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Find out how members of the regional & international investing community look at Sarawak's growth potential! (Pg 16)

LIVE A LIFE OF ENVY

Settle for the best with Naim Sapphire Condominium Homes! (Pg 24)

PROPERTY MARKET IS RESIDENTIAL DRIVEN

Get some insights on Sarawak's residential property scene (Pg 62)

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Naim Properties

DEVELOPER'S LICENSE: L2108/KPHD/04/281-R4 • Validity: 02/01/2018 - 01/01/2020 • Permit: P2057/KPHD/04/281-R4-3 • Validity: 22/01/2018 - 01/01/2020 • **RIVER VILLAS, River Vew (D2)** • Building Plan: MCC/PW-129/2014/53 • Expected Date of Completion: End of 2017 • Units Available: 22 • Price Range: RM1,528,888 - 1,768,888 • GARDEN VILLAS, River View • Building Plan: MCC/PW-129/2015/67 • Expected Date of Completion: End of 2018 • Unit Available: 40 • Price Range: RM538,888 - 693,888 • **TWIN VILLAS, River View (SD2)** • Building Plan: MCC/PW-129/2014/30 • Expected Date of Completion: End of 2016 • Unit Available: 28 • Price Range: RM1,022,888 - 1,125,888 • **TERRACES, Willow Moss (T2)** • Building Plan: MCC/PW-129/2014/24 • Expected Date of Completion: End of 2016 • Units Available: 58 • Price Range: RM586,888 - 999,888 • **GARDEN VILLAS, River View** • Mini City Council: MCC/PW-129/2016/67 • Expected Date of Completion: End of 2018 • Unit Available: 40 • Price Range: RM538,888 - 693,888 • **TERRASSE, Willow Moss Precinct** • Mini City Council: MCC/PW-129/2016/240 (6 units) • MCC City Council: MCC/PW-129/2016/249 (72 units) • Expected Completion Date: 1st Qtr of 2019 • Available units: 78 • Price From: RM348,888 To RM687,888 • Walled-up Area: 855 ft2 • Build-up Area: 1,543 ft2 (Int) 1,610 **EDEN VILLAS** • Mini City Council: MCC/PW-129/2017/205 • Expected Completion Date: March of 2020 • Available units: 32 units • Price From: RM534,888 to RM814,888 • Land Size: From 9.63 pts to 15 pts • Walled-up Area: 1,436 sq. ft. (34' W x 47' L) • Built-up Area : 2,462 sq. ft. • **PRIMROSE TERRACES** • Mini City Council: MCC/PW-129/2017/227 • Expected Completion Date: March of 2020 • Available units: 100 units • Price From: RM299,888 - RM687,888 • Land Size: From 4.71 pts to 11.68 pts • Walled-up Area: 887 sq. ft. (Inter & Corner) (24' x 40') • Built-up Area:1,594 sq. ft. (Inter), 1,855 sq. ft. (Corner) **Pine Ville Terraces** • Developer's License: L2108/KPHD/04/281-R4 • Validity: 02/01/2018 - 01/01/2020 • Sales Permit: P2057/KPHD/04/281-R4-5 • Validity: 01/10/2018 - 01/01/2020 • Mini City Council: MCC/PW-129/2018/87 • Expected Completion Date: Oct 2020 • Available units: 72 units • Price From: RM302,888 - RM486,888 • Land Size: From 4.78 pts to 11.59 pts • Walled-up Area: 883 sq. ft. (Inter & Corner) • Built-up Area: 1,590 sq. ft. (Inter), 2,139 sq. ft. (Corner) • **Disclaimer:** The information furnished, featured photographs and perspective drawing in this material are subject to amendments as may be required by the Authorities or project consultants and cannot form part of an offer or contract. Whilst every reasonable care has been taken in providing this information, the developer cannot be held responsible for any inaccuracies.

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DISCLAIMER: All information furnished, featured photographs, perspective drawings and/or artist impressions in this special brochure are subject to amendments as may be deemed necessary by the developer and/or required by the Authorities, project consultants or project needs, and cannot form part of an offer or contract. Whilst every reasonable care has been taken in providing this information, the developer cannot be held responsible for inaccuracies, or completeness of, or errors or omissions in, any information contained herein.

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From The Desk of Managing Editor

IT'S OUR GREATEST PLEASURE TO BRING TO YOU THE SECOND EDITION OF OUR 'LUXURY HOMES & LIVING, SARAWAK' ISSUE!

In my work, I've had the good fortune in traveling to different parts of the world and engaging with people from all walks of life. These opportunities to exchange viewpoints with different people and have a feel of the regional and international property scene have been very educational.

Hence, in this issue, besides incorporating interesting information on Sarawak and Kuching, and valuable contributions by experts in the local property scene, we have also included a contribution by a well-known Malaysian enterpreneur, who's also an avid regional and international property investor - it's indeed interesting to find out how a member of the regional and international investing community look at Sarawak and its potential! Do also find out more about an affordably luxurious property within the beautiful city of Kuching, and why you should make it yours today!

Our sincere appreciation goes to our expert contributors, **Mr Chris Tan**, the founder of Chur Associates, **Sr Robert Ting Kang Sung**, the Managing Director of CH Williams Talhar Wong and Yeo Sdn. Bhd. (WTWY), **Ms Kimberly Pang**, the Managing Partner of PMC Facilities & Real Estate (EM) Sdn Bhd (PMC) and **Dato' Master Koh**, a renowned Feng Shui Master for their valuable contributions.

Happy reading!

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A SNEAK PEEK OF WHAT YEAR 2019 WILL BE LIKE FOR YOU

According to most Chinese astrology forecasts, 2019 is a great year to make money and invest for those born in the year of the Horse and Ox! The year also offers others joy, friendship and love!

Chinese Zodiac Animals

Rat - A year full of happiness and prosperity!

Ox - A good year for Ox. A time with excellent opportunities to make money.

Tiger - Born in a strong and independent zodiac sign, you often do what you please. This year through, you will need to learn how to work well with others in order to achieve your goals.

Rabbit - An excellent year is waiting for you! You'll also meet new people and make new friends!

Dragon - The Pig's calmness this year will mean a year of reconsiderations. Take your time to plan and strategize before you take the leap.

Snake - This year you'll have to be assertive and persuasive in order to achieve the results you want.

Horse - The year of the Pig 2019 is going to be more auspicious than the year before! Do take advantage of all the luck and invest!

Goat - A reasonably good year and all your ambitions will likely be fulfilled.

Monkey - With good fortune and lucky stars on your side, you'll be able to do well in all aspects this year!

Rooster - Be more cautious when it comes to relationships. Stay away from office politics.

Dog - You'll reap what you sow so work hard and diligently, and you'll be rewarded this year.

Pig - Set your priorities early this year and work hard to get what you want.

Source: [https://www.thechinesezodiac.org/astrology/chinese-horoscope-2019-year-of-the-earth-pig/]

Expert Insight

FENG SHUI TIPS FOR 2019

'Feng Shui' Master
Dato' Master Koh
President
Malaysia Association of Taiwanese Feng Shui Master

2019, the year of the 'Earth Boar' in the Chinese zodiac is dubbed as the 'Year of Mixed Energies', said renowned Feng Shui sifu with more than 20 years of experience, Dato' Master Koh.

"For some, especially those born in the year of Monkey and Snake, 2019 will be a challenging year due to their clashes with Tai Shui. As we are moving into a Yin Earth year, we can expect mixed energies although there should be good news on the horizon with world events and hopefully a more calming influence over our economy, despite its waves of changes and challenges,"he said.

While many rely on the almanac for predictions and yearly forecasts, Koh believes that Feng Shui is based on a holistic worldview, as it sees all living and inanimate things as part of a natural order, an environment which is alive and ever moving and changing.

"It is both an ancient art and science developed more than 3,000 years ago in China, an art of manipulating and balancing the basic key 5 elements (fire, water, earth, wood and metal) to work in one's favour. While it may look complicated to those who are unfamiliar, at the core of it, Feng Shui is really just about studying the magnetic fields of the environment and finding ways to balance each force in order to achieve absolute harmony," he explained.

According to Koh, Feng Shui comprises two Chinese words; Feng (wind) and Shui (water), the two natural elements that move and circulate around us, and the most basic elements required for human survival. Wind or air, is the breath of life, while water is the liquid of life. In fact, a combination of water and wind determines the climate, which in turn influences the food supply, our lifestyle and health.

"The essence of these life-giving elements is "Qi" or life force. Wind and water are direct carriers of "Qi" as their flowing quality reflects this nature. As such, Feng Shui is the art or science of designing environments in harmony with the flow of "Qi" through one's living space, and this flow can support and enhance one's personal "Qi" or life force. In short, Feng Shui is about harmonising everyone with the surrounding environment, in the belief that everything is interconnected," he added.
Koh said although there are different schools of thoughts when it comes to Feng Shui and may seem contradictory to many, it is always advisable to appeal to one's senses and common sense when it comes to enhancement of health and wealth.

"A common misconception about Feng Shui is that it involves placing expensive objects and images of deities, animals and even costly renovations or constructions to your homes to ward off harmful or evil forces. This is far from the truth as historically, Feng Shui practitioners never applied such practices.
There are simple and practical ways to enhance one's living space. Simple practices of using natural light, vibrant and pleasing colours can very well uplift your energy and in turn, make your home feels more comfortable and help strengthen your energy," Koh said.

Meanwhile, Koh explained that wealth enhancement can be achieved this year by placing a water feature in the auspicious location of the house. Based on the 2019 yearly Feng Shui chart, this position is located in the middle of the house.

"The best positions for such placements is North West and East. Wealth symbols of good fortune and abundance such as fish, objects representing growth such as bamboo or plants, and images depicting prosperity can be used to activate positive energies," Koh clarified.

As a general rule of thumb, Koh advised that the best way to enhance a person's overall wellbeing is to adopt a positive attitude and a healthy lifestyle.

"Many people tend to invest a lot of their resources to enhance or correct the Qi in their surroundings but very often forget that the ultimate energy or life force is us – our body. If we take good care of ourselves, our body, then naturally, we will be able to accomplish more and manage the external influences that affect us whether it is at work or at home," he remarked.

2019 Yearly Feng Shui Chart

South East		South		South West
	7	3	5	
East	6	8	1	West
	2	4	8	
North East		North		North West

Simple Tips For Home Owners:

Best Location in the house : "8". Activate the Start of Wealth by placing a water feature, an aquarium etc.

North West : Best place to draw in good tidings, luck. Place a yellow or brown rug/carpet.

West: For people who are looking for advancement in their careers or promotions, place a blue rug/carpet in this location

South West : This is not a good position this year. Utilise silver/bronze/ aluminium colour or materials to balance the negative energy in this area.

South : Place a red rug/carpet to balance the negative energy in this area.

South East : Place a blue rug/carpet or feature to enhance this location.

East : Place anything white/blue to further enhance the energy at this location.

North East : Place anything made of metal or of metallic colour to enhance the energy.

North : For those who wish to improve their studies, place a small plant/ bamboo in this area to activate the energy.

Sarawak:
AN EMERGING ECONOMIC POWERHOUSE

By: Caroline Yeo & Cheryl Cheah

Sarawak is the largest of the 13 states in Malaysia. Located on the north of the north-western tip of the island of Borneo, the third largest island in the world, Sarawak is unique as it is the melting pot comprising some 27 ethnic groups, each with its own language, culture and heritage, and way of life.

Sarawak is also renowned for its natural resources, with liquefied natural gas (LNG), crude oil and tropical hardwood timber sustaining the economy. In recent years, palm oil agriculture, light industries in food processing, shipbuilding and electronics have increasingly become more important.

One of Sarawak's main economic development initiatives is the Sarawak Corridor of Renewable Energy (SCORE), a long term development plan by the Government set to accelerate its economic growth by attracting some RM334 billion worth of investments by 2030* in continuing to create a bustling business environment to help sustain market demand in the State including property and construction segments.

