

EXPLORING A BLUE OCEAN

Workers' accommodations have been pushed into the limelight when their less-than-desirable conditions led to several Covid-19 cluster outbreaks in the country.

With new regulations and greater awareness for better facilities needed now, is this an opportunity for developers to capture a largely untapped market and create greater sustainability for the industrial sector? Consultants share their insights on **Pg 30 to 33.**

Inside!

PROPERTY MANAGEMENT

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kitchens outlast
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Dear Readers,

Thank you for your faithful read of the weekly EdgeProp Malaysia's publication.

This issue marks the 332nd edition of the publication, which debuted on May 8, 2015, presented in both the physical and digital formats.

Malaysia's first-ever Covid-19 lockdown on March 18, 2020 was unbelievable and shocking, to put it mildly. Subsequently, as the pandemic unfolded, unprecedented decisions were birthed in response.

For EdgeProp Malaysia, the handbrakes were pulled on the publishing and distribution of the physical version of EdgeProp Malaysia's weekly while the digital version continued.

Taking cognisance of the fast and furious switch to digital, the EdgeProp team responded immediately with a stepped-up presence online, rolling out, amongst others, fireside chats that focused on key industry issues, and matters that mattered to property dwellers, investors and all other stakeholders in the Malaysian real estate industry.

Fast forward to the present; to stay relevant, we are reinventing ourselves. We are now ready to blaze yet another new trail as we charge into 2022.

In line with our new direction, we will be stopping the EdgeProp Malaysia's weekly – you are now reading its final edition.

Rest assured however, that in the days ahead, our portal – www.edgeprop.my – will be an even more compelling destination for everything property, one that anyone who has an interest in real estate could not afford to ignore.

Wishing you a great, healthy and joyous 2022!

Yours faithfully,

Au Foong Yee
Editor-in-chief &
Managing Director
EdgeProp Malaysia



The inaugural launch of EdgeProp.my's Malaysia Virtual Property Expo (VPEx) in 2017.



EdgeProp.my Facebook Live Fireside Chat entitled "Will the Malaysian property sector survive this mother of all crises?" which was held on April 22, 2020.



Established in 2017, EdgeProp Malaysia's Best Managed & Sustainable Property Awards enters its fifth instalment in 2021, seeking to recognise real estate that is managed with excellence and sustainability.



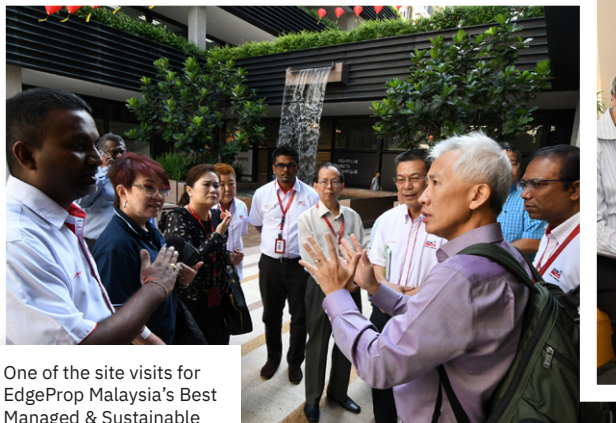
The EdgeProp Malaysia Study Tour on Excellent Building Sustainability, Management and Wellness to Japan organised by EdgeProp Malaysia and supported by Panasonic took place from Oct 3 to Oct 5, 2019. Some 15 chieftains of prominent property development companies in Malaysia as well as members of EdgeProp Malaysia's Best Managed Property Awards judging panel and former Housing and Local Government (KPKT) Minister Datuk Zuraida Kamaruddin participated in the memorable study tour.



EdgeProp.my, Paramount Property and Nippon Paint Malaysia Sdn Bhd joined hands to initiate the Sayangi Rumahku campaign, which gave the sports courts in selected People's Housing Project (PPR) schemes in the Klang Valley a makeover. The effort benefitted close to 16,000 residents living in 4,116 homes in the PPRs.



Participants taking a selfie picture during the study tour in Japan.



One of the site visits for EdgeProp Malaysia's Best Managed & Sustainable Property Awards.



Taking a break - Judges of EdgeProp Malaysia's Best Managed & Sustainable Property Awards, (from left) Dr Lim Lan Yuan, president of the Association of Property & Facility Managers Singapore; Chris Tan, founder and managing partner of Chur Associates; Datuk Jeffrey Ng, chairman of the Malaysian REIT Managers Association; Au and Anthony Lee Tee, managing director of Architect Centre Sdn Bhd, during a site inspection and evaluation.



Over 350 industry players attended EdgeProp Malaysia's Best Managed Property Awards 2018 gala dinner on May 7, 2018.



EdgeProp.my + Setia Eco Templer Waterfall Hike 2019 which was held on August 26, 2019.



The Edge Property Sdn Bhd
(1091814-P)
Level 3, Menara KLK,
No. 1 Jalan PJU 7/6, Mutiara
Damansara, 47810 Petaling Jaya,
Selangor, Malaysia

EdgeProp.my

**Managing Director/
Editor-in-chief**
Au Foong Yee

Editorial

Assistant Editor Tan Ai Leng

Deputy Chief Copy Editor
James Chong

Senior Writer Rachel Chew

Writers Natalie Khoo,
Chelsea J. Lim, Chin Wai Lun

Photographer Low Yen Yeing

Designer Xiao Hu

**For New Launches/Events/
Press Releases/News Tips**
Email: editor@edgeprop.my
Tel: (03) 7721 8211
Fax: (03) 7721 8280

Advertising & Marketing

Senior Account Managers
Ian Leong (012) 359 1668
Cecilia Too (012) 319 7666
Joane Tan (011) 6286 5767

Account Manager
Joyceline Chan Lai Yuet
(012) 693 5826

Marketing Support & Ad Traffic
Madeline Tan (03) 7721 8218

Email: marketing@edgeprop.my

Business Development

Manager
Nimalen Parimalam (014) 324 3193

Agency Sales

Sales Manager
Stanny Tan (012) 538 1687

Product Development

**& Customer Advisory
Associates**
Omar Nawawi (012) 537 1687
Nazrin Hakimim (017) 368 6061

For enquiries and listings

Email: support@edgeprop.my
Tel: (03) 7733 9000

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THE EDGE
MALAYSIA

Publisher and Group CEO

Ho Kay Tat

Editorial

Editor-in-chief Azam Aris
Corporate

Chief Operating Officer
Lim Shiew Yui

Advertising & Marketing

Chief Commercial Officer
Sharon Teh (012) 313 9056

General Manager
Fong Lai Kuan (012) 386 2831

Senior Sales Manager
Gregory Thu (012) 376 0614

**Head of Marketing
Support & Ad Traffic**

Lorraine Chan (03) 7721 8001

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Malaysia-Singapore land VTL to be launched on Nov 29, starting with 1,500 travellers per day

The governments of Malaysia and Singapore will be launching the vaccinated travel lane for land (VTL-Land), to coincide with the VTL-Air, according to a joint statement on Nov 24.

The VTL-Land will begin with an initial quota of 1,500 daily travellers at the beginning stage, with weekly increments to follow.

"The Singapore-bound designated VTL-Land bus services will use the Larkin Sentral Bus Terminal (Larkin Sentral) as the boarding and disembarkation point in Malaysia, [and] Queen Street Terminal (QST) as the boarding and disembarkation point in Singapore," the

governments said.

"Travellers allowed to take part in the VTL-Land are Malaysia and Singapore citizens and permanent residents as well as holders of Malaysia and Singapore Long-term Pass.

"The travellers must be fully vaccinated and for unvaccinated children below the age of 12, they must be accompanied by vaccinated parents or guardians," it said.

Currently, it said the VTL-Land will be limited to only bus transportation as a control mechanism and other modes of transportation will be included in stages.

Advancecon bags RM23.47m construction project in Klang

Earthworks and civil engineering services specialist Advancecon Holdings Bhd has secured a construction project worth RM23.47 million in Klang, Selangor from Sime Darby Property (Bukit Raja) Sdn Bhd.

The group via its wholly-owned subsidiary Advancecon Infra Sdn Bhd (AISB) has accepted the Letter of Acceptance from Sime Darby Property for the appointment of AISB as the contractor for the proposed construction and completion of earthworks and other related works for Development of Phase 1 (R10C, R10D and R10E) at Bandar Bukit Raja 2, Kapar district.

The contract period is from Dec 6, 2021 to Aug 5, 2023, according to Advancecon's bourse filing on Nov 22.

Advancecon said the contract, which is expected to contribute positively towards the group's future earnings, will be funded via internally-generated funds or external borrowings.

Strong business fundamentals anchor Kulim Technology Park's future growth

Kulim Technology Park Corporation (KTPC) is looking to "meet

and exceed" clients' requirements to remain a premier tech-park in the region.

Group chief executive officer Mohd Sahil Zabidi said to further value-add to its services and offerings, the company is looking to strengthen Kulim Hi-Tech Park's industrial ecosystem.

"This means attracting supporting industries, perhaps by way of a small and medium enterprise (SME) park so that tenants enjoy a more secure and cost-effective supply-chain, as well as strengthen its value chain," he said on Nov 23.

He said KTPC is also working on incorporating elements of the environment, social and governance (ESG) investment evaluation requirements through a structured sustainable development programme.

PM launches Keluarga Malaysia Pass, encourages public to use public transport

The introduction of the Keluarga Malaysia (Malaysian Family) Pass by Prasarana Malaysia Bhd is hoped to encourage the public to use public transport for leisure or to visit the various tourist attractions in the Klang Valley.

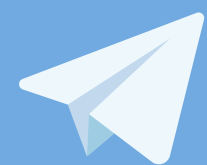
Prime Minister Datuk Seri Ismail Sabri Yaakob said at a price of only RM15, the travel pass enables four people in a group to

enjoy one-day unlimited rides on Prasarana-owned bus and train services on Saturday, Sunday or any public holiday.

The services include the Light Rail Transit (LRT), Mass Rapid Transit (MRT), the Monorail and the Bus Rapid Transit (BRT).

"This means that each person in the group of four will only have to pay RM3.75 to use rail and bus services operated by Rapid KL all day long," he said when launching the travel pass in Kuala Lumpur on Monday (Nov 22).

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S P Setia on track to achieve RM3.8b sales target for FY2021

S P Setia Bhd recorded RM3.38 billion sales for its first three quarters of financial year 2021, which accounts to 89% of its RM3.8 billion full year sales target.

In a media statement on Nov 23, S P Setia said its local projects contributed RM2.66 billion whilst the remaining RM728 million were contributed by international projects, namely Sapphire by the Gardens and Marque Residences in Australia, as well as Daintree Residence in Singapore, which recorded 100% take-up rate.

In the first nine months of FY2021, S P Setia achieved a year-on-year (y-o-y) higher revenue of RM2.73 billion and profit before tax of RM353.7 million, mainly driven by progressive revenue



recognition from the strong take-up rates achieved.

"We are encouraged by the sales achieved by the group for the first three quarters of the year despite the uncertainties in the outlook brought about by the Covid-19 pandemic.

"This would not have been possible if Team Setia had not been committed and united in pursuing the sales target set," said S P Setia president and CEO Datuk Choong Kai Wai (pictured).



Unsold houses drop slightly to 30,290 units in 3Q2021, Dewan Rakyat told

A total of 30,290 units of completed houses worth RM19.75 billion nationwide were unsold as at the third quarter of this year, compared to 31,112 units worth RM20.1 billion in the second quarter, the Dewan Rakyat was told on Nov 23.

Deputy Minister of Housing and Local Government Datuk Seri Ismail Abdul Mutalib said this showed a drop of 2.64% in number and 1.74% in value of unsold units in the third quarter compared to the second quarter based on the data from National Property

Information Centre (NAPIC).

"Although not obvious, there is a drop in the number of unsold houses after some developers reduced prices or gave discounts to clear the overhang in supply amidst the uncertain economy.

"This is proven with the drop in the house price index in the third quarter (2021) to 198.6 points compared to the third quarter of 2020 at 199.9 points, representing a drop of 0.7%," he said during a question-and-answer session.



HR Ministry: More updates on indoor air quality guide for workplaces

The Malaysia Human Resources (HR) Ministry will be updating the Industry Code of Practice on Indoor Air Quality (ICOP IAQ) 2010 to take into account measures to reduce the Covid-19 transmission, reported The Star on Nov 23.

In a written reply to Charles Santiago (PH-Klang), who asked the government if there was any intention to amend laws to regulate ventilation systems at workplaces to prevent Covid-19 transmission, the HR Ministry said ICOP IAQ 2010 was being

amended.

Currently, ICOP IAQ 2010 is enforced by the Department of Occupational Health and Safety (DOSH). Together with DOSH, the ministry had released a ventilation and indoor quality guide to educate the public on the need for adequate ventilation during the Covid-19 pandemic.

According to the report, a briefing session on the guide was held between the ministry and 3,000 participants consisting of employers and stakeholders recently.

Malaysia's natural beauty can be among world's preferred eco-tourism destinations



The country's natural beauty which has healing effects and is a self-help therapy can make Malaysia one of the preferred eco-tourism destinations in the world, said Tourism, Arts and Culture Minister (MOTAC) Datuk Seri Nancy Shukri.

She said Tasik Bera in Pahang, for example, with its rich natural ecosystem, is well-known to local and foreign tourists as it is the home to over 200 bird species, 50 mammal species and 90 fish species besides being a habitat of various

types of flora.

"These promise a unique experience for those who love nature-based and outdoor activities such as jungle trekking," she said in her speech at Keluarga Malaysia (Malaysian Family) "Hogoh Bera 2020" Programme at Fel-da Kumai, Pahang on Nov 21.

The two-day programme, which kicked off on Nov 20, was officiated by Prime Minister Datuk Seri Ismail Sabri Yaakob. Also present was Pahang Menteri Besar Datuk Seri Wan Rosdy Wan Ismail.

BACK TO WORQ WITH PEACE OF MIND

As we enter into the endemic phase, more and more businesses and offices are opening up. While some people may feel hesitant to return due to concerns about sharing an enclosed air-conditioned office with others, some companies have already taken the initiative to make their work places safe in all aspects.

One such entity is WORQ, a community-centric co-working space founded by Stephanie Ping and Andrew Yeow in 2017. By putting themselves into the shoes of entrepreneurs, WORQ has built a rich ecosystem where people and the community prosper by working together through the flexible workspace solution.

