



BY ALYSSA JOON

A massive bungalow with wide open spaces across several floors consisting of many rooms, high ceilings and a sprawling garden is what comes to mind for many when they think of a dream home.

When the definition of success and luxury is “bigger and better”, it is quite unlikely that a small, cosy apartment will be one’s selection when it comes to a dream home. In fact, apartments and terraced homes are quite unlikely the ideal home, a dream home or home of one’s choice. The reason ... the perception – that it is cramped, lacking in space, ugly, and uncomfortable. However, with the right interior design solutions, petite homes can make a powerful impact, even with the little space it covers.

ALTERING PERCEPTIONS

All it takes is a few tricks and a small room can mask its actual size.

One such trick is to pick the right **paint colours** for the room, such as pastels, light neutrals and varying shades of white. These colours can create an open and airy feeling in the room to make it seem larger than it is. If the home has multiple adjacent rooms, set a uniform colour palette to create a visual flow. The consistency in the colours will make the rooms flow together, which avoids the feeling of crowd and disorder, making it look even more spacious.

If wallpapers are what you are looking for, pick those with vertical stripes as it gives the appearance of elongated rooms. This choice seemingly adds more height to the room. The same effect can also be recreated by using wallpapers on ceilings, which draw attention upwards and away from the ground. **Full-length mirrors** are a small home’s ally. Usually regarded as an accessory of vanity, mirrors have many purposes. As mirrors help bounce and reflect light, placing full-length mirrors in halls, bedrooms, and in any room where one is expecting guests, will not only brighten up the room a whole lot more, but also create the illusion of a bigger space.

Mirrors are also versatile decorative pieces. By laying them into a different frame, a mirror can fit in perfectly to any decorative theme. For a modern finish, frame the mirrors with metal frames or none, while a rustic theme can be achieved by giving the mirror a



PHOTO: PLANETE-DECO.FR

Packaged small, decorated plush

> A modest-sized yet luxurious home with the right techniques

worn-out wood frame.

With apartments and single-storey homes with an open plan, home owners might want to consider the option of **portable or removable walls**. Building brick and cement walls are permanent solutions that require a lot more money compared to a mobile yet ornamental solution. With removable walls, home owners have the option of increasing or decreasing the size of a room based on their need. One reason to do such would be to separate the bedroom from the hall when hosting a party to avoid the feeling of being confined in a cramped room.

Removable walls come in many different options to suit one’s need and preference. They make a nice “accent wall” and come in various designs that are available in the market. However, an alternative would be to use curtains in a shade that matches the colour of the room. Curtains are frequently used in shared rooms for added privacy.



PHOTO: WWW.MYLIVINGROOMIDEAS.COM

A non-permanent and mobile solution is to use standing panel room dividers, also known as Shoji screens or panel screens. These can be purchased from furniture stores or specially handcrafted and made-to-order. A quick search on these do-it-yourself (DIY) room dividers brings up a bed headboard and closet rolled into one for more functionality with style, while another has fabric panels with pockets for shoe storage.

SEEING THE LIGHT

Keeping a small home well-lit up is important to continue the illusion of comfort and spaciousness.

Let the natural light in by using window treatments that are made of lightweight materials such as cotton and linen, and avoid heavy materials like velvet or wool. **Window treatments** should also don light, neutral colours that complement the colour of the wall paint.

In terms of length, go for sweeping ceiling-to-floor curtains, as the length will draw attention upwards to the ceiling, which makes the room appear more spacious. On the other hand, woven blinds or



PHOTO: WWW.HOUZZ.COM

sheer privacy curtains are a better option for filtering the light rather than blocking sunlight altogether.

Artificial lighting can also be used as a decorative element as well. Save space by ditching standing and table lamps. Instead, opt for a **sconce or overhead lighting**. For one, these are easier to install - simply plug-in to work.

Moreover, these methods of artificial lighting are also mobile, which makes it a good option for those renting homes as most times tenants are not allowed to carry out renovation works.

PLACE IT RIGHT

The types of furniture and where they are placed can also have an effect on the comfort of a room.

Avoid getting heavy-weight **furniture** as for one, these can greatly reduce the amount of space in a room and make it more cramped. This includes sofas and chairs with wide arms, overstuffed couches, tables with heavy bases, and large over-scale light fixtures.