Since the inception of SCORE in 2008, Sarawak has recorded an average economic growth of 3.2%. When the SCORE Development Plan is fully realised, it is also expected to create 1.6 million new job opportunities, especially for young Sarawakians* http://www.theborneopost.com/2018/11/19/rm334-bln-investments-through-score/

The heart of SCORE is Bintulu, the location of Samalaju Industrial Park, a hub for energy-intensive industries.

Besides SCORE, some projects and mega projects which will facilitate the creation of vibrant local economy include:

- The estimated RM16 billion Pan Borneo Highway
  - The Borneo Post, 25 August 2016
  - https://www.thestar.com.my/business/business-news/2016/12/19/rm16bil-pan-borneo-highway-jobs-awarded/

- The estimated RM10 billion Sarawak Coastal Highway
  http://www.theborneopost.com/2018/02/01/comprehensive-plan-needed-for-better-road-connectivity-masing/

Press Metal Sarawak Sdn Bhd

- First methanol plant worth US$800 million expected to be ready by 2021
  http://www.theborneopost.com/2017/04/19/sarawak-to-have-methanol-plant-by-2021/

- The estimated RM12.65bil (US$3bil) steel plant in Bintulu. [The Star, 12 Oct 2017]
  https://www.thestar.com.my/metro/metro-news/2017/10/12/china-firm-to-invest-rm1265bil-in-bintulu-proposed-steel-plant-offers-plenty-of-jobs-and-economic-sp/

The 342 Sarawak-centric projects initiated by the State Government are also on track and this positive relevation recently augurs well for the people looking forward to better infrastructures such as coastal roads and bridge projects, utilities, agriculture and housing in Sarawak. The RM6.2 billion worth of projects include Rural Transformation Projects (RTP) and other basic amenities, water supply and electricity supply for the rural people.
http://www.theborneopost.com/2019/01/14/rm6-2-bln-worth-of-sarawak-centric-projects-on-track/

Sarawak has maintained its place in the top four most preferred investment destinations in Malaysia for the last nine years, creating great opportunities for big businesses. These investments have created spin-off effects for the local business communities, especially the SMEs in construction sector, logistic and others.

Pan Borneo Highway

Be a part of Bintulu's VIBRANT DEVELOPMENT with VIBRANT POTENTIAL

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(261213-T)

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Naim Properties

BINTULU PARAGON 民都鲁百乐城 | Street Mall @BINTULU PARAGON

99 YEARS LEASEHOLD

24 MONTHS WARRANTY PERIOD

BINTULU • Street Mall • Building Plan: (28)BDA-8/1/AB-2203(S)(COM.BLK.&7LEVEL CARPARK) • No. of Units: 219 units • Price Range: RM438,888 – RM4,518,888

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Expert Insight

INVEST IN SARAWAK PROPERTY MARKET? A BIG YES!

Chris Tan
The founder and the Managing Partner
Chur Associates

As statistics would tell us, many, if not all of the wealthy global personalities are connected with property at some point in their lives. This has motivated many to embark on property investment, with many others desiring to get into the game. While some investors seem to have the knack to 'predict' the next property hotspot, others suffer expensive failures.

In the heart of things lies this question: would you invest in Sarawak?

Chris Tan, the founder and Managing Partner of Chur Associates, a KL-based boutique legal practice delivering business friendly solutions in the property sector and an avid international property investor regards Sarawak as 'the real deal'.

A man who wears many hats, a lawyer by profession, an entrepreneur, a copywriter, radio DJ, an author, just to name a few, Tan was once the President of FIABCI Young Members Committee and recipient of the FIABCI's (International Real Estate Federation) Medal of Honour in 2010, one of the youngest recipients in the history of FIABCI.

In addition, Tan was part of the Technical Committee under the National Economic Action Council of the Prime Minister's Department to devise strategies to stimulate Malaysia's property sector, responsible for the blue print of the Malaysia Property Inc. established as the very first public-private initiative. He was also appointed as one of Iskandar Malaysia's ambassadors, playing a significant role in Iskandar's campaign in moving forward, not to mention the winner of the Prestige 'Top 40 under 40' Top Outstanding Young Malaysian Award (below 40 years of age) in 2013.

Tan observed that Sarawak is already showing the 'signs' of becoming a property hotspot.

'For a region to become a hotspot, there is normally a key and unique economic driver relevant to that region. Another thing to note is the importance of liquidity, meaning the ability to match ready demand with ready supply, frequent property transactions and ready resources for funding.

Sarawak has all these. The State has immense potential, with its abundant natural resources including huge oil and gas reserves and its long term economic development programme, the Sarawak Corridor of Renewable Energy (SCORE), coupled with increased international connectivity, business-friendly environment and fascinating tourism resources.

Once these can be harnessed, we will see an eventual increase in workforce migration to Sarawak, significant population growths and higher frequency of movement in people, products and service. Things will start to get 'hot', capturing the imagination of property investors.

As it is, one can already witness the accelerated growth in some of Sarawak's key growth areas such as Kuching, Bintulu and Miri. With its economic development programmes in place, Sarawak is not only in the radar of local investors, but also in the radar of the international investors. In short, Sarawak is an emerging economic powerhouse.'

Tan added that to a property investor, a 'hidden' or emerging property hotspot is always better than popular hotspots where there may be 'overheating'.

'Look at regions such as Cambodia or Vietnam, which didn't start out as a hotspot but with their potential, have become one. Earlier investors are the main beneficiaries. This would also be the case for Sarawak.'

Tan advised for would-be property investors to enter the game with eyes wide open.

'Any property investor will tell you that property is bound to appreciate in the long run – the question is how long. In the meantime, it would be the cash flow sustainability that determines your holding power.

The reality is this – property investment is not about the cheapest, but more about affordability and growth potential. One must also do a fair amount of homework about the area, such as where the strongest growth areas are, general idea of unit sales, median sale price, rental yield, days on market and many more.

Physically go and get a feel about the area and where possible, talk to the local people to get an idea about the people living there and how properties are like. Consider also the facilities available at or around the area, and find out whether there would be future development plans for that area.

One should also be open about investment options: there is always this question on whether a high rise residential development provides better returns than a landed one. Moving forward, our new lifestyle would favour high rise against landed for reasons like security, convenience and affordability. Therefore, it means higher liquidity for the investors. Maybe this is not so obvious now in Sarawak but it will be the case once the population grows and cities cannot expand any further. I'm saying that we need to not only look at the current situation, but to anticipate the future as well.

Besides all these considerations, it is always 'smarter' to invest in a branded developer, one with reputation and good track record. A branded developer has obviously done their research on matters such as the location and product, and as such, has done part of the work for you!'

The views and opinions expressed in this article are those of the expert and do not necessarily reflect the official view or position of the developer. As such, the developer shall not be held responsible or liable for the expert opinions as contained herein.

NAIM KUCHING PARAGON: A LEAGUE ABOVE THE REST

KUCHING PARAGON
古晋百乐城
NAIM
SAPPHIRE
ON THE PARK
@ KUCHING PARAGON,
BATU LINTANG
Proposed Office Tower

Naim Kuching Paragon is a 'city-within-a-city', a lifestyle inspired metropolis featuring stylish crafted residences, distinctive commercial and retail hub and premium hospitality address, conceived for the vibrant, discerning denizens.

Sitting on 33 acres of prime land at Batu Lintang Road, the integrated mixed-use development offers an enthralling living experience, setting a new benchmark in urban lifestyle.

Artist Impression:
Naim Kuching Paragon Master Plan

SURROUNDED BY EXTENSIVE AMENITIES

9

TOURIST HOTSPOTS

- Sarawak Museum ***3.6KM***
- Padang Merdeka ***3.7KM***
- Kuching Waterfront ***4.2KM***
- Tua Pek Kong Temple ***4.2KM***
- Darul Hana Bridge ***4.3KM***
- Chinese History Museum ***4.6KM***
- The Friendship Park ***4.7KM***
- Fort Margherita ***10.4KM***
- Sarawak State Legislative Assembly Building ***11.1KM***

4

MEDICAL CENTRES

- Timberland Medical Centre ***2.0KM***
- Sarawak General Hospital ***2.5KM***
- Borneo Medical Centre ***4.0KM***
- KPJ Kuching Specialist Hospital ***6.8KM***

8

SHOPPING MALLS

- Wisma Saberkas Mall ***0.9KM***
- The Spring Shopping Mall ***2.2KM***
- AEON Mall Kuching Central ***3KM***
- Boulevard Shopping Mall ***3.8KM***
- City One Megamall ***4.4KM***
- Vivacity Megamall ***5.3KM***
- Giant Tabuan Jaya Mall ***7.3KM***
- E-Mart Batu Kawa ***7.3KM***

1

INTERNATIONAL AIRPORT

- Kuching International Airport ***7.2KM***

3

POPULAR SEAFOOD OUTLETS

- Batu Lintang Seafood ***0.7KM***
- Rock Road Seafood Restaurant ***1.0KM***
- Topspot Food Court ***3.6KM***

15

SCHOOLS & COLLEGES

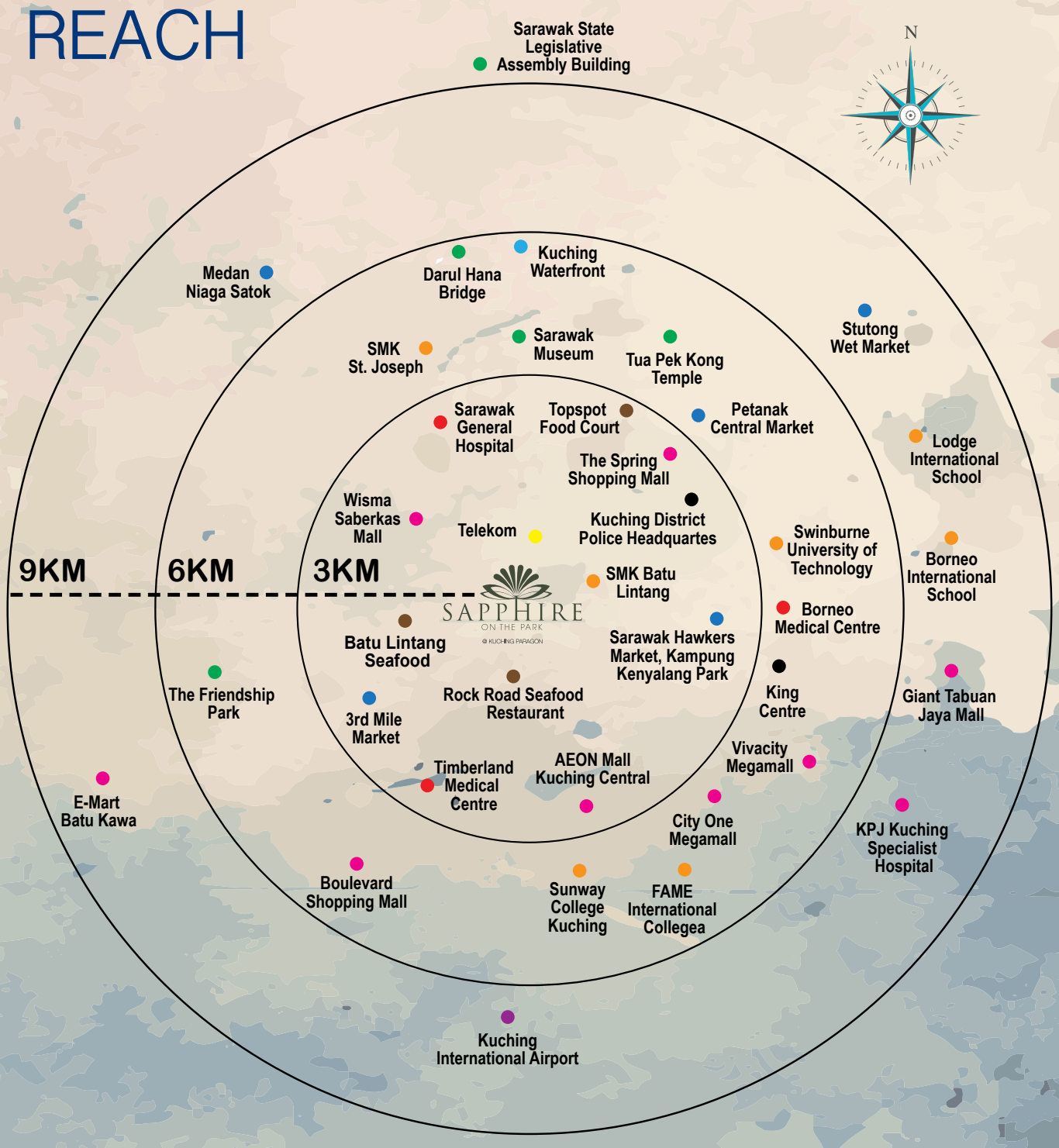
- SRK Batu Lintang ***0.1KM***
- SMK Batu Lintang ***0.1KM***
- Sekolah Kebangsaan Pendidikan Khas ***0.1KM***
- Maktab Perguruan Batu Lintang ***0.1KM***
- Kolej Vokasional Batu Lintang ***0.2KM***
- Cosmopoint College ***1.4KM***
- SMK St. Joseph ***2.6KM***
- SJK Chung Hua No. 4 ***3.3KM***
- Swinburne University of Technology ***3.4KM***
- SJK Stampin ***4.1KM***
- Sunway College Kuching ***4.3KM***
- FAME International College ***4.3KM***
- SJK Chung Hua Batu 4 ½ ***5.5KM***
- Lodge International School ***6.1KM***
- Borneo International School ***6.4KM***

