

Living with Covid-19

It is not exactly ground-breaking, but property industry stakeholders are finding new pathways to live with the lingering pandemic and mitigating its continued spread.

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MM2H 2.0: Quality over quantity?

A fine-tuning might be needed to fulfil its potential



Contributed by SULAIMAN SAHEH

SINCE the announcement made by the Ministry of Home Affairs on the relaunch of the Malaysia My Second Home (MM2H) programme on Aug 11, many opinions and debates were sparked by the new set of terms and conditions released as part of the revision exercise done on the 19-year-old visa programme.

Though many welcome the programme's return after being put on temporary suspension back in August 2020 amidst the pandemic period, sentiments, in general, were torn between welcoming a revamped version of MM2H as the means to boost foreign investors and buyers in the country and disheartening due to the sudden increment in the financial criteria required by the new set of rules.

In justifying the new set of terms



and rules, the Minister of Home Affairs stated that the government's intention is to attract high-quality participants. Those who are financially capable of contributing positively to the country's

economic growth rather than an easy-to-gain pass to carry out unwanted activities in and through Malaysia, thereby enforcing stricter national security measures.

Some of these revised conditions to the programme, which are now being placed under the Immigration Department of the Ministry of Home Affairs (previously it was under the

Will Malaysia see fewer applicants as a result of the new criteria?

SEE PAGE 3

How your payment history is affecting your CTOS Score



When using a credit card, try to make the minimum payment for each month if you cannot afford to pay the entire sum.

Contributed by CTOS

PAYMENT history is the record of payments on your debts and credit obligations, including on-time, late and even missed payments. Ever wondered how important payment history is to your credit score? The short answer is very as it determines 45% of your CTOS Score.

A few late payments will not automatically destroy your credit score. A good overall credit history can outweigh one or two occurrences of late payments. However, your payment history is just one piece of information used in calculating your credit score.

Payment history – 45% of your score

The most important component of your

credit score looks at whether you can be trusted to repay money that is lent to you. This component of your score considers the following factors:

- Have you paid your bills on time for each account on your credit report? Paying bills late has a negative effect on your score.
- If you have paid late, how late were you – 30 days, 60 days or more than 90 days? The later you are, the worse it is for your score.
- Have any of your accounts gone to collections? This is a red flag to potential lenders that you might not pay them back.
- Do you have any debt settlements, bankruptcies, foreclosures, legal suits or judgements against you? These are some of the worst things to have on your credit report from a lender's perspective.

To summarise, here is what's included in your payment history:

Account payments: Payment history of

credit cards, personal loans, car loans and housing loans.

On-time payments: The number of accounts you have without late payments will help improve your credit score.

Negative information: Public records such as bankruptcies or lawsuits, collections and delinquencies will affect your credit score. Different public records have different durations. For example, a bankruptcy record is removed after two years from the date of full settlement.

Tips to improve your score

Pay your bills on time. Try to pay your bills on time every month. When using a credit card, try to make the minimum payment for each month if you cannot afford to pay the entire sum. Missing your payments, even for just a month or two, will show up in your credit report. It is okay if you have missed payments in the past – just get current and stay current.

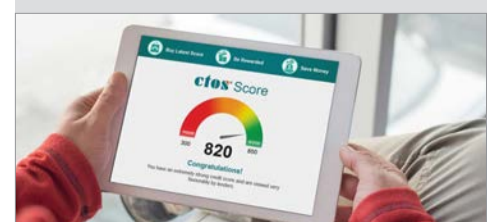
Keep amounts owed low. Keep your debt balances low, and instil the habit of paying your debts off regularly so that the amounts owed get less, steadily. Maintaining discipline in your payment behaviour will ensure that your debts decrease over time. Also, when applying for loans, do not ask for more than you really need. Remember, at the end of the day, any amount you request for a loan will incur interest and still needs to be paid back.

Re-establish your credit history if you have had problems. It is crucial to fix your credit history, especially if you have

had issues with it. Ignoring or pushing the problem away will just cause more issues in the long run. Meanwhile, do not take drastic measures, such as quickly closing numerous unused credit cards, opening many new ones or opening many new accounts. If you are facing difficulties managing your credit health, see a good credit counsellor or financial services advisor for guidance and know what first steps you should take.

Check your MyCTOS Score report. To stay on top of your credit health, remember to check your full credit report regularly. This way, you will be able to see if there are any issues that need taking care of when it comes to your finances and make early plans on how to address them. Get your free MyCTOS Score report at <https://rewards.starproperty.my/ctosscorecheck> when you register with CTOS.

Established in 1990, CTOS is a leading credit reporting agency under the ambit of the Credit Reporting Agencies Act 2010. Its three-digit CTOS Score will show your creditworthiness. It is an evaluation of an individual's credit history and capability to repay financial obligations. The higher the score, the higher your chances of securing a loan.