"We have always prioritised the safety of our members, and in these uncertain times, it is no different. That's why we are practising and enforcing best practices for social distancing and self-isolation amid Covid-19. As you know, safety guidelines – including those for our members and staff – may likely be revised as the situation changes, and you can count on us to keep up to date with the latest government guidelines," stresses Ping and Yeow.

As a rule-of-thumb, all members, visitors and WORQ staff have to provide their Covid-19 vaccination digital certs to show their risk statuses and check in using MySejahtera before entering the premises. At the same time, everyone is required to observe the social distance of a one metre and to wear their face masks at all times.

Apart from that, all WORQ locations carry out frequent cleaning and sanitising of the common areas, tables and chairs, door knobs and handles to ensure the safety and cleanliness of the space.

Today, WORQ has grown into one of the leading co-working spaces in the Klang Valley with a total managed office size of 100,000 sq ft, servicing businesses of various sizes. There are currently four locations – TTDI, Subang, Bangsar South and Mutiara Damansara; with ongoing plans to expand to another 1 million sq ft in five years.

Where all can breathe easy

To bring it up a notch, WORQ has also invested in air purifiers such as Panasonic's Air-e Ceiling Mounted nanoe™ X Generator in all its outlets as they strongly believe that indoor air quality is critical for good health.

"We believe that customer service can make or break

your business. Hence, we take great care of our community and go the extra mile to ensure customer satisfaction. As WORQ was preparing to reopen the space to welcome our members, we were aware that many were concerned about the risk of the Covid-19 virus spreading through airborne particles and droplets. Following that, we spoke to various partners to see how we could provide a safe workspace for our members to get back to WORQ.

"Through the collaboration with Panasonic, WORQ has learned about the nanoe™ X technology. Not only is the technology able to inhibit 99.99% of the SARS-COV2 virus which causes Covid-19, but it is also Helps to deodorize and moistures the air in the room. This provides more reason for people to get back to work in a safe place where they can work productively with peace of mind," says Ping and Yeow.

"WORQ has always been vigilant in maintaining strict standard operating procedures, and for that, we are eternally grateful! Furthermore, with the installation of Panasonic Air-e Ceiling Mounted Nanoe™ X Generator and Portable Nanoe™ X Generator in WORQ, my staff feels safe and confident coming back to work," says one WORQ member, Jolene Chan, who is the human resource manager and administrator of Segnel Creative Sdn Bhd.

"Panasonic Nanoe-x technology is one of the very few technologies in the market tested and certified (by Texcell) to be able to inhibit 99.99% of the current novel coronavirus and as such - together with WORQ, we are happy to be able to provide a safer working environment for all Malaysians," says Ichiro Suganuma, managing director of QAFL business promotion office, Panasonic Corporation.

Get your first experience working productively with peace of mind at WORQ! Claim your one-week complimentary pass when you book your office tour. Contact us at 010-767 6704 to book. [Click here](#) to visit our website. Valid till Dec 31, 2021. T&C apply.



WORQ has invested in air purifiers such as Panasonic's Air-e Ceiling Mounted nanoe™ X Generator in all its outlets."



THE FOUNDERS OF WORQ,
STEPHANIE PING (LEFT)
AND **ANDREW YEOW.**



Test results: novel coronavirus activity inhibited

Test of a generator of nanoe™ X

Overview

The objective of this test was to determine if nanoe™ X inhibit the activity of the SARS-CoV-2 virus. Gaseous solution with SARS-CoV-2 virus solution was exposed to a generator of nanoe™ X from a distance of 15cm in a 45L box for 2 hours. Over 99.99% of the activity of the SARS-CoV-2 virus was inhibited.

Details

(1) Testing organisation: TEXCELL (France). (2) Test subject: novel coronavirus (SARS-CoV-2). (3) Test volume: 45L, enclosed box (400 mm x 350 mm x 350 mm). (4) Exposure time: 2 hours. (5) Exposure distance: 15cm.



Notes: (1) The virus infectious titer was measured and used to calculate the inhibition rate. (2) This verification was designed to generate basic research data on the effects of nanoe™ X on the novel coronavirus in laboratory conditions. It was not designed to evaluate product performance.

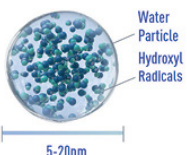
Notes: Photograph is for illustrative purposes.

nanoe™ X Inhibits Activity of Adhered Novel Coronavirus (SARS-CoV-2) Over 99.99% in 2 hours.

Testing Organisation: Texcell (France)

- Test subject: Adhered novel coronavirus (SARS-CoV-2)
- Test volume: 45L enclosed box
- Test result: Virus activity inhibited over 99.99% in 2 hours

nanoe™ X Structure



Huge Quantity



Longer Life Span



Inhibit Adhered SARS-CoV-2



Heritage building restored, childhood memories relived



“Selling it was always an easier option than restoring the building. But bringing back the beauty of the building and leaving a part of history for Penangites and our children was a quest worth going into.”
— Ooi

The main entrance of 123 Macalister.



PHOTOGRAPHS BY DAVID ST LOH



The facade of 123 Macalister.

The restored 123 Macalister.



Text Tan Ai Leng

Datuk Ooi Sian Hian could not hide the excitement of unveiling the century-old ancestor house to his siblings and cousins after about two years of restoration work.

The bungalow house 123 Macalister, located at Jalan Macalister, Penang was built in the 19th century. It has a land area of approximately 30,000 sq ft and built-up of 7,964 sq ft (after restoration).

It was also a place filled with many beautiful childhood memories for Ooi. He recalls that the bungalow unit, which was once his grandmother's house, was a place where Ooi, his siblings, and cousins frequently visited during the weekends when they were young. "The house was full of laughter and joy. During the daytime, we would be playing softball, baseball and cycling at the compound of the house, until my aunties called us for dinner. Then we would go and shower and have dinner together. At night, we would play board games and card games in the house," Ooi tells EdgeProp.my.

Century-old bungalow

The 123 Macalister was one of the buildings located in the city of George Town, which obtained the UNESCO World Heritage Site status in 2008. There are about 1,904 buildings within the 109.38ha Core Zone of the heritage site. It is also one of the thousands of buildings that requires local authority's approval before any development works can be done.

One of the earliest owners of the 123 Macalister was Khoo Loon Teik, who purchased the bungalow unit from the estate of Tan Chong Keat, a local businessman, who passed away in 1926. The unit was then sold to the Tang family, which Ooi's maternal grandmother was a part of, until the early 21st century.

Continues **NEXT PAGE** →



Before restoration, the bungalow was left vacant for more than five years.

PHOTOGRAPHS BY DAVID ST LOH



The interior of the ground floor, the place where Ooi, his siblings and cousins had fun times when they were kids.



All the six bedrooms on the upper floor have been taken out, and turned into a big, vast, open hall for flexible use.



The wood pieces of the staircase had been stolen, and it took Ooi some time to source for similar materials to rebuild it.



Intricate detailing below the gable.

“

Heritage buildings require more maintenance compared to other types of properties. And the requirement for authentic materials also means that construction cost is high,”

— Au



The solid wooden door salvaged from an old house.

← From **PREVIOUS PAGE**

After Ooi's grandmother had passed away, the bungalow was passed on to his uncle, who later passed it on to his cousins. However, due to various reasons, after the last occupant passed away, no one stayed in the bungalow, which led to it being desecrated.

In 2017, Ooi and his siblings decided to purchase the house, and as an architect himself, he decided to be more hands-on with the restoration work, with the help of his architect friends, one of them being Ar Au Tai Yeow.

In fact, this was not Ooi's first restoration gig. Ooi, who is also one of the partners of Ghee Hiang, the maker of the famous *tao sah* biscuits, had previously restored the Ghee Hiang building, which is located just opposite 123 Macalister.

Even though Ooi had experience in restoring heritage buildings, he admits that the restoration journey was not a stroll in the park.

“The building had lost all its windows and frames, the roof was collapsing, the upper timber floor joists were all stolen and we were left with a structure which looked like a cathedral upon entry,” Ooi recounts.

Despite the poor condition though, Ooi said he was thankful that the structure of the bungalow was still strong.

“The bare bones of the main building were still solid and that in itself saved us a lot of money. We had to only rebuild the annex at the rear from scratch and reinstall the roof, roof trusses, timber floorboards and joints plus all the doors and windows,” he notes.

He has also taken out all the six bedrooms on the upper floor, and turned it into a big, vast, open hall -- allowing future occupants the flexibility to repurpose the floor.

Sourcing for materials from same era

Another challenge Ooi and Au faced was the sourcing of materials. As 123 Macalister is one of the heritage buildings in Penang, it is a requirement that materials used in the restoration work have to come from the same era of the building -- so that the building is restored to be as authentic as possible.

“Sourcing the right and correct materials to reflect the period the building was built proved challenging in masonry artisanship as well as carpentry for the solid wooden doors and staircases,” Ooi says.

Other challenges include keeping restoration cost manageable, as well as obtaining authorities' approvals, notes Ooi, who is in the midst of converting the property's usage from residential to commercial.

Au adds that besides costs, other factors affecting conservation are the lack of know-how, the bureaucracy involved and for properties with multiple owners, no consensus on the direction of the property.

“Heritage buildings require more maintenance compared to other types of properties. And the requirement for authentic materials also means that construction cost is high,” he explains.

Despite the challenges he faced, Ooi does not regret the restoration journey he has embarked on.

“Selling it was always an easier option than restoring the building. But bringing back the beauty of the building and leaving a part of history for Penangites and our children was a quest worth going into. We wanted to bring back the former glory of this stately building,” he said. **E**



Completed Project:
KVMRT Sungai Buloh Depot, Selangor.



NIPPON PAINT

**FLOORING
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DURABLE PROTECTION FOR INFRASTRUCTURE DEVELOPMENT

1. Determine the environment

Table 1: Atmospheric-corrosivity categories and typical environments

Corrosivity category	Exterior	Interior
C1 (very low)	-	Heated buildings with clean atmospheres (e.g. offices, shops, schools, hotels)
C2 (low)	Atmospheres with low level of pollution: mostly rural areas	Unheated buildings where condensation can occur, e.g. depots, sports halls
C3 (medium)	Urban and industrial atmospheres, moderate sulphur dioxide pollution; coastal areas with low salinity	Production rooms with high humidity and some air pollution (e.g. food processing plants, laundries, breweries, dairies)
C4 (high)	Industrial areas and coastal areas with moderate salinity	Chemical plant, swimming pools, coastal ship and boatyards
C5 (very high)	Industrial areas with high humidity and aggressive atmosphere and coastal areas with high salinity	Buildings or areas with almost permanent condensation and with high pollution
CX (extreme)	Offshore areas with high salinity, industrial areas with extreme humidity and aggressive atmosphere and subtropical and tropical atmospheres	Industrial areas with extreme humidity and aggressive atmosphere

Corrosivity categories can also be estimated by considering the combined effect of the following environment factors: yearly time of wetness, yearly mean concentration of sulphur dioxide and yearly mean deposition of chloride. The loss values for the corrosivity categories are identical to the those given in ISO 9223.

Table 2: Categories for water and soil

Category	Environment	Examples of environment and structures
IM1	Fresh water	River installations, hydro-electronic power plants
IM2	Sea or brackish water	Immersed structure without cathodic protection (e.g. harbour areas with structures like sluice gates, locks or jetties)
IM3	Soil	Buried tanks, steel piles, steel pipes
IM4	Sea or brackish water	Immersed structures with cathodic protection (e.g. offshore structures)

Note: For corrosivity category IM1 and IM3, cathodic protection can be used with a paint system tested accordingly

2. Desired durability

Durability	Years to first major maintenance
Low (L)	Up to seven years
Medium (M)	Seven to 15 years
High (H)	15 to 25 years
Very high (VH)	More than 25 years

Once you have determined the environment and desired durability, it is time to choose an ISO 12944-recommended coating system for your project. There is an extensive range of coating systems offered by Nippon Paint which are readily available in the market today.

The systems cater to both atmospheric and immersion corrosion condition and Nippon Paint Protective Coatings

are specially formulated solutions that protect surfaces that are highly prone to corrosion, rust and the other detrimental effects from the environment.

These are ideal for any metal surfaces, for example structural steel works, storage tanks (even for edible products, fuel, oil, water and more), pipes, piles, vessels and metal bridges.

As a testament to its reliability, thousands of completed projects in Malaysia such as KVMRT Sungai Buloh Depot, Selangor; Saloma Bridge, Kuala Lumpur; Kimanis Power Plant, Sarawak; Kellogg's Factory, Negeri Sembilan; Kuala Lumpur Convention Centre and many more have employed Nippon's coating solutions for their high durability, longevity and resistance to the elements – allowing them to stand the test of time. 🏠

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ANTHONY LEE TEE

Architect, building inspector and trainer; Managing director of Architect Centre Sdn Bhd; one of the judges of EdgeProp Malaysia's Best Managed & Sustainable Property Awards



Steel corrosion: Protect your property before it whittles and rusts away...

In our previous article, we pointed out the protection offered by industrial floor coatings is akin to covering the floor with a thick durable skin made from inert materials. In this article, we will explain how steel coatings differ from floor coatings by offering protection against the inevitable effects of steel corrosion or simply called RUST!

Over time, all metals (except gold) rust when exposed to water (H₂O) and air (O₂). We all know how quickly cars become rusted when exposed to a coastal marine environment. Steel corrosion is irreversible and permanent. Hence the need to understand how it happens and ways to mitigate the process before your property whittles and rusts away...

The combinative strength of steel and its workability (to be cut, shaped, welded or extruded) has made this material irreplaceable in the construction industry. However, engineers and scientists have battled against steel corrosion since the Industrial Revolution when large-scale steel production began.

Thankfully, steel corrosion can be mitigated by a careful selection of corrosion-resistant steel, galvanic electro-plating, clever formulation of steel with trace elements (e.g. stainless steel) or by protective anti-corrosive coatings.

The steel specified in buildings by architects and engineers can vary considerably, usually depending on practical factors including budgetary constraints and considerations between cost benefits versus lifespan. The steel used for factory structures (e.g. mild steel beams, columns and trusses), roof sheeting, gutters and wall claddings to door frames (galvanic coated metal) or water pipes and hinges (stainless steel) differ in formulation, durability, anti-corrosive properties and naturally their price points.

Mild Steel (MS) is used extensively for factory structures, but if unprotected, will rust quickly when compared with stainless steel or electro-plated steel. It is obviously prohibitively expensive to use stainless steel or galvanised steel throughout factory structures, hence the need to provide anti-corrosion steel coatings where MS is generally used.