6

FARMERS' / WET MARKETS

- Sarawak Hawkers Market, Kampung Kenyalang Park ***2.6KM***
- 3rd Mile Market ***3.0KM***
- Petanak Central Market ***4.4KM***
- Stutong Wet Market ***6.7KM***
- Medan Niaga Satok ***6.6KM***

A HOST OF MODERN CONVENIENCES & TOURIST ATTRACTIONS WITHIN YOUR REACH

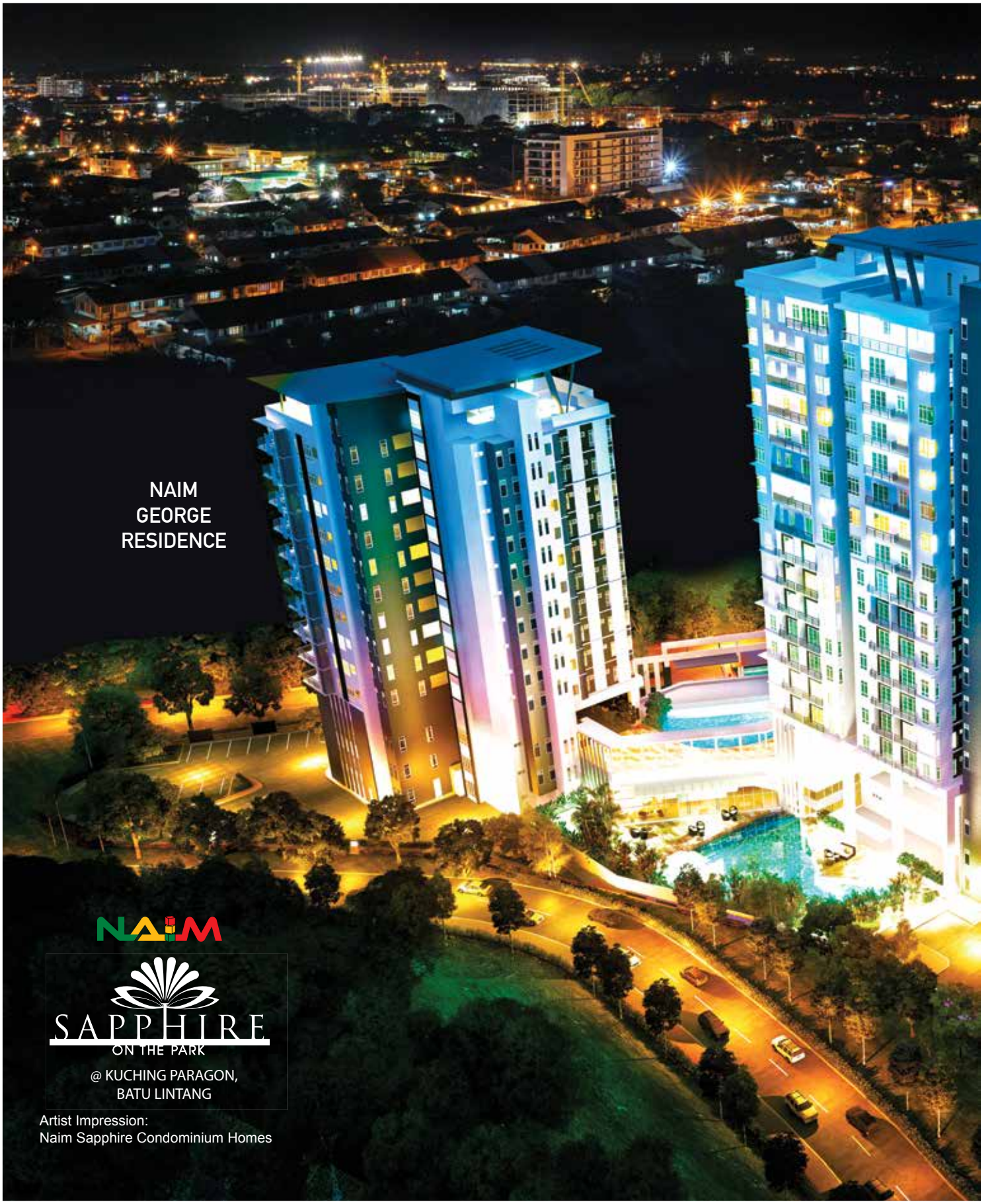


NAIM SAPPHIRE CONDOMINIUM HOMES: LIVE A LIFESTYLE OF ENVY

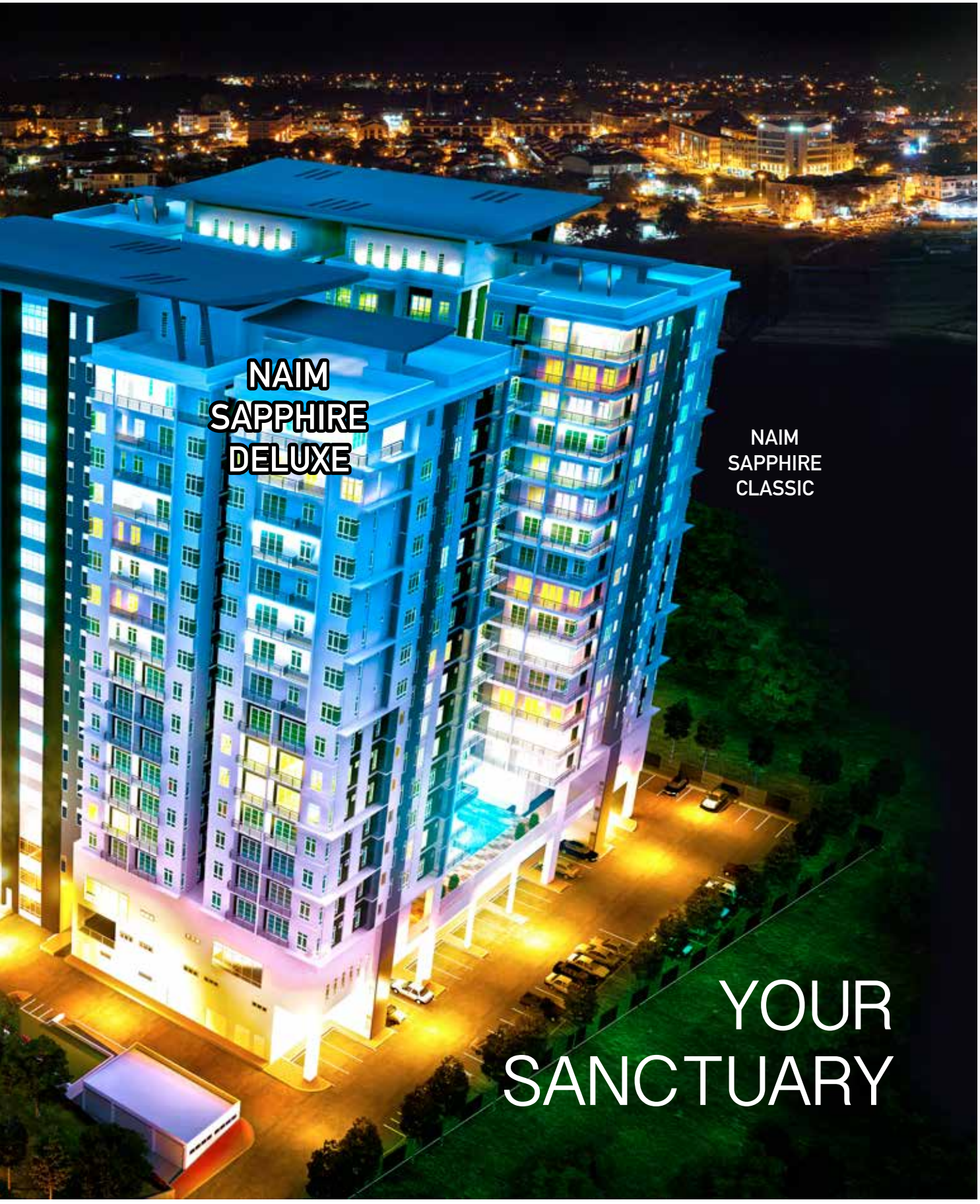
NAIM
SAPPHIRE
ON THE PARK
@ KUCHING PARAGON,
BATU LINTANG

Set between the clouds and lush green sanctuary, Naim Sapphire Condominium Homes transcend the senses. Naim Sapphire Condominium Homes comprises 3 majestic towers: the Classic, the Deluxe and the George Residence.

As highly sought-after residences, Naim Sapphire Condominium Homes will captivate all, be it for brief sojourns or a place to call home.



Artist Impression:
Naim Sapphire Condominium Homes


NAIM
SAPPHIRE
DELUXE
NAIM
SAPPHIRE
CLASSIC
YOUR
SANCTUARY

MEET OUR NEW DELUXE TOWER'S SHOW UNITS

Artist Impression:
Naim Sapphire Condominium Homes

Naim Sapphire Deluxe
Show Unit (Type A)

A TOUCH OF HIP AND TRENDY: TYPE A

By: Cheryl Cheah & Winnie Ting

Some find comfort and luxury within the hush of modern minimalism and this is exactly what the unit has to offer. By combining a monochrome colour palette in the interior décor with modern accents and different temperatures of grey graphite in the unit, both families and individuals can experience a touch of splendour.

The unit's synergy of design elements makes it suitable not just for individuals, but also small families that enjoy a fresh take on modern living. Compact yet functional, this unit comes with many things including a waterproof and termite-proof kitchen cabinet with Hafele kitchen appliances from Germany as well as a convenient and useful full-height laundry cabinet that could serve as a storage area for one's home.

Naim Sapphire Deluxe
Show Unit (Type A)

CONTEMPORARILY LUXURIOUS: TYPE B

By: Cheryl Cheah & Winnine Ting

The unit's neutral and earthy tones exude a sense of welcoming to those who enter. The elements within the space complement one another harmoniously to create a lavish yet pleasing-to-the-eye aesthetic. By using lighting fixtures to create an ambiance, there is a sense of sophistication and movement within the space that allows calmness and warmth to emanate from within the interior.

