

## Inside!



EdgeProp.my presents **At Home with Eunice**

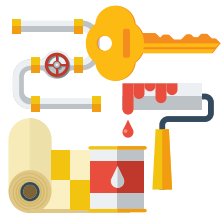
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# Damansara Heights

## — now or never!

KL's Damansara Heights has always topped the Klang Valley's list of preferred addresses. In the pandemic-affected market, have prices dipped? Have they bottomed? Turn to **Pages 12 to 15** for market insight.





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# World Bank: Strong reform needed for Malaysia to accelerate

In achieving long-term growth as a high income nation, Malaysia would need to speed up the investment in human capital, increasing female force participation and implementing policy changes that improve productivity growth, according to the World Bank report.

The report, which was released on March 16, said these are the three areas where it currently lags behind other high-income countries.

Based on the growth experiences of today's high-income countries, a strong reform package could roughly double Malaysia's future economic growth rate compared to a projected baseline.

Under the moderate reform scenario, Malaysia's gross domestic product (GDP) growth rate is expected to fall to 2.9% by 2050, which is around 1.5 times that of the baseline. Under the weak reform scenario, its GDP growth rate is expected to decrease from 4.5% to 2% over the next 30 years.

The report highlighted that the development model that worked in the past is no longer enough to help Malaysia navigate the next stage of its development. A different set of policies and institutions will be required to improve the quality, inclusiveness and sustainability of economic growth in the future.



LOW YEN YEING | [EdgeProp.my](http://EdgeProp.my)



## Iskandar Malaysia Bus Rapid Transit project levels up

The Iskandar Malaysia Bus Rapid Transit (IMBRT) project is now moving forward into the next phase which involves a pilot testing programme along the Lebuh Raya Sultan Iskandar between Horizon Hill and Anjung in Medini for a duration of three months beginning April 8.

*"IMBRT will connect to the RTS Link connecting JB and Singapore, which is expected to be up and running by 2026." — IRDA*

In a media briefing on March 17, Iskandar Regional Development Authority (IRDA) CEO Datuk Ismail Ibrahim said the programme will see the involvement of nine bus suppliers that will conduct a demonstration of the latest green bus technologies including electric and biodiesel.

The IMBRT will connect to the Rapid Transit Link System (RTS Link) linking Johor Bahru (JB) and

Singapore, which is expected to be up and running by 2026, and the Gemas-JB electrified double tracking project slated to be operational next year.

## Quit rent arrears amount close to RM20m in 2020

The arrears in quit rent by landowners in the Federal Territory (FT) of Kuala Lumpur, as at Dec 31, 2020, amounted to RM19.58 million and involved 15,727 titles, said the FT Land and Mines director Datuk Muhammad Yasir Yahya on March 18.

He said based on records, there were 165,371 registered land titles in KL in early 2020, with 16% of them (26,551 land titles) having quit rent arrears amounting to RM28.8 million.

He said various efforts were made by the FT Land and Mines Office to reduce the amount of the arrears.

## Govt launches PEMERKASA worth RM20b

As part of an effort to continuously support the recovery process, the Strategic Programme to Empower the People and Economy or PEMERKASA worth RM20 billion, with a new fiscal injection by the government amounting to RM11 billion, was launched on March 17. Prime Minister Tan Sri Muhyid-

din Yassin said PEMERKASA would focus on 20 strategic initiatives to boost economic growth, support business, and continue targeted assistance to the people and sectors that are still affected.

To date, the government has announced five assistance packages, namely PRIHATIN worth RM250 billion, PRIHATIN SMEs (RM10 billion), PENJANA (RM35 billion), Kita PRIHATIN (RM10 billion) and PERMAI (RM15 billion). With the inclusion of PEMERKASA, the total value of the aid packages amounted to RM340 billion.

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GLOMAC BHD



## Glomac launches Primrose terraced houses in Saujana KLIA

Glomac Bhd has unveiled Primrose – the latest phase in its Saujana KLIA township, Sepang, Selangor, which has a gross development value (GDV) of RM72 million today (March 19).

In a media briefing on March 18, Glomac head of sales and marketing Kim Neoh said Primrose is part of the 231-acre Saujana KLIA development that carries an estimated GDV of RM1.3 billion.

Primrose comprises 123 units of double-storey terraced houses, with land area measuring 20ft by 60ft and built-ups ranging between 1,560 sq ft and 2,288 sq ft. These affordable homes are priced from RM498,800 for an intermediate unit.

Glomac sales and marketing manager (township) Eliza Jamaluddin noted that Primrose is targeted to be completed in 2023.

S P SETIA BHD



## S P Setia's Plenum terraced houses fully booked within an hour

S P Setia Bhd's latest landed residential project in Setia Alam, Selangor has seen all 62 units of its double-storey terraced houses fully booked within an hour after its online launch on March 14 (Sunday).

Dubbed Plenum, it is the latest Bywater Homes series

project in Setia Alam which has a gross development value of RM52 million.

Plenum consists of 62 freehold units with land size measuring 22ft by 70ft. The price starts from RM778,000, and its two built-up sizes are 2,157 sq ft and 2,080 sq ft.

## Change is the new normal

Noticed something different about **EdgeProp.my E-weekly**?

Yes, we are now more compact, concise and impactful!

The switch to a A4 layout (more easily printed) is in response to requests from readers. Thank you for your valued feedback,

We see this as a good opportunity to refresh, rejuvenate and refine the pages for your reading pleasure.

Hope you like it.

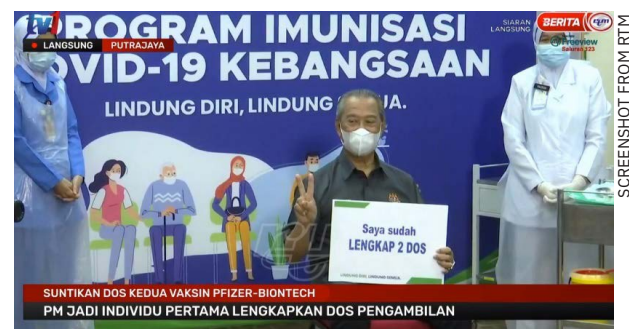
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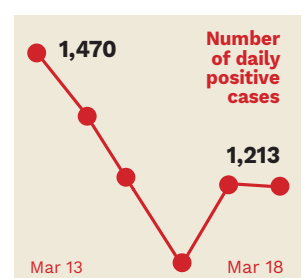
## Covid-19: Infection rate slowing down



The number of daily Covid-19 positive cases has remained below 1,500 for the past one week and the infectivity rate or R-naught (R0) continued to stay low at 0.87 as of March 15, signalling that Malaysia is on the right track to flattening the curve.

Looking at the current declining trend, Health Minister Datuk Seri Adham Baba expected the daily number of Covid-19 positive cases to drop to around 500 cases in May.

Meanwhile, the National Covid-19 Immunisation Programme is moving fast with a total of 346,508 individuals having received their first vaccine doses, as of March 17. To date, around 5.7 million people have registered for the vaccination exercise via MySejahtera.



On the same day, Prime Minister Tan Sri Muhyiddin Yassin (pictured) completed the second dose of the Covid-19 vaccine, becoming the first Malaysian to complete the dosage for immunisation.

