



EdgeProp
SINGAPORE
EXCELLENCE
AWARDS 2021

RECOGNISING SINGAPORE'S OUTSTANDING
PROPERTY DEVELOPERS AND THEIR PROJECTS

THE 5TH EDGEPROP EXCELLENCE AWARDS RECOGNISES THE WINNERS IN REAL ESTATE SECTOR IN THESE EXTRAORDINARY TIMES



PICTURES: ALBERT CHUA/THE EDGE SINGAPORE

This is a day of many firsts for us: It is the first time that it's not a black-tie event; first time we are having lunch instead of dinner; but more importantly, first time I'm meeting many of you physically after "zooming" in the virtual world for such a long period of time.

This year, we were also fortunate to be able to resume the site-visits after a one-year hiatus. I would like to thank the developers and their teams for accommodating our tight turnaround schedule and walking us through the different showflats and condos. And as most of the judges can attest to, despite all the advancements in technology, nothing beats sitting in the mini-bus and physically touring these developments to really get a good "feel" of the project. From the lushness of the landscape to the creative usage of space, for instance, there are certain attributes that can only be accentuated with physical inspections.

I also want to take this opportunity to commend the

recipients of this year's awards. The list of winners this year does reflect the growing popularity of integrated developments. Beyond just the convenience these projects provide, the judges also paid special attention to how well-connected the different components are when they are put together.

The other recipients of this year's awards also demonstrated a strong ability to overcome constraints around space and land, and deliver a holistic product that caters well to their target group of buyers, whether it is a high-end luxury project or a mass-market condo.

This year's three recipients for the top developer awards include two developers that have consistently produced excellent projects, year after year, as well as a newcomer to this prestigious list.

Lastly, I just want to touch on our dress code for today. Initially, it was a fun idea that we came up with — we de-

cided to do away with the black-tie this year, to be a bit more informal, and it is probably a way to hide our long-overgrown, unkempt hair due to months of being in hibernation. But on a more serious note, this headgear that we are wearing is also a symbol of protection, and a timely reminder to ourselves and to the people around us on the growing importance of mental health, both at home and at our workplace.

The repeated lockdowns do affect some people more negatively than others. The fact that we are coping well does not mean that our peers or colleagues are doing the same. Casually checking in occasionally, and being extra understanding, goes a long way.

Bernard Tong

CEO, EdgeProp Singapore

EDGEPROP EXCELLENCE AWARDS 2021 PANEL OF JUDGES



Bernard Tong, CEO of EdgeProp Singapore (extreme left), with the panel of judges at the EdgeProp Excellence Awards 2021: (from left) Angela Lim, co-founder of SuMisura; Lee Nai Jia, deputy director, Institute of Real Estate and Urban Studies, National University of Singapore; Yvonne Tan, director and landscape architect, DP Green; Ong Choon Fah, board member, Edmund Tie Holdings; and Khew Sin Khoon, group CEO, CPG Corporation

THE PERFECT BALANCE
DESIGN MEETS
 FUNCTION



ACTUATOR
PLATE



SHOWER
TOILET



MIRROR AND
CABINET



BATHROOM
FURNITURE



CONCEALED
CISTERN



RIMFREE
WC



WASHBASIN

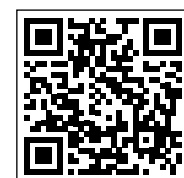


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HALL OF FAME

Top Developer Award Winners



Chia Ngiang Hong (right), group general manager of City Developments Ltd, receiving the Top Developer Award from Bernard Tong, CEO of EdgeProp Singapore. CDL has won the Top Developer Award for five straight years



Cheng Hsing Yao (right), CEO of GuocoLand, receiving the Top Developer award. This year, Cheng was also awarded Personality of the Year



Koon Wai Leong (right), general manager of Hoi Hup Realty, breakout winner of the Top Developer Award at the EdgeProp Excellence Awards jointly with Sunway Developments. They won six awards for three projects, namely, Ki Residences, Parc Central Residences and Parc Canberra



Wong Kok Leong (right), director of Sunway Developments, joint-venture partner with Hoi Hup Realty since 2007, receiving the Top Developer Award. The two developers have jointly developed 15 projects with a total of more than 8,000 homes to date

PICTURES: ALBERT CHUA/THE EDGE SINGAPORE

HALL OF FAME

Top Development Award Winners COMPLETED PROJECTS

TOP LUXURY DEVELOPMENT



Joyce Sng, general manager of product design and development, UOL Group, receiving the Top Development Award for Amber45 from Ke Yam Cheong, senior general manager of Mitsubishi Electric Asia. Amber45 won four awards, including Top Development Award

Joanne Goh, assistant director, Shun Tak Holdings, receiving the awards for Top Boutique Development and Top Luxury Development for Park Nova Residences from Gerald Toh, partner at KPMG. Park Nova won awards for Design Excellence and Showflat Excellence too

PICTURES: ALBERT CHIA/THE EDGE SINGAPORE

Top Development Award Winners UNCOMPLETED PROJECTS



Dora Chng, general manager (residential), GuocoLand, receiving the Top Development Award for Midtown Modern from Roland Teo, director, key account Asia, Geberit South East Asia. Midtown Modern won seven awards, including Top Mixed-use Development and People's Choice Award

Andrew Tan, CEO of BBR Holdings, receiving the Top Development Award for The Linq @ Beauty World from Cherie Chew, head of sales, Singapore, Geberit South East Asia

Sustainability Excellence



Lee Mei Ling (right), executive vice president, head of property development division, City Developments Ltd, receiving the Sustainability Excellence Award for The Tapestry from Ong Choon Fah, board member, Edmund Tie Holdings. The Tapestry won awards for Design Excellence and Landscape Excellence as well as Top Development

Yoichi Kaga, managing director of TID, receiving the Sustainability Excellence Award for One-North Eden. The project won the Top Development Award too

HALL OF FAME

Showflat Excellence



Yen Chong (right), deputy general manager, Qingjian Realty, receiving the Showflat Excellence Award for Forett at Bukit Timah from Angela Lim, co-founder of SuMisura

Innovation Excellence



Yen Chong, deputy general manager, Qingjian Realty, receiving the Innovation Excellence Award for Le Quest from Lee Nai Jia, deputy director, Institute of Real Estate and Urban Studies, National University of Singapore

PICTURES: ALBERT CHUA/THE EDGE SINGAPORE

Design Excellence



Loh Lee Hong (right), general manager of residential marketing, UOL Group, receiving the Design Excellence Award for Amber45 from Khew Sin Khoo, group CEO of CPG Corporation. Amber45 won awards for Landscape and Sustainable Excellence too

Layout Excellence



Joey Ong, chief operating officer of KOP Properties, receiving the award for Layout Excellence for Dalvey Haus from Choo Wee Chyn, co-founder, Attribuild

Landscape Excellence



Jois Phoo (right), general manager, product development and project management, GuocoLand, receiving the Landscape Excellence Award for Midtown Modern from Yvonne Tan, director and landscape architect, DP Green

Best Dressed



Dora Chng, general manager (residential) of GuocoLand, was voted Best Dressed at the EdgeProp Excellence Awards 2021 held at The Glasshouse, Andaz Hotel, on Nov 24



WINNERS

CENTRAL REGION

COMPLETED PROJECTS

(In alphabetical order)



Amber45 swept four awards at the 2021 EdgeProp Excellence Awards, including Top Development

Amber45 shines with luxury features and innovative design

BY TIMOTHY TAY
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The EdgeProp Excellence Awards 2021 saw the luxury development Amber45 clinch the coveted Top Development Award and emerge winner in three other categories. Its developer, UOL Group, took home the awards for Design Excellence, Landscape Excellence and Sustainability Excellence during the awards ceremony on Nov 24.

Amber45 is a freehold development in the highly desirable Amber Road enclave in District 15. The boutique development sits on a rectangular-shaped, 69,940 sq ft site. UOL Group worked with local architectural firm ADDP Architects to design the project based on the concept of an urban resort.

Despite the relatively compact footprint of the site, the architects were able to accommodate a full range of condominium facilities, including a 50m lap pool as the centrepiece. Other facilities include a tennis court, luxuriously furnished clubhouse and a gym. The development was completed in September 2020.

Amber45 has a single 21-storey residential tower, with 139 units featuring a mix of two- to four-bedroom configurations. Unit sizes start from 614 sq ft for a two-bedder, while a four-bedroom premium unit is 1,798 sq ft.

Crafting a luxury home

From the start of the development phase of Amber45, UOL Group and ADDP Architects identified the compact shape and size of the site as one of the main challenges to overcome to create a standout luxury residence.

During a guided walkthrough of the development by the team from ADDP, the judges for this year's EdgeProp Excellence Awards were shown how the residential block is positioned at the front end of the site.

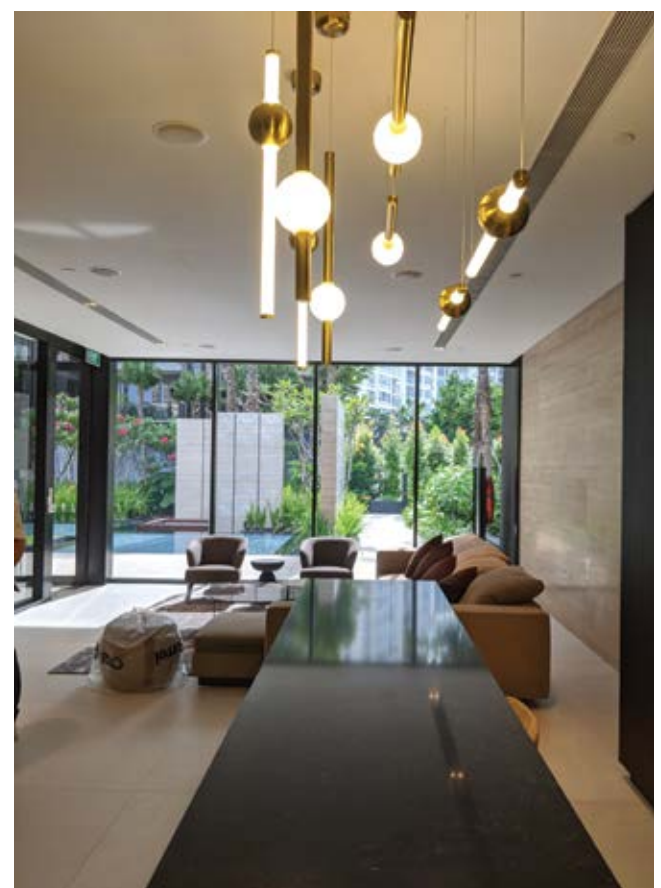
According to the architects, the placement of the residential block at the front end of the site frees up the rear for landscaping, and the facilities including the 50m swimming pool and a full-sized tennis court, which is no mean feat.



Despite the compact size of the site, the condo features a 50m swimming pool, clubhouse and tennis court

As a result, Amber45 received top marks from the judges in terms of design excellence. The architectural design successfully portrays a welcoming oasis for residents through the central landscaped courtyard.

"This [courtyard] maximises privacy while taking advantage of the north-south orientation (of the site) and prevailing breezes," says a UOL spokesperson. The layout of the



The clubhouse at Amber45 mirrors the luxury finishes and aesthetic throughout the development

tennis court at the opposite end of the swimming pool from the residential block works well to control views from the neighbouring high-rise residential developments. "The high tennis court fencing, clad with stone and interspersed with vertical greenery, forms a scenic backdrop for the communal areas of the development," the spokesperson says.

Overall, the judges commended the design concept and



The lap pool is the centrepiece

Design Excellence

Landscape Excellence

Sustainability Excellence

Top Development

its successful implementation in the finished development. This contributed to the top marks that were awarded for the project in the Design Excellence category.

Historic Katong locale

According to UOL, the design of Amber45 takes cues from the history of the Amber Road area as a turn-of-the-century seaside retreat for colonial elites and wealthy merchants. The design of Amber45 continues the tradition of high-end residential developments in the prime East Coast neighbourhood, with the eclectic Katong district nearby.

In terms of its exterior design, ADDP Architects created a Modernist composition of linear planes that are formed by a mix of horizontal ledges and vertical brise soleil (sun-screening device) to provide shading and reduce heat gain.

The façade of the building features a series of curtain walls and long balconies. The grey and copper tones of the exterior of the building highlight a luxurious contemporary look, complemented by a palette of natural materials around the landscaped areas and within the interiors. Common areas around the condo also feature premium finishes such as marble flooring to create a sense of sophisti-

cation within each space.

The north-south orientation of the residential block means that each unit enjoys the incoming sea breeze. The developer deliberately designed each unit type with functionality in mind to meet buyers' needs.

For example, living and dining rooms feature an open plan concept with sizeable balconies. Three-bedroom units have guest rooms that could double up as flexible, multi-purpose rooms. All the three- and four-bedroom units come with a dry kitchen, while the four-bedroom premium units feature a generously sized dining area and attached dry kitchen.

At Amber45, the four-bedroom premium units come with their own private lift lobby.

Green spaces for leisure

Amber45 was also scored highly by the judges in the category for Landscape Excellence.

Overall, the development attained a green plot ratio of 9.33 due to its effective use of trees, vegetation and landscaped gardens throughout the site. The development also boasts a landscape replacement area of about 35%. This refers to the landscape areas provided on the first or upper floors of the development relative to the site area.

In particular, the judges praised the landscape design around the 50m lap pool, which is interspersed with landscape planting and activity pavilions to create a compelling lifestyle proposition. The overall waterscape is also enhanced by well-incorporated features such as water hammocks, an aqua gym and hydro massage features.

The activity pavilions were also sensitively designed to blend in with the landscaping while allowing open views and privacy.

Sustainable features

From construction to completion, many aspects of Amber45 have been designed to reduce the overall environmental impact and minimise maintenance issues long after the developer hands the keys to residents.

According to a UOL spokesperson, sustainability and energy consumption were among the key considerations during the initial planning phase of the development.

The developer prioritised the use of construction materials that have a Green Label certification. This certification is administered by the Singapore Environment Council and National Environment Agency to identify environmentally preferred products that meet regulated eco-standards.

Low-energy features throughout Amber45 include the provision of energy-efficient air-conditioning systems, Water Efficiency Labelling Scheme-certified fittings, and motion detectors to regulate the lights in all common areas.

In addition, the provision of the curtain wall system and dark grey tinted glass throughout the development helps to reduce the overall envelop thermal transmission value and building cooling load. This reduces the overall energy consumption by individual residential units for cooling. **E**



The layout of each unit is functional and designed to suit homeowners' needs, such as this spacious living and dining area in the three-bedroom unit



High-quality materials such as marble flooring and accent marble features in bathrooms enhance the luxurious feel

Forest Woods impresses with its complementary approach to its surrounding landscape

SAMUEL ISAAC CHUA/THE EDGE SINGAPORE



Top Development

BY FELICIA TAN
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Forest Woods, a 519-unit development in Serangoon's District 19, took home the top prize for Top Development for completed residential projects within the Central region in this year's EdgeProp Excellence Awards (EPEA). Jointly developed by City Developments (CDL), Hong Leong Holdings and TID, Forest Woods emerged as one of the top-selling projects when it was launched in 2016.

The launch brought the spotlight back to District 19, after a dearth of new launches within the area in the last several years. The strong sales have also sparked renewed interest in the enclave.

Sanctuary landscape

According to the judges, Forest Woods managed to impress with its design that was inspired by the flora and fauna that once surrounded the old Serangoon area. The site is filled with intoxicating greenery, including a meandering 75m waterscape that complements the tranquil environment.

"The design concept of Forest Woods was inspired by its location in Serangoon," says Ong Choon Fah, board member of Edmund Tie Holdings and executive committee member of Urban Land Institute Singapore Council and chair of nominations committee. "The developer is recreating the experience of living within a sanctuary surrounded by water and greenery."

Forest Woods scored well in all categories, from design to sustainability and technology, according to Ong, who was one of the judges on the panel of the EdgeProp Excellence Awards this year.

President and group CEO of CPG Corp Khew Sin Khoon, who is also part of the panel of five judges at the EPEA 2021, felt that the planning of the development "responded excellently to the environmental conditions around the site".

The north-south orientation of the seven 12-storey residential blocks also means the units will enjoy cross ventilation and a breeze. It also minimises solar heat gain in



Jointly developed by City Developments (CDL), Hong Leong Holdings and TID, Forest Woods emerged as one of the top-selling projects when it launched in 2016

the living spaces, notes Khew. The clever use of the common facilities as a buffer to the busy Upper Paya Lebar Road helps to isolate the residential blocks from the traffic noise.

What stood out for Khew was the lush

landscaping that evoked a "forest-like" environment that is reminiscent of the old Serangoon area. "[This] is augmented by the selection of native flora species that benefits biodiversity conservation," he adds.

Impressive design

Khew was also impressed by the flexible spaces that came with some of the units that allow homeowners to convert the space for alternative uses according to their lifestyle.

The 99-year leasehold development was completed last year. The 519 units in the development range from one- to four-bedroom apartments, with sizes from 490 sq ft to 1,450 sq ft. There are also penthouses within the project, which are sized from 2,050 to 2,570 sq ft.

Located along Lorong Lew Lian, Forest Woods is within walking distance of Nex shopping mall, which is integrated to a transport hub that includes the Serangoon MRT Interchange Station for the North-East and Circle Lines and the Serangoon bus interchange.

It is also close to St. Gabriel's Secondary School, Paya Lebar Methodist Girls' School (Primary and Secondary) and Maris Stella High School (Primary and Secondary).