Q How should I choose the most suitable anti-corrosion steel coating?

Different types of factories operate under varying environment conditions, e.g. processes that involve chemicals, high moisture, water immersion, abrasions or food production. The selection of anti-corrosion steel coatings is usually specified in accordance with these environments and the substrate. Recommended anti-corrosion coatings must consider the type of steel substrate which can differ between existing and new structures, and proximity or exposure.

As with all coatings, the durability depends substantially on the condition of substrate, surface preparations and primers.

It is senseless to coat over badly rusted steel. In some cases, replacement is recommended where substrate steel has already reached the end of its lifespan.

Broadly, there are four categories for anti-corrosion coatings and they come mostly in liquid forms derived from the following base materials with proprietary additives and solvents added:

- Alkyds (single pack)
- Acrylic (single pack)
- Polyurethane - PU (2 pack)
- Epoxy (2 pack)

Q What else should I consider before embarking on repainting or recoating?

The choice between “conventional” and “heavy duty” systems will depend on:

- environmental operating conditions
- condition of substrate
- intended lifespan of coating (cosmetic fix, stop-gap measures or long-term protection)
- factory production processes (continuity or disruption)
- urgency and budget

Q We are building a new production facility. How do we prevent corrosion of the steel structures?

The careful selection of stainless steel or galvanic plated steel (hot dipped galvanising) or other non-ferrous materials in some parts of the facility may reduce the necessity of protective coatings. However, as these types of materials may be cost-prohibitive or impractical, welded MS is often used for factories.


MS structure will rust when exposed to water and air. As a result, some parts of the steel structures are more (and less) susceptible to corrosion. Determine the different processes expected at the new facility i.e. areas exposed to:

- a. weathering, abrasion, chemicals, dampness, oils, solvents or higher wear and tear – use heavy duty coating systems
- b. covered areas used for storage or offices – use conventional coating systems

Heavy Duty Coating 3-layer Systems comprise zinc phosphate primers and Polyurea Recoatable finish coat. Conventional Coating 3-layer Systems comprise zinc phosphate primers and micaceous iron oxide finishing top coats.

Some coatings can be applied under ideal controlled conditions (off site). However, for insitu coatings, the procedures for applications must strictly adhere to manufacturer's QAQC specifications including surface preparations, DFT and relative humidity (RH).

As steel columns are installed on concrete floor slabs, it is important to closely coordinate seamless protective coatings between the floor and steel structures as these are usual locations with high corrosion tendencies.

Implement a maintenance programme for high-touch and abrasive points to extend the lifespan of steel substrate and coatings. 



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



PHOTOGRAPHS BY COOX

Will cloud kitchens outlast Covid-19?

●Text **Chin Wai Lun**

The concept of cloud kitchens started flourishing amid the Covid-19 pandemic as F&B delivery became even more relevant during times of prolonged lockdowns and public cautiousness against dining-ins, but as restrictions are lifted, it sees no sign of slowing down. Such are the sentiments shared by property agency and consultancy firm Zerin Properties.

"The demand for cloud kitchen is currently growing, driven by hesitancy to dine in and increasing market penetration of online food delivery services. Although the authority has relaxed dine-in restrictions, most consumers still opt for online food delivery services and take-away orders due to the increasing Covid-19 daily cases and concern over the more virulent variants," Zerin Properties head of research and consultancy Roja Rani tells EdgeProp.my

Currently, she notes that most of the cloud kitchen operators are in the Klang Valley. "We believe that their operations will expand into other cities like Johor Bahru and Penang.

Challenges

Despite the boom, Roja notes that some establishments may still be hesitant to embark on this concept.

"Building a strong brand based on a concept (cloud kitchens) that relies solely on online visibility can be quite challenging. Technology plays a central role in the success of cloud kitchens; thus, a high amount of tech-savviness is required for the F&B operators under this concept to succeed," Roja explains.

Also, since it's a delivery-only kitchen, some F&B establishments may find it difficult to establish a strong customer relationship without in-person interaction, she adds.

Continues **NEXT PAGE** →



Here is a list of some of the established cloud kitchens:

Name	Location
COOKHOUSE	TTDI, Section 17 PJ, GMBB Bukit Bintang, Jalan Ipoh
COOX	Glo Damansara TTDI
GrabKitchen Malaysia	Desa Sri Hartamas
Kitchen Connect	Bangsar, Mont'Kiara, Damansara Jaya, KL city centre
kEATchen	Section 14 PJ
Cloud Hawker	Damansara Utama
KitchenCo	Bangsar
Epic Food Hall	Damansara Perdana, Bandar Sunway, Mont'Kiara
MyeongDong Topokki Cloud Kitchen	Taman OUG Parklane, Cyberjaya, Gombak, Ampang
Link Kitchens	Ara Damansara
GF Ghost Kitchen	Citta Mall, Marc Residence KL, The Curve
Mark's Food Solutions	Section 15 Shah Alam
Tapas Tapas Cloud Kitchen	Jalan SS6/3 PJ
Food Map	Taman Molek, Johor Bahru

SOURCE: ZERIN PROPERTIES



“Technology plays a central role in the success of cloud kitchens; thus, a high amount of tech-savviness is required for the F&B operators under this concept to succeed,”
– Roja



← From **PREVIOUS PAGE**

“For them, adding an element of emotion and a personal touch to their culinary creations are necessary to maintain a loyal customer base,” Roja notes. Furthermore, as cloud kitchens become more commonplace, the online delivery platforms can be crowded and competitive, forcing the F&B operators under this concept to be present in multiple apps and platforms, which results in higher costs.

Cooking up a storm

Meanwhile, one of the newer entrants to the scene, COOX, which began its operations around late April 2021, has seen a healthy demand amidst the pandemic and lockdowns. Over 90% of its space has been filled up since its inception.

“As we were renovating [the kitchens], the response was amazing. We have received about 300 enquiries for our cloud kitchen services,” one of COOX’s co-founders, Ken Lee shares with EdgeProp.my.

COOX – with former Youth and Sports Minister and current Muar MP Syed Sadiq Abdul Rahman being one of the co-founders – has 26 kitchen suites ranging from 70 to 170 sq ft in Glo Damansara at Taman Tun Dr Ismail, Kuala Lumpur.

As with most cloud kitchens, COOX provides the basic appliances and amenities such as cooking stations (Asian or Western), food storage areas and freezers, among others.

As for pricing, there are three packages starting from RM3,000 per month, subject to the size of the kitchen and tenure (up to 12-month contract with a 6% revenue share with COOX in return for lower rental).

Lee believes that post-pandemic, the momentum will continue. “I think cloud kitchen is a solution to ensure [the F&B industry’s] survival.”

Notably, multi-brand F&B operator Revenue Valley Sdn Bhd has brought its popular brands such as The Manhattan Fish Market and NY Steak Shack, in addition to its newer offerings like Nice Catch and DaporLah, to COOX in Glo Damansara, KL on Sept 1.

Unlike a conventional cloud kitchen setting, which solely cooks and assembles meals for deliveries, COOX embraces a hybrid concept that allows for dine-in as well. However, according to Lee, no dine-ins were allowed then (as of Sept 1) until all of COOX’s staff and merchants have been fully vaccinated against Covid-19.

COOX is also in talks with the management of Glo Damansara for drive-through services as well, shares Lee.

Location matters

As with all businesses, location matters.

“Based on data collected from delivery part-

ners and our own research, we have identified areas with high traffic and strong demand for food deliveries. That was how Glo Damansara came along.

“A specific lot was offered to us at the main entrance fronting the road. It also comes with a drop-off area which is very convenient for the delivery riders,” says Lee, adding that COOX is looking at other prime locations such as the Subang/Sunway area, Shah Alam and KL city centre for subsequent outlets.

At the moment, the team at COOX is eyeing to set up shop at malls.

“We are looking at several malls. Firstly, we look at the lot size and shape – not odd sizes so that we can maximise space. Then, we prefer ground floors with direct access to the main road coupled with a dedicated ingress and egress area,” says another COOX co-founder, Stewart Leong.

Maintaining the hybrid concept, Leong adds that it must have a dining area. “Those are the preliminary requirements. As for the technical aspect, the lots must provide sufficient energy for the many kitchens operating concurrently,” explains Leong.

Certain malls offer packages such as subsidised renovation costs and discount on rentals among others, he notes.

“Some of our [future] outlets might even be in a warehouse or shophouse as long as it fulfils our criteria,” Lee chimes in.

“We also look at tenure and how much support the management can provide us. We started off with three lots in Glo Damansara and have now grown to four due to increased demand. This means we have about 4,300 sq ft of space occupied for now.

“Moreover, the management of Glo Damansara provides us with free rental for the alfresco dining area and we are thankful for that,” shares Lee.

Here to stay?

Are cloud kitchens here to stay, even when the economy fully reopens?

“We believe that cloud kitchens and brick-and-mortar restaurants will co-exist depending on consumers’ preference in the future.

“The downside risk is the pent-up demand to dine in after months of lockdown. The upside risk is the rising penetration of e-commerce that has totally shifted consumer behaviour, driven by the younger generation and further escalated by the ongoing pandemic,” says Zerine’s Roja.

She adds that consumers, especially the younger generations such as the millennials and Gen Z, are likely to favour online services and increasingly prefer to order food via online food delivery platforms. Hence, this plays a major role in the expansion of the cloud kitchen industry in the future. 📱



“As we were renovating [the kitchens], the response was amazing. We have received about 300 enquiries for our cloud kitchen services,”
– Lee



“We are looking at several malls. Firstly, we look at the lot size and shape – not odd sizes so that we can maximise space. Then, we prefer ground floors with direct access to the main road coupled with a dedicated ingress and egress area,”
– Leong

Low-density high-quality living enclave in TemasyaGlenmarie



TemasyaGlenmarie in Shah Alam is now a vibrant self-sustaining township.

From an industrial park to a mature mixed development township, the evolution of TemasyaGlenmarie is the epitome of the transformation of Shah Alam, which began as an industrial hot spot but is today a comprehensive self-sustaining city where many live, learn, work and play.

TemasyaGlenmarie was first launched as Temasya Industrial Park by Petaling Garden Sdn Bhd in 1991. When it was taken over by I&P Group Sdn Bhd in 2008, the 570-acre development was re-strategised to better cater for long-term market needs. I&P Group was subsequently bought over by S P Setia Bhd in 2017.

“When we took over in 2008, we had about 200 acres balance of development landbank here in TemasyaGlenmarie. The rest of the plots were all under industrial park. We decided to convert the remaining landbank into a mixed development, which has totally changed the market positioning for TemasyaGlenmarie to what it is today,” S P Setia executive vice president Datuk Zaini Yusoff shares.

Today, TemasyaGlenmarie is a mature mixed development that consists of industrial, residential and commercial property components. It is also amenities-rich with an international school, a mosque and dedicated light rail transit (LRT) stations, as well as a golf club that is nearby the township. Adding into the list soon is an upcoming integrated development – Temasya Prisma, which is expected to be completed in the fourth quarter of 2025.

“TemasyaGlenmarie is strategically located in the centre of everything. A few shopping malls and grocers are within a few kilometres’ radius from us. However, with Temasya Prisma, our residents will enjoy even more lifestyle convenience,” Zaini notes.

Besides a spread of 39 retail units, Temasya Prisma houses 216 units of serviced apartments in a freehold 18-floor block. It is also connected directly to the first commercial complex and one of the few remaining parcels in the prime area of TemasyaGlenmarie.

Just like any other previous launches of the township, Temasya Prisma is another rare low-density development in the vicinity.

“For the commercial component, we are governed by the maximum plot ratio of 1:4 here. Coincidentally, this area has a flight path restriction, so there is a height limitation for buildings. Currently, the tallest buildings in TemasyaGlenmarie are 16 to 18 floors. The situation actually makes us very niche and rare here in Shah Alam,” Zaini shares.

Extra spacious living

As TemasyaGlenmarie was originally planned for industrial developments, its houses which were planned at a later stage have larger land areas as compared to conventional residential developments.

The first residential development was Temasya Suria which was launched in 2009. The maiden launch of the landed homes has caught market attention for its large plot sizes of 28ft by 98ft and 28ft by 120ft.

It has created a buzz, where not only were all units snapped up within two hours, people had also queued for more than two weeks just to be one of the owners of the project.

“Our first launch of superlink houses, Temasya Suria, was really a superlink!” Zaini highlights, adding that other than spacious houses, the roads were 60ft wide and even the back lanes were 40ft wide.

“The product was very successful due to the great location, freehold status and the large built-ups at the sweet price points. It was priced from RM750,000 and now it is worth at least RM2 million in the secondary market. The project also won the The Edge-PEPS Value Creation Excellence Award in 2013,” he says.

Similarly, all of the following landed phases, such as Temasya Citra (double- and 3-storey link house), Temasya Tropicale (semidee and bungalow) as well as the latest and last phase of landed property Temasya Legasi (double-storey link house) offered big lot sizes, low density and serene environments.

“All of our landed properties are sold out, including our latest Temasya Legasi. That was also our last piece of landed residential in TemasyaGlenmarie apart from the semidee development. However, it is not the last product that provides spacious, low-density and high-priv-

cy living in our township. Our high-rise projects also carry the same DNA,” Zaini shares.

Indeed, Temasya Kasih, its 114-unit condominium project, has built-ups from 1,516 sq ft to 2,917 sq ft, while the 160-unit serviced apartment in Temasya 8 offers built-ups ranging from 926 sq ft to 1,173 sq ft. Both launches were well-received and 99% of the units were sold.

Upcoming integrated development

Zaini shares that Temasya Prisma, which is set to be launched in the first quarter of next year, will be the first integrated project in TemasyaGlenmarie. However, it will not be the only one.

“We have another plot of land, which is fronting the Federal Highway that has been earmarked for a RM2.1 billion GDV (gross development value) integrated project,” Zaini shares, adding that the plot is known as Plot 9 now and has an area of about 23 acres.

“It is still on the drawing board now. But we will have a serviced apartment, and most probably a hotel. We will also bring in retail and healthcare or assisted-living components,” he shares.

Zaini stresses that TemasyaGlenmarie will continue to launch products that meet the market needs.