Individuals who have completed their vaccine dosage will be given the My Covid-19 Vaccination Badge that comes with a security code, as proof that they have received the vaccine.





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PHOTOGRAPHS BY AMTROL FLOWER DESIGNING

# MAKING ART *from* NATURE

By Jay Wong



**CLICK HERE**

to view how to turn  
nature into art

Nothing should be wasted, even the fallen twigs and leaves in the garden could also be upcycled to create unique decor pieces.

In the final episode of **EdgeProp.my**'s six-episode mini-series of *At Home with Eunice*, Amtrol Flower Designing principal Eunice Teo demonstrated her creativity and artistic expertise in crafting eight artsy items that are not just fit for the home, but also helps to spruce up the living quarters while remaining sustainable.

"Whenever you take a walk through nature, have a look around at what can be picked up and used as decoration materials," said Teo during the live stream on **EdgeProp.my**'s Facebook page on March 16.



## Artsy branches

**Materials used:** Tree branches, a plastic base and air plants (Tillandsia)

Broken tree branches may look pretty lifeless when lying on the ground, detached from their trunks, but their still sturdy shapes, each individually crafted by nature, are an art in themselves, if you know how to highlight them.

Trust Teo to do it, and under her keen artistic eyes and crafty hands, these offshoots were turned into a contemporary piece for a modern home.

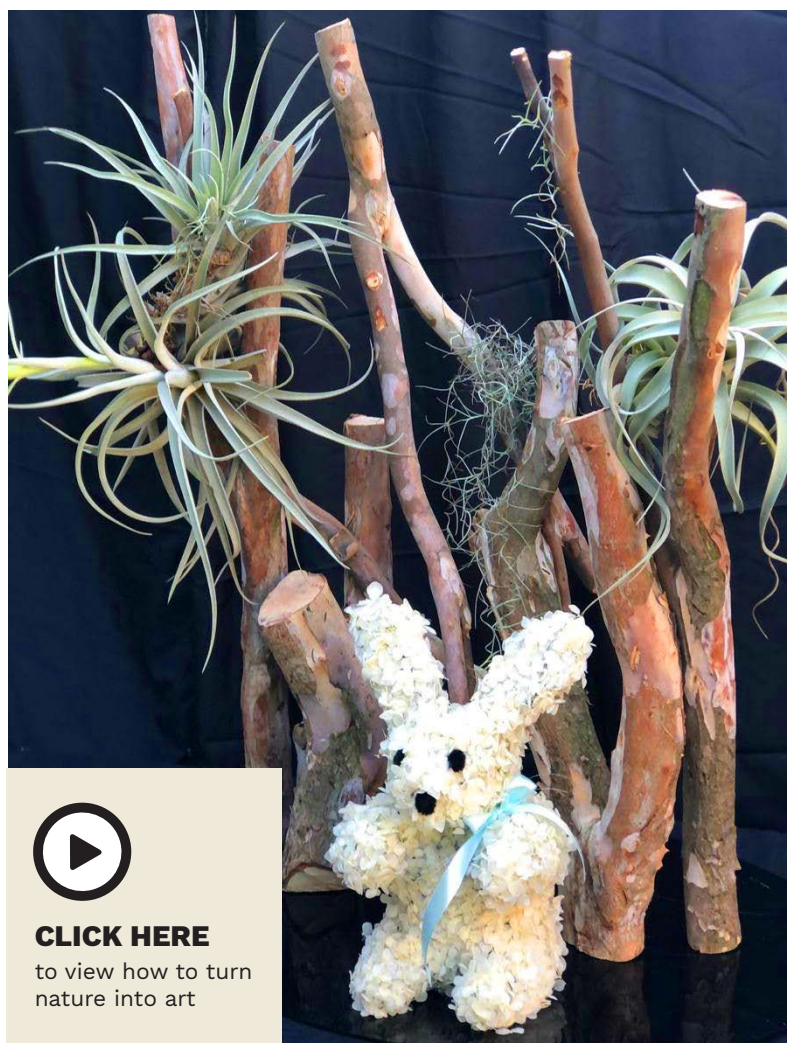
First, Teo cut a few branches into Y-shape, stood them in a formation on a circular plastic base and fastened them with screws.

The only other item Teo needed to bring out the aesthetic quality of the nature-moulded specimens are some air plants from her garden, and the piece is ready to blend into a minimalist-concept home.



### Eunice's tips

For busy people who want to grow some fuss-free greens, consider air plants. Just hang them in the garden, and they could live in rain or shine.



PHOTOGRAPHS BY AMITOL FLOWER DESIGNING



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## Natural connections

**Materials used:** Lidi sticks (the rachis from coconut palm leaves), green leaves, flowers and a small vase with moistened foam

In Teo's second creation, she tied the pliable lidi sticks (commonly used to make brooms) into a few triangular shapes and joined them all together to form a big circular shape. Next, some fresh leaves were sporadically arranged within the structure.

Under the formation, Teo placed the focal point – an Eremurus flower (commonly known as a foxtail lily) in a vase pre-filled with moistened foam, explaining that the simple structure was suitable to showcase flowers with a strong character.



### Eunice's tips

Flowers stay fresh longer when kept hydrated in a cool environment, such as an air-conditioned indoor space.





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nature into art

## Floating sensation

**Materials used:** A plank of wood, Everlasting Flower, glue, wires (no. 20) and dried palm leaves

Teo spotted this dry wood plank discarded at a roadside. Noticing its special texture, her creative mind couldn't help but find a purpose for it.

Her first step was to affix some wires straight up on the plank. Next, she glued some dried palm leaves so that they were elevated above the wires.

"Cut the fan palm leaves into small long pieces and curl them up using a pair of scissors or just by hand. Put them on top of the structure and they will look like they are floating," she said.

For some colours, Teo glued some Everlasting Flowers from Cameron Highlands above the leaves.



## Sense of Zen

**Materials used:**

Dried leaves, five or six cobbles, black wires, a plate to serve as a base, glue and flowers such as roses, frangipanis or orchids

This is one decor that does not need a long time to craft. Teo weaved black wires around the cobbles and twisted the wires into branches, on which she attached some dried leaves from her garden.

It looked nice enough on a shallow plate, but to level it up, Teo put some water on the plate and floated some colourful blooms on the water.

This simple table decor could create a Zen ambience during tea time at home.



PHOTOGRAPHS BY AMTROL FLOWER DESIGNING

## Wild Bouquet

**Materials used:** A short glass vase to hold a bouquet, green wires, fresh flowers, twigs and some affordable Thlaspi Green Bells sourced from Cameron Highlands

The ficus benjamina tree is quite common in Malaysia. Teo selected a bunch of young branches from this tree to create a wild bouquet to bring a country feel to your dining area.

Tie up the branches around the glass with a green wire and put some fresh flowers and Thlaspi Green Bell in between the branches.

Teo revealed that Thlaspi Green Bell used to be expensive as it had to be imported from Holland. Now, it is relatively easy on the wallet, thanks to planters in Cameron Highlands.



## Barking up the right tree

**Materials used:** Tree bark, palm fruit branches, sunflower and an old chopping board

The unwanted tree barks were spotted by Teo while she was on the way to the market.