The latest transaction at Forest Woods was for a 980 sq ft unit on the eighth floor on Nov 1. The three-bedroom unit sold for \$1.75 million, or \$1,781 psf, based on caveats lodged with URA. **E**



EPEA judge Khew Sin Khoon, who is the group CEO of CPG Corp, was impressed that some of the designs allowed for "flexibility and convertibility to suit the preferences of the homeowners"



The launch brought the spotlight back to District 19 after a lack of new launches within the area in recent years



The site is filled with intoxicating greenery, including a meandering 75m waterscape that complements the tranquil environment

Queens Peak trumps in innovation and layout

PICTURES: MCC LAND/HAO YUAN INVESTMENT

**Innovation
Excellence**

**Layout
Excellence**

BY CECILIA CHOW
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Queens Peak condominium by Hao Yuan Investment and MCC Land, won awards for innovation and layout at the EdgeProp Excellence Awards (EPEA) 2021.

The 736-unit private condominium located on Dundee Street is “among the rare residential projects — excluding those that are part of mixed-use developments — that have a seamless, above-ground connectivity to an MRT station”, says Lee Nai Jia, deputy director, Institute of Real Estate and Urban Studies, National University of Singapore (NUS), who is also one of the judges at this year’s awards.

“Being directly linked to the concourse of Queenstown MRT Station will appeal to home buyers, not only for its convenience but also because it allows them to avoid the street-level crowd and hence reduce physical interactions with other people,” says an MCC Land spokesman. “This in turn lowers the risk of Covid-19 transmission.”

Queens Peak is a relatively large development with 736 units and therefore requires a diverse range of facilities to cater to residents’ needs. Meanwhile, the site area is only 113,194 sq ft. The developer showed innovation through optimal use of the site — with twin 44-storey towers — that allowed it to accommodate more than 70 different amenities, as well as a retail shop and childcare centre, says Lee of NUS.

The developers incorporated energy-efficient and water-efficient systems for the condominium as well, he points out.

With AGA Architects as the design architect and Surbana Jurong as the landscape consultant, Queens Peak is designed with a “resort-style, open landscaping that seeks to be an extension of the lush greenery of the nearby Alexandra Canal Linear Park”, says an MCC Land spokesman on behalf of the developers. “Curves are incorporated into the façade to give Queens Peak an elegant architecture, as well as create an interesting interplay between light and shadows.”

Close to 20% of the units have private lift lobbies, notably the three-bedroom premium units, four- and five-bedroom apartments as well as the five-bedroom penthouses.

Launched in November 2016, Queens Peak sold 271 units (36.8%) at a median price of \$1,628 psf. The project is now fully sold, with the latest median selling price at \$1,947 psf based on transactions from July to November to date. The project was completed and obtained its temporary occupation permit (TOP) in March 2020, just before the “circuit breaker” started.



The twin towers of Queens Peak stand 44 storeys tall

With working from home and home-based learning becoming a norm in the current pandemic times, home buyers are generally seeking bigger homes or homes with dedicated spaces (such as a study) where they can create a conducive environment for working or studying comfortably and productively. At Queens Peak, three-bedroom units make up the majority (about 30%) of the total number of units and there are 114 one-bedroom-plus-study units (about 15%).

Unit layouts are squarish, which increases the space efficiency and flexibility. “As the Covid situation evolves, space use requirements may change over time and the flexible layouts in Queens Peak’s units allow residents to reconfigure their homes easily to suit their changing needs,” says MCC Land’s spokesman.

These attributes led to Queens Peak scoring high in terms of layout among the completed projects in the Cen-

tral Region, notes Choo Wee Chyn, a trained architect and co-founder of Attribuild, a real estate analytical tool that uses an algorithm to measure space efficiency of individual apartments within a condominium. Attribuild was used to tabulate the scores for layout excellence at EPEA 2021. And the Layout Excellence Award is a new category this year.

While the unit layouts may be angular, the balconies are designed with wave-like curves. “They serve to break the rigidity of the interiors which can help instil mindfulness and creativity, which are particularly important for providing the balance against staying at home for long periods of time due to pandemic restrictions,” says the MCC Land spokesman.

With more people working from home, having amenities in their vicinity has become even more important. Queens Peak is just two MRT stops to Buona Vista Interchange Station on the East-West and Circle Lines and three stops from Outram Park Interchange Station on three lines, namely the East-West, North-East and the upcoming Thomson-East Coast Lines. It is four stops to Tanjong Pagar MRT Station and four stops to HarbourFront Interchange Station.

Given the project’s location in the city fringe area of Alexandra and Commonwealth, Queens Peak is near shopping malls such as Anchorpoint Shopping Centre, Alexandra Central Mall and Queensway Shopping Centre, as well as IKEA Alexandra. Orchard Road and the CBD are just a 10-minute drive from Queens Peak. Good schools in the vicinity include Crescent Girls’ School, Gan Eng Seng Primary and Secondary Schools and CHIJ St Theresa’s Convent.

The units at Queens Peak are therefore equally popular among both owner-occupiers and tenants, notes MCC Land. **E**



The main entrance and drop-off area on Strathmore Avenue, off Commonwealth Avenue



Queens Peak is directly linked to the concourse of Queenstown MRT Station



One of the entertainment pavilions on the seventh-floor deck



The 50m swimming pool on the seventh floor of Queens Peak



WINNERS

NON-CENTRAL REGION

COMPLETED PROJECTS

(In alphabetical order)

Smart living at Le Quest



**Innovation
Excellence**

BY ATIQA MOKHTAR
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Situated at Bukit Batok Street 41, Le Quest is a mixed-use development that aims to provide a seamless way of living. Developed by the local unit of Chinese builders Qingjian Realty, the 99-year leasehold project received its temporary occupation permit last year. It comprises 516 residential units which have been fully sold as well as retail component Le Quest Mall. The residential units are spread across five blocks, with units ranging from studios to one- to four-bedroom apartments spanning between 431 sq ft and 1,528 sq ft in size.

Le Quest saw strong demand following its launch in 2017, with more than half of its 516 units snapped up during the first weekend of launch. A key factor for the robust response was the hybrid nature of the development with the integration of Le Quest Mall.

Besides ensuring buyers convenient access to eateries and amenities, Le Quest is also Bukit Batok's first mixed-use development, and the second shopping mall in Bukit Batok other than the 22-year-old West Mall, serving households within the Bukit Batok West and upcoming Tengah estate areas.

Smart living features

Today, Le Quest Mall — which has a gross floor area of 64,584 sq ft — is home to key tenants such as FairPrice Finest supermarket, Koufu food court, a Guardian pharmacy as well as fast food chain mainstays McDonald's, KFC and Pizza Hut. The mall also services the wider Bukit Batok community, being only the second shopping mall in the vicinity after West Mall, which is located at Bukit Batok Central Link. In August, Le Quest Mall was sold to private equity real estate investment firm Firmus Capital.

Smart living is a core feature of Le Quest and Qingjian Realty is striving to provide a one-stop solution that allows residents to control various features of their homes with the press of a button on their mobile phones.

For example, all residential units at Le Quest are integrated with a digital front door lock and smart doorbell that has remote camera access. A centralised app allows owners to check the status of their front door, as well as lock or unlock it remotely. They will also be able to view a live feed of anyone at their front door, even while



Situated in Bukit Batok, Le Quest is a mixed-use development that aims to provide a seamless way of living

Artist's Impression

they are not at home. Air-conditioning units also incorporate a smart feature for pre-cooling the house so it has perfect temperature upon arrival.

These smart features also provide a hassle-free experience for visitors. Residents can inform security of visitors through the app, allowing for faster entry and bypassing lengthy sign-in procedures. There is also handy Wi-Fi access available in all communal areas of the development.

The vast array of smart and lifestyle features has garnered Le Quest the Innovation Excellence Award in the Completed residential project, Non-Central Region category at this year's EdgeProp Excellence Awards (EPEA). "The innovative one-touch convenience of being able to access everything in the home offered by the mobile app was impressive," says Ong Choon Fah, board member of Edmund Tie Holdings, and one of five judges for EPEA 2021.

She also highlights the user-centric virtual concierge as a standout feature. Through the app, residents can access a comprehensive suite of services which include booking facilities and paying maintenance fees, as well as engaging services such as air-conditioning maintenance, house cleaning, catering and event planning.

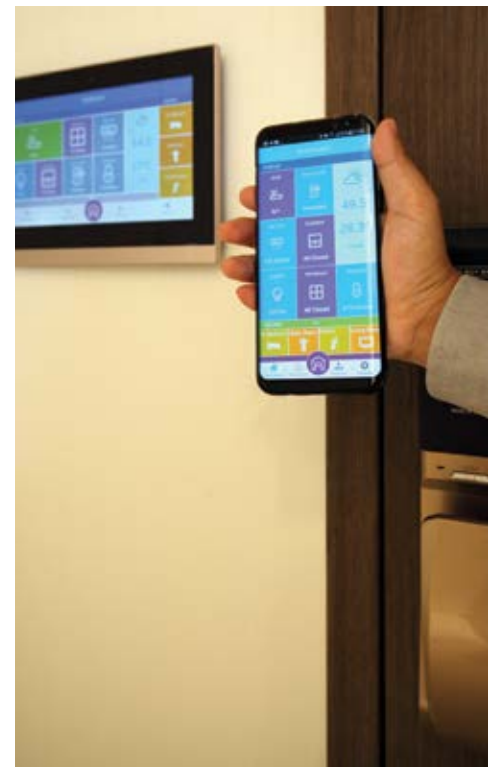
The app has also been harnessed for community and recreational activities. Besides us-

ing it to sign up for fitness classes such as Zumba or Pilates, residents can also learn new skills by engaging instructors for swimming, tennis or cooking and baking lessons.

Advantageous location

Beyond the technologically-driven offerings, there are also over 30 facilities available at Le Quest for residents to use. This includes a 50m lap pool, a kids' pool, a gym, a tennis court as well as barbecue and alfresco dining areas. There are also plenty of serene spaces for residents to unwind, including a maze garden and garden trail. A childcare centre is also available at the development, meaning parents living at Le Quest can easily drop off and pick up their kids during the week without worrying about the commute.

Le Quest's advantageous location sets it up for further growth potential. It is close to Jurong Gateway, the upcoming commercial hub for the Jurong Lake District. The upcoming Tengah Park MRT Station, located on the Jurong Region Line, will also be located nearby. It will connect commuters to key areas in Jurong, like the Jurong Industrial Estate, Jurong Innovation District and the Nanyang Technological University (NTU). The station will open by 2028. **E**



A centralised app allows owners to check the status of their front door, as well as lock or unlock it remotely

SAMUEL ISAAC CHUA/THE EDGE SINGAPORE



Beyond the technologically-driven offerings, there are also over 30 facilities available at Le Quest for residents to use



Air-conditioning units incorporate a smart feature for pre-cooling the house so it has perfect temperature upon arrival

QINGJIAN REALTY

THE TAPESTRY



The Tapestry took home four awards this year, including the Top Development and Design Excellence

PICTURES: CITY DEVELOPMENTS LTD

The Tapestry: Crafting a premium ‘home within a resort’

BY TIMOTHY TAY

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The EdgeProp Excellence Awards 2021 saw the 861-unit development The Tapestry come out ahead of the competition to win in three key categories: Design Excellence, Landscape Excellence and Sustainability Excellence. Its high scores also earned it the coveted Top Development award.

This is the second time that The Tapestry has been recognised at the annual EdgeProp Excellence Awards. The project won the Sus-

tainability Excellence and Top Development (Uncompleted) Awards at the EdgeProp Singapore Excellence Awards 2019.

The project was developed by Singapore-listed real estate group City Developments Ltd (CDL). The condo was designed by ADDP Architects with landscaping by Tinderbox Landscape Studio.

Benchmark new project in Tampines

The Tapestry is a 99-year leasehold development along Tampines Street 86 in District 18. The entire development consists of seven 15-sto-

rey blocks with more than 50 condo facilities distributed across 10 leisure zones.

The Tapestry is close to Tampines MRT Interchange Station on the East-West and Downtown Lines. The interchange is also connected to the Tampines Bus Interchange and key commercial centres such as the Tampines Regional Centre and Our Tampines Hub.

The Tapestry was the first premium suburban condo project to be launched for sale in 2018. The preview drew in more than 5,000 people over the first weekend, and 315 units were sold on the first day of launch. It was

one of the best-selling new projects that year.

The condo was completed in 2021 and received its Temporary Occupation Permit (TOP) in February. The development was fully sold by February this year, achieving an average price of about \$1,440 psf.

Inspired by Tampines forests

During a guided walkthrough of the condo by CDL representatives, the judges of this year's EdgeProp Excellence Awards were told that the design concept of The Tapestry was inspired by the forests of ironwood trees that used to



The impressive design of the condo starts at the Arrival Court, which greets visitors and residents with a luxurious open space fronted by a signature sculpture



The design concept of the 861-unit project was inspired by the forests of ironwood trees that used to fill the Tampines area

PICTURES: CITY DEVELOPMENTS LTD



The Tapestry features a pool-centric design with blocks oriented such that most units can enjoy a pool view

Top Development

Design Excellence

Landscape Excellence

Sustainability Excellence

be abundant throughout the Tampines area.

According to the developer, the architecture and aesthetics of the development blend the elements of nature and the historic landscape of Tampines with the concept of a “home within a resort” to create a comfortable and unique home for residents.

Thus, the seven residential blocks feature contemporary designs such as slim façade elements, utilising a palette of brown wood colours that reflect the textual warmth and richness of trees. Another contemporary element is full-height aluminium screens that clad the tower blocks to strategically screen air-con ledges while enhancing the building façade.

Each of the residential blocks is arranged around key landscape features such as a 100m lap pool and a 50m swimming pool, and most of the blocks are built in a north-south orientation. As a result, most units face the condo’s landscape deck and amenities while optimising views of the surrounding green spaces.

The thoughtful design considerations evi-

dent throughout the development impressed the judges, who gave the development top marks in the Design Excellence category.

Landscape excellence

The judges were also impressed with the landscape design of The Tapestry. The design carefully considered the contiguous and spacious landscape belt that runs along the edge of the site. This largely uninterrupted landscape zone is possible because of the relatively large size of the 233,769 sq ft site and the layout of the blocks.

This landscape belt weaves interlocking layers of uncluttered green outdoor spaces and recreational zones to create pockets of relaxation spaces for residents. The trees that line the sides of the site also reduce the sound of traffic that comes from the adjacent main road.

Given that most blocks face key landscape features such as the 100m and 50m pools, this pool-centric layout maximises the number of units that get to enjoy a pool view. An

effective use of landscaping blends condo facilities such as the clubhouse, gym and pavilions to create a visual effect reminiscent of a garden tapestry.

During the walkthrough of the site, the judges were clearly impressed with the overall landscape concept at The Tapestry, especially the contiguous landscape zone that runs along the edge of the site. Although the condo was recently completed, the developer has transplanted more mature trees and vegetation into the condo to ensure lush areas.

The judges also praised the variety and careful use of plants and trees that surround each amenity zone to create pockets of greenery. They frequently encountered residents enjoying the spaces during their tour.

Focus on energy efficiency

The Tapestry also took home the Sustainability Excellence Award, convincing the judges with its range of green and environmentally friendly features.

The developer employed passive architecture design to cool each block. This included minimising the number of direct west-facing units, as well as designing most units with balconies or other sun-shade elements such as window ledges and tinted windows to minimise direct sunlight penetration into unit interiors.

The overall energy consumption of the condo has been reduced due to the provision of energy-efficient accessories. For example, energy-efficient air-conditioners were provided for all units and a ceiling fan was included in the living rooms as an alternative.

Motion sensor lights were installed at staircases and energy-efficient lights were used in all communal facilities to reduce energy consumption. Lifts also came with a sleep mode and regenerative power feature to ensure electricity is used more efficiently.

As a result, The Tapestry attained the highest accolade — the Green Mark Platinum Award — from the Building and Construction Authority in 2019. **E**



Pockets of greenery and landscaping can be found throughout the site, creating a garden tapestry for residents



The design of the development successfully blends elements of nature



WINNERS

CENTRAL REGION

UNCOMPLETED PROJECTS

(In alphabetical order)

V-ZUG: The brand that defines luxury living



The active kitchen and lounge area of V-ZUG ZUGORAMA at Scotts Square

Armed with over 100 years of experience in luxury home appliances, V-ZUG is known for its impeccable Swiss craftsmanship and durability. “The company has always focused on product quality and user experience, and this has created award-winning product lines that inspire and create delight for our customers,” says Angeline Yap, managing director of V-ZUG Singapore and Southeast Asia.

The Swiss luxury home appliances brand offers a complete suite of solutions for the kitchen as well as laundry, ranging from hoods, hobs (for both gas and induction), ovens, dishwashers, refrigerators, wine coolers to washing machines and dryers.

The brand is now entrenched in the Singapore market and is sought-after by developers of exclusive residences and iconic condominium projects. Recent tenders V-ZUG has won include fitting out the kitchens of boutique residences at Dalvey Haus by KOP Properties and Cairnhill 16 by TSky Development, a joint venture between Tiong Seng Holdings and Ocean Sky International.

V-ZUG is also the provider of high-end kitchen appliances

for Keppel Land’s exclusive 19 Nassim and One Bernam, a CBD luxury mixed-use development that is jointly developed by MCC Land and HY Realty.

‘Made in Switzerland’

Like Swiss luxury watches, V-ZUG boasts of being “Made in Switzerland”, which means at least 70% of the parts of its appliances are manufactured in the country, and even the final assembly is done there.