FROM PAGE 2

Ministry of Tourism, Arts and Culture), are the increase in monthly off-shore income from RM10,000 to RM40,000 per month, increase in minimum liquid assets requirement from RM350,000 (for applicants aged 50 and above) and RM500,000 (for applicants under 50 years old) to RM1.5mil, increase in fixed deposits from RM150,000 (for applicants aged 50 and above) and RM300,000 (for applicants under 50 years old) to RM1mil and a minimum stay requirement of 90 days per year.

From a real estate perspective, the intention of attracting high-value participants is beneficial to developers and property investors looking at the higher-end of buyers' spectrum. Still, is such an extent of revision justifiable considering the timing under the current challenging economic conditions?

As a whole, Malaysia's property market had undergone a rather prolonged slump period since 2011's peak point of 430,403 transacted units across all sectors. Years later, 2019 came through with more solid rebound growth of 4.8% in total volume of transactions after a rather reddish period in between, achieving 328,647 transacted units worth RM141.40bil.

Hopes were high for 2020 to continue this recovering trend, but alas, Covid-19 had hit the world and ultimately brought market activities down to 295,968 transacted units worth RM119.07bil, the lowest in volume since 2007.

Addressing issues

While Malaysia as a country has one of the more lenient foreign homeownership rules and criteria in comparison to other countries, the residential sector is still much heavily reliant on local homebuyers.

But when looking towards addressing the persisting overhang issue, the call for much friendlier MM2H terms could be warranted with special provisions for a specified period in a defined zone to allow foreigners to buy these completed units with a revised price threshold.

With some states realigning new price thresholds specific to overhang units, increasing the presence of well-funded foreign potential homebuyers in Malaysia will somewhat help the country's persisting overhang burden that has consistently grown since 2016.



However, it is arguable if this would help sufficiently.

Looking purely from the volume angle, in accordance with the Auditor-General's Report (LKAN) 2019 Series 2 that was made public after Sept 28, 2021, a total of 48,471 participants were brought into the country under the MM2H programme between 2002 and September 2019.

Of this number, the top three nationalities are from China (32.8%), Japan (10.6%) and Bangladesh (8.9%). But during the 19-year period, MM2H saw its most active participant entrance between the years 2015 to September 2019 where a total of 21,292 participants were accepted – making up 43.9% of the MM2H's total number since its inception. By country, the top three are China (45.3%), South Korea (10.1%) and Japan (7.2%).

MM2H participants who had purchased a home between the same period had only amounted to 3,398 units worth RM4.41bil. When put against the transaction activity of Malaysia's residential sector, this number is rather small out of the 1.04 million residential transactions in those five years.

The programme may not have significantly and directly contributed to the general property market, but looking further, the impact is more focussed on certain high-profile development areas which spur the general market's confidence and interests.

Moreover, the economic benefits of the programme cannot be ascertained from just that single sector of the economy and need to be looked at more holistically.

The economic benefits span from various aspects like the international schools and education sector, the healthcare sector, the economics of cultural diversity, the food and beverage industry, the retail and services industry and many others.

Word of mouth

A huge and underrated role that the MM2H participants play is the role in indirect or word-of-mouth promotion of Malaysia, and even to a certain extent, providing unofficial testimonies to prospective investors and foreign corporations to set up and expand businesses on our shores.

And so, while the debate of MM2H's contribution to the property sector is often used to call for a review of the revised MM2H rules and terms, the real reason is much more than that.

Contrary to the general impression that the programme had not been revised since 2002, it did go through minor revisions but not as extensive and significant as the current revision.

Retirees who are already in the MM2H programme may be limited in their options to meet the new criteria.

A revision is needed, but it has to be balanced in addressing the needs of various angles.

What had made the relaunch of a revised MM2H the topic of heated debates and expression of opinions can be rooted in its timing and still unclear guidelines up to the time of writing this, especially for current MM2H participants who will be assessed on their eligibility on a case-to-case basis.

It is indeed rather unfortunate timing as the country and even the world is still working on standing back on their own two feet after having endured a pandemic-ridden environment for almost two years.

Individuals who fell victim to job losses and business closures are still struggling to make ends meet, more so foreigners who suddenly find themselves having to possibly adhere to higher income and savings criteria in order to be eligible for their MM2H renewal. This is even more difficult for retirees who may be limited in their options to meet the new criteria.

The flak seen from various parties, including the current MM2H participants who expressed their possible exit from the programme, calls for a refinement of the revisions of terms and rules imposed.

While the world is now ever more competitive in attracting both domestic and foreign interests to re-ignite their economies post-Covid-19 pandemic, we hope that further fine-tuning of the programme will be done to fulfil its potential to help the recovery of the nation's economy. 📈



Sulaiman Saheh is the director of research for global real estate consultancy Rahim & Co International Sdn Bhd.



DNA of a Smart City

Building tomorrow today in i-City Golden Triangle with its technological pillars



By **JOSEPH WONG**
 josephwong@thestar.com.my

MANY shifts in how we live, work, learn and play have created significant opportunities for developers in upcoming years. Changes in our lifestyle due to the pandemic are accelerating, impacting each other and altering the designs of new developments.