This unit also features the uniqueness of 'compact-living' in one of its bedrooms which utilizes multi-functional storage. This bedroom derives its concept from the functionality of space saving - perfect for strata living. The low-profile bed platforms help create an illusory expanse of space for spatial comfort. The splendid master bedroom is fully furnished with an elegant concept where comfort meets cosy living.

Naim Sapphire Deluxe
Show Unit (Type B)

Naim Sapphire Deluxe
Show Unit (Type B)

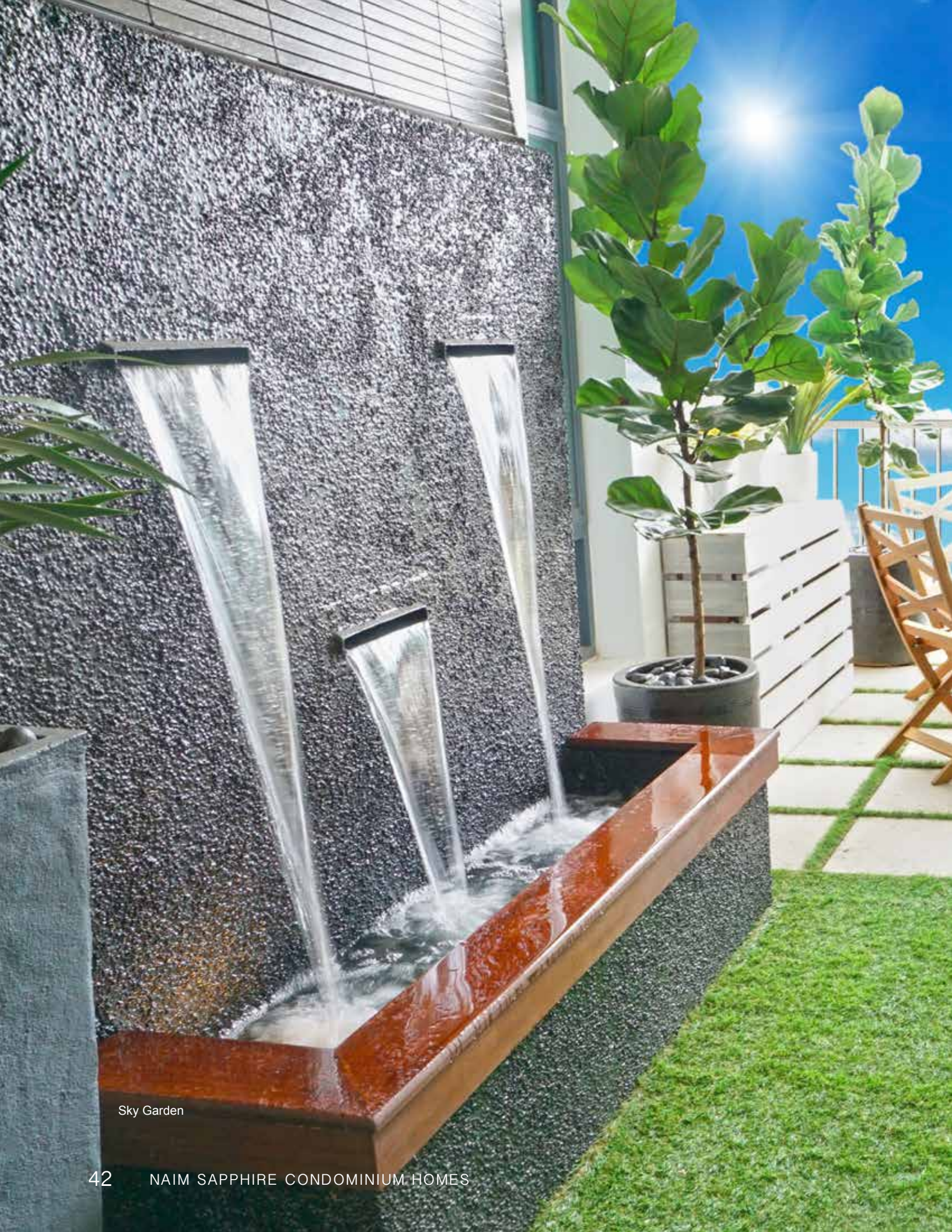
Naim Sapphire Deluxe
Show Unit (Type B)

love
ME&
YOU

DISCOVER SOME OF OUR EXISTING CLASSY DELUXE SHOW UNITS TOO!

TYPE C1: A CLASSIC FRENCH BEAUTY

TYPE C2: A SCANDINAVIAN SANCTUARY



Sky Garden

ENJOY YOUR GARDEN IN THE SKY

Revel in expansive views from your very own garden in the sky and be caressed by the soothing breeze – be it enjoying a good cup of coffee or a glass of wine, it is indeed sheer pleasure.

RESORT LIFESTYLE WITHIN YOUR REACH

Enjoy exclusive access to more than 72,000 sq.ft. of lifestyle facilities at the landscaped recreations deck. Be it sweating it out at the gym, relaxing in the pool, BBQ get-togethers and many more, all are available and within your reach.

AN OLYMPIC-SIZED SALT WATER POOL AT YOUR DOORSTEP

Artist Impression

OVER 72,000 SQ.FT. OF LIFESTYLE FACILITIES (EQUIVALENT TO 1 ½ FOOTBALL FIELD)

LEVEL 3
RECREATIONS DECK

Olympic-sized Aquatic Pool (50m)

Facilities include:

- Olympic-sized Aquatic Pool (50m)
- Changing/Shower Room
- Storage Rooms
- BBQ Lounge
- Scenic Tropical Landscape
- Spa Jets
- Children's Pool
- Function Rooms
- Gym
- Open Lounge
- Sauna
- Children's Playground

Open Lounge

Gym

Sauna

HANG OUT AND CHILL OUT IN STYLE

The Residents' Lounge is a sanctuary of peace and tranquillity. It's a perfect place to receive your visitors or even indulge in a great book, surrounded by colour displays of art pieces, courtesy of Sarawak's local artists.

Residents' Lounge

Expert Insight

ON THE RISE: WHY HIGH RISE RESIDENTIAL PROPERTIES ARE GETTING MORE POPULAR

Kimberly Pang
Managing Partner
PMC Facilities & Real Estate (EM) Sdn Bhd (PMC)

High-rise stratified residential development is starting to become the way of life.

A report by NAPIC shows that the number of high-rise stratified residential units in Kuching alone, have shown steady increase of between 4.16% and 22.24%, averaging at 10.84% per annum while the number Statewide have shown steady increase of between 4.26% and 18.81%, averaging at 9.82% per annum. The numbers for condominiums / apartments are set to continue to grow with approximately 7,129 units and 9,095 units expected to come on stream in Kuching and Statewide respectively.

Condominium / Apartments						
	2013	**2014**	**2015**	**2016**	**2017**	**1H2018**
Kuching	8,402	9,096	9,474	9,474	12,948	13,948
Sarawak	10,730	11,686	12,184	12,184	15,947	17,053

Source: NAPIC

The bulk of these supply comprise primarily serviced apartments whilst the number of condominiums is still quite limited in Kuching due to the scarcity of residential land in the CBD and inner suburbs. The supply of these type of development is supported by demand from the locals, young professionals and small families who seek lifestyle, security and conveniences.

Despite the relatively high supply and market slowdown, well-located and well managed developments generally still command good demand albeit at a slower pace.

What makes this type of development popular?

The Economic Advantage
The much-touted benefit of buying a high-rise residence is its affordability[KPCL1] . Apart from that, this type of development also has an added financial advantage: all major expenses incurred on the maintenance which are shared. This is viable due to the monthly maintenance fees that the resident contributes to the property management which are in turn, used to cover the costs of gardening, landscaping, window cleaning and others. These expenses are shared by the community living within the development, and hence, saving each resident a decent sum of money as the cost of maintenance is minimal.

A Smarter Investment
As a rule of thumb, high rise residences in prime areas in key cities hold a higher resale value. Likewise, high-rise residences located in these well-located areas are also higher in demand and easier to rent out should one decide to move out of it.

Other Perks
High-rise residential properties tend to be located within the central business districts or inner suburbs. Given the fast-paced modern lifestyle, a high-rise residential space can serve as the perfect getaway that is high up and away from the atmosphere of a busy city. In other words, you get to appreciate the best of both worlds! What's even better is the amazing view of the city skyline as you savour a tall glass of wine in the evenings!

So what should you look out for when investing in a high-rise stratified development?

Serviced Apartments or Condominium?
The core difference between the two is its land status. Condominiums provide residential titled ownership whereas serviced apartments provide commercial titled ownership which means there are different implications in its taxes, laws and functionalities. This includes difference in density, quit rent and assessment rates, environment, utility rates, facilities, management and security. Condominiums also generally higher in value and lower in density, thus providing more exclusivity.

Amenities, Convenience and Communities – All within Reach
You may want a home with a pool and other luxuries but that will usually cost a fortune. With a condominium which has lesser land size constraints in comparison with a serviced apartment, you get more of all these luxurious amenities such as large-sized swimming pools, fitness gym, sauna, children's playground, function hall, roof top garden, tennis court and many more. These facilities and communal spaces like shared BBQ pits, pool or lounge area will also help bring a diverse set of inhabitants together and foster a close-knit community where resident associations can get together and plan engaging activities or discuss matters of interest within the development.

It is Safe and Secure
High-rise stratified living is a more popular choice among home buyers these days due to the security it provides. Living in a vast neighbourhood may seem idyllic, but there is a safety concern which these types of developments easily solve with multiple tier of security features such as access cards, round-the-clock CCTV monitoring as well as security guards on patrol. With condominiums which are typically for long-term tenancy and the preferred choice among owner-occupiers, this brings added and tighter security as this means that you know who your neighbours are as opposed to serviced apartments which typically allows for short term accommodation which may cause great concern on safety and security 24/7 with strangers in the common areas, giving rise to burglaries and break-ins.

Maintenance and Management
Short term accommodation generally causes high wear and tear of the common facilities as there is no control on the users of the facilities due to irresponsible short-term occupants. This results in higher costs incurred for maintenance, repairs and replacement. This means that the maintenance charges and sinking fund contributions will have to be increased to accommodate such usage in order to ensure that the common facilities will not deteriorate and result in failing rental values and capital values. In condominiums which comprise primarily owner-occupier buyer profile, this will ensure proper upkeep of the common facilities as these group of occupiers treat these facilities as part of their "home" and they generally have more sense of ownership.

The views and opinions expressed in this article are those of the expert and do not necessarily reflect the official view or position of the developer. As such, the developer shall not be held responsible or liable for the expert opinions as contained herein.