Combining it with an unused chopping board, both wood materials formed a unique structure that would catch anyone's attention.

Accenting the barks were sunflowers and palm fruit.

These items come together at a cost that's almost next to nothing for something so natural and beautiful for the home.



### *Eunice's tips*

Be careful when picking things up from nature. Always wash and/or dry them in the sun for a week or two before bringing the item into the home. This will help to prevent the incursion of possibly harmful insects.



PHOTOGRAPHS BY AMTROL FLOWER DESIGNING



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to view how to turn nature into art

## The budding palm

**Materials used:** Branch of the palm fruit (sprayed in lime green), yellow spray roses, baby's-breath, chamomile and Craspedia

This is one of the easiest to create, as the branches of palm fruit themselves are already a natural structure for flower arrangements.

Teo only needed to add some yellow spray roses, chamomile and other small flowers to enhance it.

"Choose smaller flowers in this hand bouquet arrangement. Don't cover up the beautiful structure of the palm fruit branch," she advised.

As a final touch, a few stems of Craspedia are added to the bunch before cutting away the ends at the bottom.



## Modern tree

**Materials used:** Dried leaves, tree barks and a few stalks of fresh hanging Heliconia (lobster-claws)

In a modern-yet-natural approach, Teo showed how she beautified something as simple as tree barks with her artistic touch and her experience with colours.

The bark was used to showcase various dried leaves to give it a variation of shapes while the Heliconias added "life" to it.

Teo advised that due to the size of this creation, it would be best to display it at a large open area.



**CLICK HERE**

to view how to turn nature into art



PHOTOGRAPHS BY AMTROL FLOWER DESIGNING

## Twigs of twists and turns

**Materials used:** Twigs painted black, fruiting palm and some orchids

In Teo's seventh creation, she painted some thin twigs black, and then twisted them into a rounded shape before accenting them with a few sticks of fruiting palm and orchids.

The completed piece was then ready to bring life to a plain backdrop with its artful "twists and turns"

## End but not over yet

**A**t Home with Eunice is presented by EdgeProp.my, sponsored by Matrix Concepts Holdings Bhd, and supported by Nippon Paint Malaysia and Amtrol Flower Designing.

Hosted by EdgeProp.my writer Natalie Khoo, the six-episode mini-series was live-streamed on EdgeProp.my Facebook page every Tuesday 8pm, starting from Feb 9, 2021.

With sustainability in mind, Teo has explored ideas by using different materials that you could readily get at home to create gorgeous decor pieces that are bound to be conversation pieces among family members and friends.

For the past episodes, materials used including CNY must-have items, vegetables, fruit, paper boxes, plastic and even leaves and twigs from gardens, all with one objective – to inspire more people to reuse and reduce waste.



Missed the past episodes of *At Home with Eunice* or want to refresh your memories? **CLICK HERE** to view the past episodes.





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# Damansara Heights *continues to attract well-heeled buyers*

**Text Tan Ai Leng**

In an **EdgeProp.my** market poll early this year, market experts and realtors reiterated: “The market may be weak but there are always buyers – at the right pricing”.

There is no exception, not even for affluent residential areas, the likes of Damansara Heights, or Bukit Damansara, one of Kuala Lumpur’s most sought-after exclusive residential enclaves.

Those who track Damansara Heights properties would have noticed that some asking prices on the secondary market have been slipping by up to 20% in recent times.

Sellers have cashed out for various reasons. Not all of them are necessarily desperate. It is also about timing and convenience.

According to a realtor who declines to be named, in Oct 2020, a newly-refurbished two-storey semi-detached house was put on the market at RM3 million. A prospective buyer offered RM2.5 million or 16% off the asking price. After a few rounds of negotiations, the deal was sealed in early Feb at RM2.7 million – 10% lower than the asking price.

Ernte Real Assets executive director Gary Chia has noticed that most interest is coming from existing residents of Damansara Heights. The current buyers’ market, he reasons, is especially opportune for those looking for an upgraded home in Damansara Heights.

“Most buyers are existing residents – both

owners and tenants – in Damansara Heights. Many of them are taking this opportunity to either own a property or get a bigger house to suit their growing family needs,” he tells **EdgeProp.my**.

Aegis Property director Shawn Fernandez, a specialist in Damansara Heights, says the landed property market in Damansara Heights was actually quite active, registering double-digit transaction volumes in 2020.

According to **EdgeProp Research** data, a total of nine bungalows, five semidees and five condominium units were sold in the first nine months of 2020. (Read “**EdgeProp Research: Price for semidees remained steady**” on **Page 15**.)

Fernandez says in fact, certain streets such as Jalan Beka saw several transactions during the period, which was quite unusual.

“It is worth pointing out that detached houses here cost multi-million ringgit each. That there was a large number of high-value transactions throughout the 2020 pandemic is indicative of the popularity of this locality,” stresses Fernandez.

## Fire sales in Damansara Heights?

Fernandez reckons that the market in Damansara Heights would have bottomed out by the third quarter of this year, as by that time the National Immunisation Programme would have reached out to a wider public. With increased herd immunity, there will be a higher possibility of the lifting of travel restrictions.

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SHAWN FERNANDEZ

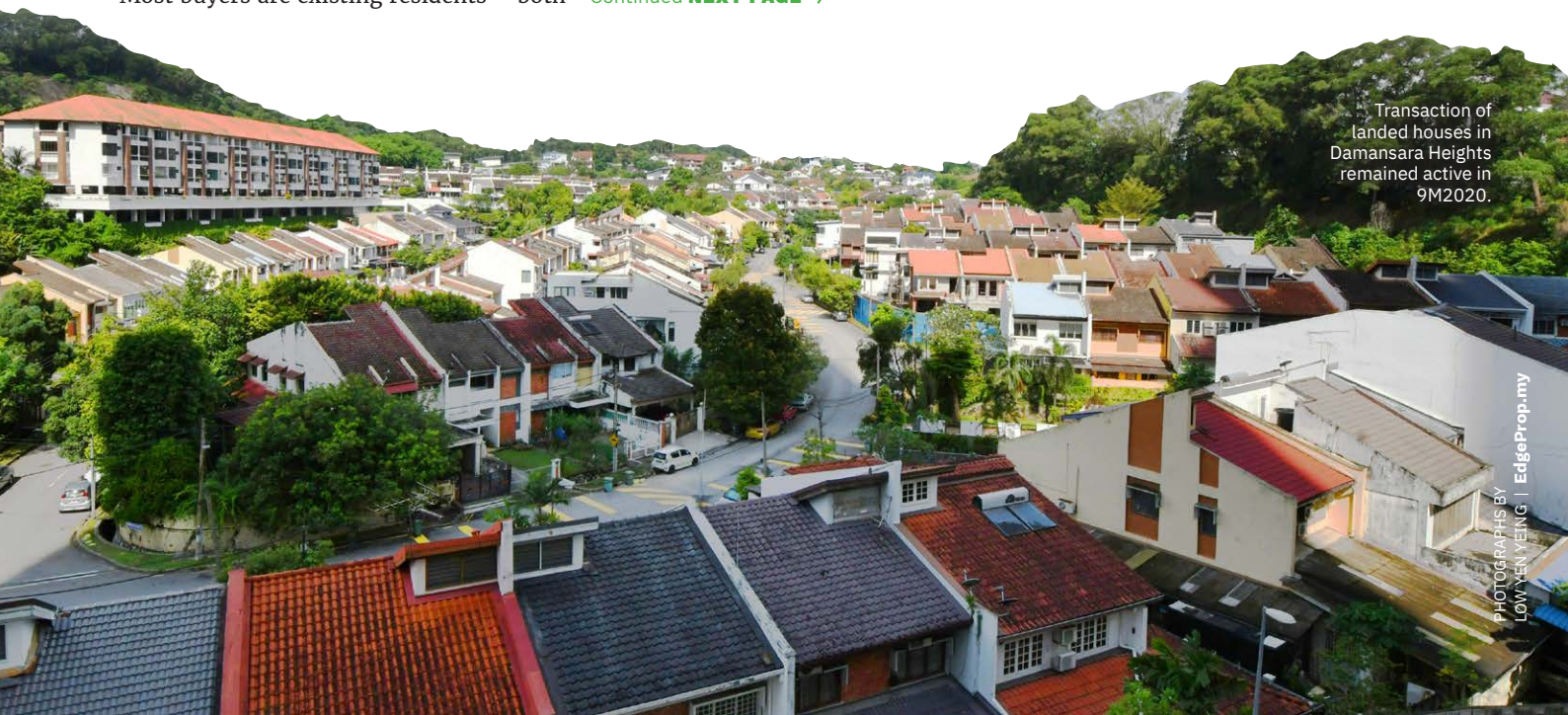
Fernandez: Bungalows on Jalan Setiabakti were sold around RM430,000 in the late 1980’s. Those houses are now at an average sale price of RM4.5 million.