Instead, opt for sleek and open-ended sofas, tables with streamlined legs, and simple light sconces for the same comfort, minus the amount of space it takes up.

Keep a look out for low furniture pieces, such as lounge chairs with short legs or a stool. The lower a piece is to the ground, the more space there is above. This setting leads people to believe that the ceiling is higher than it actually is.

A common misconception people have is the fact that a small home should have small furniture. This leads to many such home owners squeezing too many pieces of furniture into a small room.

The first step to decorating small spaces is to accept the limitations of the area and to work around it. Instead of bringing in multiple small furniture pieces, keep these average-sized and in fewer number.

The same principle applies to **art pieces** on a wall. While the “gallery wall” layout is popular at the moment, it is not an advisable choice for small homes. Instead, use a large-scale masterpiece as it accentuates the width and height of a room. Furniture pieces should also be arranged in a way that allows “breathing space”. This “elbow room” basically allows space between furniture pieces and the wall, which gives a sense of roominess and makes the furniture and the room look “just right”.

So while huge bungalows may look good on the outside, a small home with the right interior design and layout “wear luxury” nicely, without missing out on the warmth and cosy comforts.

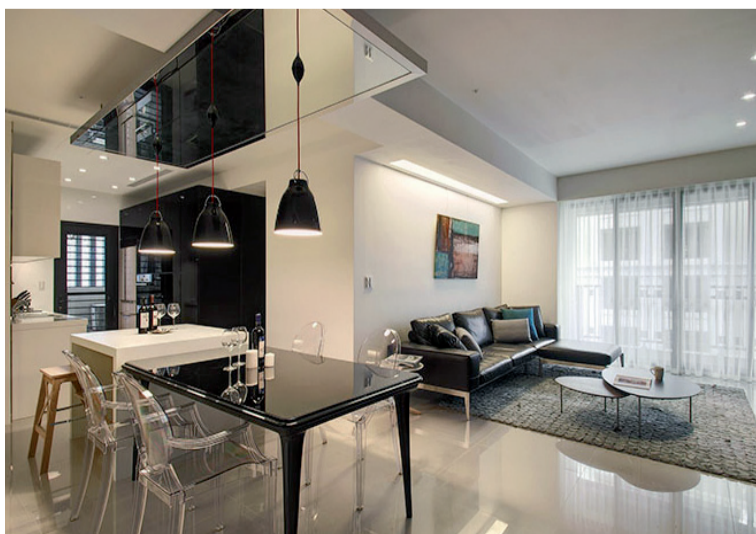


PHOTO: WWW.RECOMN.COM

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PHOTO: WWW.GDPARCHITECTS.COM



FLAGSHIP A – Tropicana Danga Bay

hours. However, tickets need to be purchased about a month prior to boarding as many commuters use this shuttle service daily to commute between Johor and Singapore.

B) The High Speed Rail (HSR) proposes to connect Kuala Lumpur and Singapore. Plans, still on the drawing board, show tentative intermediate stops proposed at Seremban, Ayer Keroh, Muar, Batu Pahat and Nusajaya. The project, expected to be completed by 2020, is anticipated to enhance connectivity, boost industries, further improve socio-economic benefits of these coastal towns while creating new opportunities for development and much more.

C) The Medini Iskandar blueprint was established inline with an integrated and comprehensive masterplan coordinated by Medini Iskandar Malaysia Sdn Bhd. The vision for this new urban township – to be recognised as a city that is powerful and iconic with distinctive new building designs and people-oriented public spaces. Medini Iskandar is the flagship development under the Iskandar Malaysia project. The masterplan segregates the entire area, separating it into six zones that encompass infrastructure (30.21%), commercial (29.51%), residential (14.59%), green areas (13.32%), mixed-use development (9.12%) and community spaces (3.25%).

Watch this space over the next few weeks as we raise the lid on a few exceptional development projects in the Iskandar Region, particularly in Medini Iskandar, shape shifting to become the preferred and best destination in Asia it was designed to become.

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The lure of Iskandar

> Appealing full-on with tempting offers, incentives and packages for locals and foreigners, across industries

ISKANDAR Malaysia, previously known as the Iskandar Development Region, is the main southern development corridor in the country.

Located in southern Johor, the development area is administered by the Iskandar Regional Development Authority (IRDA) and encompasses some 2,217 sq km covering Johor Baru city, Pontian, Senai, Pasir Gudang and the new administrative capital in Iskandar Puteri.

