



Oei: Helping a family own a home helps break the poverty cycle

as well as at least two other homes together with the participants and their neighbours. Using semi-prefabricated construction technology enables the on-site construction of a home to be completed in 4-5 days over an extended weekend, hence reducing the need for the community to take extended time off work.

Opportunities in various scopes of work beyond physically building are also made available, especially for women, who are often more available for community organising and providing hospitality services such as accommodation and meals.

Adopting indigenous ways of learning through experience, such an opportunity becomes a platform for the community and visiting volunteers to share and develop new skills. Some of the locals have been given opportunities to be hired contractually for construction, from concrete

Luxury in the heart of the city

THE multiple award-winning Datum Jelatek is the first of DatumCorp International Sdn Bhd's RM1.2 bil transit-oriented integrated development which is anchored on the idea of "bridging the community."

The project, which will be directly connected to the Jelatek Light Rail Transit (LRT) station, comprises four residential towers with 708 units, linked to a four-storey retail mall with 317,000sq ft of net lettable area. The towers - Daneeya, Ayaana, Careema and Basheera - span 2.29ha.

Each tower, designed as a lily-pod suspended on water, will have its own identity, with unique design elements.

The towers will be connected by Malaysia's first "sky-ring" - a circular podium 8.9m wide that will link them on the 27th floor and provide a spectacular view of the Kuala Lumpur skyline.

The units of Datum Jelatek will range from 550sq ft to 1,600sq ft, consisting of studio, one-bedroom, two-bedroom and three-bedroom units, with each unit crafted to exude luxury and sophistication.

At Level 11 will be a 1.29ha sky-park while the rooftop cabana will boast of a 360-degree view of the city.

Datum Jelatek is being promoted to folks who seek a convenient lifestyle



Each residential unit will come with two to four car park lots. There will also be six-tier security, with each of the four towers having its own lobby and security checkpoint.

Targeted at family-oriented buyers and young working adults, Datum Jelatek is being promoted as the ideal platform for city folks who seek lifestyle conveniences

within easy reach. Datum Jelatek, which is expected to be completed in 2020, has received Green Building Index certification.

Besides its lush landscaping and innovative architectural designs, the development is also designed for efficient ventilation and promotes natural lighting while featuring a rainwater harvesting system.

casting to leading and training other home owners.

EPIC Homes is an initiative by Epic Society and aims to build trust and relationships with marginalised communities, to connect people to the communities they are impacting, to learn about their lives, and with that, seek to work together in understanding the problems and challenges they face. The initiative sees six areas of intervention: land and resource management; alternative education; income opportunities; support network; dignity and social inclusion; and policies and industry standards.

"EPIC Homes aims to be a role model and hopes that more corporates will come forward. It is clear that corporate social responsibility cannot be a mere paycheck but has to be meaningful, purposeful and be able to connect," says Oei.

EPIC Homes wants to get the government to adopt more of these initiatives in aiding the Orang Asli community, he says. "I hope that this will create greater awareness and that there will be more attention on issues faced by the Orang Asli. If the Selangor government can see this as something worthwhile, we can expect other state governments and local businesses to aid the needy," he tells **FocusM**.

Oei says PKNS is the first to come forward to work together on a large scale with EPIC Homes. However, there have also been several developers who sponsored its initiatives in building homes for the Orang Asli.

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Dealing with sizeable property transactions



by **Joseph Wong**

Property developers, that mainly focus on mixed development projects, are always on the lookout for huge parcels of land to accommodate their sizeable undertakings. But in strategic locations these are not easy to come by.

As such, developers such as Mah Sing Group Bhd, Jaks Island Circle Sdn Bhd and Paramount Corp Bhd have turned to acquiring former industrial properties in Petaling Jaya, although they may not be sizeable, to be redeveloped into billion-ringggit properties.

Mah Sing's Icon City, which was built at the former Panasonic air-conditioner factory, has a gross development value of RM3.17 bil while Jaks Island Circle's RM1.1bil Pacific Star project is sited at the former Star newspaper and printing plant.



The old Sato factory in Petaling Jaya

Paramount Corp's RM730 mil integrated development, Atwater, is to be built at the old KDU College campus.

While the transactions of smaller parcels of land usually go through agents and brokers, those of sizeable ones with a huge price tags often go through established real estate agencies like Rahim & Co International, which has a huge clientele.

"Typically, the owner will issue us an RFP (Request for Proposal) to manage the sale exercise," says Rahim & Co industrial manager Yap Pin.

It works both ways when it comes to securing clients whereby owners can be approached or the owners can approach the agencies, he explains.

When it comes to approach-

ing land owners, the real estate agencies have to be proactive, sieving through news of companies or factories being relocated or listening to the "grapevine" of owners wanting to dispose of properties.

In the case of owners approaching the agencies, Yap cites Rahim & Co's latest RM50 mil property sale, the former Sato Malaysia Electronics Manufacturing Sdn Bhd factory in Petaling Jaya, which has been relocated to Shah Alam.

"Sato intends to unlock the value of its property, which has appreciated substantially owing to the continued growth of Petaling Jaya," Yap says.

The building, which has a leasehold title expiring 2068, has a built-up area of 99,684 sq ft while the land is nearly one hectare in size.

Sometimes exclusive deals are arranged. "This refers to the instruction from a client to a single estate agent or firm to act on the client's behalf," says Yap.

"The client may make introductions and will leave the closing of the transaction to the firm. The client must pay the appointed estate agency the agreed fee even if the firm is not the effective cause of the transaction," he adds.

Typically, it takes about six months from appointment to completion of sale, he says.

In the case of the former Sato factory, the deadline for the sale

is the end of this month.

"We thoroughly study the attributes and potential of the property so we can position and market it in the best way possible to maximise its appeal to prospective buyers," he says.

When corporations engage the services of Rahim & Co, it is based on commission for services rendered, says Yap.

"We typically rely on our database of prospective buyers, both local and international, built up over the many years we have been in this business. Buyers also come to us to look for properties.

"We carry out carefully tailored marketing campaigns to reach out to the type of buyers we are targeting," he adds.

Naturally, when its services are sought, Rahim & Co will conduct a valuation of the property.

"There many ways to carry out a valuation depending on the type of property. Some of the more common methods include the comparison method, the income method and cost method," he says.

If a property was previously used for heavy industrial purposes involving contaminants, Rahim & Co would have to do an environment impact study to ensure that the property does not have a detrimental effect which could devalue the property.

"For light industrial (properties) with minimal carbon footprint, there is no need," Yap says.

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