Given its aesthetic features and luxury finishes, some developers choose to use V-ZUG to differentiate its more premium apartments from the typical units in their upscale projects. For instance, at One Holland Village by Far East Organization, Sekisui House and Sino Group, only the units at the premium block will have the privilege of using V-ZUG kitchen appliances. As for Midtown Modern by GuocoLand in a joint venture with Guoco Group, Hong Leong Holdings and Hong Realty, only the penthouses will be fully fitted with V-ZUG appliances.

Beyond design and aesthetics, the V-ZUG brand is synonymous with quality and durability. “What’s more, our products can be seamlessly and tastefully integrated into any modern home and enhance the lifestyle of our discerning users,” says Yap.

The product that is a favourite among developers and high-net-worth private home owners is the V-ZUG Combi-Steam Oven and Steam Cooker, popularly known as the Combi Steamer.

Pioneer in steam technology

A pioneer in steam technology, V-ZUG introduced its first Combi Steamer 20 years ago. The combination of gentle and controlled steam at 40°C to 100°C, intelligent technology and precise temperature cooking, the Combi Steamer allows users to achieve optimum cooking and baking results simply and efficiently. It’s not surprising why the Combi Steamer has revolutionised home cooking.

The Combi Steamer comes with the exclusive Gourmet-Steam program, a feature which automatically ensures perfect

cooking results at the touch of a button. Recipes created by renowned chefs are pre-programmed, bringing restaurant-level cooking to home kitchens.

Unlike the rest of the world that suffered from a disruption to material supply and production due to the pandemic, V-ZUG’s production, delivery and service were not impeded. The firm did not experience a single day of business disruption, which is “an industry first”, declares Yap.

Despite all the challenges, V-ZUG has also achieved carbon-neutral production since 2020. “V-ZUG believes in sustainable manufacturing with the future generations in mind,” she adds.



Visit the V-ZUG sales gallery at:
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Dalvey Haus clinches prize for efficient layout and luxuriously sized units

PICTURES: KOP PROPERTIES



**Layout
Excellence**

BY FELICIA TAN

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As new condominium units in Singapore are shrinking in size, coming across a development that offers relatively more spacious units, is always a plus for investors and homebuyers alike.

Dalvey Haus, a freehold condominium jointly developed by KOP Properties and Low Keng Huat, offers just that and more. It is a redevelopment of the former Villa D'Este that KOP purchased en bloc for \$93 million in May 2018.

The boutique development comprises just 27 units across a single three-storey block and another single four-storey block. Units are a mix of two- to five-bedroom apartments.

Sizes of two-bedroom units are 990 sq ft, while three-bedders are from 1,227 to 1,561 sq ft.

Four-bedroom units measure 1,938 sq ft to 2,788 sq ft, while the five-bedders measure 5,500 sq ft.

Dalvey Haus scored high and won the Layout Excellence Award at EdgeProp Singapore Excellence Awards 2021. The scores for layout were arrived at using Attribuild, a system that uses algorithms and a patented system to determine the efficacy of residential floor plans and even floor plans of individual units.

According to Choo Wee Chyn, co-founder of Attribuild, the units at Dalvey Haus are "extraordinarily luxurious" in size. Every unit, including the two-bedroom units, come with private lifts and have a proper kitchen, he observes.

For the larger units, most of the bedrooms are en suite, which is rare in most new developments today, he adds. The layout is well thought out, according to Choo, as all the apartments come with a proper utility area too. The bigger units have a separate store-room in the utility area.

The units in Dalvey Haus do not come with roof terraces, balconies or private enclosed spaces (PES) that are included in the floor area but may not necessarily be used all the time. "In terms of efficiency, this pro-



Dalvey Haus is a redevelopment of the former Villa D'Este that KOP purchased en bloc for \$93 million in May 2018

ject is interesting in that the strata area for each unit covers most of the usable internal space," says Choo.

Increasing the efficiency is the squarish layout of the apartments, with no long cor-

ridors from the main entrance, or leading to the bedrooms. The rooms within are rectangular, which makes them functional and user-friendly, he says.

Located along Dalvey Road in prime Dis-

trict 10, Dalvey Haus sits on the 55,000 sq ft, freehold site. It is set within the exclusive Dalvey Estate Good Class Bungalow (GCB) enclave. Adding to its allure as a boutique urban resort is its proximity to the Singapore Botanic Gardens.

Dalvey Haus is located within walking distance of two MRT stations: Stevens MRT station on the Downtown Line and Botanic Gardens MRT interchange station for both the Circle and Downtown Lines. Top schools in the vicinity include Singapore Chinese Girls' School, Nanyang Primary School, Anglo-Chinese School (Primary) and Anglo-Chinese School (Junior).

At home, residents will enjoy the central oasis' facilities including its top-class concierge service, hydro spa, a sizable playground, cabanas by the pool, a well-appointed gym, as well as a BBQ pavilion for gatherings and special occasions.

Based on caveats lodged to date, about four units have been sold at prices above \$3,000 psf. The latest, and fifth deal, which is for a 5,500 sq ft five-bedroom unit on the third level, fetched \$16.28 million (\$2,960 psf), is believed to be a sale to one of the shareholders of the company. **E**



According to Choo Wee Chyn, co-founder of Attribuild, the units at Dalvey Haus are "extraordinarily luxurious" in size



For the larger units, most of the bedrooms are en suite



At home, residents will enjoy the central oasis' facilities including its top-class concierge service, hydro spa, a sizable playground, cabanas by the pool, a well-appointed gym, as well as a BBQ pavilion for gatherings and special occasions

Forett at Bukit Timah: A visual feast at the sales gallery

QINGJIAN REALTY



Showflat
Excellence

BY CECILIA CHOW
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Forett at Bukit Timah, nestled in the Toh Tuck area of District 21, was launched for sale on Aug 8, 2020, the eve of Singapore's National Day. As the first major project launch following the two-month-long Covid-19 circuit breaker, it was naturally closely watched by property agents and other property developers.

That day, 190 units, or 30% of a total of 633 units, were sold at an average price of \$1,880 psf. The sale was done via balloting that was livestreamed on Facebook. It was conducted at the sales gallery of Forett, with Singaporean actor Irene Ang (famous for her role as "Rosie Phua" in the long-running local sitcom *Phua Chu Kang*) as a host together with Qingjian Realty (South Pacific) Group deputy general manager Yen Chong. About 25,000 viewers tuned in that day.

The name "Forett" is a play on the French word "forêt" for forest and "tt" for Toh Tuck, according to Chong. The project is a redevelopment of the former Goodluck Garden, which Qingjian Realty and Perennial Holdings had jointly purchased en bloc for \$610 million in 2018.

Right from the start, Chong wanted to



One of the tunnelways from the green room with the landscape model to the island bar

create "a multi-sensory experience" at the 12,000 sq ft sales gallery. "We wanted people to walk through a tunnel where they could experience what it would be like to live in the

Toh Tuck area, near Bukit Timah Nature Reserve," she says. "And we wanted them to experience it not just visually, but through the scents and sounds too."

From the tunnel, visitors emerge into a cavernous space of the sales gallery, where the scale model is. Another tunnelway leads to another open space where the landscape model is, showing the different garden themes, which are based on the three seasons: spring, summer and autumn.

"When we were designing the sales gallery, we were already thinking about the look and feel of the different pockets of space, the instagrammable corners and the bigger area when visitors emerge from the sensory walk," says Angela Lim, co-founder of interior design firm SuMisura, who had designed the sales gallery and the showflat of the two-bedroom loft, one of three showflats within the gallery.

The instagrammable corners ended up being sealed off to prevent people from mingling. "I had up to 15 security guards at the Forett sales gallery — I never deployed so many security guards before," relates Qingjian's Chong. "We had to have security guards stationed outside each show flat and other spaces to make sure people didn't mingle, and to make sure that

they kept within the viewing time slot of six minutes for each showflat. This allowed us to move people through the sales gallery smoothly."

The pièce de resistance of the sales gallery was supposed to be the island bar, where people could enjoy specialty coffee and drinks. But with Covid, safe management measures meant food and beverages could not be consumed within the sales gallery. "I'm just comforted that it still serves its purpose, although the original intent was more ambitious," says SuMisura's Lim.

To make the space more inviting, the discussion areas are dispersed in various pocket spaces to create a café-style setting rather than a cafeteria, she adds. "We wanted people to be excited when they moved from one place to the next. And we wanted it to be a visual feast."

The months in the lead-up to the opening of Forett's sales gallery however, were a roller-coaster ride for Lim. The sales gallery was still a carcass with ceiling and lights missing, and the flooring was not finished when she took over the space after the reopening, she relates. The main contractor could not finish the job as the workers were still not allowed to return to work due to an outbreak in the workers' dormitories last year.

Hence, Lim took over the completion of the main contractor's work. "As interior designers, we are at the end of the food chain," she says. "We needed the main contractor's part of the job to be completed. We can't open a sales gallery that's just 90% finished."

Ultimately, the sales gallery was completed, and it was close to what Lim had envisioned. The sales gallery ended up being well-utilised — for both physical visits and as a backdrop for webinars starring agents, lawyers, bankers or fengshui masters.

To date, over 500 units at Forett have been sold, translating to a take-up rate of 80%. Average selling price of units have also edged up to \$2,051 psf since August.

Another feather on the cap for Forett is that it has picked up the Showflat Excellence Award at the EdgeProp Singapore Excellence Awards 2021. **E**

As Angela Lim, co-founder of SuMisura, is part of the judging panel at the EdgeProp Singapore Excellence Awards 2021, she abstained from scoring for Forett at Bukit Timah



Artist's impression of one of the chill-out and lounge areas at Forett

SAMUEL ISAAC CHUA/THE EDGE SINGAPORE

SAMUEL ISAAC CHUA/THE EDGE SINGAPORE

SAMUEL ISAAC CHUA/THE EDGE SINGAPORE



The two-bedroom loft unit designed by SuMisura



Another view of the two-bedroom loft showflat



One of the bedrooms of the two-bedroom loft

Irwell Hill Residences boasts sizeable site and lush landscaped spaces



**Top
Development**

BY FELICIA TAN

felicia.tan@edgeprop.sg

Irwell Hill Residences is situated on Irwell Bank Road, just off River Valley in prime District 9. The upscale condominium sits on an elevated site of 137,638 sq ft.

It is one of the few government land sites that is located within a prime area. It was released for sale through the Government Land Sales (GLS) programme in the second half of 2019. The site received seven bids at the close of its tender, and City Developments Ltd (CDL) won it with a top bid of \$583.9 million in January 2020.

Irwell Hill Residences has a total of 540 units across two 36-storey towers. Unit types range from studios to four-bedroom premium apartments measuring 398 sq ft to 1,582 sq ft. There are also four- and five-bedroom sky penthouses from 2,185 to 2,605 sq ft.

When the development was launched in

April, 278 units (or 51.5% of the total number of units) — including one 4-bedroom sky penthouse — were snapped up on its launch weekend. The sky penthouse was sold for over \$9 million (or \$4,123 psf).

To date, around 74% of the project has been sold, according to Chia Ngiang Hong, CDL's group general manager.

Apart from being a hit with buyers, Irwell Hill Residences has struck the right chord with industry experts. The development clinched the prize for Top Development in the category of uncompleted projects in the Central Region at the EdgeProp Excellence Awards (EPEA) 2021.

"I like the way the development optimises its naturally elevated terrain to create a large private green space for the residents to engage and be engaged," says Lee Nai Jia, deputy director, Institute of Real Estate and Urban Studies, at the National University of Singapore.

Irwell Hill Residences was designed with sustainability and wellness in mind, says CDL's Chia.

"It features lush landscaping, while at the same time addresses our lifestyle changes with increased emphasis on wellness and health," adds Chia. "The architecture by Dutch archi-



Irwell Hill Residences has a total of 540 units across two 36-storey towers

tectural firm MVRDV connects the botanical landscaping with the outdoor spaces of the balconies to create a green and enjoyable dwelling experience."

MVRDV had envisioned a nature-inspired space, with over 75% of the site devoted to landscaping, including four majestic raintrees

that were conserved. An efficient sustainable construction method has been deployed for the project.

Within, homeowners get to enjoy apartments with thoughtful touches. These include flexible spaces that can accommodate residents working from home.

The function rooms within the development can also be easily converted to host meetings and conferences, says Chia. "Irwell Vista, located on Level 24 of both towers, features a purpose-designed workspace exclusively for residents — Vista Co-Work. The bespoke workstations are equipped with WiFi and charging points, all in a setting that offers a spectacular view of the sky framed by greenery," he adds.

Irwell Hill Residences enjoys a central location with proximity to Orchard Road, Tanglin, Dempsey Road and Clarke Quay. It is also near Great World City and Great World MRT Station.

The latest transaction at Irwell Hill Residences was for a 614 sq ft, two-bedroom unit on the 19th floor that was sold for \$1.65 million (\$2,691 psf) on Nov 14, based on caveats lodged with URA. Prior to that, a 657 sq ft, two-bedroom unit on the 26th floor was transacted for \$1.88 million (\$2,868 psf) on Nov 12. **E**



About 75% of the landscape is teeming with verdant vegetation, including four majestic raintrees that were conserved

SAMUEL ISAAC CHUA/THE EDGE SINGAPORE



Irwell Hill Residences was designed with sustainability and wellness in mind, says CDL's Chia



The architecture connects the botanical landscape with the outdoor spaces of the balconies to create a green and enjoyable dwelling experience, says Chia

CDL



The Linq is a freehold mixed-use development in Bukit Timah with a direct link to the Beauty World MRT Station

Artist's Impression

PICTURES: BBR HOLDINGS

Thoughtful design meets unbeatable connectivity at The Linq @ Beauty World



Top Development

BY ATIQAH MOKHTAR
atiqah.mokhtar@bizedge.com

When The Linq @ Beauty World was launched in November 2020, 115 out of the 120 residential units were sold within its first day of launch. Translating to a take-up rate of 96%, this made The Linq one of the best-selling projects last year.

The project's success has continued with its win for Top Development for the category of uncompleted projects in the Central Region at the EdgeProp Excellence Awards (EPEA) 2021.

Developed by BBR Holdings, the freehold mixed-use development is located in Bukit Timah and features a direct link to the Beauty World MRT Station on the Downtown Line.

Judges have commended The Linq for its thoughtful integration of components. When completed, The Linq will have a five-storey podium, with 53 commercial units across the first two levels. The third and fourth levels will house the car park, while residents' facilities will primarily occupy a deck on the



A deck will be available for yoga or tai chi activities

Artist's Impression

fifth level. Residential units will be located on the sixth to 20th floors.

An interesting feature of The Linq is the integration of privately owned public spaces (POPS) within the commercial component. Located in the prime area on the ground floor, POPS feature open spaces with high ceilings that provide a spacious entryway into The Linq. POPS are targeted as community nodes where social gatherings and events can be held.

Besides having eateries and amenities at

their doorstep, residents at The Linq will have a direct basement link to the Beauty World MRT Station. In the future, they will also have seamless access to a bus interchange, part of the upcoming Beauty World Integrated Transport Hub.

Adjacent to The Linq is the upcoming Bukit Timah Community Building that will feature a community club, a redeveloped market and hawker centre, a community library, an elderly facility and an indoor sports hall.

Greenery and landscaping have been weaved all throughout the development. The Linq will feature vertical greenery on the facade that disguises the car park while making for a beautiful exterior. In addition, the roof deck on the fifth floor incorporates lounge areas for social gatherings amid lush greenery and water features, including an eco-pond.

Other shared spaces are available, including a wide events lawn that can be used to host larger social and community-building events. There is also a children's playground with an adjacent family pavilion, a viewing pavilion where residents can enjoy unblocked views of Bukit Timah Nature Reserve, and a barbecue pavilion for cook-outs.

The fifth floor will house a 30m lap pool with aqua therapy facilities, while on the fourth floor, residents will be able to enjoy a jogging route, fitness stations and a deck for yoga or tai chi.

Vegetation will be planted to ensure footpaths and open spaces are shaded, especially along the west-facing side of the development. Going a step further, special care will be taken to integrate plants that support bio-diversity, such as those that attract butterflies and other pollinators, as well as native plant species.

Residential units at The Linq comprise a mix of one- to four-bedroom apartments, with sizes starting from 430 sq ft for one-bedders all the way up to 1,345 sq ft for four-bedroom units.

In terms of the units' floor plans, the development also scored well for layout excellence, a new judging criterion for this year's awards. Using a patented floor plan analysis algorithm by Attribuild which evaluates efficiency and usability, units at The Linq scored highly among peers within its category.

The Linq's marketing and promotional strategies were also praised by judges. In particular, the use of varied marketing technology, such as a fully digitalised sales booking platform Showsuite and virtual tours, allowed prospective buyers to view the showflat and go through the sales process without having to be physically present. ■



The Linq will feature privately owned public spaces that provide a spacious entry into the development



The events lawn

Artist's Impression



Slated for completion in 2025, Midtown Modern comprises 558 residential units across two blocks of 30-storey apartments with retail units on the first storey. Situated right above Bugis MRT Interchange on the Downtown and East-West Lines, the development offers accessibility to its residents

Midtown Modern: Inviting nature into the home within the city

BY CHARLENE CHIN

charlene.chin@edgeprop.sg

Midtown Modern is envisaged to embody a green oasis within Singapore's city centre. Located along Tan Quee Lan Street, the development boasts 1ha of greenery and landscaped areas that are made to look as natural as possible, showcasing over 186 plant species. Dedicated zones feature plants that emulate three seasons — spring, summer and autumn.

Developer GuocoLand has designed the greenery at Midtown Modern to emulate a wild forest, drawing ideas from a wide variety of natural landscapes. At the lap pool, for instance, trees are planted close to the pool's edge, mimicking a dense canopy of trees grow-

ing along the sides of a riverbank.