While the idea of the Iskandar Development project and its vision took the real estate industry by storm when it was launched, all the hype and conundrum fizzled out as fast as it flourished.

After the long silence which has seen many industry players sitting on the fence, adopting the wait-and-see attitude, it looks as though the buzz is just about back.

With that, *theSun* probes and examines once again, the property scene in the Iskandar Region over the next couple of weeks.

THE 'MOCANU' DOWN SOUTH

Mocanu is a name that apparently adds up to the master life path number 22/4. This number is identified, within some circles, with the term master builder – one synonymous with the unique ability to see the larger picture. That said, we look at a couple of projects by such developers, deemed to set a new scene and breathe additional life down south.

While some refer to these real estate and property linked authorities as culture creators or gamechangers, we think mocanu in their own right – considering that their projects expected to ring in an exciting newness to the run-of-the-mill in the southern state we were once all too familiar with.

Change is expected, sprouting from these five flagship zones identified as developmental focal points in the Iskandar Region.

► **Flagship Zone A:** Johor Baru city, a new financial district, a central business district, waterfront city of

Danga Bay, a mixed development in Tebrau Plentong, and the Malaysia/Singapore Causeway.

► **Flagship Zone B:** Iskandar Puteri which is Nusajaya, development of a new Johor state administrative centre, Medini Iskandar Malaysia, a medical hub, an “educity”, a resort for international tourism, an industrial logistics cluster, residences like East Ledang, Puteri Harbour, Horizon Hills and Bukit Indah.

► **Flagship Zone C:** the Western Gate Development highlighting the Port of Tanjung Pelepas which will provide a second link for Malaysia/Singapore, a Free Trade Zone, the Ramsar World Heritage Park and Tanjung Piai.

► **Flagship Zone D:** the Eastern Gate Development focusing on Pasir Gudang Port and industrial zone, Tanjung Langsat Port, Tanjung Langsat Technology Park and Kim-Kim regional distribution centre.

► **Flagship Zone E:** covering Senai and Skudai, focusing on the Senai International Airport, hubs for cargo and knowledge, a multimodal centre and the MSC Cyberport city.

GAME CHANGERS

Other than the above mentioned zones that will (if not already) trigger the onset or establishment of new townships and cities, the following are expected to cause a shift in the everyday scene and affect lifestyles of many ... on both sides of the causeway.

A) A rail shuttle transport called Shuttle Tebrau, operated by Keretapi Tanah Melayu (KTM), ferries commuters from JB Sentral to the Woodlands checkpoint in just five minutes. A maximum load of 320 people can be transported per train comprising four coaches each time. This hugely aids in reducing congestion during peak



PHOTO: WWW.MEDINISIGNATURE.COM



FLAGSHIP B – Medini Iskandar Malaysia



FLAGSHIP D – Eastern Gate Development

PHOTO: WWW.IPROPERTY.COM.MY



The lure of Iskandar

> Zoning in on UMCity Medini Lakeside

PART 2

NO doubt there is a lot of controversy and difference of opinion when it comes to Iskandar Malaysia. What more with the drop in oil prices and the bleak economic forecasts. Still, the optimists claim life is a cycle, now a challenging time for the country and its people. However, still focusing on the south of the border, *theSun* will detail development projects within Medini Iskandar and those surrounding the masterplan over the next few weeks.

For a start, the objective under the Medini Iskandar masterplan is to “develop Medini into a bustling metropolis” states the Iskandar Development website. Gone over with a fine-tooth comb and projected to attract investors with catalytic projects, foreigners and their foreign currencies and investments, plus tourists, visitors and business entrepreneurs. A challenge now, especially as the oil and gas industry had a major role to play in this project.

Nevertheless, like all good property purchases and investments where the people are told to look out for good land DNA, Iskandar still ticks all the right boxes, UMLand’s Medini lakeside development included.

JEWEL IN THE SOUTH

One of many exceptional property development projects on-going in Medini Iskandar is an integrated project by UMLand Medini Lakeside Development Sdn Bhd. Phase 1 of this development project runs across 5.03 acres. Poised to fuel the economy in the south,

UMCity Medini Lakeside (UMCity) offers modern lakeside living that is laced with urban amenities and facilities, intricately designed within a healthy ecosystem environment.