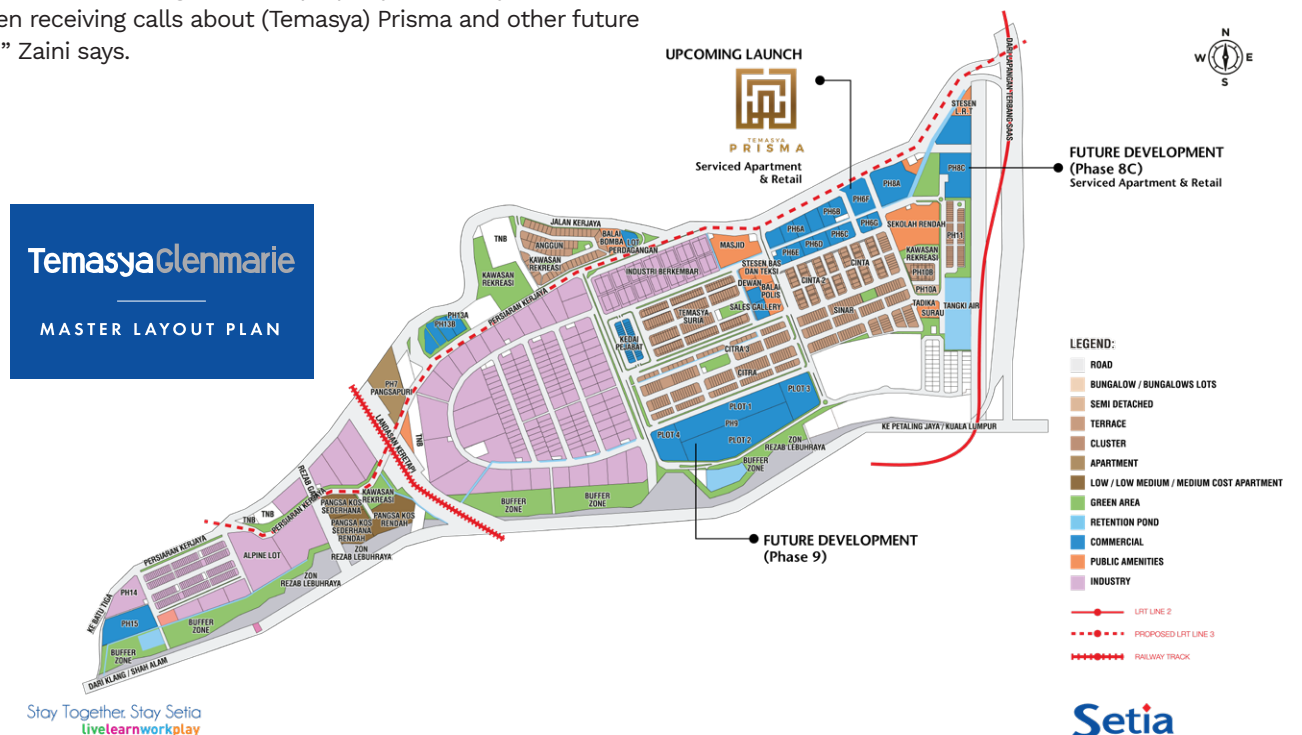
Moving forward, S P Setia is planning to launch 4,228 residential apartments, 44 commercial properties and 49 commercial/industrial properties on the remaining 67 acres of landbank in TemasyaGlenmarie. It will have a total GDV of RM3.07 billion and the township is expected to be fully developed by 2036.

“We are confident with TemasyaGlenmarie as it is a very mature address and strategically located in the middle of Selangor and Kuala Lumpur. Besides a few major highways and federal roads such as Federal Highway, NKVE (North Klang Valley Expressway) and GCE (Guthrie Corridor Expressway), it has three dedicated LRT stations, one being the Glenmarie station, and another two under construction. It is only 10 minutes’ drive to Subang Airport,” Zaini points out.

Given the benefits of TemasyaGlenmarie’s location and attractive features, he is confident that the upcoming launch of Temasya Prisma early next year will be well received.

“We have received a very good number of registrations of interest for the serviced apartments. It is a much-awaited launch for buyers who have been aiming to own a property in TemasyaGlenmarie. I have been receiving calls about (Temasya) Prisma and other future launches!” Zaini says.

TemasyaGlenmarie MASTER LAYOUT PLAN



Stay Together. Stay Setia
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“In line with S P Setia's sustainability vision, Temasya Prisma will be a sustainable integrated development that is built for social and economic growth within the township and around Shah Alam.”



— Datuk Zaini Yusoff,
S P Setia executive vice president



Temasya Prisma will be launched in the first quarter of 2022.

Setia

Temasya Prisma – upcoming landmark for living and shopping

For more information on
Temasya Prisma,
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Temasya Prisma offers 216 units of serviced apartments with three layout choices.



Easy accessibility – both by road and rail, ample amenities, lifestyle facilities, matured neighbourhood and an eye-catching design to boot – Temasya Prisma ticks all the boxes for homebuyers looking for a personal sanctuary or a family home.

Developed by the award-winning developer S P Setia Bhd, Temasya Prisma is set to be a focal hub for the TemasyaGlenmarie township in Shah Alam, Selangor. Having started as an industrial hotspot, the developer has taken advantage of the township's strategic location and connectivity, and transformed it into an all-encompassing enclave where one can “live, learn, work and play”.

“In line with S P Setia's sustainability vision, Temasya Prisma will be a sustainable integrated development that is built for social and economic growth within the township and around Shah Alam. With a retail component, seamless connectivity and facilities that fulfil both work and lifestyle needs, Temasya Prisma will boost business opportunities, bring communities together and enable them to stay connected digitally in one place,” said S P Setia executive vice president Datuk Zaini Yusoff.

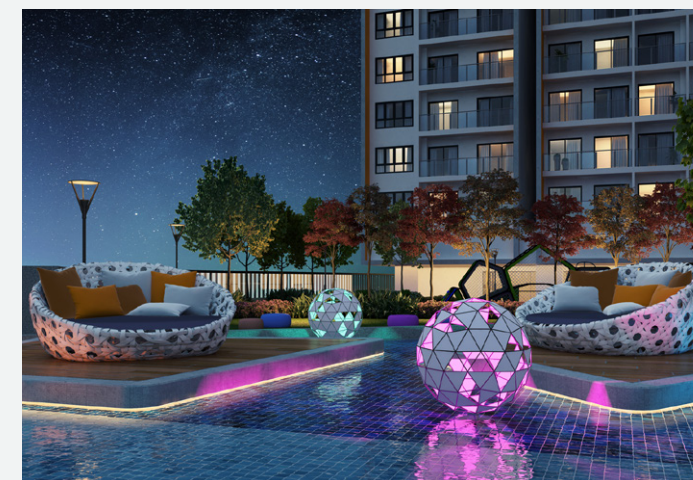
Sited on 2.14 acres of freehold land right next to Temasya 8, another established development comprising serviced apartments and business suites, Temasya Prisma is designed to be an integrated project featuring residential and commercial components. Standing at 18 storeys high, it consists of 216 serviced apartment units above a retail complex.

On its residential component, Zaini says it comes with three layout types, namely Prisma Premier or Type A (678 sq ft), Prisma Deluxe or Type B (904 sq ft) and Prisma Supreme or Type C (1,098 sq ft), to be priced from RM750 psf.

Temasya Prisma is designed to be an integrated project featuring residential and commercial components.



Temasya Prisma sports a prismatic architectural theme, from its facade to its facilities deck.



the township. Taking the first two floors of the Temasya Prisma development, the mall, which comprises 39 retail units, has an estimated net lettable area of 81,844 sq ft.

Tentatively, a total of 29,899 sq ft will be dedicated for a grocer anchor tenant, with another secondary anchor tenant in the plans. The other 29 retail units will have built-ups ranging from 214 sq ft to 3,038 sq ft, and these will be complemented by eight kiosks.

“The retail mall in Temasya Prisma is set to serve as a convenient one-stop centre not just for its own residents but the community in TemasyaGlenmarie,” says Zaini, adding that it is a timely addition to the growing population there.

On top of that, its proximity to the LRT system is also expected to bring crowds from the neighbouring areas and add to the vibrancy of the township.

To ensure the mall caters to the anticipated visitors from the different parts of the Klang Valley, Zaini shares that the company has conducted a market survey and appointed a retail consultant.

“We want to make sure that we will get the right tenant mix to suit the market needs,” he says, adding that the market positioning for the retail mall will be in the mid- to high-end market.

Right timing

Despite the unfavourable current market condition, Zaini is optimistic the project will receive a welcome response.

“Our last launch in this township was in 2015. Since then, there has been no residential launch. So, we foresee a good take-up rate for Temasya Prisma because we are giving what the market wants,” he says.

For those looking for quality homes that come with comprehensive lifestyle convenience, look out for Temasya Prisma's soft launch in the first quarter of 2022. The development is expected to be completed in the first quarter 2025.

The development also comes with a dedicated deck on Level Six where residents can enjoy recreational facilities, a barbecue area, green corner, nursery, reading room and others.

Reflecting its name, Temasya Prisma sports a prismatic architectural theme, from its facade to its facilities deck. In fact, the futuristic edifice is poised to be an iconic landmark for the township, says Zaini.

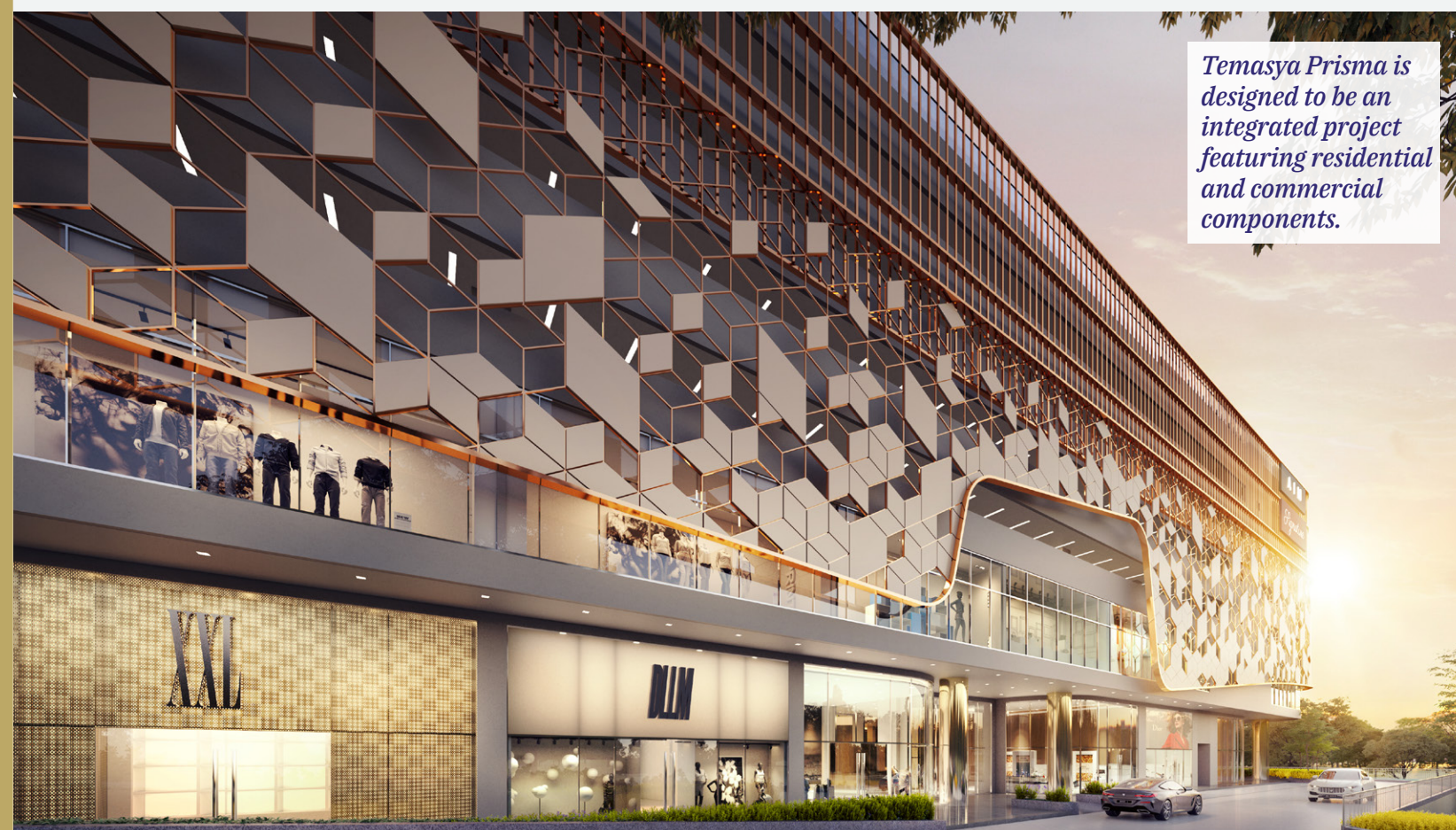
Easily accessible and highly convenient

TemasyaGlenmarie is a matured township surrounded by other satellite towns such as Shah Alam city centre, Subang and Ara Damansara. Thus, residents of Temasya Prisma will enjoy convenient connectivity to these areas and even the Kuala Lumpur city centre via the New Klang Valley Expressway (NKVE) and Federal Highway. Additionally, the cherry on the cake is its link to a light rail transit (LRT) line.

“Temasya Prisma is within walking distance to the Glenmarie LRT Station. There will also be an upcoming LRT line that goes through the township which comes from Bandar Utama all the way to Klang. So it is very well connected,” Zaini points out.

In fact, with Subang Jaya just right around the corner, Temasya Prisma has been on the radar of potential buyers there looking for lifestyle homes with easy accessibility. “We are gaining traction from parents who want to buy homes for their children's future use and upgraders as well,” notes Zaini.

Besides its attractive location, the project itself is anticipated to be a happening hotspot with its own retail mall – the first in

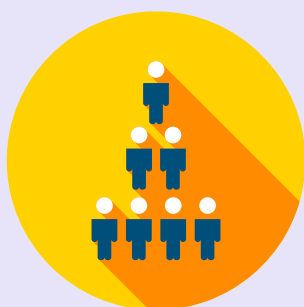


With
Zerin Properties
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Residential property market performance over 20 years



“
Selangor has
been able to
sustain the
demand for
residential
properties
over the years
and provided a
buffer against
any drastic
price drop in
the state.”



We analysed the growth of average house prices over 20 years for eight states in Malaysia. The average house price data was collected from the year 2000 until the first quarter of 2021. These eight states analysed were Kuala Lumpur, Selangor, Johor, Penang, Perak, Pahang, Sabah and Sarawak.

Kuala Lumpur

The average house price in KL for the year 2000 was RM245,249 and RM708,812 in 1Q2021, with a 5.6% average annual change over the 20 years. The most significant yearly change is in 2012, with a 17.48% increase. There were continuous declines in the pattern of price growth for 2018, 2019 and 2020 with -4.53%, -12.76% and -4.13%, respectively.