As a result of the development's all-rounded excellence, it clinched seven awards — Landscape Excellence, Innovation Excellence, Marketing Excellence, Mixed-use Development Excellence, Top Development, Layout Excellence, and People's Choice — at the annual EdgeProp Excellence Awards (EPEA) 2021 Ceremony held on Nov 24, emerging as the top winner out of all other entries.

"The 'Gardens in the Woods' urban sanctuary concept at Midtown Modern includes perennial gardens, woodlands, great lawn, wetlands, and ponds — in the midst of the buzzing city — complete with sustainable and biophilic designs," says Ong Choon Fah, board member of Edmund Tie Holdings, and one of the five judges for the EPEA 2021 awards.

Accessibility and flexibility

Slated for completion in 2025, Midtown Modern comprises 558 residential units across two blocks of 30-storey apartments with retail units on the first storey. Situated right above Bugis MRT Interchange on the Downtown and East-West Lines, the development offers accessibility to its residents.

From Midtown Modern, homeowners can walk to establishments like Suntec City, Marina Square, and Millenia Walk via sheltered walkways, and further out to Marina Bay Sands and Gardens by the Bay through the Helix Bridge.

"By being directly above Bugis MRT Interchange, residents also have easy access [via the Downtown and East-West Lines] to top schools along Bukit Timah, top universities and polytechnics as well as key job centres

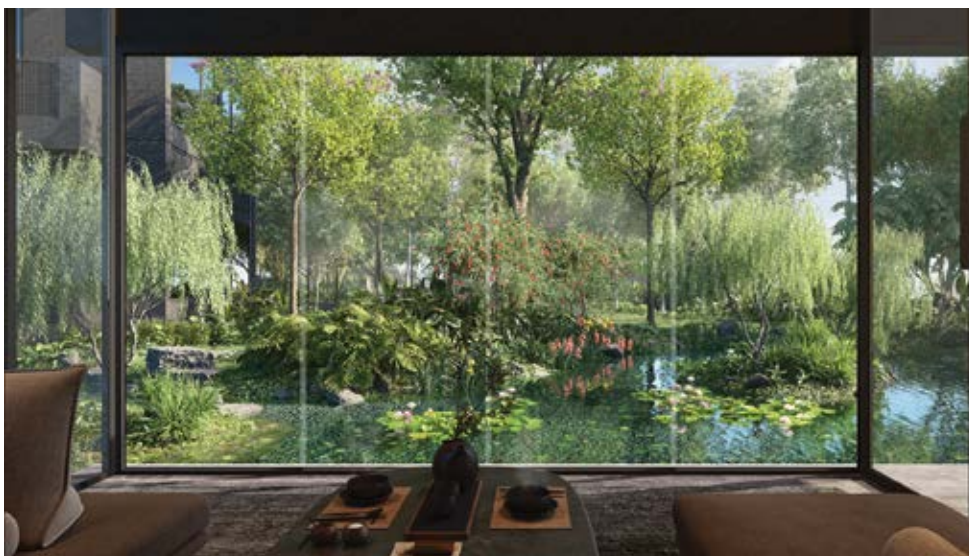
like Tanjong Pagar and Raffles Place in the CBD and Changi Business Park, Paya Lebar Regional Centre, one-north Business Park and Jurong Lake District," says GuocoLand.

Unit layouts have been designed to be flexible, accommodating different preferences. For instance, the kitchen area is easily enclosable for homeowners who wish to keep their kitchen separate from their living area. The kitchen also features a magnetic wall, which residents can use to place cooking recipes or install a metal rack to hold their devices.

GuocoLand has also selected engineered tiles for easy maintenance, as opposed to marble flooring which requires more care.

The living and dining areas are designed to be regular in shape, so that residents have the option to convert them into other uses.

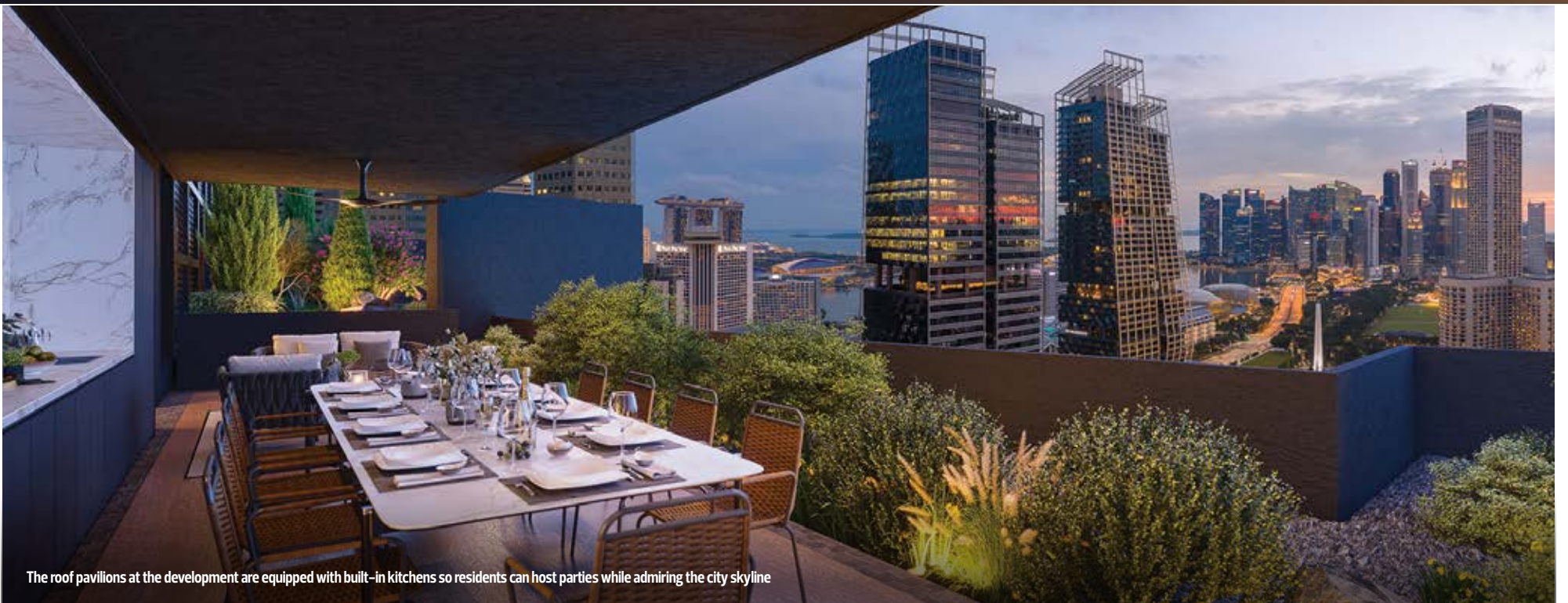
The developer has specially designed a



The Tea House, overlooking a lily pond, is fitted with low furniture for tea appreciation



The landscaping at Midtown Modern is made to look as natural as possible, with dedicated zones boasting plants that emulate the three seasons of spring, summer and autumn



The roof pavilions at the development are equipped with built-in kitchens so residents can host parties while admiring the city skyline

PICTURES: GUOCOLAND

Landscape Excellence
Innovation Excellence
Marketing Excellence
Mixed-use Development Excellence

Top Development
Layout Excellence
People's Choice

two-bedder offering with an additional storage room, which can also be used as a living area. This would allow families to purchase such a two-bedroom unit, live in the CBD, and yet have sufficient storage space, says GuocoLand.

“Midtown Modern caters to the emerging lifestyle, by embracing living well and working from anywhere. As part of the mixed-use Guoco Midtown, residents have access to amenities beyond the development itself, creating a diverse community living, working, learning and playing together, adding collectively to our social, cultural and natural capital,” adds Ong.

Maximised for views

Midtown Modern has been designed to maximise views of the immediate neighbourhood. To that end, units have been furnished with generous window sizes to promote ventilation and let in light. The balcony of each unit also provides residents with the choice of extending indoor living to the outdoors.

The tower blocks have been orientated to allow unobstructed views of internal landscaped spaces and of the Marina Bay area and Orchard district, shares the developer.

Amenities for various lifestyles

The arrival lobby at Midtown Modern features a high glass ceiling to allow light in, and is designed to resemble a grotto, says GuocoLand. “The light changes throughout the day, creating different effects in the lobby,” it describes.

The space also comes with WiFi access,

and houses areas where residents can host guests or work remotely, so they can “work from home, out of their homes”, the developer explains. To that end, there is also a meeting room in the lobby which residents can use.

To host gatherings, residents can book the clubhouse at the development, which seats

up to 50 guests. The space can also be divided into three smaller rooms for more intimate events. Meanwhile, the roof pavilions at the development are equipped with built-in kitchens so residents can host parties while admiring the city skyline.

Other facilities include a Grand Lawn, large enough for group exercise sessions or a wedding ceremony reception, shares GuocoLand. A Tea House, overlooking a lily pond, has been included as part of the amenities, fitted with low furniture for tea appreciation. There is also a tennis court, a rarity for condominiums in the city centre. In the Library, there is a digital piano for residents to use. They can also gather and watch movies at the Play Pavilion.

“Midtown Modern is thoughtfully designed, given its location juxtaposed between the historic Bugis area and the rapidly rejuvenating Beach Road, paying close attention to the lifestyles of the target market,” says Ong.

The latest transaction at Midtown Modern was for a 1,442 sq ft unit on the 27th floor that was transacted for \$4.28 million (\$2,969 psf) on Nov 1, based on caveats lodged with URA. On Oct 29, a 474 sq ft unit on the 19th floor was sold at \$1.39 million (\$2,941 psf). ■



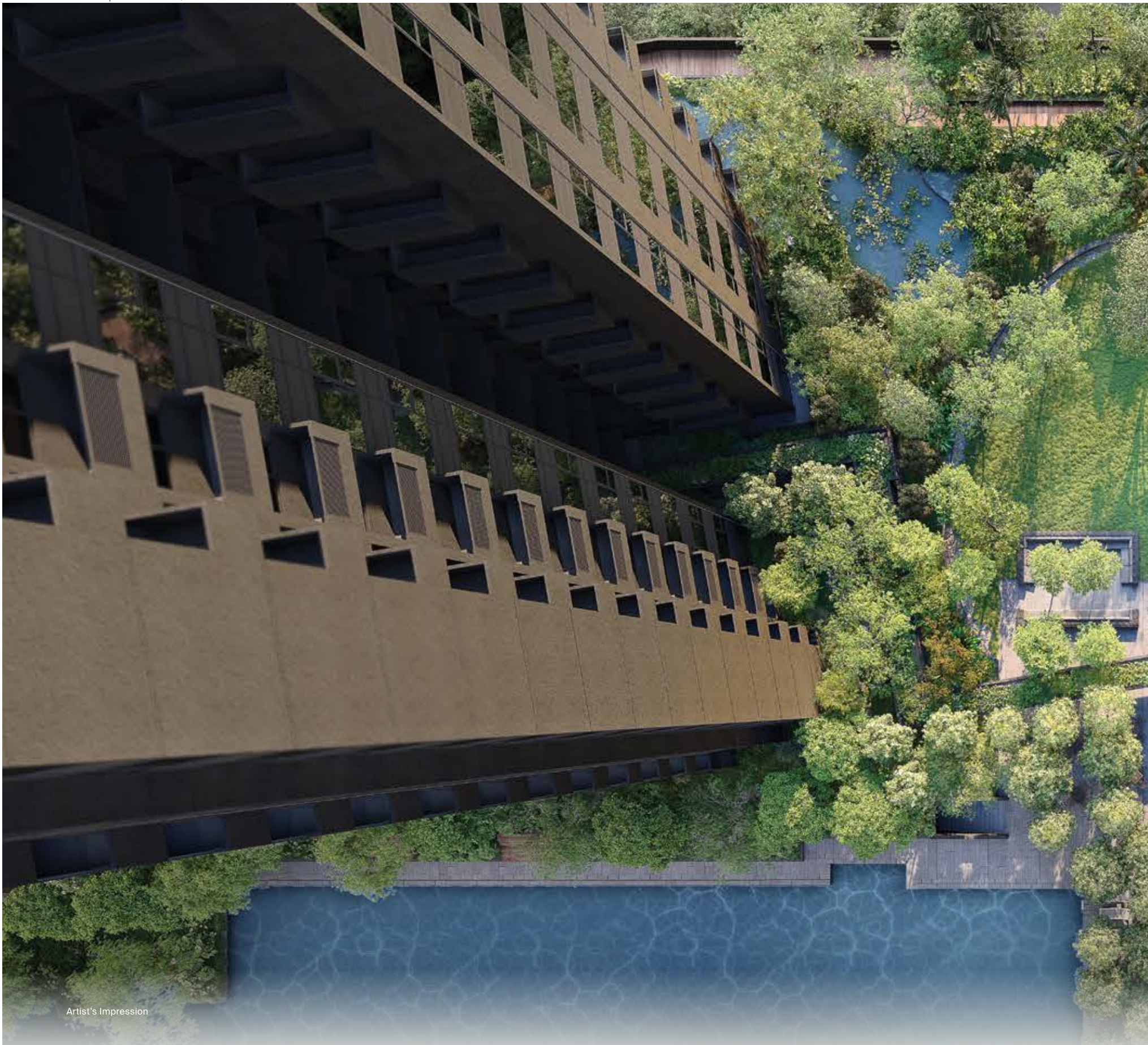
Residents can gather and watch movies at the Play Pavilion



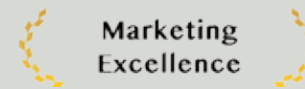
The arrival lobby at Midtown Modern features a high glass ceiling to allow light in, and is designed to resemble a grotto



The Grand Lawn is large enough for group exercise sessions or a wedding ceremony reception



Artist's Impression



FOR ENQUIRIES, CALL (65) 6225 9000
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SCAN TO TOUR OUR
4-BEDROOM PREMIUM UNIT

Name of housing project: Midtown Modern • Name of housing developer: Midtown Modern Pte. Ltd. (Co. Reg. No. 201931235H) • Licence No. of housing developer: C1369 • Tenure of land: leasehold 99 years commencing on 10 December 2019 • Encumbrances on land: encumbered to Oversea-Chinese Banking Corporation Limited (as mortgagee and security trustee) pursuant to Mortgage No. IF/940383F • Location of the housing project: Lot 01062X of TS12 at Tan Quee Lan Street • Expected date of vacant possession: 30 June 2026 • Expected date of legal completion: 30 June 2029

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MIDTOWN
MODERN

NATURE IN THE CITY

LUXURY GARDEN HOMES IN GUOCO MIDTOWN
DIRECTLY ABOVE BUGIS MRT INTERCHANGE



IN PARTNERSHIP WITH

HONG LEONG HOLDINGS LIMITED HONG REALTY (PTE) LIMITED



One-North Eden's scarcity amid a strategic location attracts buyers

PHOTOS: TID

Sustainability
Excellence

Top
Development

BY CHARLENE CHIN

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Rarity has its advantages. Situated in the vibrant research and business hub of one-north, One-North Eden's launch to the public in April was the first of its kind in 14 years. The development saw strong demand as a result: on its launch weekend, about 85% of its residential units were snapped up, with prices of units sold ranging from \$1,800 psf to \$2,250 psf.

In line with its popularity, the project's good execution has been recognised on several fronts. Developer TID — a joint venture between Singapore developer Hong Leong Holdings and Mitsui Fudosan, a major real estate developer in Japan — was awarded Sustainability Excellence and Top Development at the annual EdgeProp Excellence Awards (EPEA) 2021 Ceremony held on Nov 24.

Located a short walk away from Buona Vista MRT Interchange and one-north MRT stations, One-North Eden comprises 165 units of one- to four-bedders across two residential towers, and six restaurant units on the first storey.

"Besides locational attributes that contribute to the strong sales, One-North Eden is able to appeal to buyers — both investors and owner-occupiers — through its design," says Lee Nai Jia, deputy director at the Institute of Real Estate and Urban Studies, NUS. Lee was one of the five judges for EPEA 2021.

Sustainability efforts

One-North Eden was inspired by Singapore's Ginger, a rhizomatous herb plant native to the city-state that was discovered in November 2014. TID wanted to capture the "idea of discovery" of the native ginger plant, weaving the concept into the grounds of the development. "Native plants are the part of the planting palette and are used to create lush and vibrant space. Complementary colours and textures are used in order to bring a piece of nature into the urban setting," the developer explains.

Careful thought went into the selection of the plants at the development. In total, it boasts seven types of native trees, eight types of bird-attracting trees, and five types of butterfly-attracting trees, says TID. This ensures a "rich diversity of



One-North Eden is a short walk away from Buona Vista MRT Interchange and one-north MRT stations

flora [and fauna] throughout the project".

On the first storey, TID chose to plant the bird-and-butterfly-attracting plants along the green zones, stretching from 3m to 5m. On the second floor, native plants are planted along a Native Tree Walk. Mulches were also used to improve soil quality, discourage weeds from growing and retain moisture.

TID also looked into heat mitigation, selecting glass for the building façade that would be able to insulate external heat to achieve energy efficiency.

Flexible layouts, premium fittings

To cater for the work-from-home practice, units have been designed with flexible and efficient layouts. For select two-bedroom + study units, residents have the option to remove the wall separating the living and study areas. Depending on preference, the study area could either be used as a home office, or a bedroom, which can fit a single bed.

"The extra space for a study room is an attractive addition for those who have to do remote work," says Lee.