Sounds like a hodge-podge and a mouthful, yet when you look closer, you will see how well planned this fully integrated “city” is designed to become, offering world-class comforts and commercial conveniences amid green spaces.

The birth of UMCity amounts to a gross development value of RM1 billion. Designed for ideal business and living, some renowned “partners” include:

- ▶ The Ascot Limited providing award-winning serviced residences;
- ▶ Shama Medini (the first Shama property in Malaysia) offering serviced residences;
- ▶ along with OZO Medini (after OZO Penang) presenting stylish hotel accommodation;
- ▶ ready and serviced offices offering flexible work spaces by Regus and more.

“UMCity Medini Lakeside will redefine metropolitan living. UMCity is Phase One of UMLand’s Medini Lakeside master plan. It is situated at the gateway that leads into Medini Iskandar and is strategically positioned to offer corporate office towers, two internationally branded serviced residences, a hotel, a lakeside shopping centre and a variety of business suites to suit a wide range of commercial outfits,” said UMLand Group CEO Datuk Charlie Chia Lui Meng (*pix*).

IDEAL LOCATION

It looks as though UMLand has all angles covered. No doubt Medini Iskandar is a special enclave, carefully designed to attract investors and purchasers, local and foreign, with its economic incentives. “A lot of industries are also relocating there, even from Singapore. And with that, these multinationals and expats are going to need a place to reside,” shares Chia, who has looked into seeing to the needs of the workforce, across the board.

Call it the ideal place, UMCity offers homes, temporary residences, serviced apartments, even transitory offices complete with all the necessary ready-to-use equipment and services apart from the more grounded, long-term office spaces. The extraordinary part of what this developer has thought of is, including acclimatisation programmes to help foreigners settle in – perhaps not directly though.

RELIABLE BRANDS

“Shama Medini is famous in Hong Kong. Though they offer slightly higher-end apartments, most expats feel comfortable staying with them. They have an acclimatisation programme and a hospitality team to help expats who want to know where is the nearest market, the best shopping areas, schools and education institutions ... which makes foreigners feel really at home really. Citadines is another brand that is similar (under the Ascot Group) ... A little more suited to the working or middle class, while Shama is more luxury,” informs Chia.



Chia is happy to share what can be expected of UMCity Medini Lakeside.

With Shama and Citadines accommodating the longer staying visitors and guests, OZO will cater to those on shorter hauls. “The OZO is more of a businessman or touristy brand. It is part of the Amari and Shama Group, operated by Onyx, which is a Thai brand,” explains Chia.

From serviced apartments, serviced residences, hotels, apart’hotel suites, temporary and permanent office spaces all seen to, covering short stints and longer stays plus relocations lasting a couple of years – what more is there to ask of UMCity Medini Lakeside? Entertainment and education, of course.

FRILLS AND SPILLS

With accommodation and business needs seen to, lifestyle requirements are a must. To this, Chia talks about the area surrounding the lake. “This water body is good in a sense that when you have all the necessities covered, you also have this amazing feature that comes with a performing arts lakeside auditorium, waterfront F&B locations to wine and dine in, green open spaces to enjoy the outdoors and activities, and so much more.”

Chia also informs how UMCity will double up as the place for some R&R, especially with Legoland in close proximity. “Going to Legoland for just one day is not enough. So, UMCity will come in nicely, providing stop-overs and stays for visitors to Legoland. People can stay in UMCity and shuttle up and down

to enjoy the thrills of the themepark nearby,” Chia figures.

An award winner at the recent Asia Pacific Property Awards under Best International Office Development, Chia says: “The reason we won this award was because we were integrated. From all aspects of the development – “the integration with the environment, the features in the office, the raised flooring, the inter-connectivity, the green design ... Most of the office blocks are single-pointed which means they exist on their own, disconnected, yet are on the same footprint, connected, with lodging, hotels, shopping, working environment, even recreation.”

Moreover, working with Samsung Electronics, a brand known for its technology and cutting-edge applications, the developer assures that one’s office connectivity requirements will be seen to. “Just plug in and get to work. Anyone who relocates to our offices here will enjoy the best of technologies,” Chia adds. Security is another area one will not need to worry about with Samsung, a leading security solutions provider working closely with the developer from design to build.

Watch this space over the next few weeks as *theSun* unveils more information on developments down south in Iskandar, Johor.