For this to happen, the foundation upon which any development is built needs not only to be solid but fluid enough to adapt to the ever-changing demands of the market.

In the case of i-City Golden Triangle (i-City GT), it has been envisioned as an integrated tech-centric ultrapolis since its conceptualisation, setting it in the firm direction as a smart city. Today, with the vision unfolding, we analyse its DNA and conclude that it has the genetic structure responsible for developing and functioning a smart city.

DNA of a Smart City Re-imagining reality: Catering to new demands

Real estate that fails to address the new norm risk failure. Properties that have a positive future are those who can excel past the limitations of the pandemic and its negative impacts.

Emphasis on improving quality of life, promoting economic growth and ensuring a more efficient city management practice makes i-City GT,

Malaysia No 1 Technology City – the most liveable, smart and sustainable city.

Expected to buck the trend, i-City GT is driven to empower businesses and organisations across different sectors, industries by reshaping the path to the new normal in creative and bold ways under the following 4Rs, namely re-define, re-think, re-imagine and re-invent.

Smart community

i-City GT is promoting sustainable development by minimising carbon footprint through improving mobility within this transit-oriented development (TOD), taking it to the next level by leading the charge in encouraging the usage of electric vehicles (EVs).

The ultrapolis has also taken into account the usage of EVs to provide the last mile connectivity with the LRT3 i-City station, which sits next to the development, increasing its connectivity.

Among the technology to be introduced are License Plate Recognition System (LPRS) and real-time car parking display. In addition, the Smart Parking infrastructure utilises digital guidance in providing information for both on-street and off-street car park environments.

These and many other green features in i-City GT will ensure that it will serve as an inspiration for others to emulate.

Re-Thinking the present: Decentralisation

The Covid-19 pandemic has presented new challenges for many companies and organisations to decentralise their offices



ABOVE
 i-City GT - the nucleus of telecommunications and financial institutions as well as high-technology firms.

LEFT
 New technologies in optimising resource use and adopting sustainable energy management are introduced in i-City GT.

i-City Golden Triangle – Malaysia No 1 Technological City

The four pillars that will serve as the drivers of tomorrow will set the pace for the rapid digitisation of this ultrapolis, elevating the quality of lives of residents using technology as the enabler.

Re-inventing the future

- Improve network and communication infrastructure with 5G capabilities
- Dynamic smart parking and traffic guidance systems
- Establish demand-based ride sharing services with EVs
- Assuring safety and security through tech infusion

Re-thinking the present

- Create the right support for high value-added industries
- Optimising physical and virtual connectivity
- Promote digitalisation
- Enhancing opportunities for job creation

Re-defining life

- Tech-enhanced SuperApp features
- Enhancing health and wellness facilities and amenities
- Creation of community friendly spaces
- Heightened urban greenery undertakings

Re-imagining reality

- Sustainable resource management
- Nature-friendly initiatives
- Integrating greater work-life balance via tech initiatives
- Promote smart home and environment



ABOVE Supporting the AI autonomous revolution will minimise the carbon footprint.

example of a smart city that is vibrant and modern, embodying the proliferation of technology in a planned city, revolutionising a property development into a service economy and outstretching its key role as a major leader of the future.

The possibilities are endless for i-City Golden Triangle, with its estimated 30,000 residents and 20,000 knowledge-based workers upon its completion. 📍

and workplaces to manage risk by having multiple locations.

i-City GT, located in the capital city of Selangor, presents the most ideal solution as a strategic location, given similar infrastructures (technology, economic and connectivity) already in place, allowing businesses to seamlessly relocate and operate.

Underpinned by its technological advances, and having international brand names such as Central i-City mall by Central Pattana Thailand, DoubleTree by Hilton, Best Western International, the new Grade-A Green Building Index (GBI) corporate tower will lead i-City's foray into the smart economy.

Smart economy

This ultrapolis has to ensure that its economy, both environment and IT infrastructures, is conducive to supporting high value-added industries, such as IT and Finance, to remain an attractive and competitive destination for business and investment. Higher quality and higher-income job opportunities are envisaged to benefit knowledge-based workers within this smart city and its surrounding areas.

A smart approach to economic activities will improve efficiency and open up new markets as well as elevate productivity and economic output.

Re-Inventing the future: Digitalisation

Digitalisation can benefit both businesses, and consumers, in increasing work capacity and providing better customer experience.

According to management consulting firm McKinsey and Company, a new

survey finds that responses to Covid-19 have speeded the adoption of digital technologies by several years and that many of these changes could be here for the long haul.



By intensifying digitalisation, i-City GT connects its community seamlessly to the realities of their daily lifestyle.

Smart infrastructure

In this modern era, technology has become even more essential for business continuity. Therefore, companies are constantly searching for a business location that is equipped with the right technology and infrastructure to serve their business needs. i-City GT offers technology-related infrastructures such as Huawei's 400G-capable connectivity network, the Tier-3 data centre and ABC (Artificial intelligence, Big data, Cloud computing).