Homeowners will be able to choose from a palette of warm or cool colour tones for the fittings in their units. The warm theme, Mountainscape, features natural timber grains against a warm grey base, punctuated with an accent of copper, describes TID. To complement the colour scheme, the material and colour of the large format tiles, quartz counter vanity top, sanitary ware and polished fittings were specially curated.

The cool colour palette, called Riverscape, showcases grey cabinet doors with black powder-coated aluminium handle details. "Carefully curated cabinetry works using a cooler

colour scheme of whites and cool grey complemented with accents of gunmetal black were selected to achieve a sharper and executive vibe," the developer explains.

All apartments will be furnished with appliances from Bosch and sanitary wares from Zucchetti and Geberit.

Homes at the uppermost floor of the development feature double-volume ceiling heights of 4.5m in the living and dining areas. All units in the development are also well-ventilated, and predominantly of north-west and south-west orientations.

Design and amenities

Maintaining the theme of the ginger flower, the barbeque pavilions at One-North Eden are inspired by the native plant species. TID designed it such that the pavilions would be nestled among a native canopy with lush landscapes, allowing residents to fully immerse in nature.

Homeowners can also swim in the 50m lap pool, enjoy the jacuzzi facilities, or unwind at the lounges at the Island Deck.

One-North Eden also has dedicated nooks for fitness enthusiasts. On the first storey, TID provisioned for an open fitness corner that will be open to the public. The fitness area on the second floor, meanwhile, is only accessible to residents of the development.

Other facilities on the second storey include a kids' pool, playground, hammock lawn and clubhouse.

The latest transaction at One-North Eden was for a 1,399 sq ft unit on the 11th floor that was sold for \$2.77 million (\$1,976 psf) on Nov 13, based on caveats lodged with URA. Prior to that, a similar-sized unit on the 10th floor was sold at \$2.75 million (\$1,962 psf) on Nov 12. ■



Artist's impression of the 50m lap pool



One-North Eden comprises 165 units of one- to four-bedders across two residential towers, and six restaurant units on the first storey



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Park Nova is Hong Kong-listed developer Shun Tak Holding's maiden residential project in Singapore

PICTURES: SHUN TAK HOLDINGS

Park Nova impresses with biophilic design

BY ATIQA H MOKHTAR
atiqah.mokhtar@bizedge.com

In June 2018, Park House, a 15-storey building located at the corner of Tomlinson Road and Orchard Boulevard, was sold to Hong Kong-listed Shun Tak Holdings for \$375.5 million, which translated to a land price of \$2,910 psf per plot ratio (ppr). It set a new record for collective sale deals in terms of psf ppr, which remains unbroken to date.

Around the same time, Shun Tak also purchased another freehold site measuring 66,452 sq ft on Nassim Road for \$218 million or \$2,744 psf ppr. The site is where Shun Tak, one of the leading real estate de-

velopers in Hong Kong and Macau, is currently developing the ultra-luxury Les Maisons Nassim. The development made waves last month when a penthouse unit was sold for \$75 million, or \$6,210 psf.

At the Park House site, Shun Tak launched Park Nova — its maiden residential project in Singapore — in May. The project's name is an amalgamation of "Park", a tribute to the original Park House building on the site, as well as "Nova", a reference to Shun Tak's flagship development with the same name in Macau.

Nova can also mean the birth of a bright new star, which the developer associates with promising new possibilities and new beginnings.

Befitting its auspicious name, Park Nova,

which will be completed in 2024, has seen a great start by clinching four titles at the EdgeProp Excellence Awards (EPEA) 2021. The development was awarded Design Excellence, Showflat Excellence (Luxury), Top Luxury Development, and Top Boutique Development at the awards ceremony held on Nov 24.

Once completed, the freehold luxury condominium will offer 54 exclusive residences housed within a single 21-storey tower. Located in the heart of prime District 10, Park Nova will boast excellent connectivity.

Besides being within close proximity to the Orchard Road shopping district, it is also a short walk away from the upcoming Orchard

Boulevard MRT Station on the Thomson-East Coast Line that will open next year. It is also within a 10-minute walk of the Orchard MRT Station on the North-South Line.

Biophilic design inspired by nature

Despite its enviable location near the hustle and bustle of Orchard Road, Park Nova was designed to be a private sanctuary, where residents can bask in lush natural surroundings. London-based architectural firm PLP Architecture has been engaged for the project and tasked with designing a development that embraced a harmonious connection with nature.

The result is a striking one. Inspired by nature, Park Nova's floorplan suggests the



Park Nova's design incorporates a curved building exterior that mimics butterfly wings



Facilities at Park Nova include swimming pools, outdoor lounges, a jacuzzi, and a garden pavilion

SHUN TAK HOLDINGS



Each residence at Park Nova comes with a balcony that offers a 270-degree view of the city



**Design
Excellence**



**Showflat
Excellence**



**Top Luxury
Development**



**Top Boutique
Development**

shape of a butterfly. Three central columns make up the core of the building, while apartments — three on each floor — are arranged around the columns. Undulating balconies, combined with alternating floor plates, produce a curved building exterior, mimicking the shape of butterfly wings.

The design allows each apartment to look away from one another, with each “wing” having a distinct view either to the northwest, south or the east. It also provides balconies with shade from the heat as well as privacy from neighbouring units.

A lush vertical garden is woven into Park Nova’s distinct façade, with green terraces installed along the exterior of every apartment.

Angela Lim, co-founder of design studio SuMisura and one of the judges for the EPEA 2021, says that these outstanding architectural features distinguished Park Nova from other projects. “The biophilic design element was strong with its beautiful curvy planters wrapping itself around the building. The external structure reminds me of a greener and a more organic version of The Concourse tower by Paul Rudolph,” she enthuses.

The design also took into consideration existing natural elements, including the vast

array of trees that line Orchard Boulevard and Tomlinson Road. The apartment tower is raised 17m above the street level, meaning that units on even the lowest floors sit above the treetops. Besides providing scenic greenery, the tree canopy acts as a buffer against the sounds of traffic.

Luxurious urban living

Residences at Park Nova are tailored for comfortable and luxurious living.

All 54 units feature large floorplans that provide ample space. These include two-bedroom-plus-study apartments measuring 1,432 sq ft; three-bedroom-plus-study apartments of 2,207 sq ft, and four-bedroom apartments from 2,896 sq ft. There are also three five-bedroom penthouses, with sizes ranging from 3,229 sq ft to 5,899 sq ft

Meticulous thought has been placed into the layout of each unit. Bedrooms are placed at the perimeter of the façade, so that they will enjoy natural light and scenic views. Each bedroom comes with an attached bathroom for added privacy, while each unit also has private lift access. The balconies provide a 270-degree view of the city, while the orientation of each unit enhances privacy.

SAMUEL ISAAC CHUA/THE EDGE SINGAPORE



All 54 units at Park Nova feature large floorplans that provide ample space

SHUN TAK HOLDINGS



The development’s show gallery garnered praise from EPEA 2021 judges

Units come with high-end brand fixtures and fittings, including kitchen appliances from Miele, sanitaryware and bathroom accessories from Laufen and Vola, and built-in wardrobes and kitchen systems from Italian brand Molteni & C.

The same thought and care can be seen in Park Nova’s facilities, which are spread across two amenities decks within the development. Aimed at improving residents’ health and well-being, the facilities on the first floor include swimming pools, outdoor lounges, a jacuzzi, and a garden pavilion. On the 14th floor, there is a gym and sky terrace where residents can enjoy panoramic views or entertain guests.

Rounding out its offerings, a concierge service will also be available, allowing residents to easily book private rides, make reservations or request assistance.

Showflat excellence

Judges for the EPEA 2021 were also impressed by the development’s showflat gallery designed by Brewin Design Office, which also crafted the interior design of the building.

Located on a site surrounded by greenery at 21 Orchard Boulevard, the gallery fea-

tures a tree-lined driveway leading up to its entrance that sets the tone of the experience for prospective buyers.

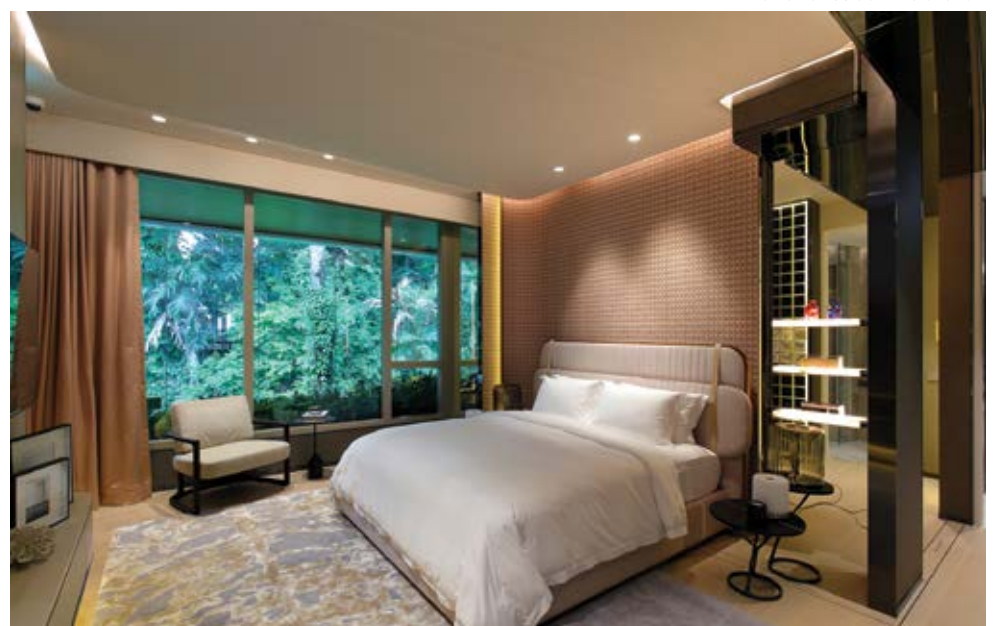
The two-storey gallery has a 7m-tall entry atrium, where an eye-catching light fixture and staircase provides a sense of grandeur as befitting the luxurious nature of the development. A model of Park Nova anchors a corner of the showroom, where a large screen displays further visuals of the development.

The three-bedroom show unit located on the first floor was built with an exact replica of the development’s exterior façade, allowing visitors to easily see the intricate details and materials that will be used for the actual building up close.

Meanwhile, the four-bedroom show unit is cleverly oriented such that the windows open out to the existing lush greenery on site, providing scenic views while also allowing prospective buyers of the lower-floor units to visualise the tree canopy view they will enjoy from their residence.

Since its launch, 30 units at Park Nova have been sold, according to caveats lodged. The development achieved its highest psf price of \$5,838 when its biggest penthouse unit was sold for \$34.438 million in May. **E**

SAMUEL ISAAC CHUA/THE EDGE SINGAPORE



The four-bedroom showflat at the Park Nova sales gallery



Artist's Impression



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PROJECT INFORMATION Developer: Shun Tak Cuscaden Residential Pte. Ltd. (UEN No.: 201727882Z). Developer's Licence No.: C1356. Tenure: Estate in fee simple (Freehold)
Expected Date of Vacant Possession: 31 Oct 2024. Expected Date of Legal Completion: 31 Oct 2027. Lot No.: 1072L of TS 24. Encumbrance: Mortgage registered in favour of OCBC Ltd. .
DISCLAIMER While every reasonable care has been taken in preparing the information contained herein, neither the developer nor its agents will be held responsible for any inaccuracies or omissions. All statements are believed to be correct but are not to be regarded as statements or representation of facts. Renderings and illustrations are artist's impressions only and photographs are only décor suggestions and cannot be regarded as representations of fact.



WINNERS

NON-CENTRAL REGION

UNCOMPLETED PROJECTS

(In alphabetical order)

Future-forward living at Clavon

PICTURES: UOL GROUP



**Innovation
Excellence**

BY CHARLENE CHIN

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To adapt to a post-pandemic lifestyle, Clavon has adapted its offerings to suit. Comprising 640 residential units, the 99-year leasehold development provides an on-site co-working space with dedicated working pods for residents' privacy. Singapore-listed UOL Group and its joint-venture partner and UOL subsidiary, Singapore Land Group, have described the project as being "designed in response to changing lifestyles".

As a result of its future-forward approach to a new lifestyle, Clavon was awarded the title of Innovation Excellence at the annual EdgeProp Excellence Awards (EPEA) 2021 Ceremony held on Nov 24.

Located along Clementi Avenue 1, the development occupies a 99-year leasehold site of 178,067 sq ft. The residential units are spread across 37-storey twin towers in a north-south orientation to avoid the glare of the morning and afternoon sun. At night, the crown atop each tower is illuminated with concealed lighting, forming an iconic image against the city skyline.

"Minimising its footprint on the site with its two sleek glass-clad towers that are architecturally modern in outlook, the organisation of facilities on the site is clear and well thought out," says Khew Sin Khoon, group CEO of CPG Corporation and one of the six judges at EPEA 2021.

Clavon was well-received at its launch weekend on Dec 12 last year, with 70% of its total units snapped up by eager buyers at an average price of \$1,640 psf. Although one- and two-bedders were heavily sought after, the larger three-, four- and five-bedroom apartments also saw high demand.

Amenities on a landscaped terrain

UOL utilised the sloped terrain of Clavon's site, creating layered landscape decks with pools, gardens and cascading waterfalls. "In designing the softscape, an emphasis is placed on the layering of plants to enhance the character of a verdant urban resort. Priority is given to indigenous species and shade-giving trees to increase the ground cover and restore the site's natural biodiversity," UOL explains.

To that end, the upper deck comprises facilities like a 50m



Located along Clementi Avenue 1, the development occupies a 99-year leasehold site of 178,067 sq ft

lap pool, cabanas and air-conditioned pavilions near the residential blocks. UOL had planned for this area to be a "tranquil zone", more suited for adults and smaller group gatherings.

In contrast, the lower deck offers facilities for children, like a kids' pool and playground, which are "more conducive for family fun", it adds. "This subtle but important delineation allows the residential blocks and upper deck to enjoy a greater level of privacy while still being able to oversee the children's activities below."

"The planning of the site using clever landscaping layers and level changes employing its blue and green strategies lends itself to creating a variety of intimate spaces for the residents to enjoy, whilst still being able to relate well to the whole site," notes Khew.

The lap pool is flanked by two glass pavilions, housing the function and entertainment rooms, a gym and social space. The latter was conceived as an "innovative space", a balance between a typical work-from-home environment and a more formal workplace, says UOL.

Keeping in line with Singapore's vision of Live, Work and Play, Clavon also boasts a childcare centre and bicycle parking facilities on its grounds. This hones in on the "concept of active mobility, while [providing] access to nearby amenities", it shares.

To create a dedicated public access zone, the childcare centre and tennis court at Clavon will be located to the north of the site, near the development's entrance.

Strategic location

Located in District 5 within the Clementi neighbourhood, Clavon allows fuss-free travel for homeowners to the city centre through major expressways like PIE and AYE. It is a 12-minute walk to Clementi MRT Station on the East-West Line.

On top of that, the development is also a stone's throw away from a wide range of reputable educational institutions, including the National University of Singapore and Nan Hua Primary and High School.

In July 2019, UOL won the land plot for Clavon in a government land sales tender with a bid of \$491.3 million or \$788 psf per plot ratio. This rode on the momentum of The Clement Canopy, another UOL project located next to Clavon that was launched at the end of February 2017 and fully sold by March 2019.

To date, the latest transaction at Clavon was for a 1,281 sq ft unit on the 27th floor that transacted for \$2.21 million (\$1,721 psf) on Nov 14, based on caveats lodged with URA. On Nov 12, a 1,690 sq ft unit on the 19th floor sold for \$2.71 million (\$1,604 psf). ■



UOL utilised the sloped terrain of Clavon's site, creating layered landscape decks with pools, gardens and cascading waterfalls



Comprising 640 residential units, the 99-year leasehold development provides an on-site co-working space with dedicated working pods for residents' privacy



The lower deck at Clavon offers facilities for children like a kids' pool and playground



Function rooms at Clavon come equipped with a kitchen and necessary appliances



Artist's impression of a two-bedroom unit at the development



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Developer: United Venture Development (Clementi 1) Pte. Ltd. • Company Registration Number: 201922672D • Developer's Licence Number: C1374 • BP No.: A1716-00008-2019-BP01 dated: 23/04/2020, A1716-00008-2019-BP02 dated: 08/05/2020, A1716-00008-2019-BP03 dated: 28/09/2020 • Tenure Of Land: 99 Years Commencing On 7 October 2019 • Encumbrances: Caveat IF/878790B and Mortgage IF/851409N (in escrow) in favour of DBS Bank Ltd. • Expected Date Of Notice Of Vacant Possession: 31/01/2025 • Expected Date Of Legal Completion: 31/01/2028 • Lot & Mukim Number: Lot 05455L Mk 03 At Clementi Avenue 1

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Ki Residences at Brookvale lauded for green efforts

BY CHARLENE CHIN

charlene.chin@edgeprop.sg

At Ki Residences at Brookvale, a conserved Ficus tree emerges right from the centre of the condo's clubhouse. Eager to preserve what remained of the former Brookvale Park, joint-venture partners Hoi Hup Realty and Sunway Developments decided to build the clubhouse around the tree, paying homage to the history of the site. In total, six trees were conserved at the original location, which the developers say served as an "important remnant to the rich greenery" that once was.

Nestled within the Sunset Way neighbourhood, the development comprises 660 units, spread across 10 residential blocks of 12 storeys staggered next to one another on a longish site of 340,107 sq ft. Unlike most projects where the residential blocks are built around the facilities, at Ki Residences, the residential blocks are the centre and focus of the land plot, with amenities lining the buildings on both sides.