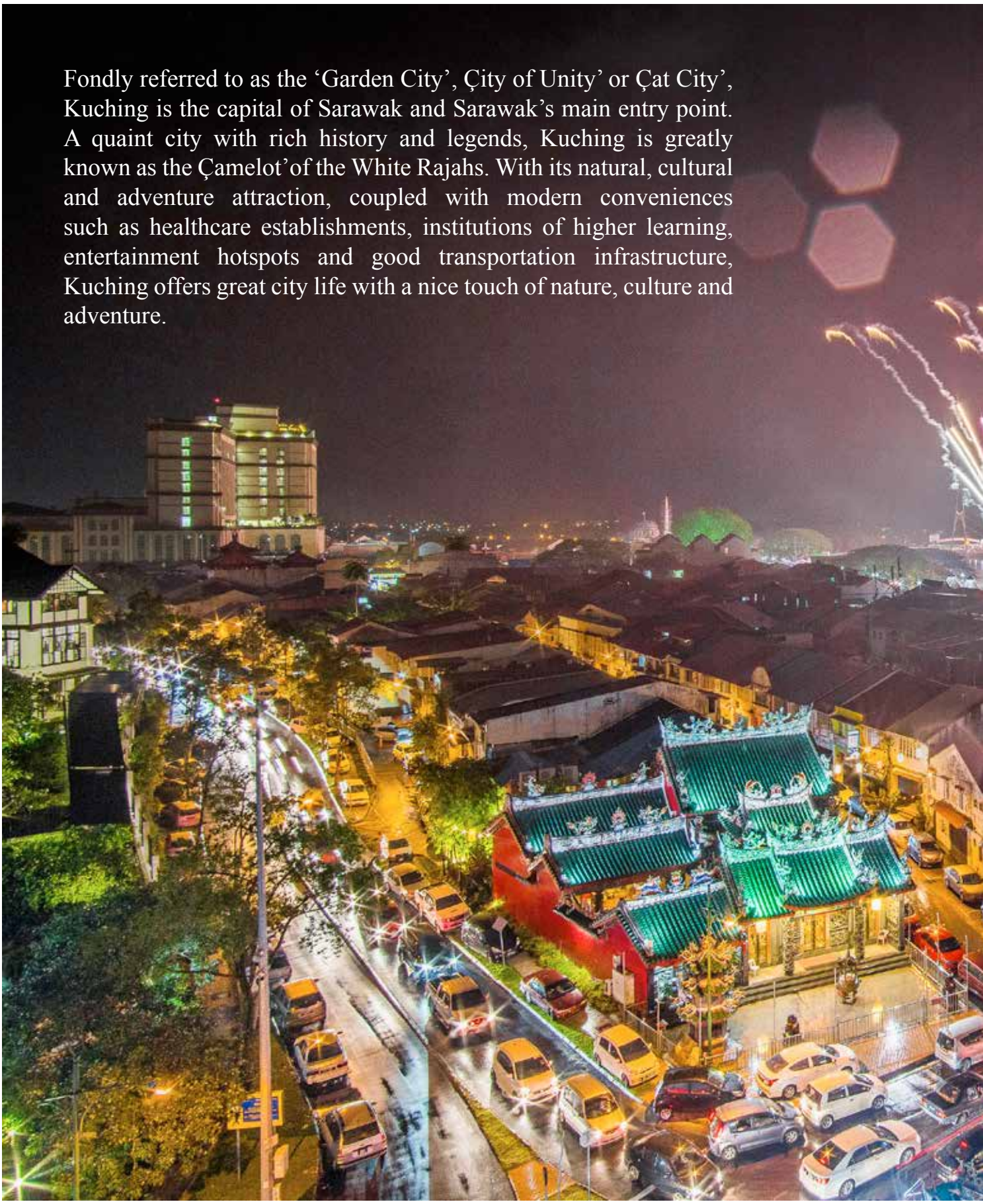
PART 1

WELCOME TO KUCHING, SARAWAK'S GATEWAY CITY

By: Cheryl Cheah

Cat Statue @ Jalan Padungan

Fondly referred to as the ‘Garden City’, Çity of Unity’ or Çat City’, Kuching is the capital of Sarawak and Sarawak’s main entry point. A quaint city with rich history and legends, Kuching is greatly known as the Çamelot’of the White Rajahs. With its natural, cultural and adventure attraction, coupled with modern conveniences such as healthcare establishments, institutions of higher learning, entertainment hotspots and good transportation infrastructure, Kuching offers great city life with a nice touch of nature, culture and adventure.



GOOD REGIONAL AIR CONNECTIVITY

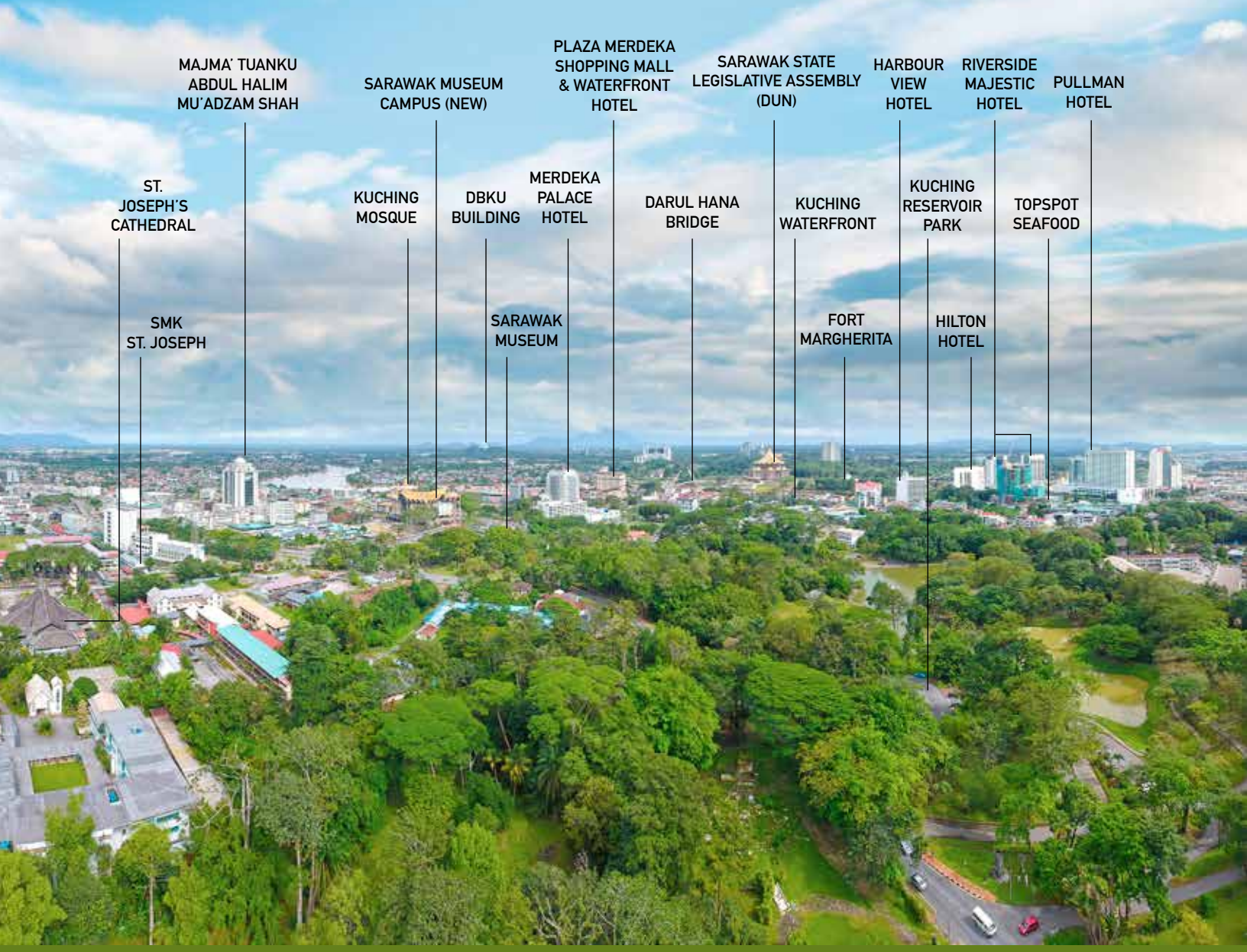
Kuching enjoys good air connectivity within Malaysia with domestic direct flights from Kuala Lumpur, Penang, Johor, Langkawi and Kota Kinabalu, and international direct flights from Pontianak and Singapore. It also enjoys good air connectivity with other towns within Sarawak.

A DELIGHTFUL BLEND OF OLD & NEW

ORIGINALLY A BUSY RIVERINE TRADING POST, KUCHING TODAY IS A DELIGHTFUL BLEND OF THE OLD AND THE NEW.

With its modern complexes, colonial buildings dating back to the days of the White Rajahs, ancient Chinese temples and colourful markets, and the meandering and beautiful Sarawak River, Kuching provides a tantalising experience for all!

(Part 2 coming up: Page 76)



Expert Insight

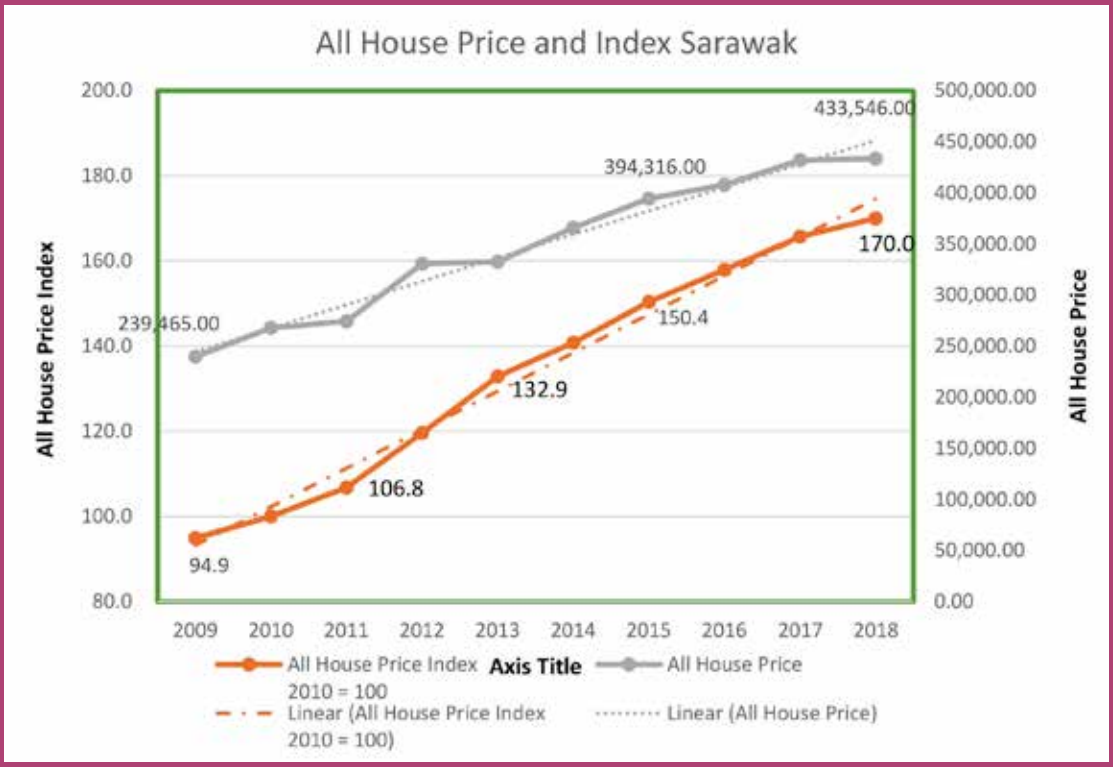
RESIDENTIAL PROPERTIES STILL THE MAIN SEGMENT

Sr Robert Ting Kang Sung
Managing Director
CH Williams Talhar Wong and Yeo Sdn. Bhd. (WYWY)

The residential sector remains the mainstay of Sarawak's property sector, with about 42.6% of transactions contributed by this sector (2017: 9,620/22,605) Source : NAPiC, Ministry of Finance Malaysia).

Sr Robert Ting Kang Sung, the Managing Director of CH Williams Talhar Wong and Yeo Sdn. Bhd. (WTWY) said Sarawak had seen a constant increase in prices of residential properties, especially over the last decade with accelerated growth in the last 7 years or so, almost doubling the growth in the last period.