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Medini Iskandar spans 2,230 acres within the Nusajaya area.

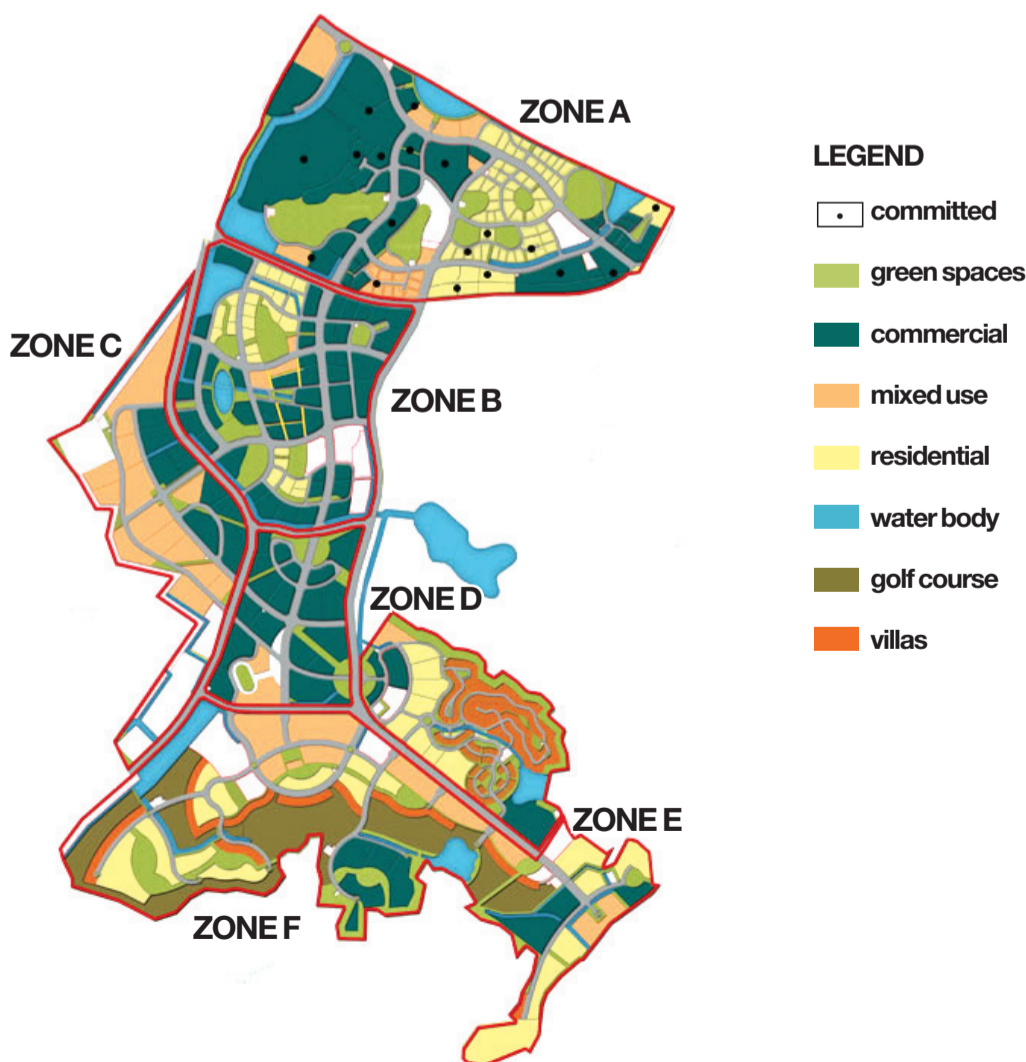


PHOTO: WWW.ISKANDARINVESTMENT.COM



Artist’s impression – UMCity aerial view.

Where sighs express contentment

SPRAWLING across 1,254 acres of former plantation land is Bandar Seri Botani, a township developed by the Taiko Group. This fully integrated development project is located in the southeast section of Ipoh City, some 4km away from the Simpang Pulai Interchange along the North-South Highway.

EXCELLENT LOCATION

Bandar Seri Botani is also accessible via a spacious 100ft-wide

road that connects Jalan Raja Dr Nazrin Shah (previously Jalan Gopeng) to the Lahat-Simpang Pulai road. Moreover, the township is situated just about 12km from Ipoh city centre. Established in a strategic location that is conveniently located near entry/exit points to main roads, highways and the bustling town of Ipoh – another plus point to highlight is the two spacious recreational parks included in the development's blueprints.