GARY CHIA

Chia: Most of the buyers are upgraders who are taking this opportunity to either own a property (for tenants) or get a bigger house.

Transaction of landed houses in Damansara Heights remained active in 9M2020.



PHOTOGRAPHS BY LOW YEN YING | EdgeProp.my



← From **PREVIOUS PAGE**

“All these improvements will spur market sentiment and could move the market upwards rapidly. Historically, every softening of the market or economy, be it recession or currency restrictions, has been followed by a very rapid escalation in property market activity. This could be partially attributed to the release of pent-up demand,” says Fernandez.

For now, he does not see any fire sale in Damansara Heights. Some owners may now be willing to cut asking prices by 15% to 20%, but reducing it by more than 20% is a rarity.

Why? Most owners in Damansara Heights are financially strong and are able to wait for market recovery. Hence, selling cheap is not an option, he opines.

Besides solid holding power, Ernte Real Assets’ Chia says the extended loan moratoriums for targeted individuals facing short-term cash flow issues is another reason for the absence of drastic price drop in Damansara Heights.

To recap, Bank Negara Malaysia’s automatic loan moratorium which saw financial institutions offering six-month deferments for all ringgit-denominated performing loans that had not been in arrears of more than 90 days as at April 1, including housing loans, ended in Sept 2020.

Continued **NEXT PAGE** →



An earlier news report said Plaza Batai will be demolished to make way for a high-rise residential development.

PHOTOGRAPHS BY LOW YEN YEING | EdgeProp.my

## Damansara Heights: *An unbeatable address*

**D**eclining prices or not, Damansara Heights in the heart of Kuala Lumpur continues to fly high as a hot and affluent address in the Klang Valley.

Besides housing an enclave of mostly established rich families, Damansara Heights is also home to the National Science Centre and the National Palace, the royal residence of the Yang di-Pertuan Agong, the monarch of Malaysia.

The highly accessible area also provides selective eateries and essential retail items. It also

houses private and international schools – Stella Maris School and Cempaka International School.

KLCT International Realty Sdn Bhd real estate negotiator Mak Kar Kuen, who is also EdgeProp.my PRO agent, tells **EdgeProp.my** the well-landscaped, serene living environment and strategic location have made Damansara Heights a “branded address” to many.

“In fact, some high-net-worth individuals are buying properties in this area for a collection purpose, as owning landed properties here is also considered a symbol of their wealth,” he notes. (Read “[EdgeProp Research: Price for semidees remained steady](#)” on [Page 15](#).)

Mak sees landed property prices here to continue on its upward climb in the long term, no thanks to land scarcity. Hence, the current market is a window of opportunity for the cash-rich looking for portfolio diversification.

Ernte Real Assets executive director Gary Chia concurs, says that Damansara Heights’ attraction is its

proximity to the Kuala Lumpur city centre.

Located west of KL, Damansara Heights is some 8km from KL city centre or a 15-20 minutes’ drive, depending on traffic conditions. It is also noteworthy there are no tolls or bottleneck roads to the KL city centre, adds Chia.

Besides, the addition of Mass Rapid Transit (MRT) stations – Semantan and Pusat Bandar Damansara stations – in Damansara Heights have enhanced its connectivity to KL city centre and other major business hubs in the Klang Valley.

Residents in this neighbourhood will have a choice of two shopping malls – DC Mall and Pavilion Mall in Damansara town centre, while business owners will have choices of several high-end corporate buildings to set up their offices, adds Aegis Property director Shawn Fernandez.

“To top it off, owners in Damansara Heights have the pleasure of some fantastic restaurants and cafes to satisfy their culinary desires,” adds Fernandez.

MAK KAR KUEN



Mak: Some high-net-worth individuals are buying properties in this area for collection purposes.

### Notable landmark in Damansara Heights



National Palace



National Science Centre



Semantan MRT station





PHOTOGRAPHS BY LOW YEN YEING | EdgeProp.my

← From **PREVIOUS PAGE**

Moratoriums were then extended, on a case-by-case basis, for those still suffering financial woes due to the Covid-19 pandemic.

"In 4Q2020, we did see an increasing number of foreclosure cases in Damansara Heights and secondary property listings (in Damansara Heights). At one point, some of them were actually willing to reduce the asking price by up to 30% but discounts have been shrinking from this year," Chia points out.

Prices might be volatile depending on overall economy performance, he says, adding that current property prices at Damansara Heights have gradually stabilised, but the market has remained cautious due to future uncertainty.

**Now the time to buy?**

While some may be wary paying big bucks for high-end properties, Aegis Property's Fernandez offers catalysts that would support the demand and price growth of landed houses in Damansara Heights.

Fernandez notes that the Pavilion Damansara Heights project in Damansara City was transacted at RM1,500 psf last year. Over on Jalan Batai, The Aira Condominium was transacted at an average of RM1,650 psf.

"Some bungalows were transacted at RM1,000 psf in 2020. Now on the market are some bungalows, vacant plots and semidees that are going for significantly less. Hence the buying opportunities," he tells **EdgeProp.my**.

**Strong, steady capital appreciation**

Historically, Damansara Heights' landed properties have enjoyed noteworthy capital appreciation. (Read "[EdgeProp Research: Price for semidees remained steady](#)" on [Page 15](#).)

Over the years, Damansara Heights has rewarded owners with attractive returns on capital. Intermediate terraced houses on Jalan Kasah, for instance, were sold for only about RM13,000 in the late 1970's. Fast forward to the present, these same houses are now worth a staggering RM1.3 million, or 100 times more than what was paid before!

