10536)

GRIFFIN PROPERTIES (E (3) 1792)

+6012 912 2433



RM1,800,000

Pavilion Hilltop, Mont'Kiara, Kuala Lumpur

Type: Condominium **Tenure:** Freehold

Built-up: 1,830 sq ft

Bedroom: 4 **Bathroom:** 4

Eric Wong **PRO** (REN 46595)

IQI REALTY SDN BHD (E (1) 1584)

+6012 862 1744



RM505,000

Jalan Setia Perdana, Setia Alam, Selangor

Type: Terraced house **Tenure:** Freehold

Built-up: 868 sq ft **Land size:** 1,400 sq ft

Bedroom: 3 **Bathroom:** 2

Lue **PRO** (REN 18679)

HARTAMAS REAL ESTATE (MALAYSIA) SDN BHD

(E (1) 1439) +6014 626 4929



RM3,800/mth

Jalan Serampang, Johor Bharu, Johor

Type: Bungalow **Tenure:** Freehold

Land size: 2,400 sq ft

Bedroom: 5 **Bathroom:** 3

Mitchelle Yap **PRO** (REN 14455)

GATHER PROPERTIES SDN BHD (E (1) 1536/3)

+6013 740 3757



RM590,000

Wangsa Link, Wangsa Maju, Kuala Lumpur

Type: Office Tenure: Leasehold
Built-up: 1,765 sq ft

Tony Yap PRO (REN 23582)
AMBER REALTY (E (3) 1482)
+60115 646 8129



RM3,800,000

Sierra Seputeh, Seputeh, Kuala Lumpur

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

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



RM1,700/mth

Kristal View, Shah Alam, Selangor

Type: Condominium Tenure: Leasehold
Built-up: 1,200 sq ft
Bedroom: 3 Bathroom: 2

Reiyn Ali PRO (REN 30122)
REAPFIELD PROPERTIES (SJ) SDN BHD (E (1) 0452/2)
+6018 773 2921



RM1,550,000

Damai Kasih, Cheras, Kuala Lumpur

Type: Link bungalow Tenure: Leasehold
Built-up: 4,500 sq ft Land size: 3,200 sq ft
Bedroom: 7 Bathroom: 6

Syazmil Yaakob PRO (REN 44478)
MAXXAN REALTY SDN BHD (E (1) 1766)
+6012 645 0101



RM370,000

The Scott Soho, Old Klang Road, Kuala Lumpur

Type: Condominium Tenure: Freehold
Built-up: 775 sq ft
Bedroom: 1 Bathroom: 2

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



RM3,800,000

Villa Pavilion Hilltop, Mont'Kiara, Kuala Lumpur

Type: Terraced house Tenure: Freehold
Built-up: 3,671 sq ft Land size: 1,500 sq ft
Bedroom: 5 Bathroom: 6

Harry Anwar PRO (REN 38290)
AZMI & CO ESTATE AGENCY SDN BHD (E (1) 0553)
+6012 912 5034



RM1,473,888

Ara Sendayan, Seremban, Negeri Sembilan

Type: Link bungalow Tenure: Freehold
Built-up: 4,960 sq ft Land size: 5,000 sq ft
Bedroom: 5 Bathroom: 5

Yumi Tan PRO (REN 12230)
DF PROPERTY (1637559-H)
+60112 069 9463



RM498,888

Tiara Sendayan Gacella, Port Klang, Selangor

Type: Terraced house Tenure: Freehold
Built-up: 2,174 sq ft Land size: 1,300 sq ft
Bedroom: 4 Bathroom: 3

Emily PRO (REN 25882)
GS REALTY SDN BHD (E (1) 1307)
+60117 270 1603

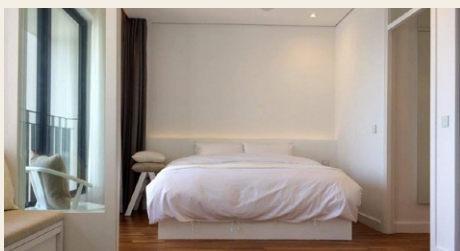


RM1,098,000

Elmina Green, Shah Alam, Selangor

Type: Terraced house Tenure: Freehold
Built-up: 2,408 sq ft Land size: 3,565 sq ft
Bedroom: 4 Bathroom: 4

Zarizi Zaimi PRO (REN 35396)
REAPFIELD PROPERTIES (HQ) SDN BHD (E (1) 0452)
+6011 1013 0554



RM630,000

Azelia Residence, Bandar Sri Damansara, Selangor

Type: Studio Tenure: Freehold
Built-up: 614 sq ft
Bathroom: 1

Wennie Liew PRO (REN 16099)
IQI REALTY SDN BHD (E (1) 1584)
+6012 233 3013



RM380,000

TTDI Adina, Shah Alam, Selangor

Type: Condominium Tenure: Leasehold
Built-up: 836 sq ft
Bedroom: 2 Bathroom: 2

Noor Azhar Mohd Supian PRO (REN 47196)
REAPFIELD PROPERTIES (SJ) SDN BHD (E (1) 0452/2)
+6019 261 8251



RM800,000

Taman OUG, Bandar Baru Sri Petaling, Kuala Lumpur

Type: Terraced house Tenure: Leasehold
Built-up: 1,600 sq ft Land size: 2,200 sq ft
Bedroom: 4 Bathroom: 3

Lim Yuan Ling PRO (REN 25667)
REAPFIELD PROPERTIES (SJ) SDN BHD (E (1) 0452/2)
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