As i-City GT invests a large amount of effort and resources to become an integrated tech-centric ultrapolis, the different components within

its development will be focused on driving innovation and adopting new technologies to build a smart city.

Re-Defining life: Work-life integration

Many companies are now slowly shifting towards sustainability and in the long run, developers switching to greener initiatives will gain.

Going green was already in the plan when i-City GT was first conceptualised. The master plan prioritises improving the liveability - with the highest number of greenery per sq ft than any other place in the Klang Valley. Driving carbon abatement and enhance environmental sustainability are vital components too in promoting physical and mental wellbeing.

Smart environment

i-City GT envisions to develop more than just another concrete city, but a truly liveable place that provides a better quality of life and improves social wellbeing.

The initiatives to focus on providing quality management on the community and public facilities are valuable in increasing the value of property in i-City GT.

In fact, all aspects of living in i-City GT have been taken into consideration. For example, safety and security challenges, which are the most pressing issues of contemporary society, are given high priority.

A good quality environment can improve social wellbeing and quality of life. Developments will have to be re-thought to create efficient, affordable and inclusive neighbourhoods.

What is that end? A breath-taking



Gagan (left) giving the thumbs up with Mead under the DoubleTree by Hilton logo at i-City GT.

On track to open its doors

THE excitement continues to ramp up at i-City Golden Triangle (i-City GT) as work on the four-star DoubleTree by Hilton is progressing in tandem with the realisation of the ultrapolis' aspirations.

DoubleTree by Hilton at i-City GT general manager Gagan Talwar and Jamie Mead, regional general manager for Malaysia, Philippines, Sri Lanka and the Maldives, were recently on site to inspect the preparations for next year's opening. The opening of the hotel is timed with the Hilton Hotels and Resorts Group's expansion plan in Malaysia.

The 300-room hotel, which occupies a 43-storey Tower, is connected to the Grade-A corporate office tower, Central i-City Mall, a Convention Centre and the new launched residential BeCentral in i-City GT. DoubleTree by Hilton at i-City GT has a gross development value (GDV) of RM230mil and will occupy the lower half of the building, while the upper half comprises luxury residences known as Hill10.

The hotel will host two signature restaurants, namely Makan Kitchen and Tosca, with a 1,000 pax grand ballroom and the Axis lounge offering the perfect spot for a quiet drink and business networking.

The living essence of a premium address

Eat, drink, live and breathe in the fresh sensation of Celyn @ Bayu Sutera

FINDING a property is not hard. There are undoubtedly many choices in the market. But finding that gem that has all the qualities to make it a complete home is a different story. Thankfully, there is an answer within the 216-acre freehold Bayu Sutera.

With Matrix Concepts Holdings Bhd's latest offering, Celyn @ Bayu Sutera is the right fit for those seeking a sanctuary like no other. Comprising 325 units of two-storey link homes, owners and residents will discover an experience that goes far beyond bricks and mortar used to construct this exclusive community.

With a gross development value of RM169mil, the units will occupy 27 acres of Bayu Sutera. Designed with contemporary styles and excellent sustainable materials, these homes have a built-up of 2,142 sq ft and offer four bedrooms and three bathrooms options for the intermediate and end lots. In contrast, the corner lots have four bedrooms and four bathrooms.

What's more is that these attractive homes only start at an unbelievable price of RM529,999. It is a place where you or your family can eat, drink, live, and breathe in the fresh sensation of the dream life that many crave. At Bayu Sutera, owners and residents can enjoy a choice location of mature amenities and connectivity in perfect harmony with the environment.

Ample greenery

The 9.5-acre central park is exclusively for the residents. Painstakingly planned to the minor detail, it houses the future food court Matrix Galleria where parents and families can relax while children play in the playground or cycle along the bicycle tracks. There is also the reflexology path, futsal court and parcours for those who wish for a healthier lifestyle. Alternatively, residents can take a leisurely stroll along the walkways to enjoy the lake and its water features.

Located in Bandar Sri Sendayan in Seremban, Bayu Sutera's premium address reflects its modern urban home to the tea, offering flexible living conditions safely within a secured enclave. The response to phase 1 of Celyn was overwhelming as it was fully sold. However, home buyers looking to stay at this premier address can opt for phase 2, which will be launched soon.

Amenities galore

As the enclave resides within RM8.1bil Bandar Sri Sendayan, residents will not be shortchanged by the many amenities surrounding this area. There is no shortage of facilities and amenities in this township. The developer has built the dTempat Country Club, measuring 380,000 sq ft, for residents to unwind or conduct business. The facilities include a banquet hall that can accommodate 800 guests, an Olympic-size swimming pool,



LEFT
 The children's playground is just a short walk away for residents.



The homes are specially designed for comfort and spaciousness.



BELOW
 Scenic walkways with abundant greenery and lakeside views add to the prestige of this development.

indoor tennis courts, meeting rooms, spa, and food and beverage (F&B) outlets.