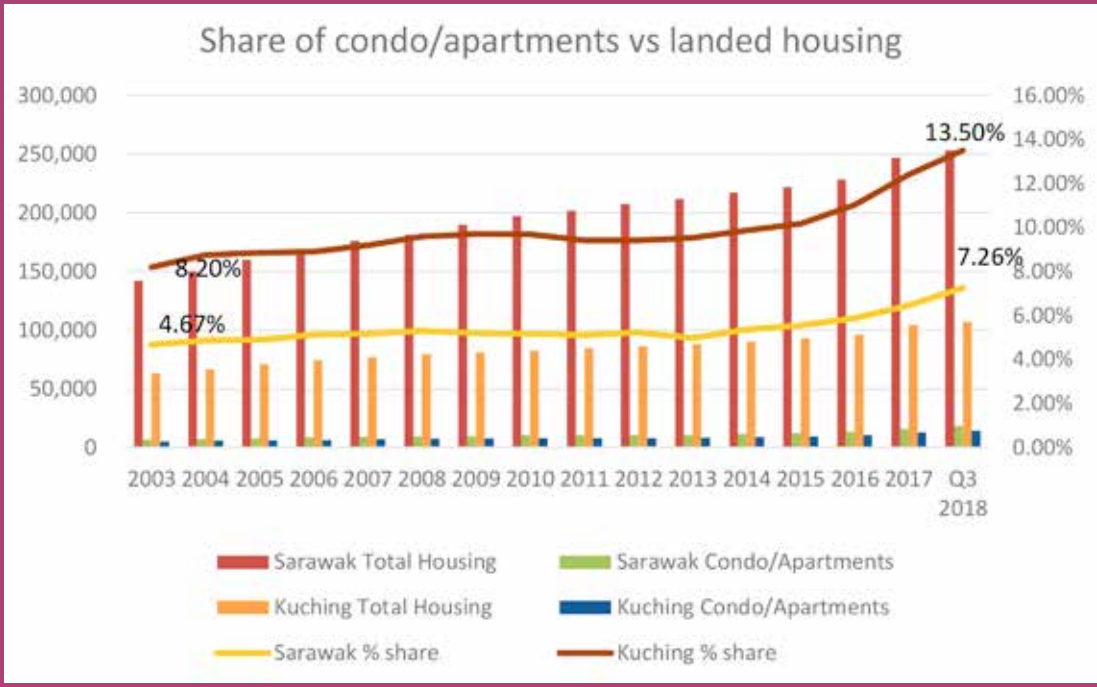
'Based on compilation by WTWY Research, for the period between 2009 and 2018, the Sarawak All House Price has climbed from around RM240,000 to more than RM430,000, averaging about 9% per annum. This is a good indication of the sustainability of this sector,' Ting explained.



Source : Compiled by WTWY Research (2018)

He noted the increasing popularity of high rise apartments/condominiums by both developers and property purchasers, especially in areas experiencing a growing urban population like Kuching.

'The increase in developments have led to the increasing scarcity of development lands in the city area. The reduction in good and prime land and also the 'sky rocketing' of prices of such lands have resulted in the preference for high rise properties by developers as they need to build upwards to meet the demands of home owners and investors.'



Source: Compiled by WTWY Research 2018 from NAPiC's Residential Stock Report Q3 2018

Ting added that the changing lifestyles of the people has resulted in an increase indemand for high rise residential properties.

'With greater wealth and higher income, there is desire to source for better living with convenience, security and facilities among community members. Meanwhile for property investors, it is observed that there is a growing preference for high rise apartments and condominiums especially those in prime locations as these properties which can attract renters, are expected to give better yields and returns.'

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MEET ONE OF OUR DISTINGUISHED NAIM SAPPHIRE FAMILIES

By: Cheryl Cheah

Mr Lee Kok Ann and Wife:
Naim Sapphire Residents

Lee Kok Ann and his wife became residents of Naim Sapphire Condominium Homes last year and made it their new love nest when they got married last October.

The 29-year-old accountant said he chose Naim Sapphire mainly for its security and Naim's reputable track record as a leading developer in Sarawak.

"Before this, we lived with our parents in landed houses so we are very familiar with the challenges faced by landed property owners when it comes to safety and privacy. So when the time came for us to move and find own home as a couple, we decided to shop for a condo instead," Lee said.

The couple said they have looked everywhere for a perfect place but most of the condominiums in Kuching are at locations where they are either too far from the city and amenities, or in areas with heavy traffic congestion.

"Naim Sapphire is located at the prime area at Batu Lintang Road, which is a plus point for us because my wife works in the city," he explained.

Aside from its attractive location, multi-tier security and solid property management, Lee said they were attracted to the fact that Naim Sapphire has more than 72,000 sq ft of lifestyle facilities at its nicely landscaped Recreations Deck which includes an Olympic-size salt water pool.

"When we came to view the show units, besides the lifestyle facilities, we were also immediately attracted by the Residents' Lounge which is very exclusive and 'hotel-like'. All these and not to mention the roof top garden with amazing skyline eventually helped sealed the deal," Lee mused.

Lee is also confident that with the combination of prime location and vibrant master plan of Naim Kuching Paragon, Naim Sapphire will undoubtedly be a great investment.

"I think it is beyond any doubt that Naim Sapphire has the whole package that appeals to both home buyers and property investors. If I have friends or relatives who are looking to buy, I'll definitely recommend it!"

A SNEAK PEEK OF OUR UPCOMING GEORGE RESIDENCE: THE GRAND LOBBY

Naim George Residence
Grand Lobby

Naim George Residence
Grand Lobby

NAIM SAPPHIRE'S NEARBY DINING OPTIONS & OTHERS FACILITIES

By: Dyg N. Aini

Giant crab
with salted egg

Batu Lintang Seafood: Naim Sapphire's Neighbour, Literally!

A popular seafood joint for Kuchingites (a definite plus point for Naim Sapphire's residents), the Batu Lintang Seafood serves reasonably priced seafood and other popular local cuisines. Located just next to Naim Sapphire, and with interesting offerings such as chicken feet and squid with dried chillies, Batu Lintang Seafood makes you want to eat out everyday!

Rock Road Seafood Restaurant: Same Good Service And Quality Through The Years

Located at the Rock Road, a mere (0.6 km) from Naim Sapphire and specializing in authentic Hainanese-style seafood since the '60s, Rock Road Seafood Restaurant is a well-known spot for dishes that will leave you craving for more. One of their most sought after dishes is the sensational signature Hainanese-style prawns - fresh and juicy deep fried prawns drenched in a secret homemade sauce made to satisfy your tastebuds and leave you asking for more!

If spicy notes appeal to you, the black pepper crab is an appetizing dish that will tickle your fancy. Savour the richness of the succulent crab meat drenched in an aromatic Sarawak black pepper gravy. You'll have to work your way to the crab meat but it's all worth it so keep cracking!

To balance the seafood menu, go on and order the Szechuan tofu for a palatable variation. Dig into bite sized soft tofu cooked with enough heat for you to enjoy the richness and sweetness of the dish as a whole.

To clean up your palate from all the heavy dishes, stir-fried pea shoots is the way to go. Its fresh sweetness combined with a simple tasting fry of garlic and chillies make for a fulfilling end to your meal at this age old food haven!

Hainanese-style prawns

Stir-fried pea shoots

B @ Greenhouse: Have A Steak, Wine and Everything Nice!

Famous for its cosy ambiance, personalised service and a good range of Western and fusion cuisines, B @ Greenhouse is located at St Paul's Drive, Green Road, which is a stone throw away from Naim Sapphire.

Suitable for individuals, couples, families and groups, B @ Greenhouse's menu is indeed a gastronomical adventure - do try out one of its specialities "I Love Seafood Platter", definitely something not to be missed!

Saberkas Mall: Everything Electronics

Launched in 1985, Saberkas Mall was one of the earliest and largest malls in Kuching. It was also the first high-rise shopping mall and was touted as ''an unprecedented shopping experience'' accompanied by much fanfare for its launch.

Strategically located at a busy junction and the intersection of key areas such as Batu Lintang Riad, 3rd Mile, Green Road and Rock Road, some (3km) from Naim Sapphire,Saberkas Mall is highly visible and accessible. In the late 1980s, the mall saw an influx of computer and mobile phone shops and has since been regarded as Sarawak's version of Low Yat Plaza, specializing in electronics and IT products.

Joo Seng Kopi Tiam: An Unbeatable Breakfast Joint

A favourite breakfast joint among Kuchingites, Joo Seng Kopi Tiam is famous for its Bubble Teh and Kopi Tarik. Located strategically near one of the busiest traffic lights in Kuching at the Rock Road and some (1.3 km) away from Naim Sapphire, its "frothy" Bubble Teh Tarik/Kopi Tarik at Joo Seng Cafe is said to be the best in town.

Besides popular beverages, Joo Seng's seemingly perfect-all-the-time "Roti Kahwin" (toasted bread with local spread and butter) and half-boiled eggs make breakfast something to be looked forward to!

Source: https://en.wikipedia.org/wiki/Sarawak_General_Hospital

Sarawak General Hospital: Our Communities' Partner In Healthcare

The largest hospital in Sarawak, Sarawak General Hospital (SGH) is the main tertiary and referral hospital in East Malaysia. Located at the Hospital Road some (2.8 kms) from Naim Sapphire, SGH is also a popular place for elective attachment amongst medical students. Elective students from UK, Australia and New Zealand are coming in increasing numbers in addition to those in medical schools in Malaysia, both public and private.

Timberland Medical Centre: Quality Healthcare Within Your Reach

Timberland Medical Centre (TMC) is a private hospital that has been in operation since 1994. Strategically located at the 3rd Mile roundabout at Rock Road, some (1.7km) from Naim Sapphire, TMC is regarded as one of the popular choices among Sarawakians and those from other regions such as Pontianak, Indonesia.

Swinburne University of Technology Sarawak Campus (Swinburne)

Swinburne is the international branch campus of Swinburne University of Technology, Melbourne, Australia offering a range of foundation, English language proficiency, diploma, undergraduate and postgraduate programmes. Since its inception in 2000, the Kuching campus has been growing rapidly and currently has a student population of more than 3,500 with a target of it being increased to 5,000 by year 2023. Apart from Malaysia, students hail from more than 45 countries, making it a truly international university.

Located about (3 km) away from Naim Sapphire, Swinburne is rated Tier 5: Excellent, the highest rating achieved by any university in the Malaysian Qualifications Agency's Rating System for Higher Education (SETARA) for 2009, 2011, 2013 and 2017, thus remaining as one of the most popular universities for tertiary education for locals and foreigners here in Kuching.

PART 2
INTERESTED FOR MORE? HERE ARE SOME PLACES OF INTEREST YOU MUST VISIT!

By: Caroline Yeo

Fort Margherita
Located at Petra Jaya and built in 1879 to guard Kuching from pirates, Fort Margherita was named after Charles Brooke's wife, Ranee Margaret. It houses a gallery with irreplaceable historical documents, artefacts and arts from the White Rajah's era, wrapped in steep history and preserved in time.

Darul Hana Bridge
Exuding a sense of beauty, harmony and balance, in line with its Arabic meaning of ''a place of peace and tranquility'', the Darul Hana Bridge sweeps across the Sarawak River in a gentle curve from the Kuching Waterfront to the State Legislative Assembly Complex. The Bridge also provides pedestrian access to various places of interest such as the Orchid Garden. With all its components such as piers and cables connect seamlessly and its classy S-shaped structure that measures 350m in length and 4m in width, the Darul Hana Bridge is indeed a sight to behold!

The Old Courthouse
Situated at the Barrack Road in the heart of Kuching City and formerly known as the Court House Complex, it was built in 1871 as the administrative centre of Sarawak. An interesting place to visit as there is quite a bit to see and do here, the Old Courthouse is a popular place to host events such as weddings, annual dinners and retreats. The building has also been refurbished and transformed into a hub for F&B and event space featuring works of both local and foreign artisans.

Kuching Waterfront
This relaxing riverfront walkway is located along the Main Bazaar and Tunku Abdul Rahman Road on the southern bank of the Sarawak River. It is one of Kuching's favourite meeting points, with food kiosks and interesting dining establishments along the stretch. If luck is on your side, you may even get to experience the best sunset ever!

Sarawak Cultural Village
Tucked away at the foothills of legendary Mount Santubong and 35kms from Kuching lies the award winning Sarawak Cultural Village. A fascinating cultural showcase and possibly the finest 'Living Museum' in South East Asia, Sarawak Cultural Village combines history, tradition, lifestyle and architecture with a dash of education and portion of theatre to create a unique multi-cultural extravaganza.