At the annual EdgeProp Excellence Awards (EPEA) 2021 Ceremony held on Nov 24, Ki Residences won the accolades of Design Excellence and Sustainability Excellence, an affirmation that thoughtful design and conservation pays off in the industry.

The developers have "maximised the potential of the elongated site by laying out the blocks to face the greenery instead of facing one another, allowing each unit to enjoy the views nearby", remarks Angela Lim, co-founder of interior design firm SuMisura, and one of the six judges at EPEA 2021.

Focus on greenery and wellness

Greenery is a crucial focus at the development. The landscaping on site takes up 80% of its grounds, with only 20% of the site reserved for its residential blocks. To re-create a forest-like environment, the developers plan to plant new trees where possible, and cover surfaces with an artificial turf where natural plants cannot grow. Other design choices include incorporating leaf patterns where possible, choosing timber-like structures and keeping the colour scheme of the development within those found in a natural environment.

Lim commended the developers' choice to commit "80% of the land to common space and landscaping, which will allow the residents to enjoy the facilities and the site's spacious grounds".

The landscape terrain at the development was purposefully designed to be undulating. Children's play amenities will be built seamlessly into the waves on the ground. The children's slide, for instance, will be built on a grass



Nestled within the Sunset Way neighbourhood, the development comprises 660 units, spread across 10 residential blocks of 12 storeys

ground. Called the Yellow Flame, another conserved tree for the old site will be protected by a play-net so children can prance on it freely.

There is also a trail that runs underneath to reach a tennis court, built below ground level. On a heightened deck, there is a glamping corner, furnished with tents and a barbeque area.

The developers also thought of providing areas that were more private and quiet to residents. To that end, facilities that cater to this need include an underground function room, tucked away from its main facilities. The function room boasts a sky light, and is placed right

next to a wine cellar that can accommodate about 2,000 bottles of wine.

For homeowners who like to jog without leaving the compound, Ki Residences also boasts a jogging track from one end of the development to the other, stretching out 950m.

Design and layout

Ki Residences was inspired by Japanese aesthetics. The theme of an ensō circle, symbolising enlightenment and strength, can be seen throughout the grounds of the development. Like the clubhouse, the arrival area at Ki Resi-

dences is circular in shape, made of materials like timber and stone.

The development's theme that surrounds "nature, energy and movement" gave it a "good sense of identity", differentiating itself from other condominiums, says Lim.

The units at Ki Residences are designed to be spacious. Ground-floor residents can enjoy a ceiling height of 3.5m in the living and dining areas and the bedroom. Meanwhile, penthouse units boast loftier heights of 5.5m, which the developers say residents can utilise to fit in a furniture loft.

Select units come with furnishings such as Blum kitchen drawers, Bosch and Samsung kitchen appliances, and Laufen and Hansgrohe bath fittings.

For cross-ventilation of the units, the homes are built in a north-south orientation. To expand on the views and let light in, units come with full-height glass facades and Juliet balconies. This also allows residents to take in the views of the landed estate in Sunset Way. Further expanding on the views, some of the larger units also have a super-sized balcony, running the width of the living to kitchen area.

The latest transaction at Ki Residences was for a 1,195 sq ft unit on the third floor that was transacted for \$2.27 million (\$1,897 psf) on Nov 12, based on caveats lodged with URA. On Nov 10, an 883 sq ft unit on the 12th floor was sold for \$1.56 million (\$1,765 psf). ■



The landscaping on site takes up 80% of its grounds, with only 20% of the site reserved for its residential blocks



The clubhouse at the development features a heritage Ficus tree, conserved from the site of the former Brookvale Park



Units come with full-height glass facades and Juliet balconies, allowing residents to take in the views of the landed estate in Sunset Way

PICTURES: HOI HUP AND SUNWAY DEVELOPMENT



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Parc Central Residences – Developer: Hoi Hup Sunway Tampines JV Pte Ltd (Company Reg No: 201903125T) • Developer License no: C1376 • Tenure of land: 99 years tenure from 22 April 2019 • Lot No: LOT 7545K MK 28 at Tampines Avenue 10 (Tampines Planning Area) • Legal TOP/ Legal Completion: 21 July 2025/ 21 July 2028 • BP Approval No: A1720-00006-2019-BP01 dated 11 August 2020, A1720-00006-2019-BP02 dated 12 October 2020 • Encumbrances on the Land: Mortgage in favour of United Overseas Bank Limited

Parc Canberra – Developer: Hoi Hup Sunway Canberra Pte Ltd (Company Reg No: 201832062W) • Developer License No: C1341 • Tenure of Land: 99 years tenure from 10 December 2018 • Lot No: Lot 04018N Mk 19 at Canberra Link (Sembawang Planning Area) • Legal TOP/ Legal Completion: 9 September 2023/ 9 September 2026 • BP Approval No: A712-05181-2018-BP01 dated 2 Dec 2019 • Encumbrances on the Land: Mortgage in favour of Overseas-Chinese Banking Corporation Limited

Northwave takes home inaugural Layout Excellence Award for outstanding spatial design

PICTURES: MCC LAND SINGAPORE



**Layout
Excellence**

BY TIMOTHY TAY
timothy.tay@edgeprop.sg

The executive condominium (EC) Northwave was one of five projects that won the inaugural Layout Excellence Award at the EdgeProp Excellence Awards 2021. The project received top marks for the quality of liveable space provided in each unit.

The 358-unit EC is located along Woodlands View in District 25. Its central location between Admiralty, Woodlands and Sembawang means that it is close to several neighbourhood hubs. The project is also located between Sembawang and Admiralty MRT Stations, both of which are on the North-South Line.

Northwave consists of six 16-storey residential blocks and the unit mix includes two- to five-bedroom units of 678 sq ft and 1,464 sq ft. There are also six penthouse units that range from 1,593 sq ft and 1,722 sq ft.

A wide range of condominium facilities are evenly distributed around the 133,347 sq ft site. Facilities include a wading pool, a Jacuzzi, a hydro-spa pool, a 50m swimming pool, entertainment pavilions, a skate park, a basketball and futsal court, a gym as well as a badminton court.

Liveable space

The new judging category for the inaugural award critically evaluates the unit layout of a project to help consumers decide on the overall suitability of a property from a lifestyle use perspective — on top of typical metrics like price and location.

Homegrown PropTech start-up Attribuild was engaged to provide the floor layout evaluation to assist in the judging process. Attribuild utilised its proprietary algorithm to provide unit plan analysis and score all the submissions.

Based on Attribuild's algorithmic evaluation, about 60% of all the unit types available at Northwave received full marks based on the quality of liveable space. This reflects the efficiency of the unit planning compared to other similarly sized unit submissions. For example, according to the metric, units that have less wasted space like corridors will score higher.

More than half of the unit types at Northwave also scored close to perfect marks in



Northwave is a 358-unit development located along Woodlands View in District 25

the individual assessment of the master bedrooms and kitchen area. Master bedroom for the units at Northwave tend to be more spaciouly designed compared to other submissions, while the kitchen areas had better spatial design such as more counter space that emphasise functionality.

About 65% of unit types at Northwave also received high marks in the spatial provision of circulation areas. This pertains to open areas such as stairs and corridors. The Attribuild algorithm takes the view that these types of circulation areas are not desirable, for example units with bigger corridors will score lower.

Individual unit types that scored particularly high were the four- and five-bedroom penthouse units, as well as the 678 sq ft, two-bedroom units. The report noted that the penthouse units tend to have big and well-proportioned dining rooms and small circulation areas that make the overall layout more efficient compared to other units in the project.

These units also have fewer miscellaneous areas such as bay windows, air-conditioning ledges and strata void spaces, making it more spatially efficient. The two-bedroom units featured similar spatial design points, but also had a high proportion of useable areas and smaller external areas such as balconies and roof terraces.

In addition to Attribuild's typical assessment, an adjustment factor was used to normalise the scores of each unit by adjusting the impact of the difference in the size of each unit. For example, calculations were made to the median size of all three-bedroom units in the submissions. An adjustment factor is then applied if a particular three-bedroom unit deviated from this median. This allows Attribuild to reasonably compare the design between a variety of unit types and configurations from mass market condominium units to high-end luxury units. ■



Northwave is one of five projects that was recognised for its unit design, based on a quantitative evaluation by PropTech firm Attribuild



More than half of the unit types at Northwave received close to perfect marks for the spatial planning of the master bedroom



The kitchen also scored well due to the efficient use of countertop space and functional design

Parc Canberra: A chic, refreshing project with an Australian twist



**Showflat
Excellence**



BY FELICIA TAN
felicia.tan@edgeprop.sg

During the pandemic, where working from home (WFH) is still the default for employees, being able to take it easy at home in an idyllic environment is key. That's what you'll get at Parc Canberra, a 99-year leasehold executive condominium, where a languid, Australian way of life awaits. This theme was chosen for the Canberra estate where the executive condominium is located. The Canberra estate itself was named after Australia's capital city as its allied soldiers settled in Singapore during the British colonial rule.

Jointly developed by Hoi Hup Realty and Malaysia's Sunway Developments, the 496-unit development along Canberra Link in Sembawang's District 27 exudes an outdoorsy and laid-back vibe with plenty of outdoor features. For instance, the development's four pools and various open decks beckon homeowners to bask in the sun, which is reminiscent of the Australian families'

love for outdoor activities.

In addition, the design of Parc Canberra's main clubhouse, The Barn, echoes the appearance of cafés in Melbourne, with its pitched roof, black frames and brick wall.

The development's unit mix comprises two- to five-bedroom apartments from 829 sq ft to 1,722 sq ft. The units are spread across six 11-storey blocks and four 13-storey blocks, all of which are north-south facing, thereby avoiding direct sunlight.

"The developer has crafted a unique product with a strong theme or storyline that is refreshing. The design of this development emulates the Australian way of life and its environment, drawing strongly from its artsy café culture, displaying distinctive chic artworks and industrial-looking black steel and tan leather," says Angela Lim, co-founder of interior design firm SuMisura.

"Being unique, having a strong identity is what will set you apart from the competition. This is what makes the judges take a second look, maybe even a third," she adds.

At the annual EdgeProp Excellence Awards (EPEA) 2021 Ceremony held on Nov 24, Parc Canberra won the award for Showflat Excellence under the "Uncompleted, Residential" category for developments in the non-central region.

Lim, who is also one of the six judges at EPEA 2021, was clearly impressed with what she saw



The 496-unit development along Canberra Link in Sembawang's District 27 exudes an outdoorsy and laid-back vibe with plenty of outdoor features

at Parc Canberra's showflat.

"There's always the software and there's the hardware. While the software bit was nice, having engaged potential buyers with interactive activities within the sales gallery, I particularly liked the fact that the design was daring," she says.

"The designer did not play it safe but played it well. The sharp-looking black frames, warm timber panels and the tan leather are materials that set this showflat apart [from the rest]," she adds.

The project was well-received by buyers; the sales gallery saw a total of 5,781 visitors for the three days from Jan 31 to Feb 2 last year during

its preview. Following that, during Parc Canberra's launch on Feb 14, Hoi Hup and Sunway sold 64% of its units — or 316 out of its total of 496 apartments — via online balloting.

Parc Canberra is expected to be completed in 2023. It is within walking distance of Sembawang MRT Station on the North-South Line. It is also close to schools such as Wellington Primary School and Sembawang Primary School.

The latest transaction at Parc Canberra was for a 926 sq ft, three-bedroom unit on the second floor, which was sold for \$1.00 million (\$1,083 psf) on July 12. ■



The café in the showroom alludes to the café culture of Australia



The sales gallery features sharp-looking black frames and warm timber panels



The development's four pools and various open decks beckon homeowners to bask in the sun, which is reminiscent of the Australian families' love for outdoor activities



Artist's Impression

PARC CENTRAL RESIDENCES

PICTURES: HOI HUP REALTY/SUNWAY DEVELOPMENT



Located at Tampines Street 86, Parc Central Residences is an executive condominium comprising 700 units across 11 residential blocks

Nature meets urban sophistication at Parc Central Residences

BY ATIQA H MOKHTAR
atiqah.mokhtar@bizedge.com

Parc Central Residences has won three titles at this year's EdgeProp Excellence Awards (EPEA). This executive condominium (EC) jointly developed by Hoi Hup Realty and Sunway Developments clinched wins in the Marketing Excellence, Top Executive Condominium and Layout Excellence categories.

The awards cap off a triumphant year for the 99-year leasehold development located on Tampines Street 86. In January, Parc Central Residences saw a rousing response following its launch with nearly 60% of the 700 units available sold on the first day. To date, about 98% of the units have been taken up, with an average selling price of \$1,174 psf.

The success of the development marks another milestone for Hoi Hup and Sunway's EC track record, following similarly well-received launches for the 496-unit Parc Canberra at Can-

berra Link last year and the 628-unit Rivercove Residences at Anchorvale Lane in 2018.

The two companies acquired the site for Parc Central Residences in 2019, beating six other developers with a bid of \$434.45 million, or \$578 psf per plot ratio. Upon completion in 2023, the EC will comprise eleven 16-storey blocks across the 24,939 sq m site area.

Inspired by Central Park

Parc Central Residences' design was inspired by New York City's iconic Central Park. Embracing the juxtaposition between city and nature, the EC seeks to be a tranquil space that offers respite for its residents despite being only minutes away from amenities and other urban conveniences.

Echoing the vast greenery and recreational offerings at Central Park, a focal point for the development is its myriad of facilities set amidst lush green landscaping. Facilities at Parc Central Residences are divided into five different zones: The Lake, The Cove, The Playfield, The Lawn and The Parc House.

At The Lake, families will be able to enjoy the extensive 50m Lake Pool that has varying depths, catering to all ages. There is a designated children's pool and toddlers pool for the little ones, while a jacuzzi is also available. At The Cove, another 50m lap pool is available for residents looking for a more serious swimming workout. Channelling Central Park's expansive greenery, The Lawn is where residents can enjoy landscaped areas, pavilions, a picnic lawn and a community garden.

Meanwhile, The Playfield is equipped with a vast array of recreational facilities such as a tennis, futsal and basketball courts, outdoor fitness equipment, and playgrounds. There are also barbecue facilities and outdoor dining areas for residents to use.

Finally, The Parc House will act as the main clubhouse for the development, housing a sauna, reading room, and event hall within a fully air-conditioned facility. There is also an outdoor deck and an alfresco dining area for residents to use. As a nod to its New York inspiration,

many of the indoor communal facilities feature colours and textures that evoke the city, such as the Broadway-themed media room and the use of Art Deco motifs.

For Lee Nai Jia, deputy director of the Institute of Real Estate and Urban Studies at the National University of Singapore and one of the judges for EPEA 2021, the emphasis on landscaping and communal spaces are a standout feature of the development. "There are a lot of green spaces for the residents to connect with each other," he says.

Family-oriented amenities

Residents at Parc Central Residences will be within close proximity to the extensive array of amenities in the mature Tampines estate. Malls such as Tampines Mall and Tampines 1 and other lifestyle centres like IKEA Tampines and the Courts Megastore are all less than a 10-minute drive away.

Nature amenities such as Bedok Reservoir Park and Tampines Quarry are located near-



The arrival hall at Parc Central Residences



A key feature of the development is the 50m lake pool

PICTURES: HOI HUP REALTY/SUNWAY DEVELOPMENT



Residences are designed with families in mind, and feature functional and efficient design



Marketing Excellence



Top Executive Condominium



Layout Excellence



by, while a number of schools like Saint Hilda's Primary School and Springfield Secondary School are also in the vicinity. Thus, the development's location and the surrounding amenities make it an ideal residence for families, and the Parc Central Residences' unit layouts are crafted with families in mind.

Units start from three-bedroom apartments measuring between 872 to 1,055 sq ft. There are also four-bedroom apartments between 1,109 and 1,270 sq ft, as well as five-bedroom apartments with sizes between 1,432 and 1,701 sq ft.

Emphasising efficiency and liveability, all the units feature a yard area and a household shelter which can be converted into a utility room. In addition, all master bedrooms are able to fit a king-sized bed and side tables, while the wardrobe area will have an end-panel dresser and full-length mirror. Bathrooms are also designed to incorporate ample natural ventilation.

The focus on functionality earned Parc Central Residences the newly-introduced Layout Excellence award category for this year's EPEA. The project's unit floor plans, which were evaluated using a patented floor plan analysis algorithm by Attribuild, saw Parc

Central Residences scoring the highest within its category.

Consideration for families also extended to the development's show gallery. Besides having ample areas for visitors to circulate along with a straightforward gallery layout, a kids play area was set-up for visitors with young children.



Units at Parc Central Residences comprise three-, four- and five-bedroom apartments

Impressive marketing strategy

Ong Choon Fah, one of the judges for EPEA 2021, highlights Parc Central Residences' multi-faceted marketing approach as one of the reasons for its success. "I was impressed by the end-to-end omni-channel strategy Parc Central Residences used in its marketing," she adds.

Hoi Hup and Sunway had a clearly-defined primary target segment for the development, namely buyers looking for a property for their own occupation such as first-time property buyers, couples planning for marriage, newly-weds and HDB upgraders. Both online and offline marketing channels were adopted to reach the targeted audience. Online marketing played a significant role, with targeted ads on Facebook and content marketing utilised to generate interest and help buyers understand the project better. "An evidence-based approach was adopted using data analytics in its digital marketing on social media," Fah says.

Hoi Hup and Sunway also capitalised on the latest marketing technology during the project's sales launch, allowing it to circumvent hurdles amidst the pandemic. Balloting for the project was conducted online and streamed live on Facebook, with successful balloters allotted an appointment slot over the weekend to select their unit. Alternatively, buyers also had the option of doing their unit selection virtually.