DELIGHTFULLY GREEN

Eco Park 1 runs across 32 acres while Eco Park 2 spans 24.6 acres. Both offer wide spacious vistas to enjoy the outdoors and discover nature. At Bandar Seri Botani, man can live in symbiosis with nature as the concept of the real estate project is founded on "bringing nature to the doorstep of the development".

Seri Teratai Phase 6.1A(i) is currently being developed. It is situated in what one could call "the perfect location", adjacent to both Eco Park 1 and 2.

Living spaces here are designed to the "nature in the midst of living" idea, thereby offering freehold semi-detached and bungalow homes in modern-contemporary architectural design upon a lush, greener-than-usual living environment.

PLUS POINTS AND MORE

Here, living spaces to call home come with many benefits. These include:

- ▶ smart-home features;
- ▶ individual home alarm systems;
- ▶ cluster fencing;
- ▶ underground drainage system;



- ▶ concealed cabling for external telephone and electrical infrastructure;
- ▶ designer plaster ceiling with concealed lighting points in certain areas;
- ▶ hot and cold water piping using Solar Pollo hot water system;
- ▶ user-friendly guestroom bath and facilities for the elderly and disabled; and so much more.

Smart home features allow residents to control lighting and air-conditioning in the home at

any time, from any where. Access to the home security is also at one's finger tips. While these help to save energy and costs, residents can also enjoy the convenience and comfort, not forgetting the added re-sale value it provides.

As the saying goes, "seeing is believing", so head over to view the show houses on weekdays between 10am and 6pm, or on weekends and public holidays, from 10.00am to 7.30pm.

For more information, log on to the Bandar Seri Botani website.



New Launch

Double Storey Terrace Houses

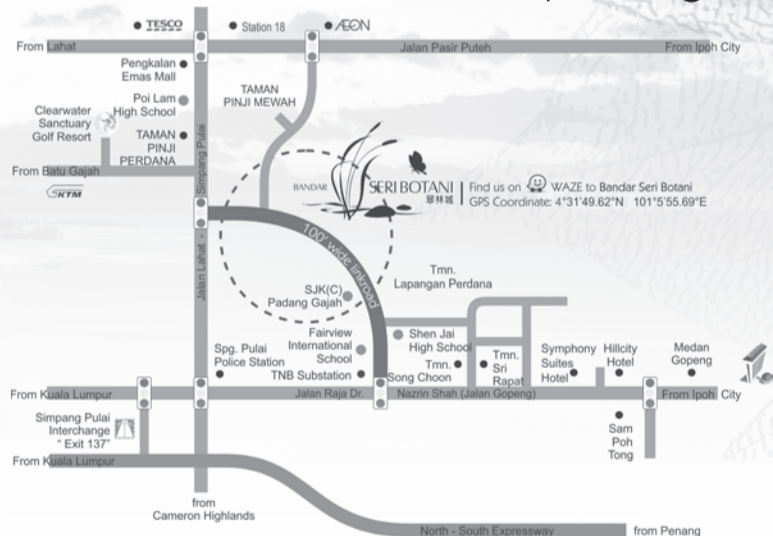
Built-up area: from 2,225 sq.ft Price: from RM373,000

20'x75'/80'



Phase 7.3(1) artist impression

Nature in the Midst of living



Phase 7.3(2) artist impression



Phase 6.1A(1) artist impression

Special Feature

- 1,254 acres of integrated township development
- A green leafy pleasant suburb with Ipoh City's charm
- Located approximately 4km from Simpang Pulai interchange
- Freehold virgin land
- 2 recreational lake parks (32 acres Eco Park 1 and 24 acres Eco Park 2)
- Security features
- Practical and functional design with renovation free concept

Double Storey Terrace Houses

Standard lot size: **24'x80'** Price: from RM480,000
Built-up area: from 2,625 sq.ft

Double Storey Semi-Detached

Standard lot size: from **40'x90'** Price: from RM798,000
Built-up area: from 3,375 sq.ft



SHOWHOUSES OPEN FOR VIEWING

Weekday (10am-6pm) • Weekend / Public Holiday (10am-7.30pm)