Meanwhile, bungalows on the popular Jalan Setiabakti only cost about RM430,000 in the late 1980s. These are now sold for an average of about RM4.5 million – or about 10 times more! This rate of appreciation has taken place over the course of four major recessions.

"In 2014, a modest-sized bungalow on 5,000 sq ft of land at the Jalan Jelutong area was transacted at RM3.2 million. After renovation, the property secured a long-term rental of RM19,000 per month. In 2019, the same property was sold for RM5.55 million. This sort of appreciation is very common [here]," says Fernandez. 📈

The on-going development of Pavilion Damansara Heights will be the next catalyst in this area.

Intermediate terraced houses on Jalan Kasah were sold around RM13,000 in the late 1970's. Nowadays the same houses are worth a staggering RM1.3 million.





## EdgeProp Research: Price for semidees remained steady

The first nine months of 2020 saw a total of nine bungalows, five semidees and five condominiums change hands.

Prices of semidees continued to see healthy growth. The average transacted price climbed to RM1,006 psf in 9M2020, from RM995 psf in 2019.

**EdgeProp Research:**  
**Most expensive transacted condominiums in Damansara Heights (9M2020)**

Project	Price (RM/unit)	Price (RM/psf)
Sri Murni	1.8 mil	527
Desa Damansara	1.33 mil	825
Damansara Villa	745,000	491

**EdgeProp Research:**  
**Most expensive transacted semidee in Damansara Heights (9M2020)**

Project	Price (RM/unit)	Price (RM/psf)
Jalan Rosa 1	4.65 mil	1,430
Jalan Seri Beringin 4	4.4 mil	1,202
Changkat Semantan	3.38 mil	931

**EdgeProp Research:**  
**Most expensive transacted bungalows in Damansara Heights (9M2020)**

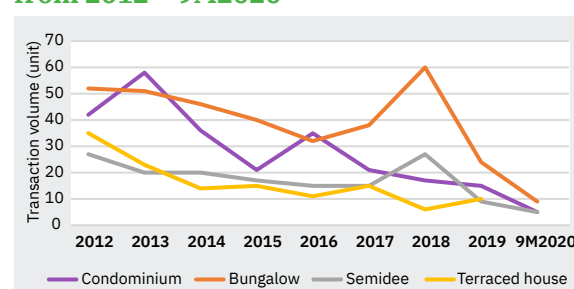
Project	Price (RM/unit)	Price (RM/psf)
Jalan Setiakasih 7	11.75 mil	478
Batai Barat	8.5 mil	798
Jalan Beka	6.5 mil	628

However, prices of bungalows and condominiums in the nine months dipped 12% and 20% respectively, from 2019.

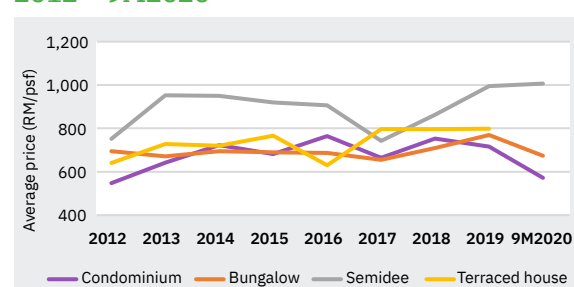
The average transaction price of bungalows in Damansara Heights rose to RM769 psf in 2019 from RM710 psf in 2018, before declining to RM674 psf in 9M2020.

Condominiums in this area saw average selling price dipping to RM571 psf in 9M2020 from RM715 in 2019.

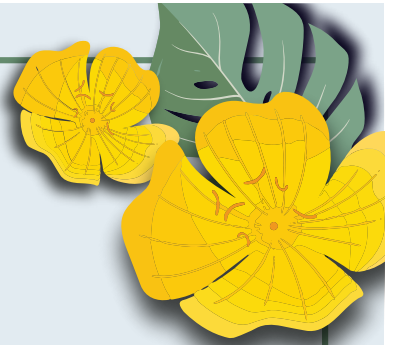
**EdgeProp Research:**  
**Transaction volume of residential properties in Damansara Heights from 2012 – 9M2020**



**EdgeProp Research:**  
**Average transaction price of residential properties in Damansara Heights from 2012 – 9M2020**







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# Collateral warranty – Extending protection to purchasers?

It's time to consider a new clause in the statutory sale and purchase agreement to allow purchasers to “inherit” the manufacturers’, contractors’ and suppliers’ warranties given to housing developers.

A collateral warranty is a contract that supplements a primary contract that extends the benefit of the warranty given by a party under the primary contract (known as warrantor) to a third party who is not a party to the primary contract (known as beneficiary).

Such a contract gives a direct contractual relationship between the warrantor and the beneficiary which will otherwise not exist.

Property development is an intricate work involving multiple stakeholders – from a developer to a main contractor and from a main contractor to various subcontractors. At the other end of the chain are the purchasers who buy the property from the developer. As it goes along, the same property may be sold to subsequent purchasers in the secondary market.

In a typical scenario, a developer, who is known as an employer in the construction field, engages a main contractor by way of a building contract to construct the building as a whole.

The main contractor then awards different types of work to various subcontractors by way of letters of award or letters of appointment. Meanwhile, the developer enters into sale and purchase agreements (SPAs) with purchasers.

Such contractual relationships in a property development are mutually exclusive. The developer is contracted to the main contractor, while the main contractor is contracted to the subcontractors. On the other hand, the developer is contracted to the purchasers of the property. These contracts do not overlap or override one another.

## Specialist works

Specialist contractors are subcontractors engaged for their expertise and speciality in select areas of construction such as –

- water proofing work
- proprietary roof truss system
- paint work
- aluminium works such as door, window and louvre
- mechanical and electrical works such as fire-fighting systems, auto-gates, lifts and escalators
- termite treatment

These specialist works normally come with extended warranties, with some up to 10 years. However, unless otherwise provided for, the extended warranties are only given to the party who engages them, i.e. the main contractor.



*A properly drafted collateral warranty will extend contractual rights to the purchasers to claim warranty on the work within the given warranty period.*

In some cases, they may be required to be extended to the developer. Nonetheless, they typically do not extend to the property purchasers.

## Purchasers are third party

Development of residential property in Malaysia is governed by the Housing Development Act (Control and Licensing) Act 1966 and the rules enacted thereunder.

In a SPA for residential property provided under the housing development laws, a developer must provide protection to purchasers for defect liability for a period of two years from the delivery of vacant possession. This is known as the defect liability period (DLP).

Once the DLP lapses, the purchasers will be without cover should further defects appear. This is despite the fact that warranties from the contractors may continue to run beyond the two-year DLP undertaken by the developer.

The doctrine of privity of contract only extends contractual rights to the parties to a contract. As

Continued **NEXT PAGE** →



← From **PREVIOUS PAGE**

purchasers are not contracted to the main contractor or subcontractors, they do not enjoy the benefit of any warranties given under these contracts.

Purchasers are regarded in law as a third party to these contracts (or warranties), hence they generally cannot enforce the warranty given under these contracts.

### Collateral warranty should extend to purchasers

The essential question is, if specialist works do in fact come with warranties for extended periods, why aren't these warranties extended to the purchasers who are the end-users?

After all, purchasers are the ones who will be affected by defects that may only surface after the expiry of the DLP covered by the developer.