A virtual tour of the show flat was made available, enabling prospective buyers to have a full 360-degree view and full walk through of the show units without having to head down to the show flat physically. **E**



Facilities at Parc Central Residences include a gourmet dining area with an attached kitchen



Residences are designed with families in mind, and feature functional and efficient layouts



WINNERS

TOP DEVELOPERS

(In alphabetical order)



MITSUBISHI ELECTRIC

Changes for the Better



EXCELLENT
Energy Savings

QUIETEST
19dB

EASY
To Clean!
Easily accessible
Inner vent

Mitsubishi Electric
starMEX
Air-Conditioner

ENERGY EFFICIENCY RATING
Excellent

✓✓✓✓✓

Annual Energy Cost	Annual Energy Consumption
\$257	952 kWh

MITSUBISHI ELECTRIC Split type Inverter Air-conditioner
Model: MUY-GN10VA Cooling Capacity: 3.05 kW

MUY-GN10VA

ENERGY EFFICIENCY RATING
Excellent

✓✓✓✓✓

Annual Energy Cost	Annual Energy Consumption
\$462	1711 kWh

MITSUBISHI ELECTRIC Split type Inverter Air-conditioner
Model: MXY-2G20VA2 Cooling Capacity: 4.52 kW

MXY-2G20VA2

ENERGY EFFICIENCY RATING
Excellent

✓✓✓✓✓

Annual Energy Cost	Annual Energy Consumption
\$635	2354 kWh

MITSUBISHI ELECTRIC Split type Inverter Air-conditioner
Model: MXY-3G28VA2 Cooling Capacity: 6.41 kW

MXY-3G28VA2

ENERGY EFFICIENCY RATING
Excellent

✓✓✓✓✓

Annual Energy Cost	Annual Energy Consumption
\$683	2529 kWh

MITSUBISHI ELECTRIC Split type Inverter Air-conditioner
Model: MXY-4G33VA2 Cooling Capacity: 8.41 kW

MXY-4G33VA2

ENERGY EFFICIENCY RATING
Excellent

✓✓✓✓✓

Annual Energy Cost	Annual Energy Consumption
\$754	2792 kWh

MITSUBISHI ELECTRIC Split type Inverter Air-conditioner
Model: MXY-4G38VA2 Cooling Capacity: 10.4 kW

MXY-4G38VA2

ENERGY EFFICIENCY RATING
Excellent

✓✓✓✓✓

Annual Energy Cost	Annual Energy Consumption
\$963	3568 kWh

MITSUBISHI ELECTRIC Split type Inverter Air-conditioner
Model: MXY-5G48VA2 Cooling Capacity: 12.8 kW

MXY-5G48VA2

ENERGY EFFICIENCY RATING
Excellent

✓✓✓✓✓

Annual Energy Cost	Annual Energy Consumption
\$1124	4164 kWh

MITSUBISHI ELECTRIC Split type Inverter Air-conditioner
Model: MXY-4C100VA Cooling Capacity: 11.0 kW

MXY-4C100VA

ENERGY EFFICIENCY RATING
Excellent

✓✓✓✓✓

Annual Energy Cost	Annual Energy Consumption
\$1432	5303 kWh

MITSUBISHI ELECTRIC Split type Inverter Air-conditioner
Model: MXY-5C125VA Cooling Capacity: 14.0 kW

MXY-5C125VA

ENERGY EFFICIENCY RATING
Excellent

✓✓✓✓✓

Annual Energy Cost	Annual Energy Consumption
\$1570	5817 kWh

MITSUBISHI ELECTRIC Split type Inverter Air-conditioner
Model: MXY-6C140VA Cooling Capacity: 15.6 kW

MXY-6C140VA

WIDE RANGE OF EXCELLENT ENERGY SAVINGS 5-GREEN TICKS AIR-CONDITIONERS IN SINGAPORE



Why City Developments is still the bellwether for Singapore residential property



**Top
Developer**

BY CECILIA CHOW
cecilia.chow@edgeprop.sg

Sweeping awards for projects ranging from the upscale Irwell Hill Residences in prime District 9 to the suburban condo The Tapestry in Tampines, City Developments (CDL) once again emerged the Top Developer at this year's EdgeProp Singapore Excellence Awards. It has now achieved that feat for the fifth straight year.

CDL launched two projects this year, both of which are located in the Central region. The first was the 540-unit Irwell Hill Residences located just off River Valley Road, near Great World MRT station. Launched in April, over 50% of the project was sold within the launch weekend, including a four-bedroom Sky Penthouse that fetched over \$9 million (\$4,123 psf). To date, around 74% of the project has been sold, at a median price of \$2,762 psf, based on transactions from September onwards.

The second launch this year was CanningHill Piers, a joint development between CapitaLand Development and CDL. A redevelopment of the former Liang Court at Clarke Quay fronting the Singapore River, the 696-unit CanningHill Piers saw 538 units (77%) sold on the weekend of Nov 20–21, with sales value of \$1.18 billion. The average selling price achieved was \$3,000 psf.

"The robust sales make CanningHill Piers the best-selling project launch in the Central area this year," notes Chia Ngiang Hong, CDL group general manager.

Even the 8,956 sq ft super penthouse at level 48 of CanningHill Piers, with uninterrupted views of the city and riverfront found a buyer at \$48 million (\$5,360 psf).

'New demand'

Before the launch of CanningHill Piers, CDL had already sold 1,382 residential units in the first nine months of 2021 alone, with a total sales value of \$2.5 billion. This was a 30% y-o-y increase in terms of units sold and a 76% jump in terms of sales value from a year ago.

In the overall market, a total of 10,100 new homes were sold in the primary market in the first nine months of 2021, surpassing the previous year's sales. Prices are up 7.5% y-o-y as at 3Q2021, according to OrangeTee private residential market report in 3Q2021.

In Chia's view, the residential market will remain sought-after by both local and foreign buyers. "The pandemic has brought about new demand among buyers, especially with work from home (WFH) arrangements becoming the new normal," he says. "Singles will be looking for one-bedroom units and families will

Upcoming projects for launch	Estimated no. of units	Expected launch
Northumberland Road (JV with MCL Land)	407	1H2022
Tengah Garden Walk EC (JV with MCL Land)	628	2H2022
Residential component of 80 Anson Road (former Fuji Xerox Towers)	256	2H2022



CanningHill Piers, launched on Nov 20–21, saw 538 units taken up with sales value of \$1.18 billion



SAMUEL ISAAC CHUA/THE EDGE SINGAPORE

Chia: Our new residential developments devote over 40% of the site area to landscaping and communal facilities that incorporate innovative designs and features

be looking to upgrade to larger unit types." With mortgage rates still attractive, Chia reckons even a slight rise in interest rates will not affect affordability.

CDL has three upcoming projects slated for launch next year, with a total of 1,300 residential units in the pipeline: Of the three upcoming launches next year, two are developments on government land sales (GLS) sites purchased earlier this year. The Northumberland Road GLS site was purchased in April in a 50:50 joint venture with MCL Land for \$445.9 million or \$1,129 psf per plot ratio (psf ppr). The Tengah Garden Walk executive condo (EC) site was acquired in May for \$400.3 million or \$603 psf ppr, also jointly with MCL Land.

The joint venture partners successfully secured green loan facilities amounting to \$429 million for the Northumberland Road GLS site from DBS Bank, and \$418 million for the Tengah Garden Walk EC project from UOB. Both facilities total \$847 million and are considered some of the largest green loans in real estate, based on the Singapore Overnight Rate Average (SORA).

While these two GLS sites are the first wins for the joint venture partners, they are not their first collaboration. CDL and MCL Land have jointly participated in eight GLS sites since March 2019, since the tender for the Middle Road GLS site. Other GLS site tenders that saw CDL and MCL join forces earlier this year include Ang Mo Kio Avenue 1 and Lentor Central.

"Partnerships allow us to harness synergies and leverage each party's strengths and resources — while managing development risk," notes CDL's Chia. Other partners include CapitaLand Development, which is developing CanningHill Piers and Sengkang Grand integrated developments with CDL. The other is Malaysian giant IOI Properties Group, which is CDL's joint venture partner at South Beach integrated development.

Unlocking value

As part of the group's enhancement initiatives to unlock the value of its existing assets in its \$7 billion investment portfolio, CDL is progressing with plans to redevelop 80 Anson Road (former Fuji Xerox Towers) under the CBD Incentive Scheme, as well as

Central Mall under the Strategic Development Incentive Scheme.

In May 2021, CDL had obtained provisional permission for a 25% uplift in gross floor area (GFA) to 655,000 sq ft at 80 Anson Road. The proposed redevelopment will be a 46-storey integrated project where 40% will be dedicated for office and retail purposes, 25% for serviced apartments and the remaining 35% for residential use, with about 256 condominium units for sale. "80 Anson Road would be the first integrated development in Singapore with four different components in a single tower," says Tang Kok Thye, associate partner of ADDP Architects, which is the appointed architect working in collaboration with Japanese architectural firm Nikken Sikkei.

This prime freehold site at 80 Anson Road is within walking distance to Tanjong Pagar MRT station and the upcoming Prince Edward MRT station. It's also situated within the Greater Southern Waterfront comprehensive masterplan. CDL intends to launch the residential component sometime in 2H2022.

Capitalising on riverfront location

Another asset in CDL's investment portfolio is Central Mall, which will be redeveloped into a mixed-use project with office, retail, serviced apartments and hotel components to realise a potential increase in GFA. In order to qualify for the Strategic Development Incentive Scheme, 70% of the GFA has to be designated for commercial use, with 30% for hotel and serviced apartments.

Central Mall is located on the opposite side of the Singapore River from CanningHill Piers. To Mark Yip, CEO of Huttons Asia, the success of CanningHill Piers based on its launch performance is largely due to the combination of the strengths of CDL as a residential property developer and CapitaLand as a manager of commercial and retail assets, he says.

By redeveloping Central Mall, CDL will be able to maximize the GFA of the site, and more importantly, to rejuvenate another part of the Central region near the Singapore River, adds Yip. "People often talk about prime Districts 9 and 10, but if you were to look at the location of CanningHill Piers, it's even closer to the CBD and Orchard Road, and the view of the city skyline, the river frontage is incomparable."

Expanding footprint

A new addition to CDL's investment portfolio is its recent acquisition of two buildings from Tan Chong International located at 798 and 800 Upper Bukit Timah Road for \$126 million. These two properties are located next to the 696-unit Hazel Park Condo, which was developed in 2000 by CDL's parent company Hong Leong Holdings. Under the URA Master Plan, the site is zoned for residential use, says Huttons. "Bukit Timah is a prime residential area, and there aren't many GLS sites in that neighbourhood," notes Yip.

The recent site acquisitions, including the GLS sites, will ensure that CDL maintains a healthy inventory level in Singapore, according to CDL's Chia. "In replenishing our land bank, CDL will continue to adopt a strategic and disciplined approach, through participating in land tenders including potential collective sale sites," he adds.

The GLS site at Northumberland Road presents an opportunity for CDL to expand its presence in the area. The developer has developed two iconic mixed-use developments in the vicinity, namely City Square Mall, City Square Residences and The Venue Residences and Shoppes. Besides the 408 residential units, the GLS site at Northumberland Road will have commercial retail space including an infant care and childcare centre on the ground floor, says Chia.

Emphasis on sustainability

Even before Covid, CDL had always believed in environmentally sustainable designs, notes Chia. The property developer has therefore placed a strong emphasis on the health performance of its buildings. For instance, its building designs are conceptualised with acoustic comfort, natural ventilation, thermal comfort and biophilic design.

The regulatory requirement is that 40% of the site area in a residential development has to be devoted to landscaping and communal facilities. CDL's past projects have frequently surpassed that threshold, for instance at Whistler Grand, it's 80% of the site area; 77% at Tree House; and 65% at Amber Park.

"As a green developer, urban greenery and landscaping are key differentiators for CDL's developments," adds Chia. "Our new residential developments devote more than 40% of the site area to landscaping and communal facilities that incorporate innovative designs and features." ■



SAMUEL ISAAC CHUA/THE EDGE SINGAPORE

Central Mall will be redeveloped into a mixed-use project with office, retail, serviced apartments and hotel components, subject to approval under the Strategic Development Incentive Scheme



YOUR PICK OF PRIZED HOMES FROM AN AWARD-WINNING DEVELOPER



Irwell Hill Residences
Winner of Top Development,
EdgeProp Singapore Excellence Awards 2021

Artist's Impression

AMBER PARK

FREEHOLD | DISTRICT 15

Minutes from the city, this East Coast icon close to the upcoming Tanjong Katong MRT features The Stratosphere – a spectacular rooftop recreation deck 235 feet above sea level.



Artist's Impression



Artist's Impression

IRWELL HILL RESIDENCES

DISTRICT 9

A short 5 minutes' walk from the upcoming Great World MRT takes you home to this iconic residence by world-renowned architecture practice MVRDV.

BOULEVARD 88

FREEHOLD | DISTRICT 10

A luxurious residence by Moshe Safdie, rising above the Singapore EDITION Hotel on Orchard Boulevard.



Artist's Impression



Artist's Impression

HAUS ON HANDY

DISTRICT 9

Next to Dhoby Ghaut MRT interchange on Orchard Road, your modern city home is paired with a historic conservation clubhouse atop Mount Sophia.



FOR AN EXCLUSIVE PRESENTATION, PLEASE CALL/WHATSAPP (65) 8783 1818
WWW.CDLHOMES.COM.SG



AMBER PARK: Vendor (Developer): Aquarius Properties Pte Ltd (UEN No. 201729224K) [a joint venture between Citizens Development Pte Ltd (UEN No. 201714631H) and Hong Realty (Private) Limited (UEN No. 196200244W)] • Tenure of Land: Estate in Fee Simple (Freehold) • Lot No.: Lot 4111N MK25 at Amber Gardens • Housing Developer's Licence No.: C1259 • Encumbrances: Mortgage IF/174005M in favour of DBS Bank Ltd • Expected Date of Vacant Possession: 31 July 2024 • Expected Date of Legal Completion: 31 July 2027 IRWELL HILL RESIDENCES: Vendor (Developer): CDL Perseus Pte. Ltd. (UEN No. 201813034C) • Tenure of Land: Leasehold of 99 years commencing from 13 April 2020 • Lot No.: Lot 01653X T.S. 21 at Irwell Bank Road • Housing Developer's Licence No.: C1385 • Encumbrances: Nil • Expected Date of Vacant Possession: 30 September 2026 • Expected Date of Legal Completion: 30 September 2029 BOULEVARD 88: Vendor (Developer): Granmil Holdings Pte Ltd (UEN No. 199702861E) (A joint venture amongst Hong Leong Holdings Limited (UEN No. 196800290Z), City Developments Limited (UEN No. 196300316Z) and Lea Investments Pte Ltd (UEN No. 199308144N) • Tenure of Land: Estate in Fee Simple (Freehold) • Encumbrances on the Land: Mortgage IE/719666K in favour of DBS Bank Ltd • Lot No.: Lot(s) 1076V, 1078T, 1136T & 1258K TS24 at Orchard Boulevard / Cuscaden Road • Developer Licence No.: B1463 (Amendment 2) • Expected Date of Vacant Possession: 31 Jan 2024 • Expected Date of Legal Completion: 31 Jan 2027 HAUS ON HANDY: Vendor (Developer): CDL Regulus Pte Ltd (UEN No. 201732065G) [Subsidiary of City Developments Ltd (UEN No. 196300316Z)] • Tenure of Land: 99 years commencing from 7 May 2018 • Lot No.: Lot(s) 00782C TS19 at Mount Sophia / Handy Road • Developer Licence No.: C1298 • Expected Date of Vacant Possession: 31 December 2023 • Expected Date of Legal Completion: 31 December 2026 or 3 years after the date of delivery of vacant possession of the Property, whichever is the earlier



The 558-unit Midtown Modern designed by four-time President Design Award winner, Yip Yuen Hong of ip:li Architects and ADDP Architects. The project swept seven awards at the EdgeProp Singapore Excellence Awards 2021

PICTURES: SAMUEL ISAAC CHUA/THE EDGE SINGAPORE

GuocoLand: From integrated developments to placemaker



Top Developer

BY CECILIA CHOW
cecilia.chow@edgeprop.sg

Cheng Hsing Yao, CEO of listed property group GuocoLand, feels it is important to have a routine and continues to go to the office every day: if not for the full day, at least for part of the morning or afternoon. His office on the 31st floor of Guoco Tower offers a view of the Tanjong Pagar and CBD skyline.

“For me, that transition is very useful mentally and gives me that separation between work and home,” he says. Prior to Covid, Cheng strove

to “preserve the sanctity of my home space”, preferring to work late in the office rather than bring work home. “Now, I’m forced to work from home,” he says.

It has made him even more convinced that office space remains relevant. Hybrid work may be the new norm, but everyone has a different notion of what it means, says Cheng. “Beyond considering the format of hybrid work to adopt, companies should ask themselves if they are creating a workplace that encourages innovation,” he adds. “Ultimately as a company, you need to be competitive and for your human resources to perform at their best.”

Cheng believes mixed-use developments are the urban solution for the future, especially in Asia, where cities have some of the highest population densities. “With or without Covid, mixed-use developments are a critical solution to achiev-



Cheng: Even though we came up with the concept for Guoco Midtown back in 2017, it is still found to be relevant today

ing both density and liveability,” he says. “It’s about the quality of life — enjoying the convenience of living in the city, yet having access to recreational spaces and amenities.”