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Phase 7.3(1) | Developer's License: 9429-34/01-2018/008(L) Validity Period: 07.01.2016 - 06.01.2018 Advertising Permit: 9429-34/01-2018/008(P) Validity Period: 07.01.2016 - 06.01.2018 Approving Authority: Majlis Bandaraya Ipoh MBI Approved Plan No.: Bil. (14)JLBO100012008/0032/15 F00/P00/L00 Land Tenure: Freehold Land Encumbrance: Nil Expected Completion Date: May'18 Unit: 304units(DSTH), 1unit(DSB) Selling Price: RM371,586-RM1,064,745(DSTH), RM1,090,000(DSB) Phase 7.3(2) | Developer's License: 9429-31/11 - 2016/01116(L) Validity Period: 07.11.2014 - 06.11.2016 Advertising Permit: 9429-31/11 - 2016/01116(P) Validity Period: 07.11.2014 - 06.11.2016 Approving Authority: Majlis Bandaraya Ipoh MBI Approved Plan No.: Bil. (16)JLBO1000252 /0032/14 F00/P00/L00 Land Tenure: Freehold Land Encumbrance: Nil Expected Completion Date: Dec '16 Unit: 173 units Price: RM472,000 - RM1,009,440. Phase 6.1A(1) | Developer's License: 9429-33/02-2017/99(L) Validity Period: 06.02.2015 - 05.02.2017 Advertising Permit: 9429-33/02-2017/99(P) Validity Period: 06.02.2015 - 05.02.2017 Approving Authority: Majlis Bandaraya Ipoh MBI Approved Plan No.: (10)JOSCI183-A/LB/1/49/744/11 Land Tenure: Freehold Land Encumbrance: Nil Expected Completion Date: Feb'17 Unit: 80 units Price: RM798,000 - RM1,593,975(DSSD), RM1,480,000 - RM1,853,000(DSB) 5% / 7% (phase 7.3(1)) discount for bumiputra. CCC - Certificate of Completion and Compliance.



The lure of Iskandar **PART 3**

> Spotlight on Pengerang – once considered ulu, now a bustling hotspot

In our series under the Iskandar Development, this week we put the spotlight on Pengerang, located in the fifth sector under the Iskandar Development Region, also known as the Eastern Gate Development Zone, covering the Pasir Gudang Port and industrial zone, Tanjung Langsat port and technology park, plus the Kim-Kim regional distribution centre.

Situated within the zone is the Pengerang Integrated Petroleum Complex, the mega project reported to cost some RM60 billion, which is also expected to boost demand for properties in and around that area.

Reports claim that this project which is aimed at attracting global petroleum investors to become Asia's top most petrochemical hub will turn Pengerang into a boom town. So, property investors and purchasers, start doing your homework if you have not already.

POPULATION MAGNET

It is beyond doubt that good land DNA is *sine qua non* when buying property, especially as an investment. Thus, we highlight a couple of "elements" that will help put this once "sleepy coastal town in

a far-flung location" on to the global map. Pengerang and its surrounding areas are rapidly gaining popularity and a step towards changing the economic scene in the area. Here are some mega projects that help put Pengerang into the spotlight:

▶ A] One of the reasons for the rise of Pengerang is the mega project within the Pengerang Integrated Petroleum Complex (PIPC) called the **Refinery and Petrochemical Integrated Development (Rapid) project by Petronas**, reported to cover some 2,000ha of land. The project is a key element in the nation's Economic Transformation Plan (ETP). Besides raising the quality of life in that area, the project is also expected to create thousands of jobs and boost income levels in the surrounding.

▶ B] According to reports, Phase I consisting of the RM5 billion **Pengerang Independent Deep Water Petroleum Terminal (PIDPT)**, situated within the PIPC, is completed and many vessels have since been using the terminal. Moreover, a refinery to support the Rapid project will create even more



jobs, thus enhance property values and increase the quality of life for the people in the area.

▶ C] Complementing the Rapid refinery is the 1,760-acre **Pengerang Petroleum and Maritime Industrial Park**, which is already in the pipeline.

▶ D] **i-Parc@Tanjung Pelepas** is said to serve both the Malaysian and Singaporean small and medium enterprises (SMEs) and multinational corporations (MNCs), further creating more jobs, thus raising economic levels and the quality of life in and around that area.

▶ E] The **Johor Halal Park in Pasir Gudang** is a RM1.5 billion project that hopes to draw more investors to the area.