Semenggoh Orang Utan Sanctuary
Located about 22kms from Kuching, the Semenggoh Wildlife Centre is the biggest Orang Utan Rehabilitation Centre in Sarawak. It provides all an opportunity to view Orang Utans in their natural habitat, at the same time experience the feel of Sarawak's tropical rainforest.

Main Bazaar
The Main Bazaar is the oldest street in Kuching and the heart of the 'old' Kuching. Located adjacent to the Kuching Waterfront, the Main Bazaar showcases some superb examples of Chinese shophouse architecture, many of which have been occupied by the same family for generations.

Padungan Road
A haven for souvenir hunters and foodies, Padungan Road is virtually an extension of the Main Bazaar due to its proximity. It has some excellent coffee shops and restaurants, cafes, pubs and some unusual specialist retailers amidst the line of old Chinese shophouses, mostly built in the 1920's and 30's during the rubber boom. Don't miss out on the traditional Chinese pastry shops and their traditional candies! What's more, visitors are also greeted by the Great Cat of Kuching!

The Sarawak Museum
Straddling both sides of Tun Abang Haji Openg Road, the Sarawak Museum has one of the best collections in Southeast Asia. The old wing, opened in 1891, is designed in the style of a Normandy town-house and houses an exceptional ethnographic collection, some good natural history displays and a section on the oil industry in Sarawak. The new wing across the footbridge is used for events and exhibitions In the Museum grounds. There is also an aquarium, the Botanical Gardens and the Heroes' Memorial.

DISCOVER THE HIDDEN FOOD HAVEN!

When you think of food cities in Malaysia, Kuching may not be the first to come to mind. While it may not be as popular as places like Penang and Melaka, Kuching's indigenous and seafood cuisine, and cafe scene boasts great dining spots that offer delicious food and great ambiance. Here are some of our favourite picks:

The Dyak Restaurant
Located at Simpang Tiga Road, The Dyak Restaurant specialises in Sarawakian cuisines which represent the uniqueness of Sarawak's indigenous cooking styles. One of the must try dish is the ayam pansuh or manok lulun, a traditional Dayak cuisine of chicken cooked in bamboo with ginger, onions, lemongrass, ginger flowers and tapioca leaves. It definitely provides a memorable gastronomical experience so do try!

The Top Spot Food Court
Situated near the Pullman Hotel, the Top Spot is a "must-go" for seafood lovers. Be it sambal prawns, slipper lobsters, butter crab or even local delicacies such as "ambal" (bamboo clams) and 'midin' (wild ferns), you will be spoilt for choice!

Black Bean Coffee & Tea Company
Founded in 2011, Black Bean Coffee & Tea Company at Carpenter Street is believed by many to purvey Kuching's finest brews. This tiny cafe serves coffee freshly roasted from Sarawak coffee beans as well as others such as Arabica, Liberica and Robusta coffee beans grown in Java and Sumatra.

INDULGE IN A KALEIDOSCOPE OF COLOURS!

By: Cheryl Cheah

Kuching is home to a host of exciting and colourful events. Be a part of some of Kuching's tantalising offerings!

Source: https://www.facebook.com/MySarawakInsight/

Hiang Tiang Siang Ti Temple Procession (9 January 2019)

Every year, Carpenter Street comes alive with this colourful procession, which also features exciting activities. Thousands of people gather along the streets to witness this celebration which lasts late into the night. Crowds are also entertained with skillful displays of talent by the lion and dragon dance troupes, against the wild beating of the gongs and drums while singers and dancers perform on beautifully decorated floats.

Source: https://sarawaktourism.com/event/aiffa/

AIFFA 2019 (25 - 27 April 2019)

The ASEAN International Film Festival and Awards (AIFFA) is a premier film festival which made its debut in 2013. Held in Kuching, the biennial film festival celebrates the best of films around this region.

Sanctioned by ASEAN Secretariat as one of the ASEAN joint activities, this gathering of filmmakers and movie stars from the ASEAN region will add to the charms of the rustic city of Kuching.

Source: https://sarawaktourism.com/event/sarawak-harvest-folk-lore-festival/

Sarawak Harvest and Folklore Festival (26-28 April 2019)

Sarawak's Dayak harvest festival known as Gawai will be celebrated on a grander scale with the participation of cultural troupes from other countries this year. The main highlight of the event is the theme play, based on an Iban legendary known as "Rentap - The Untold Story", which had received rave reviews from the media in the past.

Source: https://sarawaktourism.com/event/the-bornean-frog-race/

The 8th International Bornean Frog Race 2019 (27 April 2019)

The International Bornean Frog Race 2019 is a yearly event focused on promoting awareness, interest and education about amphibians and amphibian conservation around the world. This event aims to draw public attention to the frogs of Borneo and educate children by providing talks on amphibian biology and conservation, exhibition of frog photographs and frog-spotting race.

Kuching Festival 2019 (1 July - 1 August 2019)

Kuching Festival is an annual event organised by Kuching South City Council to commemorate Kuching being elevated to City status on 1 August 1988 and held to boost local tourism and food industry.

Visitors to the festival can enjoy various events held throughout the month of August, including dramatic performances, musical concerts, galleries, exhibitions, garden show and many more. One of the main attractions within the festival is the food fair, a mouth-watering event a festival of this caliber cannot do without.

Source: https://sarawaktourism.com/event/rainforest-fringe-festival/

Rainforest Fringe Festival (5-11 July 2019)

The 10-day event is aimed to mesmerise city visitors with a wide range of arts and craft exhibitions, fashion and food galore, films, photography and fashion shows. It is open to locals and visitors to participate in this inaugural celebration.

Source: http://rwmf.net

The Rainforest World Music Festival (12-14 July 2019)

An annual event, of international repute, the Rainforest World Musical Festival is a unique music festival that brings together renowned world musicians from all continents and indigenous musicians from the interiors of the mythical island of Borneo, to perform for the crowd. It is a not to be missed occasion and guarantees a smashing time for those in attendance!

LEASING 101: WHAT YOU NEED TO KNOW WHEN SHOPPING FOR A PROPERTY TO BE RENTED/ LEASED

By: Cheryl Cheah

While the buy-to-rent concept sounds fairly simple to most, first-time investors may find it daunting. Undeniably, real estate is a tough business and the field is peppered with land mines that can obliterate your returns.

In our effort to help our property owners rent out their properties (this is a value-added service which Naim provides without charge), we have encountered or get to know of various situations which serve as 'valuable lessons' to us, and we would like to share these with you.

Here are some of the factors to be considered when deciding which residential property to buy with good rental potential:

1. Neighbourhood

The quality of the neighbourhood in which you buy will influence both the types of tenants you attract and your vacancy rate. For instance, if you buy in a neighbourhood near a university campus, the chances are that your pool of potential tenants will mainly comprise students, and that you will face vacancies on a fairly regular basis.

2. Schools

If you intend to invest in family-sized accommodations, you will then need to consider the quality of local

educational facilities. If a property is good, but the nearby schools are of poor quality or non-existent, it can affect the value of your investment.

3. Crime

No one wants to live next door to a hot spot for criminal activities or dodgy flats. Do a little research for indicative crime statistics in relation to various neighbourhoods before you settle on which property to invest in. After all, location is everything. Information to look out for are vandalism rates, and incidences of serious crimes and petty crimes. You may also want to ask about the frequency of police presence or patrol in those neighbourhoods. Security is also one of the main reasons why condominiums are popular among renters these days.

4. Job market

Locations with growing employment opportunities tend to attract more people – meaning more tenants. If you notice an announcement about a new large company moving to the area/region or the Government's development plans, you can anticipate an influx of workforce to the area/region. The fact is this - if you like the new corporation in your backyard, your renters probably will too.

5. Amenities

Look at whether the neighbourhood currently has lifestyle facilities such as malls, parks, medical centres, public transport hubs and all the other perks or if not, whether there are lifestyle facilities planned for the future - such facilities are an attraction for renters.

6. Future Developments

The municipal planning department will have information on the new developments which are coming or have been approved in relation to the area. If the area of your interest has a development master plan, it is probably a good growth area.

7. Rent

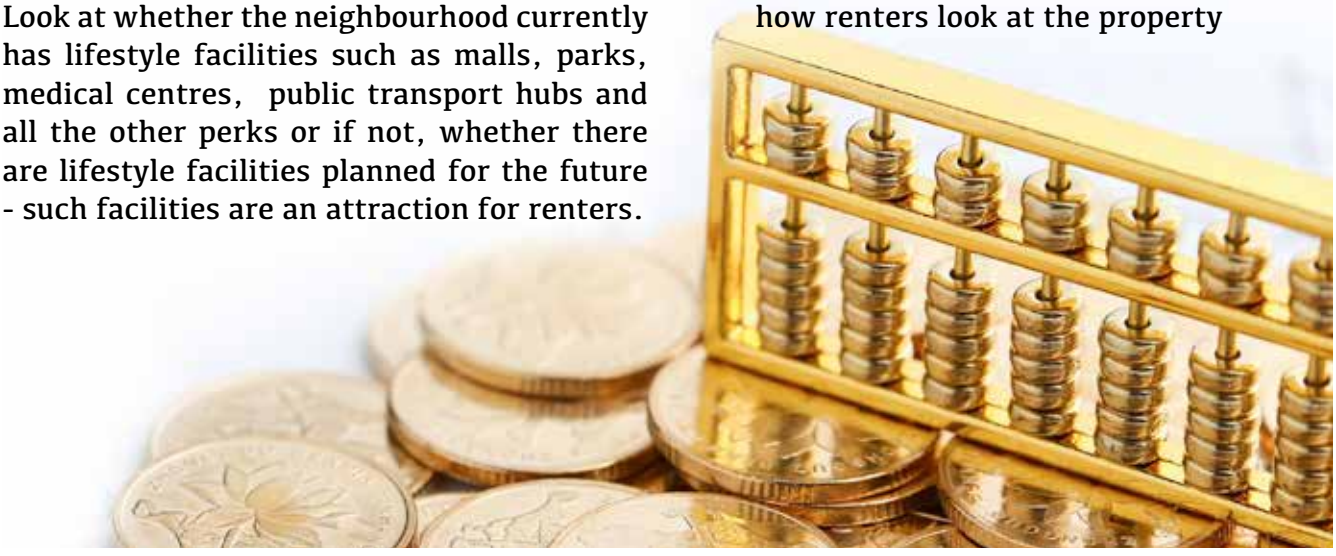
Rental income will be the bread-and-butter of your rental property, so you will need to know what the average rent in the area is under the prevailing market conditions. Be sure to also research the area well enough to gauge where the area will be headed in the next five years.

8. Property Management

If the property under consideration is a strata title property, you may want to find out about the quality of its property management - this can make or break your investment in the long run!

While most of these factors also apply to commercial properties, some additional factors to consider are:

- Ease of accessibility to the property
- Property frontage
- Availability of parking spaces
- Size of population catchment and population profile - this will influence how renters look at the property



WHAT SHOULD I KNOW WHEN PURCHASING A NEW PROPERTY?

By: Caroline Yeo

Are you thinking about buying that newly launched property you have eye on? Don't jump the gun – make sure you have done all the necessary research first!

Know yourself, know your budget!
First-time buyers can get blindsided while shopping for a property due to the many options available in the market especially when developers offer great discounts and freebies to their buyers. While it may be enticing to some, do remember that buying a property is a long term investment and commitment. Do not make the mistake of purchasing a property that is beyond your means just because there is a great promotion offering zero down payment or an easy entry financial scheme. Always sit down and calculate your budget because the property price is just the beginning. There are other additional costs involved such as stamp duties, legal fees, maintenance fees and so on to consider as well.