Understanding the needs of families, all the daily essential facilities such as schools, restaurants, shops, groceries and recreational areas are all within easy reach. Growing families within Bayu Sutera will be pleased to have the added convenience with the nearby educational institutions such as the Matrix Global Schools, SMK (Felda) Sri Sendayan, SJK(T) Bandar Sri Sendayan, SK Bandar Sri Sendayan, SMK Bandar Baru Sri Sendayan, and SJK (C) Bandar Sri Sendayan. Shopping elements can be fulfilled at Lotus's, Aeon and NSK Trade City, for instance, all a stone's throw distance away.

Also, as a part of Bandar Sri Sendayan, the Sendayan Merchant Square, a 100-acre integrated central business and lifestyle hub with retail outlets and restaurants, is also in easy reach, adding to the convenience. Designed as the main premier neighbourhood commercial hub of Bandar Sri Sendayan, Sendayan Merchant Square will cover all the essential needs of every resident. The newly completed Carnelian Park serves as a public park where members of the public can gather amidst scenic greenery and exercise spots.

Outdoor interactions

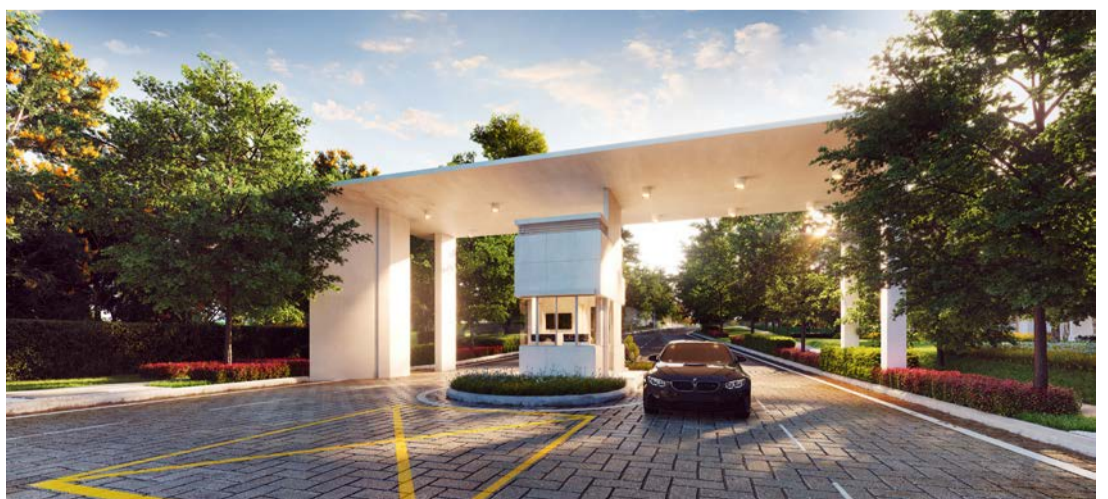
For those who favour the outdoors, the 26-acre Sendayan Green Park is designed to promote outdoor activities and community interaction. Thrill-seekers who enjoy more challenging activities can head for the 30-acre Sendayan X Park, where they can find a driving range, futsal courts, badminton courts, electric go-karts and an ATV/ BMX track. There is also the Adventure Tower for wall climbing as well as the

flying fox, skate park and paintball field.

Where connectivity is concerned, Bayu Sutera is conveniently linked to the North-South Expressway and the Seremban-Port Dickson Highway, allowing easy access to other amenities in the state. So no matter who you are, discover the pure living experience you have always longed for at Bayu Sutera.

Understanding the limitations brought about by the current pandemic, interested buyers can still view the virtual show unit via this VR link: <https://bayusutera.com/VR/>

BELOW
 The entrance to Celyn @ Bayu Sutera is guarded and the tree-lined driveway adds to its premier status.



**BAYU
SUTERA**
BANDAR SRI SENDAYAN

**PHASE I
SOLD OUT!**

**THANK
YOU**

FOR YOUR CONTINUOUS SUPPORT!

We are extremely grateful for the huge amount of ongoing interest for Bayu Sutera, our new residential development. Comprising over 216 acres of freehold land with a lush 9.5-acre Central Park for wholesome recreation, Bayu Sutera is located within the vibrant Bandar Sri Sendayan township, where residents can enjoy easy access to many amenities and opportunities for a truly satisfying lifestyle.

IF YOU MISSED OUT THE FIRST TIME, WE HAVE GOOD NEWS FOR YOU!
CELYN II IS NOW OPEN FOR REGISTRATION!
So hurry and register today at bayusutera.com to begin an exciting new chapter of life.

Nurturing Environments, Enriching Lives.