PROPERTY IN THE AREA

As more and more jobs are being created and the laid-back scene in Pengerang goes through change, the idyllic slow-paced kampung life in that part of the country takes a turn. Once only cycling and motor racing enthusiasts visited the nearby Pasir Gudang area and might have stopped over this sleepy hollow, now, the population is slowly and steadily growing. That said, here are a few areas in and around Pengerang offering accommodation, as well as

residential, industrial, commercial and agricultural land.

- 1] Taman Desaru Utama and Taman Desaru Mutiara
- 2] Seban Cove
- 3] Taman Ramunia Indah and Teluk Ramunia
- 4] Sungai Rengit
- 5] Lepau
- 6] Tanjung Sepang
- 7] Batu Buloh
- 8] Pantai Timur
- 9] Bukit Gelugor
- 10] Pulau Jenuang

GOOD LAND DNA

According to the author of *Make Big Money via Land* and property expert Tan Hwa Chuan's good land DNA checklist, Pengerang ticks all the boxes. Moreover, it is situated right next to Singapore, where property prices are way above ours. Now with the amount of attractions over on our side of the crossover, the fact that Pengerang is situated right next to neighbouring Singapore, makes it even more appealing.

If Malaysia plays its cards right and keeps to deadlines and commitments, maintains good ties with our neighbours and sees to global standards of upkeep in all the above-mentioned projects, why wouldn't Iskandar Malaysia be anything but a jewel in the south?

PENGERANG: STRATEGIC LOCATION

- Access to existing major international shipping lanes – Middle East, Singapore and China;
- Close proximity to an existing major trading hub;
- **Adjacent to Singapore;**
- **Deep water of 24m** enables VLCCs and ULCCs to use port facilities;
- **Very few environmentally sensitive areas (ESAs)** which are easily preserved;
- **Low negative socioeconomic impact;**
- **Relatively unpopulated,** leading to minimal population relocation;
- **Safe and sheltered harbour;**
- **No breakwater required** with sufficient sea-going passage for VLCCs and ULCCs;
- Availability of sufficient development land; and
- **A single candidate plot in excess of 20,000 acres.**



Pengerang Integrated Petroleum Complex PIPC

Judgment for **abandoned** Genting Valley purchasers group

theSun, in December 2013, had examined and reported on the travails of many local and foreign purchasers who had invested in Genting Valley bungalow plots in Batang Kali, Selangor.

PURCHASERS' PLIGHT

This development project was launched in the year 2000 by Jade San Realty Sdn Bhd, but later "abandoned" leaving the investors/plot owners with serious problems. Despite non-receipt of the property, they had to continue servicing their loan instalments, besides **losing their future retirement homes** and experience other related tensions.

Lengthy, costly and complex legal proceedings ensued. Many individual purchasers felt frustrated by "solid walls" and the "apathy of the system". Aggravating matters, the liquidators brought in to "solve" the case, seemed to have other



priorities. Over the years, pleas and proposals for rehabilitation encountered "deaf ears".

DETERMINED FIGHT

Consequently, around 600 determined members formed "The Genting Valley Purchasers Group" combining their efforts and resources to grapple with the issues and process. However, submissions to the court for

removal of the liquidators did not succeed. Instead, in October 2015, the High Court of Malaya found in favour of the liquidators, awarding them RM45,000 and the chargee bank RM3,000

APPEAL

Fearing that they might lose both their plots and money, the purchasers group filed an appeal at the Appellate Court. During the

hearing on March 22, 2016 the panel of three judges found sufficient evidence to justify the removal of the liquidators, besides awarding costs. This judgment "finally brings some shining light at the end of a long miserable tunnel" said a purchaser.

The result was greeted with simultaneous relief and jubilation by around 90 purchasers (*pix*) who had sat through the proceedings in the public gallery. Several commended *theSun* for the initial reportage which provided "a positive impact by highlighting the issues involved and the purchasers' sad plight to its readers and wider public".

QUICK RULE OF THUMB FROM THE MENTIONED BOOK

- i) Gross development value (GDV) is the total sale of the entire development (as an example).
- ii) Total construction costs include building construction costs, infrastructure and contingency costs. These should total to 40% to 50% of GDV.
- iii) Land cost should come up to 20% to 30% of the GDV.
- iv) Profit can be calculated if you minus the costs (ii and iii) from GDV (i).

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