The contraction of house prices was due to property overhang in 2019, with KL experiencing one of the highest property overhang in the country. The situation prompted developers to lower the pricing of affordable housing units, reflecting the contraction of average house prices. On the other hand, the annual change in 1Q2021 increased by 2.82% due to favourable government initiatives, such as the 1.75% Overnight Policy Rate maintained by Bank Negara Malaysia.

Selangor

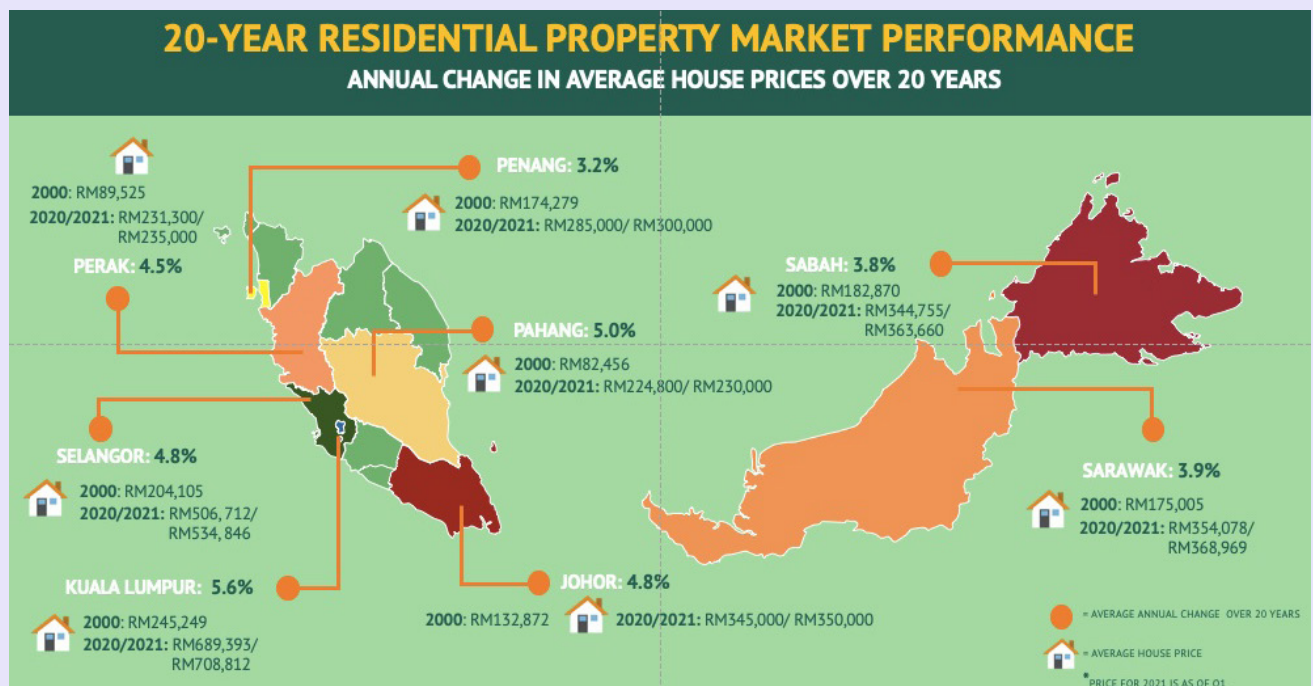
Selangor's average house price in 2000 was RM204,105 and RM534,846 in 1Q2021. The average annual change over the 20 years was 4.8%. Double-digit growths were recorded for four years in a row in 2010 (12.88%), 2011 (11.20%), 2012 (10.46%) and 2013 (10.12%). The highest annual change for Selangor was in 2015 with 23.11%, while the annual change in 2020 increased by 3.63% and recorded an impressive growth of 5.55% for 1Q2021.

Being the most populous state in Malaysia and the highest contributor to the nation's gross domestic product with a large proportion of manufacturing, warehousing and port-related activities, Selangor has been able to sustain the demand for residential properties over the years and provided a buffer against any drastic price drop in the state.

Johor

The average house price for Johor in 2000 was RM132,872, whereas in 1Q2021, it was RM350,000. The average annual change between the 20 years was 4.8%. There was a slight decline in the price growth in 2020 (-1.43%) due to the high overhang property in Johor, which caused developers to offer

Continues **NEXT PAGE** →



← From **PREVIOUS PAGE**

more discounts to clear the unsold units.

Johor recorded the highest property overhang in 2020, where most of them were condominiums or serviced apartments. The majority of the overhang property was located in the Iskandar Region where developers originally built the house units targeting the foreign market.

Penang

The average house price for Penang in 2000 was RM174,279 and RM300,000 in 1Q2021, with an average annual change of 3.2% over the 20 years. There was a decline in 2018 and 2019 by 16.14% and 5.60% respectively, while prices stabilised in 2020.

The decreasing average house price in 2018 and 2019 might have been due to developers offering more affordable house units to reduce the property overhang in Penang. As a result, most property prices in Seberang Perai dropped by 5% to 10% in 2020. The increase in average house price in 1Q2021 could be due to a positive response from the reintroduction of the Home Ownership Campaign (HOC).

Perak

In 2000, Perak's average house price was RM89,525, which increased to RM235,000 in 1Q2021. The average annual change was 4.5%. The state recorded double-digit growth of yearly change for two years which were 2011 with 10.50% and 2014 with 11.88%.

The affordable prices offered for most properties in Perak matched the general public's income levels, which have contributed to the steady increase in Perak's average house price. This circumstance has led to the rise in demand for properties, especially landed properties, despite the effect of the Covid-19 pandemic.

Pahang

The average house price for Pahang in 2000 was RM82,456 and RM230,000 in 1Q2021. The average annual change was 5.0%. The highest yearly change recorded was in 2015 with 20.73%, followed by 2011 with 14.63% as the second highest. The annual increase for 2020 was by 3.12% and 2.31% for 1Q2021.

The majority of the price growth was from landed

properties as the purchasers in Pahang prefer landed over high-rise residences. The price growth in 2020 and 1Q2021 could be due to the boost given to home sales under the HOC or Short-Term Economic Recovery Plan (PENJANA).

Sarawak

The average house price in Sarawak in 2000 was RM175,005 and RM368,969 in 1Q2021. The average annual change over the 20 years was 3.9%, with the most significant annual change of 20.52% in 2012.

Despite the falling of house prices in 2019 (-0.29%), they rose gradually in 2020 and 1Q2021 by 3.83% and 4.21% respectively. Purchasers enjoyed the HOC and low bank interest rates offered by the government, which helped contribute to price growth in 2020 and 1Q2021. The low loan interest of 1% provided by the state government for house buyers from the B40 group helped maintain a positive annual growth.

Sabah

The average house price for Sabah in 2000 was RM182,870 and RM363,660 in 1Q2021. The average annual change was 3.8% over the 20 years, and the most significant yearly change was in 2012 with 13.11%. There was a slight decrease for the yearly change in 2019, with -3.63% and 2020 with -11.20%. Nevertheless, it increased steadily by 5.48% in 1Q2021.

Owing to the Covid-19 pandemic, developers had to lower their house prices by 20% as they focused on pushing existing projects in 2020. On the other hand, the HOC 2021 campaign helped rebound the market for 1Q2021.

Summary

The average house price for the eight states in Malaysia has shown significant growth over the 20 years. KL and Pahang have the most notable average annual changes above 5%.

The incentives provided by the government to boost the property market that was affected by the Covid-19 pandemic have helped several states to achieve a steady increase of the annual change growth for the year 2020 and 1Q2021.

“The average house price for the eight states in Malaysia has shown significant growth over the 20 years. KL and Pahang have the most notable average annual changes above 5%.”





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— Liong

ALLEVIA MONT'KIARA REDEFINES PRIVACY AND EXCLUSIVITY

The Covid-19 pandemic has certainly brought to light the need for more space in a home for many of us. Beyond a roof over our heads, a home now serves as a place for rest, work, play and growth. The emphasis on privacy and exclusivity has never been so prominent, as one looks forward to retreat to their sanctuary after a bustling day of activities.

Property developer UEM Sunrise has time and time again, superseded its benchmark in planning and building a development which is relevant to the times without sacrificing the aesthetics and sustainability aspects.

Meet Allevia, one of UEM Sunrise's latest luxurious projects smack in the middle of the never-aging and ever-happening Mont'Kiara, Kuala Lumpur address. Allevia complies with the QCLASSIC and GreenRE requirements as would be expected of a development of this calibre, making it a sustainable development with quality workmanship.

Allevia sits on one of the last remaining parcels of vacant land in Mont'Kiara central business district (CBD) and comes with an exclusive and dedicated access to Jalan Kiara 4.

Although it is located in a bustling area, the entire development preserves its privacy and exclusivity from the start. The low-density freehold project with only 294 units is housed in two residential towers – A and B at 43 storeys and 38 storeys respectively. There are only four units on each floor with no adjoining party wall, akin to a “bungalow in the sky”.

Sitting on 2.94 acres of freehold land, unit built-ups range from 1,703 sq ft to 2,634 sq ft. All bedrooms have en-suite bathrooms – a feature much appreciated in this day and time. Its space in the living room is generous and allows for everyone to come together comfortably, while the bedrooms cater for each family member's rest and personal time.

For UEM Sunrise Chief Operations Officer (Central) Liong Kok Kit, he believes that Allevia homeowners should be given the choice and flexibility of space utilisation. Hence, partitions in between the rooms allow homeowners to decide they should be used as a hobby room, bedroom or even a walk-in wardrobe.

The best thing about living at Allevia is that you get to wake up every morning marvelling at the fantastic

Mont'Kiara skyline and its surroundings.

Most of the units here also have a north-south orientation which means the units do not face the glaring sunlight and will stay cool and are built for ample natural lighting during the day.

Living in the Mont'Kiara area assures you of one thing – it is a township of walkability and accessibility.

In fact, Allevia itself is a walking distance to the CBD of Mont'Kiara including Plaza Mont Kiara, 163 Retail Park, Arcoris MK and 1 Mont Kiara. For parents who seek good international schools, there are three in the vicinity, namely the Mont'Kiara International School, Gardens International School and Lycée Français Kuala Lumpur. In and around the town, you will find among the best restaurants, bakeries and cafes in town as well as medical facilities and corporate offices.

Built for new lifestyle living

With increasing concerns for hygiene and touchless systems, Allevia will be the first condominium in Mont'Kiara to offer a touchless button lift system where residents can have the option of just having to scan the QR Code on the lift to indicate which floor they would like to head to.

As more people are adapting to the hybrid office and work-from-home model, the developer will be incorporating a co-working space, which is open for the residents to book.

“If you need to step out of the home for a while to get a fresh perspective of ideas, the development has common facilities equipped with Wi-Fi so that you are still able to work and stay connected even after stepping out of your unit.

“In addition, we've also seen a spike in e-commerce activities in the new normal and figured that online shopping and food deliveries are here to stay. Hence, we have set up a designated parcel room to cater for our residents' online shopping, and food and grocery deliveries,” says Liong.

UEM Sunrise has also thoughtfully prepared a 0.9-acre deck of open facilities equipped with a lap pool, open lawn, children wet and dry play, and BBQ area for residents who like to host parties but want to keep

their homes as their own private sanctuaries away from prying eyes.

Homes for the discerning

Launched at the end of last year, Allevia's Tower B is 65% taken up to date. Meanwhile, Tower A was launched in October this year.

“More than 70% of Allevia's buyers are owner-occupiers. They comprise young married couples, families with children or even staying with their ageing parents. What they seek above all is a sense of security, privacy and convenience and a place to call home,” Liong says.

Who else should consider Allevia?

Liong sees them in both upgraders who are looking for comfortable lifestyles and the second generations of those living in Mont'Kiara.

“This is a good choice for high-net-worth individuals purchasing for their children as well as double-income couples with children looking for convenience to schools and ample amenities. Investors looking for valued exclusivity to command premium rental catering to expatriates should definitely consider Allevia as well,” Liong shares.

Priced from RM1.54 million onwards, the development is slated for completion in 1Q2025.

Get ready to live your best life here made possible by UEM Sunrise, the creator of Mont'Kiara. Choose only the best for you and your family and own a home among the crème de la crème of Malaysia at Allevia.

For more information on the project, please log on to
www.uemsunrise.com
or contact
1 800 888 008

South Korea govt expects triple real estate holding tax this year

●Text Rachel Chew

SEOUL: The finance ministry of South Korea expects to see a three-fold increase in real estate holding tax to 5.7 trillion Korean won (RM27 billion) this year compared to 2020, reported *Reuters*.

Last year, the South Korea government announced an increase of the real estate holding tax rate for homeowners from 2021 onwards in order to cool the country's real estate market.

According to Kookmin Bank data, the average price of an apartment in Seoul has roughly doubled since 2016 to 1.18 billion won as at August 2021, proving that the loan curbs and tax measures rolled out by the government earlier have done little in cooling down the property market, hence the decision to increase the property holding tax rate.

Under the new tax rate, multiple property owners have to pay as much as 6% tax from 3.2% previously.

A multiple property owner, who only wanted to be known as Park, told *Reuters* that he owes 6.3 times as much taxes on his real estate holdings in 2021 compared to 2020 due to the tax increase. However, he added that the tax increase will not have the desired effect of forcing him to sell his properties.

"The capital gains tax is also so expensive. I can't sell one even if I wanted to. The government is shifting its responsibility over home price increase, the result of its policy failure, to us," Park lamented.

Citing the National Tax Service, local daily *The Korea Herald* also reported that the number of people who received comprehensive real estate tax bills and the amount of taxes levied have increased nationwide.

Some 480,000 taxpayers in Seoul and around 238,000 in Gyeonggi Province were hit with the an-



nual property holding tax, which applies to homeowners with a single property valued at 1.1 billion won or more and owners of multiple homes valued at 600 million won or more each, according to *The Korea Herald's* news report.

Across the country, about 947,000 taxpayers, including corporations, had to pay some 5.7 trillion won in comprehensive real estate taxes. Around 885,000 of those taxpayers were individuals, and 132,000 owned just one home.

In an interview with a local radio station, the chief of taxation of Ministry of Economy and Finance said most of the comprehensive real estate taxes are levied on owners of multiple homes and corporations.

"Such policy effect had been expected as the taxes have been raised to stabilise the housing market... The taxes don't affect the general public, so it's hard to agree that they are 'bombs'," he said.