Unlike other jurisdictions in other countries, such as the United Kingdom, third party rights are not given legislative protection in Malaysia. This makes an appealing case for parties to seek additional rights through other means. One option is collateral warranty.

A properly drafted collateral warranty will extend contractual rights to the purchasers to claim warranty on the work within the given warranty period. In cases where the warranty period is longer than two years, it will naturally extend protection to the purchasers beyond the DLP of two years.

The notion of collateral warranty is especially pertinent in specialist works for the following reasons —

- repair or remedial work on specialist works require expertise and are generally more costly
- specialist works would have come with extended warranties in the first place
- exposure of specialist contractors may be covered by insurance or professional indemnity insurance

**“The doctrine of privity of contract only extends contractual rights to the parties to a contract. As purchasers are not contracted to the main contractor or subcontractors, they do not enjoy the benefit of any warranties given under these contracts.”**



While a developer may require specialist contractors to extend the warranties to them, it must be borne in mind that the developer's liability to purchasers is limited to a period of two years.

Beyond this period, purchasers are at best only able to request the developer (on goodwill basis) to claim on the warranty from the specialist contractors — that is, provided that the existence of extended warranties is disclosed to the purchasers.

Since a developer is not legally bound to make good the defects after the DLP, the purchasers may end up losing out on the benefit of the extended warranties. A collateral warranty may be a solution to this issue.

### Assignment of manufacturer's warranty clause

The housing and local government ministry (KPKT) has often advocated in the media that the ministry will be passing new laws for the protection of house buyers. Then why don't we have a new clause in the statutory SPA to allow purchasers to “inherit” the manufacturers', contractors' and suppliers' warranties given to the housing developers?

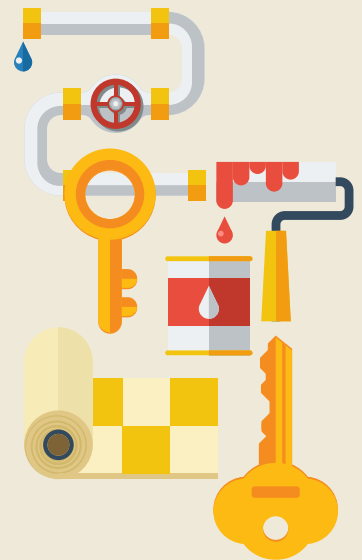
The warranties should cover any of the materials, equipment and appliances installed by the developers or their agents.

Notwithstanding the proposed assignment of warranties to purchasers, the housing developers must remain entirely responsible for the performance of its obligations to the purchasers during the DLP. 🏠



*Datuk Chang Kim Loong is the Hon Secretary-general of the National House Buyers Association (HBA) and Kennie Ang Joo Koon is one of the HBA volunteer lawyers. HBA could be contacted at:  
Email: [info@hba.org.my](mailto:info@hba.org.my)  
Website: [www.hba.org.my](http://www.hba.org.my)  
Tel: +6012 334 5676*

## Pride of a responsible housing developer



Of late, some purchasers have told us of the “extras” they have received upon delivery of vacant possession. Among the “welcome packs” mentioned are: useful gifts like a key box; warranties from paint companies, auto-gates, pest control and electrical appliances; certificates of treatment for termite/pest control; a certified true copy of the Certificate of Completion and Compliance (CCC) issued by the architect and certified true copy of the building plans and plans that relate to electrical wiring and water piping to facilitate future renovations. These definitely do endear the developers to them.

Indeed, there are responsible developers in our midst, whose names are synonymous with quality and trust. They are able to win over the purchasers' confidence. Today, they have created their own brand names. No wonder some developers' units are sold out even before the official launch or any advertising.



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**RM4,700,000**

**Primo 2 @ The Enclave, Bukit Jelutong, Selangor**

**Type:** Bungalow **Tenure:** Freehold **Built-up:** 8,924 sq ft  
**Land size:** 11,162 sq ft **Bedroom:** 5 **Bathroom:** 6

**Afrizal Yusoff** (PEA 1126)

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

+6012 230 1083



**RM980,000**

**Jalan SS 22, Damansara Jaya, Selangor**

**Type:** Terraced house **Tenure:** Freehold  
**Built-up:** 1,900 sq ft **Land size:** 1,650 sq ft  
**Bedroom:** 4 **Bathroom:** 3

**Afrizal Yusoff** (PEA 1126)

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

+6012 230 1083



**RM35,000,000**

**Jalan Bukit Kemuning, Shah Alam, Selangor**

**Type:** Factory **Tenure:** Freehold  
**Built-up:** 150,000 sq ft **Land size:** 200,000 sq ft

**Chris Chiam** (REN 27288)

REAPFIELD PROPERTIES (SJ) SDN BHD

(E (1) 0452/2) +6019 317 7060

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**RM6,000/mth** (RM8.03 psf)

**Serviced apartment at Pavilion Suites, Jalan Bukit Bintang, Kuala Lumpur**



**Concluded by: Eugene Pang**

(REN 30525) of Arden Estates Sdn Bhd

(+6016 272 4228) **When:** Oct 2020

## Noteworthy

- Freehold
- Built-up: 747 sq ft
- One bedroom; one bathroom
- Fully furnished
- Floor-to-ceiling glass window with unblocked KLCC view
- Facilities: Infinity pool, water jets, wading pool, gym, spa room, indoor Jacuzzi, function room
- Amenities: Several shopping malls, public transportation and night life at its doorstep



Pavilion Suites Kuala Lumpur is a project completed in 2018 by the Pavilion Group. It is a high-end freehold serviced apartment project right next to Pavilion KL mall and facing the Jalan Bukit Bintang shopping belt.

Located within KL's Golden Triangle, the 51-storey low-density development houses retail spaces, parking lots as well as 383 serviced residences spread over 38 floors.

According to Arden Estates Sdn Bhd real estate negotiator Eugene Pang, the unit he brokered recently in Pavilion Suites is owned by a local Malaysian businessman and property investor, who holds a few luxury residential properties in KL city centre for rental income.

As all units in Pavilion Suites have the same furnishing provided by the developer,

to stand out from others, the owner did some staging such as a bedding set and cutlery to impress the tenant.

"The tenant can literally move in with only his luggage! The tenant also liked that the unit comes with a carpark, which usually is not available for a one-bedroom unit in Pavilion Suites," Pang shared.

Notably, the floor-to-ceiling glass window that showcases the KLCC skyline is another added point that made the tenant seal the deal.

According to EdgeProp Research, two units of Pavilion Suites exchanged hands in 2020 with an average transaction price of RM2.61 million or RM2,179 psf.

As at Feb 2021, 49 units of Pavilion Suites were listed for sale on **EdgeProp.my**. The average asking price was RM3.04 million or RM3,379 psf.

Meanwhile, 44 units were looking for tenants with an average asking rental of RM6,250 or RM6.60 psf.

Planning to buy or sell a home? With **EdgeProp's FREE transacted price tool**, you can check past transaction prices for any property by name or area and make an informed decision.



