



Talking Points –
Why rent when you
can buy? MAPEX
returns with 2nd
instalment for 2018

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Why ‘Rent’ when you can ‘Own’?

MAPEX returns with appropriate theme — #ahomeforbettertomorrow

TALKING POINTS



BY GUNAPRASATH BUPALAN

WHY own when you can rent? This is a statement that we have surely heard from our family members and peers over the past years, justifying that rental isn't a bad solution as long as we have a roof above our heads, especially in trying times as the past years has been for the property industry.

As far as this statement may have its truth, it is also crucial to understand the importance and benefits of owning a home rather than renting. Despite the 'so called' uncertainty of

the property industry, property developers have been offering creative packages to ease the tension of the property price increase to offer great deals for home ownership.

In line with this, the sole and leading representative body for private property

developers, REHDA Malaysia will be organizing the second series of the national edition of the Malaysia Property Expo (MAPEX) for the second time this year.

Taking place from 12 to 14 October at Mid Valley Exhibition Centre (MVEC), Kuala Lumpur, MAPEX will provide the public direct access to unparalleled choices of properties

by reputable developers all under one roof.

REHDA has always emphasized that homeownership provides security and is also an effective means of investment, given that house prices appreciate over time. With that in mind and in line with its continuous efforts in encouraging homeownership among the

Rakyat, “#ahomeforbettertomorrow” has been chosen for this year's theme.

“We are much honored that the new Minister of Housing and Local Government, YB Pn Hj H Zuraida binti Kamaruddin has agreed to grace the expo's opening ceremony, scheduled to take place on 12 October 2018 at 3.00 pm. The Ministry's support shows

a continuous and harmonious working relationship between the Government and REHDA in ensuring the sustainable growth of the real estate industry in the country,” said MAPEX 2018 Organising Chairman, Datuk Ng Seing Liong.

“MAPEX is organised by the developers, for the developers and of the developers. In this soft market condition, I urge all developers to let MAPEX be THE preferred platform to promote your projects. More than 40 developers have confirmed their participation at the October MAPEX to offer a comprehensive array of residential and commercial properties at competitive pricing. Among the developers participating are S P Setia Berhad, Gamuda Land Berhad, IJM Land Berhad, Glomac Berhad, Ireka Group of Companies, Seri Pajam Development, Mah Sing Group Berhad, Matrix Concepts Holdings Berhad, Sunsuria Berhad, Golden Land Berhad and many more.”

More than 7,000 properties will be up for sale at this MAPEX with most of the projects located within the Klang Valley vicinity as well as neighbouring regions such as Negeri Sembilan, Melaka and even Johor and Penang. Meanwhile, many participating developers are giving out attractive packages and offerings during the expo. This includes additional discounts for Bumi purchasers, 5per cent to 10per cent rebate, easy payment plan via credit card and many more.

“We also urge financial institutions to participate in MAPEX as they play a very important role in linking purchasers to their dream homes. We are very grateful that Maybank and the Public Sector Housing Financing Board (LPPSA) are also onboard this time. Their participation will surely assist visitors to learn more about available financing schemes which best suits their budget,” added Datuk Ng.

MAPEX isn't just organised for visitors as a one-stop centre to purchase property or to hunt for their dream homes, but also to gain knowledge about property investment. Education being the key to property investment, visitors can gain valuable insights from the free organised talks by various property experts scheduled to be held

on Saturday and Sunday.

Renowned speakers such as En Faizul Ridzuan (CEO/Founder, FAR Capital Sdn

Bhd), Ms Elizabeth Siew (Co-Founder, LePro System Berhad), Pn Ros Shila (Financial & Property Consultant), Ar Perumal Nagapushnam (Director, System Design Architect), Mr Tan Hwa Chuan (Director, B.I.G. Group of Companies) and Mr Francis Chin (Founder, MRP Advisory Services) will be giving the tips and tricks to purchasing or investing in real estate.

According to Datuk Ng, visitors may also get lucky and take home exciting prizes by taking part in the interesting activities and lucky draw sessions that are lined up, as well as taking advantage of the RM30,000 cash rebates REHDA is offering for entitled buyers.