According to the report, owners of single homes will be paying 200 billion won, or 3.5% of the total comprehensive real estate tax revenue.

Meanwhile, 73% of the single-home owners who received comprehensive real estate tax bills own homes priced at 2.5 billion won or lower, and the average comprehensive real estate tax levied on them is around 500,000 won.

However, someone who owns a single home worth 3.4 billion won would have to pay about 2.34 million won, he added. 📱



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PUTRAJAYA HOLDINGS



Artist's impression of the 98-unit Arena Residences.

Spore's Roxy-Pacific to debut Mori, with entry price from RM5,151 psf

●Text **Cecilia Chow**
EdgeProp Singapore

Executive chairman of Singapore-listed property group Roxy-Pacific Holdings, Teo Hong Lim, grew up in the Geylang area, Singapore, in the 70s. His father, Teo Kok Leong, who founded the company, had been a property developer since 1958. At one point, the elder Teo operated his business from the first level of a three-storey building at Lorong 12 Geylang, while his family resided upstairs.

"Even though I grew up in the Geylang/Guillemard area, I never developed anything in the area until Arena Residences," says Teo.

Located off Guillemard Road, Arena Residences is a redevelopment of four residential sites on Guillemard Lane that Roxy-Pacific had purchased and amalgamated. The sites are located adjacent to Chen Li Presbyterian Church, which has been at Guillemard Road for over 90 years. The church has a kindergarten too, which Teo had attended as a child. Hence, his acquisition was partly due to nostalgia, he adds.

The first two sites at 12 and 14 Guillemard Lane were purchased for S\$22.5 million (RM69 million) in September 2017, followed by the other two sites at 2 and 6 Guillemard Lane for S\$33.5 million in October 2017. The result is a freehold, 25,601 sq ft site, where construction of the new 14-storey Arena Residences is underway and scheduled for completion in 3Q2022.

The 98-unit Arena Residences was launched in November 2018 and is fully sold to date. Between April 2018 to October 2019, Roxy-Pacific had launched 10 residential projects in Singapore with a total of 849 units. Six of the 10 projects are fully sold to date, bringing total sales to 766 units and achieving a sales rate of 90% across the board.

Guillemard area transformed

Last November, Roxy-Pacific snapped up 15 terraced houses along Guillemard Road and Jalan Molek for

S\$93 million when inventory ran low. It marked the largest private residential transaction in 2020 and boosted sentiments that developers were still hunting for development sites. For Teo, it was a milestone too: It was his second purchase of a site in the Guillemard area.

The new project at Guillemard Road-Jalan Molek is the 137-unit Mori, with a Japanese-inspired aesthetic and two residential blocks — one with five storeys and the other with eight. Given the level of competition from new residential projects that have sprung up in the neighbourhood in recent years, Roxy-Pacific put a lot of attention into the design of Mori, the layout of the units and the provisions within.

Unit sizes are bigger than the average in Roxy-Pacific's existing residential portfolio, says Teo. At Mori, one-bedroom units start from 484 sq ft, with two-bedders from 710 sq ft and three-bedroom units upwards of 958 sq ft. There are only two four-bedders in the development, with each at 1,259 sq ft in size. Provisions within the apartments include additional storage spaces, a pullout kitchen tabletop, an additional vanity mirror in the master bathroom, and European brand fittings such as Gessi faucets and Roca sanitaryware for the bathrooms, and Bosch kitchen appliances, Blanco kitchen sink and mixer and De Dietrich washer-dryer.

"In our design process, we put a lot of thought into the functionality and practicality of the layout of our apartment interiors," says Teo.

One- and two-bedroom units will feature a light colour scheme while three- and four-bedroom units will come with a dark colour scheme. "Although it's a different colour scheme, the same philosophy flows through in terms of the details and provisions," Teo adds. 📖



“In our design process, we put a lot of thought into the functionality and practicality of the layout of our apartment interiors.”
— Teo



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GuocoLand partners property tech company showsuite to digitalise booking and purchasing process



PHOTOGRAPHS BY GUOCOLAND

● **Text Felicia Tan**
EdgeProp Singapore

GuocoLand has partnered Singapore-based property technology company Showsuite to digitalise the booking and purchase process of the former's entire residential portfolio in Singapore.

The digitalisation of GuocoLand's portfolio will include the real estate group's upcoming mixed-use development at Lentor Central that is slated to launch in 2022.

The agreement between the two companies was signed on Nov 22.

The move comes as both companies seek to improve workflow efficiencies and experience for all parties including homebuyers, property agents and lawyers.

The addition of Showsuite's digital booking platform will enhance GuocoLand's digitalisation efforts to provide homebuyers with a more efficient online purchasing journey.

Through the partnership, Showsuite will build API connectivity between its digital booking platform and GuocoLand's back-end systems to enable a holistic and seamless home-buying experience.

According to the joint release, the partnership between GuocoLand and Showsuite is an extension of the pilot to support the launch of the former's 558-unit Midtown Modern in March.


Through Showsuite's platform, over 340 units worth over S\$600 million (RM1.84 billion) were transacted during the launch.

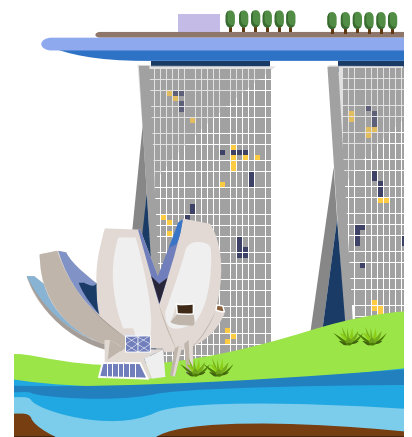
Homebuyers of GuocoLand's other residential developments Midtown Bay, Meyer Mansion and Wallich Residence will now also be able to make their purchases through Showsuite's platform.

"We are excited about transforming the home-buying process with the adoption of Showsuite's digital platform. But more importantly, this is about improving our service standards to our customers and their overall purchasing experience," says Dora Chng, general manager (residential) at GuocoLand.

"This partnership is also part of GuocoLand's digitalisation drive in leveraging technology to enhance our business and operation processes and future proof the group. We are confident that such innovations will pave the way for a more efficient, transparent sales platform and a more seamless experience for all homebuyers in future," she adds.

Karamjit Singh, CEO of Showsuite, says: "The pandemic has fast-tracked the process of digitalisation in the real estate industry, and Showsuite is very pleased to lead the way in delivering digital solutions to the new home sales ecosystem."

"We are very excited to partner with GuocoLand and to chart new grounds in customer experience and to digitise and solve more pain points going forward – such as legal contracts, payments, mortgage applications and home furnishing," he adds. 



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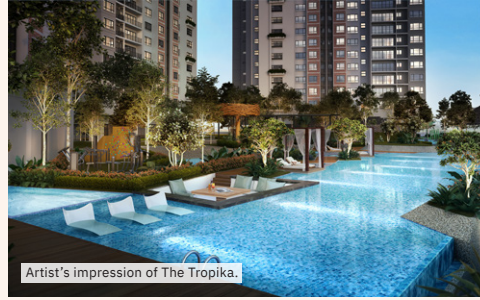
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BERJAYA LAND

BREWING EXCITEMENT IN BUKIT JALIL

With the easing of restrictions and the increasing vaccination rates, people are emerging from months of isolation enforced during the Covid-19 pandemic peak periods and are eager to reconnect with things they have missed out on.

"That is why the most exciting part for The Tropika is the commercial development. Construction will be completed by next month and then we will be handing over to our main anchor tenant, Jaya Grocer, which we are excited to have on board," Berjaya Land Bhd senior general manager for property sales and marketing, Tan Tee Ming enthuses.

The Tropika is a mixed development located in the mature neighbourhood of Bukit Jalil, Kuala Lumpur and surrounded by ample greenery – a feature not often found in a development in KL city.

Situated on 6.5 acres of freehold land, The Tropika consists of 868 residential units spread across four towers with built-ups ranging from 732 to 1,318 sq ft. All four residential towers are expected to be completed in 1Q2023 while its commercial components will be completed in 2Q2022.

Both Tower A and B are fully sold out, while Tower C is about 70% sold. "We will be launching Tower D when C hits about 80%. It is timely to launch [Tower D] next year, together with the commercial component which will be a catalyst to The Tropika – a neighbourhood mall of sorts," Tan tells EdgeProp.my.

There will be nine double-storey shops fronting the road, and all these shops will be F&B establishments, according to Tan. Besides Jaya Grocer, he shares that Starbucks and Baskin Robbins, among others, have signed up.

"The idea of the [commercial component] is to add value to the residents. During this pandemic, I have come to realise some experiences like dining out and meeting with friends cannot be replicated [online]. It will be nice for the residents to be able to dine and enjoy the convenience of food choices right downstairs whenever they don't feel like cooking," says Tan, adding that Berjaya Land is in talks with a chiropractor and a spa establishment as well.

"People do want to come out. Take for example Berjaya Times Square, which is under Berjaya Land's management. The

number of footfall has been steadily climbing since the easing of the lockdown. Retail sales are picking up tremendously. Interestingly, the theme park has also seen record numbers. We are doing extremely well.

"As for The Tropika, we are considered a boutique development. The number of shoplots will add convenience and cater to the lifestyle of the homebuyers. Even if a handful (around 10%) of residents from the 868 units were to head downstairs for a meal, it will be enough for the F&B outlets to do well," says Tan.

Catered for locals

Tan stresses that Berjaya Land is building The Tropika mainly to cater to the local market, for those who favour the Bukit Jalil address and looking for a development which could offer them quality management service and good facilities.

"In fact, in most of our launches, only a small percentage consists of foreign buyers. With the present new Malaysia My Second Home (MM2H) policies, it is going to be even more difficult to target them. Thus, we have decided to develop this project with the locals in mind," says Tan.

To differentiate Berjaya Land from its competitors, the developer tries to ensure all bedrooms come with en-suite bathrooms in its residential developments. "Our founder Tan Sri Vincent Tan is very into this en-suite bathroom concept. Due to Covid-19, people spend more time at home and this feature bodes very well [with the homebuyers]," adds Tan.

Meanwhile, a number of buyers of The Tropika have been attracted by the popular Chinese schools in the neighbourhood such as SJK(C) Lai Meng and Tzu Chi International School. "In fact, many buyers here have Tzu Chi in mind," notes Tan.

What's in store for 2022? Tan shares that Berjaya Land will be assisting Berjaya Assets Bhd (developer of Berjaya Times Square) in marketing a new development in the heart of KL.

"It will be a serviced apartment built on a prime land in between Berjaya Times Square and Bukit Bintang City Centre (BCCC). Once again, it will be targeted at locals. There will be two floors for F&B outlets and a sky restaurant at the top with the serviced apartments in between," Tan reveals.



As for The Tropika, we are considered a boutique development. The number of shoplots will add convenience and cater to the lifestyle of the homebuyers. Even if a handful (around 10%) of residents from the 868 units were to head downstairs for a meal, it will be enough for the F&B outlets to do well,"

— Tan Tee Ming, Berjaya Land Bhd senior general manager



The Tropika is a mixed development located in the mature neighbourhood of Bukit Jalil.



Workers' accommodation: A new investment asset?

● **Text Tan Ai Leng**

The foreign workers' accommodation, much like the workers themselves, was never given much thought by industry players nor the Malaysian society at large, which did have an impression that it was typically a cramped space with hygiene problems.

Then came the Covid-19 outbreak and news of contagious clusters from the workers' dormitories, which were not just isolated within but became a serious public safety issue that could harm the community. Call it the silver lining in the cloud if you want, but that has ultimately made people and lawmakers sit up and take notice of the unenviable living conditions of the millions of foreign labourers who have been contributing to the country's economy but kept voiceless.

In a step towards putting things right, the Government made amendments to the Workers'

Minimum Standards of Housing and Amenities Act 1990 (Act 446), which has come to be referred to as the Workers' Minimum Standards of Housing and Amenities (Amendment) 2019 (Act 1604). It came into force in June 2020, but deemed too hasty, it was then extended to Aug 31, 2020 for employers to ensure compliance before it was fully enforced in September 2020.

It may have caught many business owners off-guard, but on the other hand, it has also opened up a new property segment that could create value for investors as well as enhance Malaysia's competitiveness in the region.

The amended Act 446 has delineated the minimum standard requirements for these workers' quarters, spelling out the minimum sizes for dormitory and common areas, and the standard of non-shared basic amenities and common shared facilities, among others.

Continues **NEXT PAGE** →



“When professionally-managed dormitories were unexplored propositions, industrialists turned to terraced homes, apartments, shophouses and makeshift accommodations to house their workers in a haphazard manner.”

– Sim

MINIMUM STANDARD REQUIREMENTS UNDER ACT 446

FLOOR AREA FOR BEDROOM

Dormitory : > 3.0 sq m

Non-Dormitory : > 3.6 sq m

SEGREGATION

Gender based

SANITARY FACILITIES

Dormitory : 1 toilet : 15 employees

Non-Dormitory : 1 toilet : 6 employees

NON-SHARED BASIC AMENITIES

◆ Mattress with a minimum thickness of not less than 4 inches, a pillow and a blanket

◆ A locked cupboard (minimum 0.35m x 0.35m x 0.9m)

◆ A single bed not less than 1.7 sq m and the space between the two beds of a double decker bed shall not be less than 0.7m

COMMON SHARED FACILITIES

◆ Rest area, dining area, bedroom, kitchen area and laundry area

◆ Fan for each rest area, dining area and bedroom

◆ Lamp for each rest area, dining area, bedroom, kitchen area, bathroom and toilet

◆ First aid kit

◆ Dustbin

The Covid-19 outbreak has sparked public's concerns on workers' accommodation issue.



AME Elite Consortium is one of the purpose-built workers' accommodations operators.



← From **PREVIOUS PAGE**

Neglected in the past

Knight Frank Malaysia executive director of capital markets Allan Sim tells EdgeProp.my that in the past, living conditions of workers had always been neglected in the pursuit of economic optimisation, says Sim.

“When professionally-managed dormitories were unexplored propositions, industrialists turned to terraced homes, apartments, shophouses and makeshift accommodations to house their workers in a haphazard manner.

“Coupled with the lack of awareness and accountability, most of these types of housing were crowded and had poor sanitation, leading to many social issues that have burdened the community for years. The perception of higher costs has also led to years of resistance from industry players to provide dedicated workers' accommodations,” he adds.