Artist's Illustration



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Developer
BSS DEVELOPMENT SDN BHD
200501012590 (689638-X)

Head Office
Wisma Matrix, No.57, Jalan Tun Dr. Ismail,
70200 Seremban, Negeri Sembilan D.K. Malaysia
T +606 764 2688 F +606 764 6288

Matrix Galleria @ d'Tempat
PT 12653, Jalan Pisat Dagangan Sendayan 1
71950 Bandar Sri Sendayan, Negeri Sembilan D.K. Malaysia
T +606 792 2868 F +606 792 2878
GPS Coordinate Code 2.674820, 101.863722

1800 88 2688
www.bayusutera.com



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A permanent change

Some things will never be the same again for the property market

By JOSEPH WONG
josephwong@thestar.com.my

ON the surface, things appear to be shifting to normal with phase 3 of Malaysia's national recovery plan. It feels eerily normal as families return to shopping in malls and eating in restaurants, and friends socialise in bistros, pubs and bars.

Even as the number of positive cases begins to dwindle, life has a way of snapping back into pre-pandemic normalcy, especially in nations with high vaccine rates. But to what extent?

Many people are of the opinion that life will return to what it was originally once the virus has been overcome and there is an effective cure for it. This was the experience in past pandemics like the Black Plague in the mid-1300s and the influenza outbreak in 1918. Life eventually shifted back to normalcy.

But there is one crucial difference between those pandemics experienced in the past versus the current one. Connectivity made the current pandemic more ubiquitous. Never before has there been a pandemic of this unprecedented global scale.

Such a catastrophe of this size would have a lasting impact on people's lives, filtering into everything they do. Activities ground to a halt in a matter of days affecting every sector of the economy. And the property sector was not spared.

Nearly two years after the initial wave, the property sector is still reeling, although it is beginning to restabilise. For this industry, many may never go back to the way of life as before.

"First of all, as we all know, Covid-19 is and will not be the only pandemic ever in our lifetime. With ever more rapid globalisation, the risk of a pandemic is omnipresent as we continue to transcend borders ever more seamlessly," said leading multi-disciplinary design firm Veritas director and principal Syah Kamaruddin.

Even as the economy is slowly opening up, people will still continue to spend more time at home, he said, pointing out that the quality of houses will arguably accentuate the need for sustainable living even more.

Energy-efficient home fixtures, passive design requirements, advocacy of outdoor areas as respite areas from the four walls of our homes, and perhaps the end of an open-plan era, as family members resort to their individual cocoons for online classes and Zoom meetings, he said.

While technology escalates seamless digital interconnectivity, taking over simple human physical interactions, it is also almost making sci-fi movies a closer reality, he said.

Syah pointed out that it is noticeable that technology is being incorporated into numerous property developments.

"This idea is not ground-breaking. Almost all areas in our daily lives such as our homes, workplaces, education and civic institutions and public spaces need to be revolutionised post-pandemic as we emphasise on the need for physical social distancing," he stated.

But there will be hiccups along the



way. Take the Malaysia My Second Home (MM2H) initiative, for instance. For many, the idea of getting on a packed plane to fly overseas now seems horrifying. Even if every passenger is fully vaccinated, it might be near impossible to revert back to normal, as though nothing ever happened. While the revived MM2H has other issues to contend with (see pages 2 & 3), its impact on getting international investors and buyers for the property market may be impeded.

The truth is that many are still feeling afraid in a newly reopened world and are hesitant to embrace the normal lifestyle we all craved while we were shut up in our own homes over the long duration of physical distancing.

Experts say that for confronting anxiety in general, some people opt for a more gradual approach and that the post-pandemic age will be no different. How fast the world reverts to the old normal depends on what is going to happen in the next few months. Any new outbreak will only serve to enforce the need to remain apart.

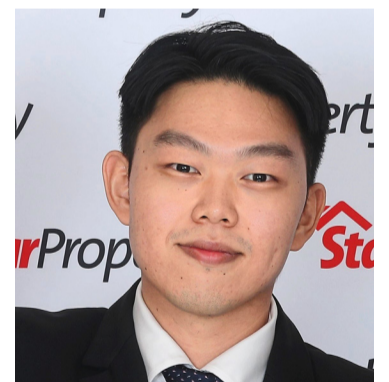
Technological adoption sped up

It cannot be said enough that the pandemic did speed up certain aspects of property development. The adoption of technology into this industry was quite significant as buyers and renters demand homes to facilitate seamless Internet connectivity.

As the general public turned to the virtual world to reach out to their families,



With ever more rapid globalisation, the risk of a pandemic is omnipresent, Syah.



We already started to see some major changes in the property industry with the advancement of technology, said Darren.



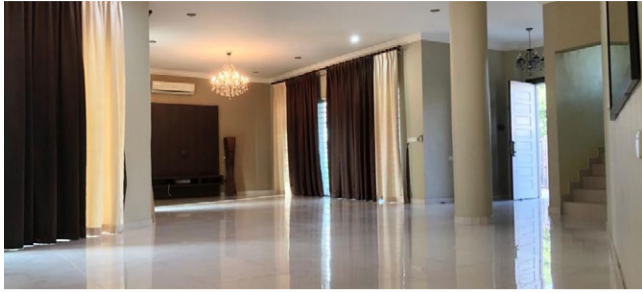
The infusion of technology into property developments is growing in demand given the pandemic, said Ong.

friends and colleagues, new and existing real estate has to upgrade the infrastructure to accommodate the increased load of people going online. On the developer's side, they too are embracing technology.