“There is no other better time to buy property as when the market is soft, most developers will be offering all sorts of attractive packages to buyers. So, don't forget to mark your calendar and join us at MAPEX from 12 to 14 October at Mid Valley Exhibition Centre to find the best property deals in town,” concluded Datuk Ng.

As a strong supporter of MAPEX, we at Real Spaces believe that this exhibition may be able to offer you with great solutions to home ownership despite the complaints on the rise

in property price and market movements.

According to REHDA, this year's exhibition is expecting a total of 30,000 visitors throughout the 3-day expo that will house interesting booths set up by 43 developers, financial institutions, five government agencies and two others offering a total of 5,827 residential and commercial units valued above RM6.8 billion.

MAPEX (Malaysia Property Expo), is a bi-annual property event jointly organized by REHDA Malaysia, REHDA Selangor and REHDA Wilayah Persekutuan (KL).

■ This article is a viewpoint by the writer and not by any institution, association or publication. To share your thoughts on the discussed matter, please email your views to — gunaprasath.emjay@gmail.com or call in to TRAXX FM (90.3 FM) at 03 22824746 / 03 22825491 on Fridays between 8:15am and 8:45am to discuss the topic of the day with Gunaprasath during the Property on TRAXX show.



From left: Mr Chan Kin Meng, Mr Loo Chee Yang, Datuk Ng Seing Liong (Chairman), Datuk NK Tong (Deputy Chairman), Ir. Tiah Oon Ling, Ms Carrie Fong

MAPEX 2018
Exhibitors List
MVEC Kuala Lumpur

NO	COMPANY
DEVELOPERS	
1	AGILE PJD DEVELOPMENT SDN BHD
2	ASM DEVELOPMENT (KL) SDN BHD
3	BERJASA CENTURY CONSTRUCTION MANAGEMENT (M) SDN BHD
4	DATUMCORP INTERNATIONAL SDN BHD
5	GLOMAC BERHAD
6	GOLDEN LAND BERHAD (SPECTRUM 88 SDN BHD)
7	GUH PROPERTIES SDN BHD
8	GUOCOLAND MALAYSIA
9	HATTEN PROPERTIES SDN BHD
10	IBRACO BHD
11	IJM LAND BERHAD
12	TANAH ANJUNG SDN BHD
13	IREKA GROUP OF COMPANIES
14	JAG LAND SDN BHD
15	JIWA MEWAH SDN BHD
16	JANWELL PROPERTIES SDN BHD
17	JKG CENTRAL PARK SDN BHD
18	JKI DEVELOPMENT SDN BHD
19	KERJAYA PROSPEK PROPERTY SDN BHD
20	KUALA LUMPUR COSMOPOLITAN SDN BHD
21	LAND & GENERAL BERHAD
22	M101 BUKIT BINTANG SDN BHD
23	MAH SING GROUP BERHAD
24	MATRIX CONCEPTS HOLDINGS BERHAD
25	MUST EHSAN DEVELOPMENT SDN BHD
26	MUTIARA RINI SDN BHD
27	PLATINUM VICTORY DEVELOPMENT SDN. BHD.
28	PREMIER PLUS PROPERTY SDN BHD
29	PRIMUMCAK PROPERTIES SDN BHD
30	PTS PROPERTIES SDN BHD
31	PUTRAJAYA HOLDINGS SDN BHD
32	S P SETIA BERHAD
33	SERI PAJAM DEVELOPMENT SDN BHD
34	SUNSURIA BERHAD
35	TAMAN EQUINE (M) SDN BHD
36	THP ENSTEK DEVELOPMENT SDN BHD
37	UM LAND BERHAD
38	YBK HEIGHT SDN BHD
39	GAMUDA LAND SDN BHD
40	NAZA TTDI SDN BHD
41	MRCB
GOVERNMENT AGENCIES	
1	KEMENTERIAN KEWANGAN - LEMBAGA PEMBIAYAAN PERUMAHAN SEKTOR AWAM (LPPSA)
2	KEMENTERIAN WILAYAH PERSEKUTUAN : RUMAWIP
FINANCIAL INSTITUTION	
1	MAYBANK
OTHERS	
1	NANYANG SIANG PAU



MAPEX's first installment for 2018 that was held in April saw many visitors from all walks of life looking for their dream homes offered by an array of developers with exclusive and interesting packages.