However, the Covid-19 pandemic has made people aware that proper housing for foreign workers is not only an ethical issue but also a public safety concern. It is also an important part of ensuring the sustainability of their business operations.

On top of this, the Ministry of International Trade and Industry (MITI) has also introduced the Safe@Work initiative aimed at ensuring operational sustainability of the manufacturing sector and its related service sectors through a compre-

hensive set of standard operating procedures and the creation of the Safe Work Bubble.

While its adoption is voluntary, participating companies registered with MITI shall enjoy an additional tax exemption of up to RM50,000 on the rental expenses of premises and hostel facilities such as monitoring devices, ventilation and other basic necessities as provided for under the recently unveiled Budget 2022, adds Sim, citing a recent report titled “The changing landscape of workers' accommodations” released by Knight Frank.

Demand more than supply

Since the amendment of Act 446 came under enforcement last year, Sim observes that there is a surge of demand on workers' dormitories that fit the requirements.

However, the main problem is there is not enough supply to meet the demand as the business owners did not expect the Act to be enforced on such short notice.

“The quickest way is to build it using a modular model as a temporary measure, of which the overall process will take less than a year. Meanwhile, building a proper workers' dormitory from scratch will take two years,” he explains, adding that various lockdowns in 2020 made the overall construction process even harder and business owners were facing problems relocating their workers.

To resolve this problem, the Ministry of Housing and Local Government has offered a short-term solution (from 2021 to 2023) where six alternative assets of existing premises could be converted to dormitory usage. These include accommodations or hostels in existing residential areas, shophouses and business lots as well as construction sites.

Nevertheless, in the long run, the Centralised Labour Quarter (CLQ) is the ideal method to ensure quality housing for the workers.



“While Malaysia is moving into Industry 4.0, gone are the days of the ‘kongsi model’ where foreign workers live in a horrendous environment.”

— Foo



There's a need for workers' accommodation properties for labour intensive industries such as manufacturing and construction.

Continues **NEXT PAGE** →



← From **PREVIOUS PAGE**
untapped segment

CBRE | WTW group managing director Foo Gee Jen says the amendment of Act 446 could elevate Malaysia's image in ensuring workplace safety for employees as well as be in line with the Environmental, Social, and Corporate Governance (ESG) practice.

For developers, property managers and real estate investment trusts, workers' dormitories are an untapped property segment that is worth exploring, especially when the country is on the recovery path from the pandemic.

Other than building the hardware, the management of the workers' housing structurally and professionally is equally important.

For business owners who don't have land resources to build their own workers' dormitories, they could turn to professional operators who offer accommodation and management services, which also include transportation services to ferry the workers from their dormitories to their workplaces.

"There is a need for such housing, especially for manufacturing and construction sectors. While Malaysia is moving into Industry 4.0, gone are the days of the 'kongsi model' where foreign workers live in a horrendous environment," he stresses.

For developers, there are opportunities for them to review their development plans and explore the possibilities of such purpose-built housing for workers.

Other than building new buildings, currently vacant shophouses or commercial properties could also be used for readaptation to offer such accommodations for foreign workers.

Carving a niche in workers' dormitories

Moving forward, professionally-managed workers' dormitories with proper security, amenities and density are expected to gain traction as a promising alternative asset investment.

Sim says this is evident from the recent expansion of professionally-managed purpose-built workers' accommodations (PBWA) by key players and operators such as Centurion Corporation and AME Elite Consortium across Malaysia.

The integration of workers' accommodation within industrial park developments establishes a new benchmark as demand for quality industrial developments grows. Workers' accommodation will progressively form a subset of the larger industrial real estate ecosystem, rather than a standalone asset class.

Having proper and professionally-managed workers' accommodation will complete the industrial ecosystem and place Malaysia on a stronger footing to compete with regional countries in attracting foreign direct investments from global industrialists, especially multinational corporations that pride themselves in ethical supply chains, Sim adds.

More than just workers' accommodation

According to Knight Frank Malaysia's "The changing landscape of workers' accommodations" report, which was released on Nov 18, 2021, professionally-managed purpose-built workers' accommodations (PBWA) is a niche, non-traditional and a relatively new asset class in Malaysia. The majority of such existing establishments are concentrated in Johor and Penang and they are mostly owner-operated (refer Table 1).

Whilst the existing PBWAs are predominantly owner-operated, there are a myriad of potential partnership models that industry players can explore as the asset class continues on its path of maturity. New developments of PBWA can be facilitated via various forms, depending on the preferences for level of distinction between the ownership and operation of the assets.

According to the findings by Knight Frank Malaysia, the rental of workers' accommodation could be as low as RM155 per bed a month, up to RM300 per bed a month, depending on the service packages (including utilities, transportation, food caterings and periodic health screenings), location of PBWA and adherence to local or international standards.

Knight Frank Malaysia anticipates the asking and achievable rentals for PBWAs to continue to rise in the immediate to short term, mainly due to the growing demand fueled by regulation compliance outstripping existing and incoming supply.

"Furthermore, the existing supply of PBWAs is also effectively reduced with certain operational dormitories (prior to the enforcement of the new Department of Labour guidelines) having to adjust downwards their bedding capacities to comply with the minimum density requirements," says the report.

In terms of location, high economic growth regions such as Selangor, Johor and Penang are expected to champion the key locations for this alternative asset class.

Along with the highest number of existing workforces, these regions are also the major contributors to the national economy (Malaysia's gross domestic product (GDP)) and approved investments, which in turn generate high employment opportunities and workforce.

Continues **NEXT PAGE** →

PHOTOGRAPHS BY LOW YEN YENG | EdgeProp.my



A better living environment for foreign workers will be a must in the future.

Table 1: Ways of operating purpose-built workers' accommodation

Minimal to No Distinction Between Ownership & Operations			Maximum Distinction Between Ownership & Operations	
Owner-Operate	Management Agreement with Dormitory Operator	Joint-Venture	Built to Suit / Master Lease to End-User	Triple Net Lease to Dormitory Operator
Owner bears all occupancy, marketing and operational risks	Owner bears the occupancy risk while the marketing and operations are outsourced to an operator via a management contract	Both owner and operator have a stake in the ownership and performance of the asset – the levels of stakeholding may vary	End-user takes on the master lease of the entire asset as well as the operations of the site which is tailored to own use	Triple net lease to an operator, wherein the operator takes ownership of all operational risks and outgoings of the asset

← From PREVIOUS PAGE

States with high manufacturing activities

The manufacturing sector dominated the number of foreign workers, charting about 35% of the country's estimated two million-strong foreign workforce in 2019, based on data from the Immigration Department of Malaysia.


The report says granular observation of the statistics revealed that Selangor, Johor and Penang emerged as the top three states with the highest number of foreign workers in the manufacturing sector. Correlatively, these states demonstrate high manufacturing activities, collectively accounting for about 57% of the nation's overall manufacturing GDP.

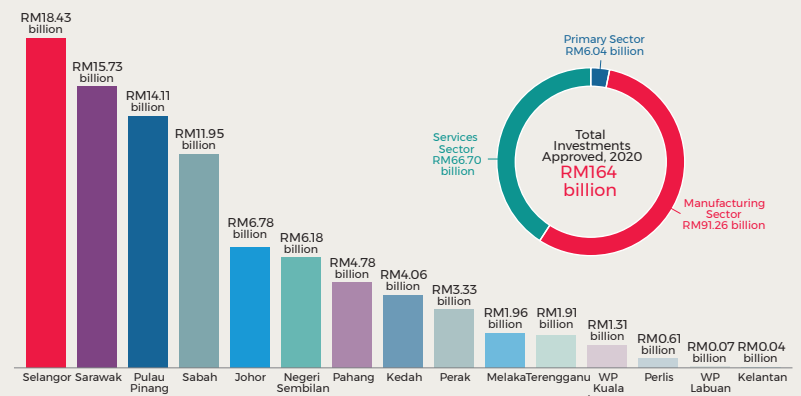
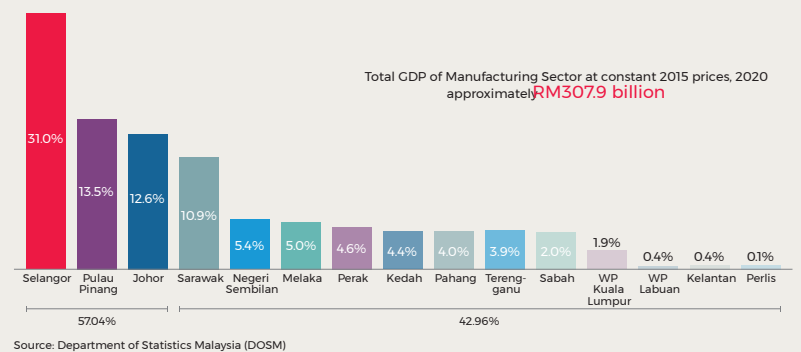
"Moving forward, we expect the workers' accommodation market to grow rapidly, underpinned by regulatory shifts and structural capacity gaps that are increasing the demand for compliant workers' accommodation," says the report.

The firm also anticipates the changing landscape of the sector to further drive structural shifts towards investment-grade supply as tactical investors seek to diversify and de-risk through defensive alternative assets that are typically less exposed to economic and political risks.

While the investment activity in the market is rather muted due to a lack of investible supply, the sector is poised to see long-term expansion as the space progresses towards maturity, it says.

Knight Frank Malaysia also notes that with the robust development moving towards high-value manufacturing industry and global services, the workers' accommodation market is set to place greater emphasis on better quality offerings which will add value to and accentuate both the structural compliance and soft services expended by professional operators in managing the operations.

By integrating this asset class, master industrial developments can be efficiently planned as a complete industrial ecosystem that is self-sustaining in healthy integration with its surroundings. Addressing the needs and demands of various industries for sustainable human capital, the sector is set to create a direct positive impact on the industrial real estate segment and a resultant larger multiplier effect on the residential and commercial asset classes. 

APPROVED INVESTMENTS IN MANUFACTURING SECTOR BY STATE, 2020

MANUFACTURING GDP BY STATE, 2020


There is an increasing demand for purpose-built workers' accommodations after the enforcement of the amended Act 446.

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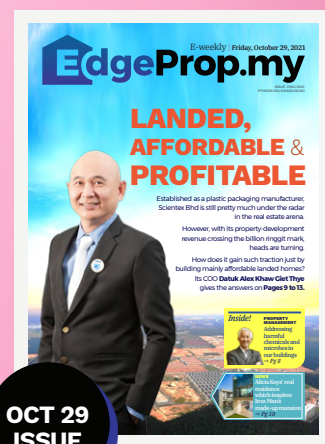
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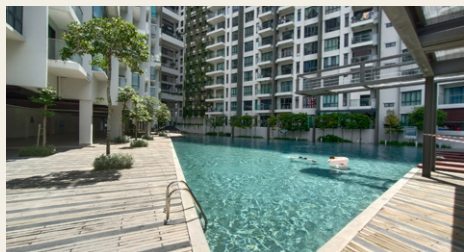


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RM348,000

Univ 360 Place, Seri Kembangan, Selangor

Type: Condominium **Tenure:** Leasehold

Built-up: 723 sq ft

Bedroom: 2 **Bathroom:** 2

KK Sah **PRO** (REN 23736)

IPG REALTY SDN BHD (E (1) 2002)

+6016 637 5097



RM1,350,000

Equine Park, Seri Kembangan, Selangor

Type: Shop house **Tenure:** Leasehold

Built-up: 2,800 sq ft **Land size:** 1,580 sq ft

Meifen Low **PRO** (REN 06451)

ONE WSM PROPERTY SDN BHD (E (1) 1823)

+6012 653 0714



RM1,850,000

Staffield Country Resort, Mantin, Negeri Sembilan

Type: Bungalow **Tenure:** Freehold

Built-up: 4,741 sq ft **Land size:** 8,697 sq ft

Bedroom: 5 **Bathroom:** 5

Michelle Yeap **PRO** (REN 15000)

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

+6012 288 8483

Done Deal

Sold for

RM7.5 million

(RM544 psf based on land size)

Two-storey bungalow at Damansara Indah Resort Homes, Selangor



Concluded by: Zack Ng **PRO** (PEA 2049)

Zack Realty (+6017 770 6897)

When: September 2021



RM4,200,000

The Mines Resort City, Seri Kembangan, Selangor

Type: Bungalow **Tenure:** Leasehold

Built-up: 6,053 sq ft **Land size:** 6,977 sq ft

Bedroom: 7 **Bathroom:** 6

SP Lee **PRO** (REN 40386)

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

+6018 382 9338

Noteworthy

- Freehold
- Built-up: 10,000 sq ft
- Land area: 1,280 sq m (around 13,778 sq ft)
- Partially furnished
- 5 bedrooms; 9 bathrooms
- Unique individual design



Tropicana Indah, or also known as Damansara Indah Resort Homes, is located in the highly sought-after location of the Tropicana enclave of Petaling Jaya, Selangor, which also borders neighbourhoods such as Kota Damansara and Bandar Utama.

According to the agent, Zack Ng from Zack Realty, who concluded the deal, the buyer liked the unit for its quality fixtures and fittings as well as the property's layout and design.

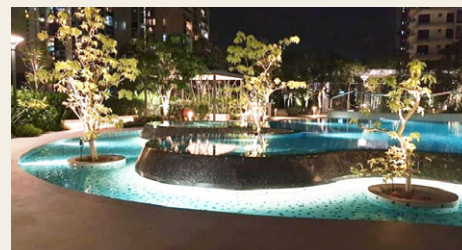
"Moreover, the house was in a ready move-in condition, requiring no work whatsoever," said Ng.

Meanwhile, the owner was rightsizing and moving to a new space.

As at October 2021, there were six rental listings of detached homes at Tropicana Indah on **EdgeProp.my**, with an average asking monthly rate of RM16,483 or RM1.53 psf.

Meanwhile, there were 100 sale listings with an average asking price of RM689 psf or RM5.9 million.

As of last year, two units exchanged hands at an average price of RM2.88 million, translating to RM718 psf.