**RM9,800,000**

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

**Type:** Bungalow **Tenure:** Freehold **Built-up:** 9,000 sq ft  
**Land size:** 7,200 sq ft **Bedroom:** 7 **Bathroom:** 8

**Elaine Chong** (REN 09348)

POLYGON PROPERTIES SDN BHD (E (1) 1714)

+6019 441 4013



**RM11,500,000**

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

**Type:** Bungalow **Tenure:** Freehold **Built-up:** 8,000 sq ft  
**Land size:** 11,000 sq ft **Bedroom:** 5 **Bathroom:** 6

**Elaine Chong** (REN 09348)

POLYGON PROPERTIES SDN BHD (E (1) 1714)

+6019 441 4013



**RM1,680,000**

**Taman Bukit Serdang, Seri Kembangan, Selangor**

**Type:** Semidee house **Tenure:** Freehold  
**Built-up:** 4,013 sq ft **Land size:** 2,800 sq ft **Bedroom:** 7  
**Bathroom:** 6

**Ikhwan Arbain** (REN 31788)

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

+6014 372 5971





**RM1,350,000**

**Denai Alam, Shah Alam, Selangor**

Type: Terraced house Tenure: Freehold

Built-up: 3,724 sq ft Land size: 2,775 sq ft Bedroom: 7

Bathroom: 7

Ikhwan Arbain (REN 31788)

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

+6014 372 5971



**RM3,388,000**

**Setia Eco Park, Shah Alam, Selangor**

Type: Bungalow Tenure: Freehold Built-up: 5,800 sq ft

Land size: 6,800 sq ft Bedroom: 6 Bathroom: 6

James Yim (REN 24129)

PROPERTY EXPRESS (E (3) 1205)

+6012 687 4892



**RM3,300,000**

**Denai Alam, Shah Alam, Selangor**

Type: Shoplot Tenure: Freehold Built-up: 8,118 sq ft

Land size: 2,706 sq ft Bathroom: 6

James Yim (REN 24129)

PROPERTY EXPRESS (E (3) 1205)

+6012 687 4892

Click/tap  
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Done  
Deal

*Sold for*

**RM2.25 mil** (RM324 psf  
against land size)

**Double-storey bungalow at Section 16  
(Petaling Jaya), Kuala Lumpur**



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

of IQI Realty Sdn Bhd (+6013 228 8881)

When: Oct 2020

## Noteworthy

- Leasehold
- Land size: 6,942 sq ft; Built-up: 3,500 sq ft
- Four bedrooms; five bathrooms
- Semi-furnished; comes with a beautiful garden
- Located within the Kuala Lumpur part of Section 16
- Amenities: Universiti Malaya, government and private hospitals, shoplots, restaurants, hotel, school and public park
- Easy accessibility via main roads and highways such as Federal Highway, Damansara-Puchong Highway and New Pantai Expressway.



Section 16 in Petaling Jaya is an upscale neighbourhood that consists mostly of bungalows, where several of those facing the main road are converted for commercial use.

IQI Realty Sdn Bhd property agent Swiss Tan said the bungalow in Section 16 carried the Kuala Lumpur address, thus making it more appealing to foreigners who are looking for bungalows in KL.

"The buyer liked that the address is in Wilayah Persekutuan, meaning if he wishes to resell in the future, he is able to sell to a foreigner," Tan shared.

She added that the buyer was also attracted by the good condition of the house as the seller renovated it about five years ago while most houses in that area are 30 years old

and above with very limited refurbishment.

Meanwhile, the seller, who had been occupying the house all the while, was selling the house as he was migrating overseas.

According to **EdgeProp Research** data, four bungalows in Section 16 were sold in 2019 with an average price of RM2.99 million or RM334 psf. No transaction was recorded in 2020.

As at March 10, 2021, there were 24 bungalows listed for sale on **EdgeProp.my** with an average asking price ranging between RM381 and RM600 psf, while two bungalows were listed for rent with an average asking monthly rental ranging between RM1 and RM1.88 psf, or RM10,000 and RM15,000 a month.



**RM1,200,000**

**Jalan Pandan 2/2, Pandan Jaya, Selangor**

Type: Terraced house Tenure: Leasehold

Built-up: NA Land size: 2,906 sq ft Bedroom: 6

Bathroom: 3

Jessie Lim (REN 05281)

MAXXAN REALTY SDN BHD (E (1) 1766)

+6013 340 7162



**RM760,000**

**Taman Segar Perdana, Cheras, Selangor**

Type: Terraced house Tenure: Leasehold

Built-up: 1,800 sq ft Land size: 1,300 sq ft

Bedroom: 3 Bathroom: 4

Jessie Lim (REN 05281)

MAXXAN REALTY SDN BHD (E (1) 1766)

+6013 340 7162



**RM450,000,000**

**Life Plaza, Cheras, Kuala Lumpur**

Type: Commercial complex Tenure: Leasehold

Built-up: 560,000 sq ft Land size: 704,915 sq ft

Jimmy Ng (REN 02015)

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

+6016 257 0886





**RM7,500,000**

**Fraser Business Park, Pudu, Kuala Lumpur**

Type: Shoplot Tenure: Freehold Built-up: 1,722 sq ft

Jimmy Ng (REN 02015)

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

+6016 257 0886



**RM650,000**

**Pesona Kemuning, Shah Alam, Selangor**

Type: Terraced house Tenure: Freehold  
Built-up: 2,788 sq ft Land size: 1,400 sq ft  
Bedroom: 5 Bathroom: 4

K K Sah (REN 23736)

IPG REALTY SDN BHD (E (1) 2002)

+6016 637 5097



**RM529,888**

**Taman Tiara East, Semenyih, Selangor**

Type: Terraced house Tenure: Freehold  
Built-up: 2,146 sq ft Land size: 1,680 sq ft Bedroom: 4  
Bathroom: 3

K K Sah (REN 23736)

IPG REALTY SDN BHD (E (1) 2002)

+6016 637 5097



**RM21,880,000**

**Nilai Industrial Zone, Nilai, Negeri Sembilan**

Type: Industrial land Tenure: Freehold  
Built-up: 5,214 sq ft Land size: 9 acres

K L Tan (REN 14295)

TOPHILLS REALTY (M) SDN BHD (E (1) 1465)

+6019 278 8930



**RM4,000,000**

**Horizon Hills, Iskandar Puteri (Nusajaya), Johor**

Type: Bungalow Tenure: Freehold Built-up: 6,449 sq ft  
Land size: 12,875 sq ft Bedroom: 5 Bathroom: 7

K L Tan (REN 14295)

TOPHILLS REALTY (M) SDN BHD (E (1) 1465)

+6019 278 8930



**RM1,000,000**

**Surian Condominium, Mutiara Damansara, Selangor**

Type: Condominium Tenure: Freehold  
Built-up: 1,421 sq ft Bedroom: 4 Bathroom: 3

Laura Teh (REN 02734)

REAPFIELD PROPERTIES SDN BHD (E (1) 0452)

+6019 221 9830



**RM2,500/mth**

**Surian Condominium, Mutiara Damansara, Selangor**

Type: Condominium Tenure: Freehold  
Built-up: 1,302 sq ft Bedroom: 3 Bathroom: 2

Laura Teh (REN 02734)

REAPFIELD PROPERTIES SDN BHD (E (1) 0452)