"We already started to see some major changes in the property industry with the advancement of technology. To point out, we are seeing more and more developers implementing AI (artificial intelligence) to showcase their products," said HomeCity Group corporate executive Darren Ng.

"From purchasers' thoughts and perspective, this has pushed the property market to a whole new level. Buyers no longer need to visit in person to have a face-to-face discussion with developers or agents and are now allowed to visit the finished products prior to completion.

"This eases purchasers into a whole new level of access to the actual product that they are looking at, letting purchasers have the opportunity to give extra thoughts and considerations prior to committing into any



Seri Utama, Kota Damansara
RM2,680,00 (For sale)

- Bungalow
- 6+1 Bedroom
- 7,707 sq ft
- 6 Bathroom

[Click for info](#)

Royston Lau (PEA 1570)
+6016 2219389
MAXLAND REAL ESTATE AGENCY (E(3)0769)



Alstonia Hilltop Homes, Bukit Rahman Putra
RM550,000 (For sale)

- Condominium
- 3 Bedroom
- 2 Carpark
- 1,001 sq ft
- 2 Bathroom

[Click for info](#)

Chris Soo
+6016 6535335

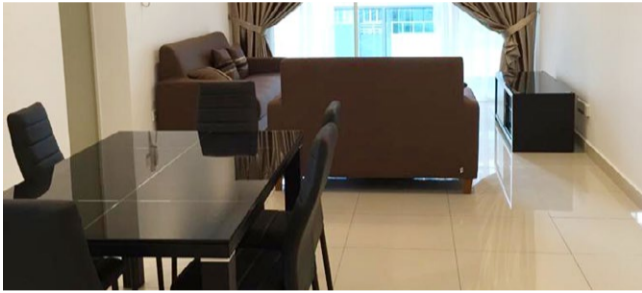


The Boulevard, Subang Jaya
RM500,000 (For sale)

- Condominium
- 2 Bedroom
- 1 Carpark
- 1,227 sq ft
- 3 Bathroom

[Click for info](#)

Hana CHEW
+6012 3718938
HARMONY REALTY CO (E(3)1444)



The Regina, UEP Subang Jaya
RM2,500 per month (For rent)

- Condominium
- 4+1 Bedroom
- 1,345 sq ft
- Fully furnished
- 3 Bathroom
- 2 Carpark

[Click for info](#)

Michelle Teoh
+6010 2269550
VETRO PROPERTIES (E(3)1793)



Saujana Impian, Kajang
RM2,880,000 (For sale)

- Bungalow
- 6+1 Bedroom
- 5,000 sq ft
- 6 Bathroom

[Click for info](#)

Royston Lau (PEA 1570)
+6016 2219389
MAXLAND REAL ESTATE AGENCY (E(3)0769)



Ritze Perdana 2, Damansara Perdana
RM1,100 per month (For rent)

- Condominium
- 1 Bedroom
- 550 sq ft
- Fully furnished
- 1 Bathroom
- 1 Carpark

[Click for info](#)

Justin Yong
+6013 3372628
CHESTER PROPERTIES SDN. BHD. (E(1)1321/8)



Taman OUG, Old Klang Road
RM5,500,000 (For sale)

- Bungalow
- 6+1 Bedroom
- 7,276 sq ft
- 6 Bathroom

[Click for info](#)

Bobo Lee
+6016 6606189
CID REALTORS SDN BHD (E(1)1855)



Bangsar
RM5,200,000 (For sale)

- Residential Land
- N/A Bedroom
- 13,239 sq ft
- N/A Bathroom

[Click for info](#)

Royston Lau (PEA 1570)
+6016 2219389
MAXLAND REAL ESTATE AGENCY (E(3)0769)



Seri Kembangan
RM1,400,000 (For sale)

- Bungalow
- 5+1 Bedroom
- 4,887 sq ft
- 5 Bathroom

[Click for info](#)

Sebastian Sam
+6018 2003388
REAPFIELD PROPERTIES (SJ) SDN. BHD. (E(1)0452/2)

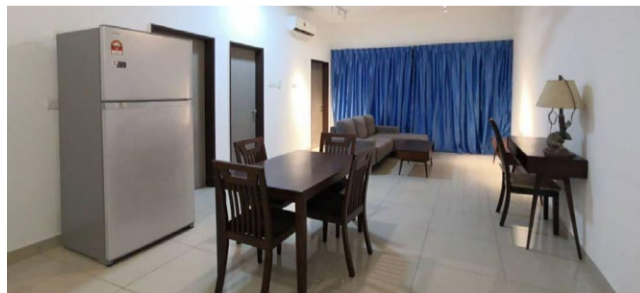


Sri Petaling
RM735,000 (For sale)

- 2-sty terrace/link house
- 4 Bedroom
- 1,800 sq ft
- 3 Bathroom

[Click for info](#)