RM950,000

South Brooks, Desa Parkcity, Kuala Lumpur

Type: Condominium **Tenure:** Freehold

Built-up: 1,093 sq ft

Bedroom: 2 **Bathroom:** 2

Emily Yap **PRO** (REN 22792)

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

+6017 887 8893



RM1,150,000

Arte Mont'Kiara, Mont'Kiara, Kuala Lumpur

Type: Condominium **Tenure:** Freehold

Built-up: 948 sq ft

Bedroom: 2 **Bathroom:** 1

Francis Ngooi **PRO** (REN 45037)

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

+6011 6518 5155



RM1,248,000

Section 4, Petaling Jaya, Selangor

Type: Semidee house **Tenure:** Leasehold
Built-up: 2,000 sq ft **Land size:** 4,267 sq ft
Bedroom: 4 **Bathroom:** 3

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



RM250,000/mth

Sungei Way, Petaling Jaya, Selangor

Type: Factory **Tenure:** N.A
Built-up: 100,000 sq ft **Land size:** 6 acre

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



RM2,200,000

Quadro Residences, Persiaran KLCC, Kuala Lumpur

Type: Condominium **Tenure:** Freehold
Built-up: 1,804 sq ft
Bedroom: 3 **Bathroom:** 4

Angel Lin **PRO** (REN 17378)
REAPFIELD PROPERTIES (SJ) SDN BHD (E (1) 0452/2)
+6019 301 6967

Done Deal

Rented/Sold for

RM529,951.20

Warehouse at Seksyen 22, Shah Alam, Selangor



Concluded by: Danny Gan **PRO** (REN 12196)
Propnex Realty Sdn Bhd (+6017 356 1886)
When: June 2021

Noteworthy

- Built-up: 311,736 sq ft
- Land size: 13 acres
- Comes with 38 loadings with hydraulic dock levellers
- Equipped with fire fighting and lightning protection systems



With easy accessibility to major highways like Kemuning Shah Alam Highway (LKSA), Federal Highway, Shah Alam Expressway (KESAS), North-South Expressway Central Link (ELITE) and New Klang Valley Expressway (NKVE), Seksyen 22 in Shah Alam has attracted many business owners to set up their warehouses or manufacturing plants here.

Propnex Realty real estate negotiator Danny Gan, who recently concluded a rental deal of a warehouse in Seksyen 22, told **EdgeProp.my** that it was a rare opportunity to be able to secure a warehouse with 38 loadings and hydraulic dock levellers. The property also came with a corporate office, as well as a large compound for parking.

Built on a 13-acre land fronting the Persiaran Jubli Perak of Seksyen 22, Gan said the property has a total of 191 car parks, 105 motorcycle bays and 30 lorry bays.

"The previous tenant was consolidating the manufacturing facility and moving out from Malaysia, while the landlord was looking for a tenant to move in with back-to-back arrangements," Gan shared.

He deemed it a good deal to the tenant as the rental was at least 10% below the market price, which translated into a saving of RM6.5 million for a nine-year leasing period.

As at October 2021, only one factory in Seksyen 22 was listed for sale at an asking price of RM15 million or RM700 psf. There was no rental listing.



RM650,000

Sunway Alam Suria, Shah Alam, Selangor

Type: Terraced house **Tenure:** Leasehold
Built-up: 2,800 sq ft **Land size:** 1,430 sq ft
Bedroom: 5 **Bathroom:** 4

Michelle Chuah **PRO** (REN 19675)
REAPFIELD PROPERTIES (HQ) SDN BHD (E (1) 0452)
+6012 218 7714



RM10,000,000

Bukit Bandaraya, Bangsar, Kuala Lumpur

Type: Bungalow **Tenure:** Freehold
Built-up: 3,500 sq ft **Land size:** 6,609 sq ft
Bedroom: 3 **Bathroom:** 6

Ian Tang **PRO** (REN 22803)
REAPFIELD PROPERTIES (HQ) SDN BHD (E (1) 0452)
+6018 278 3154



RM3,000,000

Setia Eco Park, Shah Alam, Selangor

Type: Bungalow **Tenure:** Freehold
Built-up: 3,049 sq ft **Land size:** 6,785 sq ft
Bedroom: 5 **Bathroom:** 5

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



RM1,300,000

St Mary Residence, Jalan Tengah, Kuala Lumpur

Type: Condominium **Tenure:** Freehold

Built-up: 1,131 sq ft

Bedroom: 1 **Bathroom:** 1

Jenny Koo **PRO** (REN 18760)

KKLAND PROPERTIES (E (3) 1749)

+6012 211 9619



RM1,180,000

USJ 12, Subang Jaya, Selangor

Type: Terraced house **Tenure:** Freehold

Built-up: 2,243 sq ft **Land size:** 2,745 sq ft

Bedroom: 4 **Bathroom:** 3

Low Siew Bee **PRO** (PEA1483)

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

+6012 618 1355



RM1,400,000

Verticas Residensi, Bukit Bintang, Kuala Lumpur

Type: Condominium **Tenure:** Freehold

Built-up: 1,843 sq ft

Bedroom: 3 **Bathroom:** 3

Kim Chia **PRO** (REN 12925)

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

+6012 287 6393



RM2,100,000

Taman Equine, Seri Kembangan, Selangor

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

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)

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RM929,000

Changkat View, Dutamas, Kuala Lumpur

Type: Condominium **Tenure:** Freehold

Built-up: 2,111 sq ft

Bedroom: 4 **Bathroom:** 4

Hannaan Khairy **PRO** (REN 44082)

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

+6017 460 4640



RM990,000

Jalan SS14/2, Subang Jaya, Selangor

Type: Semidee house **Tenure:** Freehold

Built-up: 1,300 sq ft **Land size:** 3,510 sq ft

Bedroom: 4 **Bathroom:** 2

Susan Gwee **PRO** (REN 01156)

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

+6012 289 1337



RM1,800,000

Puncak Ukay, Ampang, Selangor

Type: Condominium **Tenure:** Freehold

Built-up: 2,868 sq ft

Bedroom: 4 **Bathroom:** 3

Jimmy Ng **PRO** (REN 02015)

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

+6016 257 0886



RM950,000

Taman Dagang, Ampang, Selangor

Type: Link bungalow **Tenure:** Leasehold

Built-up: 1,700 sq ft **Land size:** 1,300 sq ft

Bedroom: 4 **Bathroom:** 3

Rueben Raj **PRO** (REN 40248)

REAPFIELD PROPERTIES (PUCHONG) SDN BHD

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RM528,000

D'Alamanda, Cheras, Kuala Lumpur

Type: Condominium **Tenure:** Leasehold

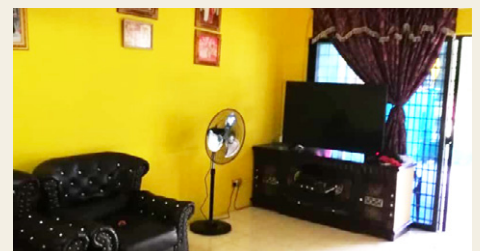
Built-up: 1,341 sq ft

Bedroom: 3 **Bathroom:** 2

Laura Ho **PRO** (REN 10675)

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

+6016 916 6068



RM360,000

Taman Dato HORMAT, Telok Panglima Garang, Selangor

Type: Terraced house **Tenure:** Freehold

Built-up: 1,120 sq ft **Land size:** 1,200 sq ft

Bedroom: 4 **Bathroom:** 3

Mike Woon **PRO** (REN 00557)

ECOLAND REALTY (E (2) 1679/1)

+6012 271 6838



RM1,900,000

Puncak Perdana, Shah Alam, Selangor

Type: Bungalow **Tenure:** Leasehold
Built-up: 5,000 sq ft **Land size:** 8,300 sq ft
Bedroom: 7 **Bathroom:** 7

Salim Mustam **PRO** (REN 10674)
REAPFIELD PROPERTIES (HQ) SDN BHD (E (1) 0452)
+6017 280 0026



RM1,350,000

Bandar Utama, Petaling Jaya, Selangor

Type: Terraced house **Tenure:** Freehold
Built-up: 2,500 sq ft **Land size:** 1,870 sq ft
Bedroom: 4 **Bathroom:** 3

Susan Chan **PRO** (REN 04051)
REAPFIELD PROPERTIES (HQ) SDN BHD (E (1) 0452)
+6012 345 0021



RM8,900,000

Mutiara Damansara, 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



RM750,000

Sunway Kayangan, Shah Alam, Selangor

Type: Terraced house **Tenure:** Leasehold
Built-up: 1,967 sq ft **Land size:** 1,650 sq ft
Bedroom: 4 **Bathroom:** 3

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



RM10,611,570

Sepang, Selangor

Type: Industrial land **Tenure:** Leasehold
Land size: 3 acre

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



RM1,150,000

Bukit Mewah Ridgeview, Kajang, Selangor

Type: Link bungalow **Tenure:** Freehold
Built-up: 3,058 sq ft **Land size:** 3,230 sq ft
Bedroom: 5 **Bathroom:** 3

Bird Lim **PRO** (REN 09250)
PROPNEK REALTY SDN BHD (E (1) 1800)
+6012 252 3173



RM688,000

SP Setia Mayuri, Semenyih, Selangor

Type: Residential land **Tenure:** Freehold
Land size: 9,494 sq ft

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



RM850,000

Bungaraya, Saujana Golf Club, Ara Damansara, Selangor

Type: Condominium **Tenure:** Freehold
Built-up: 1,668 sq ft
Bedroom: 4 **Bathroom:** 2

Jason Hew **PRO** (REN 41343)
ORIENTAL REAL ESTATE SDN BHD (E (1) 1503/13)
+6017 500 8020



RM2,550,000

The Maritime Piazza, Karpal Singh Drive, Jelutong, Penang

Type: Shoplot **Tenure:** Leasehold
Built-up: 3,576 sq ft

Eugene Tung **PRO** (PEA 1229)
PG PROPERTY ANGEL (E (3) 1601)
+6016 494 4986



RM3,000,000

Subang Jaya, Selangor

Type: Residential land **Tenure:** Freehold
Land size: 21,742 sq ft

Kheng Fatt **PRO** (REN 04422)
CHESTER PROPERTIES SDN BHD (E (1) 1321/15)
+6012 329 6931



RM990,000

D'Alpinia 16 Sierra, Puchong South, Selangor

Type: Terraced house **Tenure:** Leasehold
Built-up: 2,650 sq ft **Land size:** 1,650 sq ft
Bedroom: 5 **Bathroom:** 5

Muadz Subki **PRO** (REN 31870)
LEGACY REAL PROPERTY SDN BHD (E (1) 1925)
+6013 211 6061



RM3,500,000

Villas Cottage, Tropicana, Selangor

Type: Villa **Tenure:** Leasehold
Built-up: 4,800 sq ft **Land size:** 6,200 sq ft
Bedroom: 6 **Bathroom:** 6

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



RM45,000,000

West Port Industrial Park, Klang, Selangor

Type: Warehouse Tenure: N.A
Built-up: 127,575 sq ft Land size: 201,683 sq ft

Eric Lim PRO (REN 03158)

REAPFIELD PROPERTIES (SJ) SDN BHD (E (1) 0452/2)
+6012 366 5261



RM1,950,000

SS 5B, Kelana Jaya, Selangor

Type: Semidee house Tenure: Freehold
Built-up: 3,600 sq ft Land size: 4,502 sq ft
Bedroom: 5 Bathroom: 5

SK Kee PRO (REN 01764)

REAPFIELD PROPERTIES (SJ) SDN BHD (E (1) 0452/2)
+6012 211 3763



RM4,200,000

Damansara Heights, Kuala Lumpur

Type: Bungalow Tenure: N.A
Built-up: 4,000 sq ft Land size: 6,100 sq ft
Bedroom: 5 Bathroom: 4

Siew Kim PRO (REN 04485)

REAPFIELD PROPERTIES (SJ) SDN BHD (E (1) 0452/2)
+6012 210 2858



RM490,000

Windsor Tower Studio, Sri Hartamas, Kuala Lumpur

Type: Condominium Tenure: Freehold
Built-up: 640 sq ft
Bedroom: Studio Bathroom: 1

Meng Mun PRO (REN 13170)

ENRICH REALTORS (E (3) 1878)
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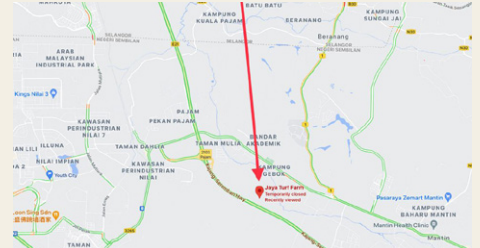
RM850,000

Selayang Jaya, Gombak, Selangor

Type: Terraced house Tenure: Freehold
Built-up: 2,000 sq ft Land size: 1,725 sq ft
Bedroom: 4 Bathroom: 3

Syed Shah PRO (REN 28611)

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



RM29,000,000

Mantin, Negeri Sembilan

Type: Agricultural land Tenure: Freehold
Land size: 33 acre

William Tan PRO (PEA 1315)

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



RM6,300,000

Lakeview Saujana, Shah Alam, Selangor

Type: Bungalow Tenure: Freehold
Built-up: 9,500 sq ft Land size: 10,000 sq ft
Bedroom: 8 Bathroom: 7

Christina Lesslar PRO (REN 00284)

REAPFIELD PROPERTIES (SJ) SDN BHD (E(1)0452/2)
+6016 906 6898



RM4,950,000

D'Villa Equestrian, Kota Damansara, Selangor

Type: Condominium Tenure: Leasehold
Built-up: 6,800 sq ft Land size: 9,750 sq ft
Bedroom: 6 Bathroom: 7

Feisal PRO (PEA2292)

REAPFIELD PROPERTIES (PUCHONG) SDN BHD
(E (1) 0452/8) +6019 393 6968



RM370,000

Putra 1 Apartment, Kajang, Selangor

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

Zuraini Zallin PRO (PEA1699)

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



RM8,800,000

Novus Business Park, Shah Alam, Selangor

Type: Factory Tenure: Freehold
Built-up: 11,205 sq ft Land size: 8,697 sq ft

Samuel Sing PRO (PEA 2639)

REAPFIELD PROPERTIES (PUCHONG) SDN BHD
(E (1) 0452/8) +6012 279 0150



RM2,600,000

Seremban Lake Gardens, Seremban, Negeri Sembilan

Type: Bungalow Tenure: Freehold
Built-up: 9,000 sq ft Land size: 27,000 sq ft
Bedroom: 8 Bathroom: 8

Jin Kaur PRO (REN 08253)

REAPFIELD PROPERTIES (SJ) SDN BHD (E(1) 0452/2)
+6016 267 9669



RM2,680,000

KL Eco City Vogue Suites 1, Bangsar, Kuala Lumpur

Type: Condominium Tenure: Leasehold
Built-up: 1,679 sq ft
Bedroom: 3 Bathroom: 2

Felicia Lee PRO (PEA 2899)

IQI REALTY SDN BHD (E (1) 1584)
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