+6019 221 9830



**RM540,000**

**Seventeen Residences, Petaling Jaya, Selangor**

Type: Condominium Tenure: Freehold  
Built-up: 550 sq ft Bedroom: Studio Bathroom: 1

Liza Tieo (REN 31111)

HECTARWORLD REALTY SDN BHD (E (1) 1589/3)

+6017 608 3961



**RM900,000**

**Seventeen Residences, Petaling Jaya, Selangor**

Type: Condominium Tenure: Freehold  
Built-up: 1,024 sq ft Bedroom: 3 Bathroom: 2

Liza Tieo (REN 31111)

HECTARWORLD REALTY SDN BHD (E (1) 1589/3)

+6017 608 3961



**RM2,900,000**

**Damansara Indah Resort Homes, Tropicana, Selangor**

Type: Semidee house Tenure: Leasehold  
Built-up: 4,700 sq ft Land size: 4,499 sq ft Bedroom: 5  
Bathroom: 5

Melissa Kee (REN 01652)

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

+6012 631 7270



**RM3,100,000**

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

Type: Semidee house Tenure: Leasehold  
Built-up: 4,066 sq ft Land size: 7,896 sq ft Bedroom: 5  
Bathroom: 4

Melissa Kee (REN 01652)

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

+6012 631 7270



**RM1,548,500**

**Desiran Bayu @ Sri Rampai, Setapak, Kuala Lumpur**

Type: Terraced house Tenure: Leasehold  
Built-up: 3,213 sq ft Land size: 1,640 sq ft Bedroom: 6  
Bathroom: 6

Muhammad Nadzmi Bin Ramli (REN 40027)

CORNERSTONE XSTATE SDN BHD (E (1) 1851)

+6013 203 1857





**RM2,334,400**

**Taman Ukay Prima, Ampang, Selangor**

**Type:** Bungalow **Tenure:** Leasehold **Built-up:** 4,479 sq ft  
**Land size:** 3,821 sq ft **Bedroom:** 6 **Bathroom:** 7

**Muhammad Nadzmi Bin Ramli (REN 40027)**

CORNERSTONE XSTATE SDN BHD (E (1) 1851)

+6013 203 1857



**RM1,100,000**

**Kiara Park, Taman Tun Dr Ismail, Kuala Lumpur**

**Type:** Condominium **Tenure:** Freehold  
**Built-up:** 1,400 sq ft **Bedroom:** 3 **Bathroom:** 2

**Rueben Raj (REN 40248)**

REAPFIELD PROPERTIES (PUCHONG) SDN BHD

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



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**RM 850,000**

**Kiara Park, Taman Tun Dr Ismail, Kuala Lumpur**

**Type:** Condominium **Tenure:** Freehold  
**Built-up:** 1,370 sq ft **Bedroom:** 3 **Bathroom:** 2

**Rueben Raj (REN 40248)**

REAPFIELD PROPERTIES (PUCHONG) SDN BHD

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



**RM215,000**

**Metropolitan Square, Petaling Jaya, Selangor**

**Type:** Office **Tenure:** Leasehold **Built-up:** 805 sq ft  
**Bedroom:** 1

**Segar (REN 04972)**

SQUARE FEET REAL ESTATE (E (3) 1547)

+6014 338 3381



**RM333,000**

**Taman Sri Puchong, Puchong, Selangor**

**Type:** Terraced house **Tenure:** Leasehold  
**Built-up:** 1,100 sq ft **Land size:** 825 sq ft **Bedroom:** 3  
**Bathroom:** 2

**Segar (REN 04972)**

SQUARE FEET REAL ESTATE (E (3) 1547)

+6014 338 3381



**RM460,000**

**Upper East @ Tiger Lane, Ipoh, Perak**

**Type:** Condominium **Tenure:** Freehold  
**Built-up:** 1,162 sq ft **Bedroom:** 3 **Bathroom:** 2

**Steven Eng (PEA 2310)**

GS REALTY SDN BHD (E (1) 1307)

+6018 954 0680



**RM365,000**

**Golf Vista Resort Homes, Ipoh, Perak**

**Type:** Condominium **Tenure:** Leasehold  
**Built-up:** 964 sq ft **Bedroom:** 2 **Bathroom:** 2

**Steven Eng (PEA 2310)**

GS REALTY SDN BHD (E (1) 1307)

+6018 954 0680



**RM1,190,000**

**Li Villas, Petaling Jaya, Selangor**

**Type:** Condominium **Tenure:** Freehold  
**Built-up:** 1,700 sq ft **Bedroom:** 3 **Bathroom:** 3

**Swiss Tan (REN 15900)**

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

+6013 228 8881



**RM1,680,000**

**Jalan Athinahan, Taman Tun Dr Ismail, Kuala Lumpur**

**Type:** Terraced house **Tenure:** Freehold  
**Built-up:** 2,000 sq ft **Land size:** 1,760 sq ft **Bedroom:** 4  
**Bathroom:** 3

**Swiss Tan (REN 15900)**

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

+6013 228 8881



**RM5,000/mth**

**Parklane Oug Service Apartment, Jalan Klang Lama, Kuala Lumpur**

**Type:** Shoplot **Tenure:** NA **Built-up:** 2,969 sq ft

**Tay Yen Sing (REN 29659)**

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

+6012 335 0520



**RM3,300/mth**

**Irama Wangsa, Wangsa Maju, Kuala Lumpur**

**Type:** Condominium **Tenure:** Freehold  
**Built-up:** 1,206 sq ft **Bedroom:** 3 **Bathroom:** 2

**Tay Yen Sing (REN 29659)**

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

+6012 335 0520



**RM648,000**

**South View Serviced Apartments, Kampung Kerinchi, Kuala Lumpur**

**Type:** Condominium **Tenure:** Freehold  
**Built-up:** 823 sq ft **Bedroom:** 2 **Bathroom:** 2

**Tique Ewe (REN 03008)**

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

+6012 395 1470





**RM1,052,300**

**Medalla @ Oasis Corporate Park, Ara Damansara, Selangor**

Type: Condominium Tenure: Freehold

Built-up: 2,454 sq ft Bedroom: 4 Bathroom: 5

Vinnie Yiw (REN 40295)

JLL PROPERTY SERVICES (MALAYSIA) SDN BHD  
(E 1) 1511 ☎ +6016 220 6570



**RM1,086,300**

**Medalla @ Oasis Corporate Park, Ara Damansara, Selangor**

Type: Condominium Tenure: Freehold

Built-up: 2,356 sq ft Bedroom: 4 Bathroom: 5

Vinnie Yiw (REN 40295)

JLL PROPERTY SERVICES (MALAYSIA) SDN BHD  
(E 1) 1511 ☎ +6016 220 6570



**RM699,000**

**Hill Park, Semenyih, Selangor**

Type: Terraced house Tenure: Freehold

Built-up: 1,600 sq ft Land size: 2,100 sq ft Bedroom: 4  
Bathroom: 3

Zuraini Zallin (PEA1699)

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



**RM550,000**

**Bandar Baru Bangi, Bangi, Selangor**

Type: Terraced house Tenure: Leasehold

Built-up: 1,800 sq ft Land size: 1,650 sq ft Bedroom: 4  
Bathroom: 3

Zuraini Zallin (PEA1699)

RESCOM REALTY (VE (3) 0244)  
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