Jitco Chin
+6012 3613999
IQI REALTY SDN. BHD. (E(1)1584)

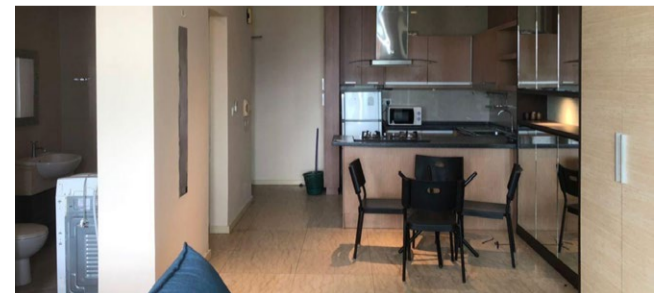


SkyVille 8, Old Klang Road
RM1,600 per month (For rent)

- Condominium
- 3 Bedroom
- 1,052 sq ft
- Semi-Furnished
- 3 Bathroom
- 1 Carpark

[Click for info](#)

Randy Chua
+6012 2107688
DUTAMA PROPERTIES (E(3)0812)



231 TR, KLCC
RM1,400 per month (For rent)

- Service Residence
- STU Bedroom
- 500 sq ft
- Fully Furnished
- 1 Bathroom

[Click for info](#)

Terence Chin
+6010 9588616
VIVAHOMES REALTY SDN. BHD (E(1)1670)

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unit and making the right decisions," said Darren.

This infusion of technology into property developments is growing in demand given the pandemic, which has changed the way people look at technology within the property setting and the push to use technology has amplified, said I-Bhd marketing director Monica Ong.

"In this new norm, people have come to expect a certain level of technology, but it also has to be achievable. In I-City Golden Triangle, technology has consciously been adopted in pushing the boundaries of its developments and product offerings, which is a critical ingredient in widening the sphere of its influence.

"Disruptions in communication when an Internet connection fails during a virtual business meeting could cost companies millions of ringgit. This is why many companies (residents included) are now looking at properties that provide secure infrastructures that can facilitate the modern concept of work, live and play," she said.

HCK Capital Group property executive director Dennis Ling said for the group, they had time to reflect on the vulnerabilities over the duration of the lockdown to seek solutions that they, as a property developer, could implement to stay ahead of the times.

"To stay competitive, we're gearing towards technology and AI that is aligned with the Fourth Industrial Revolution (IR4.0)," he said, echoing the many developers who have embarked on technology as a leverage.

Other changes

"In SkyWorld, we always think ahead as Innovation is one of our strong brand pillars besides Sky Living Experience and Value Creation. Therefore, most of these new trends were already implemented in our handed over projects and new launches," said SkyWorld Group founder and group managing director Datuk Ng Thien Phing.

The developer introduced innovations like parcel lockers, automated waste collection, EV charging stations, elevator destination control management system, seamless mobile access and digital locksets into their projects to enable the owners and residents greater ease in the new normal.

"We see more and more people are looking at sustainability as it improves the



The office environment will need to adhere to the SOPs hereon.

quality of lives, protects the ecosystem and preserves resources for our future generation," said Ng.

In the post-pandemic era, new product development needs to look at property safety and security, network and data stability, circulation of the space and modern amenities, and private and communal spaces, added Seri Pajam Development chief operating officer Thomas Ten.

He said that homebuyers seek well-planned layouts and practical private space, adding that flexible space and home designs were necessary as owners have different specific needs to suit their individual or family needs.

"This would change the demand for more sustainable housing construction. In addition, the need for quality homes that allows for flexible spatial programming seems to have been more demanding as we are stressed out to improve acoustic properties to ensure effective virtual meetings.

"And evidently, the outdoor spaces such as generous balconies and lanai terraces are making a strong comeback," he said.

Changes in the work environment

While workspaces are still a necessity, demand for physical office square footage is on a steady decline, and there may be a huge demand in the near future to convert empty office spaces into communal and habitable spaces in the city, said Syah.

With the increased investment into technology and work-from-home initiatives, the need for sizable offices may no longer be the order of the day. Instead, the welfare and safety of employees take precedence, so office providers now need to seriously look into this trend.

As of this writing, over 4.5 million people across the world have died from Covid-19. Additionally, another trying factor is that over 100 million people have lost jobs during the pandemic. In Malaysia,

the death toll to date was nearing 27,000, while unemployment as of August stood at 768,700 jobless individuals.

While these figures sound foreboding, it is the living that must forge ahead to create for themselves a safer environment to regain their confidence, learning to be stronger in the face of adversity.

"Basic human physiological needs for survival, food, shelter, personal space and evolution would prevail, we will revert to improved normalcy with advanced pharmaceutical technologies," said Syah.

"No human is designed for isolation. Therefore formal workspaces in offices will still be relevant where people are eager for social interaction, but with reduced spatial usage density and finishing will be transformed with demands for quality, less transmissible materials and automated tools," he said. 📌



Families in the new norm have new property preferences.