Below are a few significant closing costs that you need to include in your property budget planning:

Stamp Duty
An unavoidable cost in property purchases, stamp duty is the tax placed on your property documents during the sale or transfer of the property. This includes stamp duty on the Sale and Purchase Agreements (SPA) of your property and stamp duty for the Memorandum of Transfer (MOT), both of which are calculated based on the purchase price. You will also need to pay the stamp duty on your loan agreement based on a flat rate of 0.5% of the total loan.

In the recent Budget 2019, the Government announced a stamp duty hike for properties costing more than RM1 million, where the rate was increased from 3% to 4% (refer to the table below). Hence, the latest stamp duty rates (on the SPA & MOT) are calculated on a tier basis as below.

PRICE TIER	STAMP DUTY (% of property price)
First RM100,000	1%
Next 400,000 (RM101,000 – RM500,000)	2%
The following amount up to RM1 mil (RM500,001 – RM 1 million)	3%
Thereafter (> RM 1 million)	4%

For instance, when purchasing a property which costs RM750,000, you will have to pay a total of:

{(First RM100,000 X 1%) + (Next RM400,000 X 2%) + (Remaining RM250,000 X 3%) } + 0.5% of loan amount (90% of RM750,000)

= {RM1,000 + RM8,000 + RM7,500} + 0.5% X (RM675,000)

= RM16,500 + RM3,375

=RM19,875

The Government has also announced that it will waive all stamp duty charges for first-time purchases of unsold houses priced from RM300,001 to RM1 million in the first six months of 2019. You might be among those who qualify to leverage on this incentive to purchase your own home.

Legal Fees

Unless you have a legal background, you are most likely to engage in legal assistance for your property purchase. The solicitor will prepare all the necessary documents and contracts to facilitate the transfer of the property.

The legal fees for preparation of the Sale and Purchase Agreement are calculated as a percentage of the purchase price, varying from 0.25% up to 1% depending on the value of the homes.

Note that some developers may absorb the legal fees but you will almost always need to pay the stamp duty yourself as a buyer.

Real Property Gains Tax (RPGT)

A buyer should also look ahead to the possibility of eventually selling the property in the future.

This might be due to a number of reasons. For example, you might want to upgrade to a bigger house, leave the area for a new job, find a home better suited to your preference or just sell it for financial purposes because the market is booming. Regardless, disposing your home to a new buyer will also entail paying real property gains tax (RPGT) if you are profiting from the transaction.

Doing advance research on RPGT could help you sell your property at the right time and save you some money.

That said, there are RPGT exemptions for certain conditions which may be applicable to you as well. Others fees that you might incur while you purchase your property include agent fees (if you engage property or real estate agents in securing a property in the secondary market), valuation fees, insurance as well as renovations.

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NAIM EDENVILLAS
RIVER VIEW PRECINCT
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Naim Eden Villas Show Unit @ Naim SouthLake Permyjaya, Miri

Other considerations

1. How do I apply for bank loan if I want to buy a house?

Obtaining a property loan is literally as easy as walking into a bank and asking for a property loan. The bank will however ask for the type of property loan you are looking for, and also request the necessary documents from you.

If you are purchasing a property from the developer, among the documents that you will need from them is the booking fee receipt. Only then will you be able to approach the bank to request for a property loan. You will also need to provide a number of personal documentation such as proof of income and salary slips.

After you have submitted the necessary documents to the bank to facilitate your application for a bank loan, there will be a waiting period before it is approved. Buyers can now get verbal approval from the bank within two or three days, and the official approval within two weeks.

The bank will first run a basic check on the buyer's credit standing, and run a rough check on the amount of the property being bought and whether the buyer's income is sufficient to support the loan. Once he has done this basic confirmation, the banker will then submit all the documents and get the official Offer Letter within 2 weeks.

The only reason for any delay is when the supporting income documents are insufficient or if the borrower's income is insufficient to cover the loan amount. In these cases, the banker will advise the borrower on the next best way to obtain the loan such as getting a joint borrower or reducing the margin of the amount requested.

2. If my loan application is rejected or the margin offered by the bank is too low, what should I do?

One of the things that you can do is to relook at your financial commitments and see how you can improve your current credit standing. If the margin remains low, you could perhaps look out for flexible payment schemes offered by some developers. Such flexible payment schemes are offered by NAIM to help buyers.

3. Is my investment secure? How can I be sure that the property I buy can be rented out?

The rental demand to a large extent, depends on where the development is located. However, as a smart investor, you should definitely be on a look out for certain schemes offered by some developers guaranteeing a certain percentage of rental yield for period of time. NAIM currently offers that scheme to ensure that investors' investments remain secure. In addition to that, NAIM also provides leasing services to help match tenants to investors.

4. I want to own a house but I can't afford it now, what should I do?

If you cannot afford to buy a property now, you should consider a Rent-To-Own (RTO) scheme.

You will first rent the home that you are interested in purchasing for a set amount of time before exercising the option to purchase the property at the end of the tenancy period.

NAIM also offers the RTO to interested home buyers and if you are interested, do drop by its Sales Galleries and find out more.

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Naim Properties

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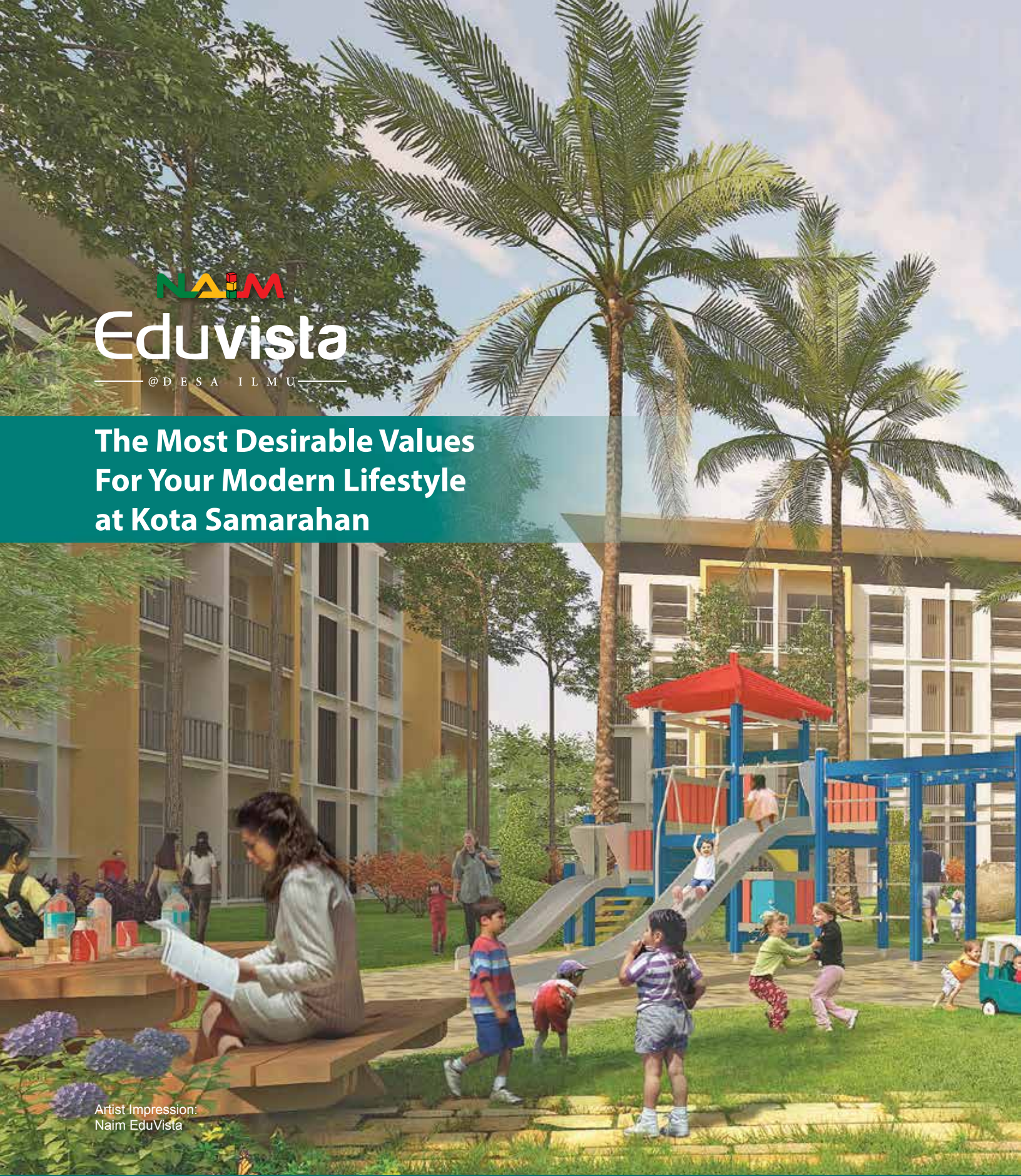
99 YEARS LEASEHOLD

24 MONTHS WARRANTY PERIOD

BINTULU ● **The Peak** ● Developer's License: No.L1940/KP/HD/08/098-R4 ● Validity: 02/01/2018 - 01/01/2020 ● SPA Approval Plan No.: No.9D (SPA 5-12) B1-31/31 ● Sales Permit: No.P2061/KP/HD/08/098-R4 ● Validity: 02/01/2018 - 01/01/2020 ● Building Plan: (40) BDA-8/1/AB-2203(S)(37STOREYCONDO) ● Expected Date of Completion: End of 2018 ● No. of Units: 261 units ● Price Range : RM318,888 – RM1,082,888

Disclaimer: The information furnished, featured photographs and perspective drawing in this advertisement are subject to amendments as may be required by the Authorities or project consultants and cannot form part of an offer or contract. Whilst every reasonable care has been taken in providing this information, the developer cannot be held responsible for any inaccuracies.



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Kuching Sales Gallery

+6 012 - 888 1455 Carol

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EDUVISTA ● Developer License : L0047/KP/HD/09/2016/0006 ● Validity: 24/08/2016 – 23/08/2020 ● Sale Permit : P0041/KP/HD/09/2016/0006 ● Validity : 30/08/2016 - 23/08/2020 ● SPA Approved Plan No: P/8D/887-15 ● Name of approving authority of building plan : Majlis Daerah Samarahan ● Approved Building Plan No. : Block A - MDS/PB/46/2016(16), Block B - MDS/PB/47/2016(16), Block C - MDS/PB/48/2016(16), Management Office - MDS/PB/45/2016(16) ● Tenure of land : 60 years ● Available unit : 60 ● Price from : Min RM350,888.00 to Max RM424,888 ● Expected date of Completion : End 2018 **Disclaimer:** The information furnished, featured photographs and perspective drawing in this advertisement are subject to amendments as may be required by the Authorities or project consultants and cannot form part of an offer or contract. Whilst every reasonable care has been taken in providing this information, the developer cannot be held responsible for any inaccuracies.

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NAIM SAPPHIRE CONDOMINIUM HOMES

• Developer License: L1980/KP/HD/734-R4 • Validity: 01/03/2017 - 28/02/2019 • Sales Permit: P1948/KP/HD/01/734-R4 • Validity: 01/03/2017 - 28/02/2019 • SPA Approved Plan No.: P/1D/464-2012 • MBKS Building plan No.: BP116/2012(A) • Tenure of Land: 99 Years • Available Units: 206 • Priced from: RM408,000 - RM4,624,000 per unit • Expected date of completion: 2018

• Developer License: L0011/KP/HD/01/2018/0001 • Validity: 23/02/2018 - 28/01/2022 • Sales Permit: P0012/KP/HD/01/2018/0003 • Validity: 23/02/2018 - 28/01/2022 • SPA Approved Plan No.: P/1D/464-2012 • MBKS Building plan No.: BP116/2012(A) • Tenure of Land: 99 Years • Available Units: 206 • Priced from: RM408,000 - RM4,624,000 per unit • Expected date of completion: 2020