Developers as ‘futurists’

Cheng recently came across a sketch he had done when GuocoLand was acquiring the Guoco Midtown commercial site for \$1.62 billion in September 2017. “I had the residential and office components and the Network Hub,” he says. “So we already had that concept in mind for the integrated development when we bought the site.”

The \$2.4 billion Guoco Midtown integrated development sits on a 3.2ha site, and is led by GuocoLand with a group of investors, Hong Kong-listed Guoco Group, Hong Leong Holdings and Hong Realty.

Guoco Midtown has a 30-storey office tow-



Showflat of a two-bedroom unit at Midtown Bay, designed as a home office



Hybrid work has also increased the relevance of Midtown Bay’s home office concept



At Guoco Midtown and Midtown Modern, both residents and office-occupiers have direct access to the Bugis MRT Interchange Station

PICTURES: GUOCOLAND

er with 770,000 sq ft of premium office space, a five-storey Network Hub, three retail clusters, an F&B village and event space. The former Beach Road Police Station building has been conserved, and will be used for F&B on the first level and offices on the upper floors. Adjacent to it is the 33-storey, 291-unit Midtown Bay, with units designed as home offices.

“As a developer, you have to be future-oriented,” notes Cheng. “Even though we came up with the concept for Guoco Midtown back in 2017, it is still found to be relevant today.”

The 558-unit Midtown Modern is built on a site across the road at Tan Quee Lan Street, which GuocoLand and its consortium partners purchased for \$800.2 million in 2019. The project is designed by four-time President Design Award winner, Yip Yuen Hong of ip:li Architects in collaboration with ADDP Architects. The project swept seven awards at the EdgeProp Singapore Excellence Awards 2021, and also earned GuocoLand the Top Developer Award.

Right from the start, GuocoLand had already arrived at the conclusion that at work, people need recreational facilities to balance their lives. “When you’re in the office, you must have access to greenery, the garden, shopping and recreational spaces — to make up for all the work you’re now doing at home,” he adds. “So the office has to be enticing.”

Guoco Midtown and Midtown Modern have a combined area of 3.8ha of greenery, spread across 30 gardens, with more than 350 species of plants and trees. “The idea was to bring nature into the city,” says Cheng.

Chia Jui Siang, partner of Ortus Design, is the landscape architect for Guoco Midtown and Midtown Modern. He describes the integrated development as having “a very people-centric and environment-conscious design approach”. He says: “We are trying to create an oasis in the middle of a very built-up district.”

The greenery enhances the wellness and productivity of the community, mitigates heat, as well as collects and purifies rainwater for use or as run-off into the city reservoir, according to Ortus Design. All these features have contributed to the sustainability of Guoco Midtown and Midtown Bay, which have been awarded the Green Mark Platinum certification. Meanwhile Midtown Modern is targeted to achieve Green Mark Gold Plus certification.

Rising expectations

Cheng sees people’s expectations evolving over time. He points to the concept of proximity to the MRT station as an example. “Back in the 80s and 90s when there were very few MRT lines, living within a five- to 10-minute walk of a station was a good thing,” he says. “Now with more MRT lines, expectations have gone up. I was talking to someone who moved into a building, and she complained that when it rains, she has to carry an umbrella to cross the road to the MRT station, and that to her is ‘terrible.’”

At Guoco Midtown and Midtown Modern,



Guoco Midtown and Midtown Modern have a combined area of 3.8ha of greenery, spread across 30 gardens

both residents and office-occupiers have direct access to the Bugis MRT Interchange Station without having to worry about inclement weather, and direct access to covered links to neighbouring buildings and the City Hall MRT Interchange and Esplanade stations without having to cross any busy road or carry an umbrella.

Covid has made Cheng rethink the overall concept of office space at Guoco Midtown and the Network Hub. Pre-Covid, the trend was already towards flexible work, but Covid has sped up the trend,” he notes. “We didn’t expect it to be so extensive.”

Cheng is reviewing the layout for Guoco Midtown’s Network Hub too and believes there will be more demand for individual video-conferencing rooms. “All you need are small booths, with good lighting and a nice backdrop,” he says.

He wants to extend the video-conferencing booth concept to GuocoLand’s condominiums too. “When you have multiple people working and studying from home, privacy is a challenge,” he observes. “You cannot have multiple zoom calls happening in the same space at the same time.”

Hybrid work has also increased the relevance of Midtown Bay’s home office concept, notes Cheng. The units at Midtown Bay have marble flooring on the first level so that the bedrooms can be converted into offices too. Even the choice of the finishing is more neutral, so that the space does not look domestic.

When the units at Midtown Bay are completed, they will cater to those who desire a workspace at home, and yet have access to the lounge and meeting room facilities at the nearby Network Hub, especially if they have to meet clients in a more formal setting, notes Cheng.

Upcoming development at Lentor Central

In July, GuocoLand won the 99-year leasehold site at Lentor Central with a bid of \$784.1 million or a record land rate of \$1,204 psf per plot ratio (psf ppr). The 186,000 sq ft, 99-year leasehold site has a gross floor area (GFA) of 651,007

sq ft. The upcoming project will be a mixed-use development with three 25-storey residential towers, each with a double-volume sky terrace. There will be a total of 600 apartments.

The ground floor will have 96,000 sq ft of commercial, F&B and retail space, including a supermarket and childcare facilities. The development will be integrated with the Lentor MRT Station on the Thomson-East Coast Line that opened at the end of August.

“We were very keen on the site because it’s the only one that is linked directly to the MRT station in the whole Lentor area,” says Cheng. “It will be the project that will define the future of the area.”

The F&B and retail space is another draw. “There aren’t many such amenities in the area,” he observes. In the vicinity is the landed housing estate of Lentor Hills, located off Yio Chu Kang Road. “It’s an affluent neighbourhood, and the Thomson-East Coast Line serves many other affluent areas all the way to Marina Bay,” he points out.

Transforming neighbourhoods

With hybrid work, Cheng reckons the retail and F&B outlets at Lentor Central should see a steady trade throughout the week as there will be people working from home. “That’s why we feel good about our retail and F&B concept,” he adds.

Another plus is that the site is close to nature reserves and parks, including the 50ha Thomson Nature Park, Bishan Park, as well as Upper Seletar and Lower Seletar Reservoir Park and Lower Peirce Reservoir Park.

In the future, residents will have access to two more parks, namely Hillock Park and Linear Park, both near GuocoLand’s upcoming development. The project is expected to be launched sometime in 2H2022.

Tang Kok Thye, associate partner of ADDP Architects, is the appointed design architect for GuocoLand’s project at Lentor Central. “It’s going to be the Holland Village of Lentor area,” says Tang. “However, the location is more suburban, and is surrounded by nature reserves. Right from the

start, GuocoLand emphasised a biophilic design for the project.”

GuocoLand is known for transforming neighbourhoods, as can be seen at Guoco Tower in Tanjong Pagar and the upcoming Midtown area at Bugis-Beach Road.

“The developer has demonstrated time and time again that it wants its projects to be a catalyst for the rest of the neighbourhood,” says ADDP’s Tang. “And they are likely to do the same in the Lentor area.”

Beyond being a developer, GuocoLand is also a property investor, points out Cheng. The group has a market capitalisation of \$1.88 billion and investment properties worth \$4.975 billion as at end-June 2021. Its portfolio includes Guoco Tower, its flagship integrated development at Tanjong Pagar, which has 890,000 sq ft of premium office space; and 20 Collyer Quay, a prime office building in the Downtown Core with a total area of 246,924 sq ft. The occupancy rates of the office space at Guoco Tower and 20 Collyer Quay stood at 100% and 94%, respectively, at the end of June.

When Guoco Midtown is completed, the 30-storey office tower with 770,000 sq ft office space will be injected into the portfolio of investment properties. “We are more than just a traditional developer who religiously buys land, develops and sells,” says Cheng. “We have the capabilities to operate and manage these assets too. Down the road, we have many options open to us for these investment properties — whether it’s a REIT or a fund.”

Capitalising on integrated developments

Increasingly, the group is moving towards developing integrated developments, not just in Singapore, but in other markets in Asia as well.

In China, Guoco Changfeng City, a mixed-use office and retail development in Shanghai, has partially opened its office component in September, with the rest of the project to be completed in phases in 2022.

Its inaugural project in Chongqing — Chongqing GuocoLand 18T — is a large mixed-use residential and commercial development. The 450-unit luxury residences in the project were launched in September last year, and 43% were sold as at end-June, according to GuocoLand’s 2021 annual report.

In Malaysia, GuocoLand’s projects include integrated mixed-use development Emerald 9, where 83% of 816 serviced apartments have been sold. The residential component of Emerald 9 is linked directly to the office and retail components.

In Selangor, Garland Residence, part of the 1,000-acre (404.7ha) master-planned township of Emerald Rawang, was fully sold at the close of the financial year ended June. GuocoLand is also in the midst of revamping its existing integrated development, Damansara City.

When it comes to integrated developments, place management is a key factor. “We want our integrated developments to be destinations for people to enjoy,” says Cheng. ■



The partnership between Hoi Hup and Sunway has delivered many high-quality homes in Singapore, such as Ki Residences

Hoi Hup-Sunway Developments partnership recognised for residential projects



Top Developer

BY TIMOTHY TAY
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It is difficult to find an enduring and complementary partnership between two property developers in Singapore such as the one between Hoi Hup Realty and Sunway Developments. According to Koon Wai Leong, general manager of Hoi Hup, the first joint venture (JV) project was in 2007. Since then, the joint venture partners have developed 15 projects with more than 8,000 residential units.

Hoi Hup is one of the most established local property developers in Singapore, while Sunway Developments is a subsidiary of listed-Malaysian real estate conglomerate Sunway.

This year, these two developers have been jointly recognised for their accomplishments, taking home the Top Developer Award at the EdgeProp Excellence Award 2021. Three of their projects are also recognised this year, namely Ki Residences, Parc Central Residences, and Parc Canberra.

Strong foundational experience

The relationship between the two developers started 14 years ago when each company was trying to make a bigger impact on Singapore's real estate market.

"At the start of our relationship, Hoi Hup Realty was considered an SME property developer in Singapore. At that time, the company mostly took on HDB Design, Build, and Sell Scheme (DBSS) public housing projects," recounts Koon.

The development team at Hoi Hup Realty was introduced to Sunway Developments through its sister company Straits Construction, which had engaged Sunway several times as a sub-contractor.

Both Hoi Hup and Sunway had ambitions to take on bigger projects in the future, and realised they could accomplish this together by pooling their resources and expertise, says Koon.

"We strive to deliver high-quality and highly liveable housing developments to our home buyers. This is our mindset from the day we pick a site and through the entire development phase," says Wong Kok Leong, general manager at Sunway Developments.

In June 2007, a joint venture between Hoi

Hup Realty, Sunway Concrete Products, and Oriental Worldwide Investments won a DBSS site on Boon Keng Road that would be developed into City View @ Boon Keng.

This DBSS project was completed in January 2011 and prime units there continue to break resale records, most recently in November 2020 when a five-room unit was sold for \$1.2 million (\$938 psf).

Riding on the success of their first joint venture, they continued to jointly bid for projects together. Other DBSS projects include the 1,203-unit The Peak @ Toa Payoh that was completed in 2012, and the 682-unit Lake Vista @ Yuan Ching in 2015.

"During these formative years, our respective development teams grew in experience in delivering good quality homes for a wide range of owner-occupiers. Singapore sets high standards for all of its public housing projects, and this pushed us to consider every detail in each of these developments," says Koon.

He adds that this history and track record in delivering public housing projects influenced the mindset of the development teams at Hoi Hup and Sunway to focus on their strengths in delivering very liveable housing.

Evolving strengths for EC projects

When the DBSS was suspended in 2011, the joint venture partners turned their attention to executive condominiums or ECs, which also catered to the sandwiched class — those whose household incomes were above the HDB income ceiling but could not afford to buy private property. ECs are a hybrid form of public and private housing and is meant to bridge the gap for those who aspire to eventually own a private condo.

Speaking on behalf of Hoi Hup, Koon says that the developer took this as an opportunity to evolve its expertise in developing quality public housing to push the envelope in terms of quality and design of its EC projects.

"Many of the key considerations in developing ECs remain the same as other public housing, such as affordability, liveability, and types of homeowners. The target market for ECs remains local owner-occupiers, rather than investors," he says.

"Home buyers these days are very savvy, and developers need to deliver a product that best meets their needs while setting competitive pricing. We are selling a home, not just a product," says Sunway Developments' Wong.

Notable EC projects developed by Hoi Hup



Ki Residences emphasises comfortable and spacious living areas and a largely family-oriented design



The companies have set high benchmarks in public housing projects, such as Parc Canberra, says Koon

HOI HUP REALTY AND SUNWAY DEVELOPMENTS

and Sunway include the 628-unit Rivercove Residences in Sengkang and the 531-unit Hundred Palms Residences in Yio Chu Kang. The JV's newest EC projects are Parc Central Residences in Tampines, that was launched in January, and Parc Canberra in the new Canberra neighbourhood in the north, in February 2020.

Parc Central Residences took home the Marketing Excellence, Layout Excellence, and Top Executive Condominium awards, while Parc Canberra won the Layout Excellence award at the EdgeProp Excellence Awards 2021.

While taking on public housing projects, Hoi Hup and Sunway have gradually added to their portfolio of private condominium developments such as Ki Residences at Sunset Way. The 660-unit, 999-year leasehold project was the first new launch in the residential enclave in 20 years when it premiered in November 2020.

"With Ki Residences, we continued to emphasise comfortable and spacious living areas and a largely family-oriented design. Designing a condo in this desirable area, which had not seen a new launch in the past 20 years, also gave us the opportunity to add more layers of sophisticated design nuances throughout the condo," says Koon.

He shares the sentiment of most real estate players and market observers that the pandemic has encouraged most home buyers to closely examine their lifestyle to make sure that the home they purchase can accommodate their specific needs.

"Speed to market is one of the major contributors towards a successful launch. The important takeaway lessons for us are the impact of policy changes and understanding the expectation of buyers," says Wong.

Preparing for the next property cycle

This year, Hoi Hup and Sunway replenished their shared land bank in anticipation of the contin-

ued resilience in the housing market.

In September, the two developers jointly purchased Flynn Park en bloc for \$371 million. The price for the freehold site in Pasir Panjang works out to \$1,318 psf per plot ratio (ppr). The site can be redeveloped into a new 271-unit condominium, estimates Savills Singapore, which handled the sale.

The JV also bought two freehold sites at Thiam Siew Avenue for \$815 million on Nov 19 this year. The transaction comprises 22 plots on Thiam Siew Avenue, sitting between Haig Road and Tanjong Katong Road, in the highly desirable District 15.

The land price works out to \$1,440 psf ppr and marks the largest residential land deal since the last collective sale wave in 2017-2018. The deal was also brokered by Savills.

While there was a dearth of residential development sites on the market for sale over the past two years, Hoi Hup's Koon reckons land supply through government land sales could ramp up next year.

He adds that the two developers will likely focus most of their efforts on planning and developing the two sites they acquired recently. Does that mean that their appetite for land is now sated?

"I do not think we should write off the possibility of acquiring another site, but we will definitely be more selective," Koon says. "Any site we pick up must complement our focus and strength and should be developed into a project that delivers good-quality homes at reasonable prices to homeowners."

Looking ahead, the JV partners are likely to move up the value chain to more higher-end res-

idential projects. "Based on our track record and expertise, both companies have much to offer the other segments of the private residential market," says Koon. For example, the redeveloped site at Flynn Park will likely comprise two- to five-bedroom units, and they hope to offer larger units than typically expected.

"The pandemic has taught us to adapt quickly, especially in terms of how we design and plan future homes, and execute timely delivery of our projects. It is even more challenging now to meet our customers' expectation in this new normal," says Wong.

Koon says that the real estate market has proven to be very resilient, and the market continues to move ahead in strength. This should give locals and foreign buyers added confidence to invest in a home in Singapore. ■



PICTURES: SAVILLS SINGAPORE

The two developers bought Flynn Park (left) for \$371 million in September 2021 and two freehold sites at Thiam Siew Avenue (right) for \$815 million in November 2021

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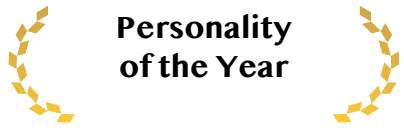
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WINNER

PERSONALITY OF THE YEAR

Cheng Hsing Yao: The CEO and the gentleman



Personality
of the Year

BY CECILIA CHOW
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The year 2021 has been a momentous one for Cheng Hsing Yao. In January, the 49-year-old was one of nine new Nominated Members of Parliament (NMP) appointed by Singapore President Halimah Yacob for a 2½-year term. In July, he took over at the helm of listed property group GuocoLand as CEO.

In recognition of his accomplishments, Cheng was awarded the Personality of the Year Award at EdgeProp Singapore Excellence Awards 2021 on Nov 24. “He is deserving of the award,” says Ong Choon Fah, a judge on the panel of the awards for the fourth consecutive year.

Ong is a board member of Edmund Tie Holdings and executive committee member of the Urban Land Institute (ULI) Singapore Council as well as ULI’s chair of the nominations committee.

She first met Cheng shortly after he became group managing director of GuocoLand Singapore in 2014. “We had lunch with him, and he came across as very scholarly,” she says. “He is very measured, and thinks before he answers you.”

Over time, what impressed Ong was his willingness to listen, and humility to learn from feedback — be it from government officials, buyers of GuocoLand’s residences or tenants of GuocoLand’s commercial properties.

He is not afraid to challenge ideas either. “Being intellectual, he has the confidence to challenge ideas and yet be respectful while doing it,” she adds.

Indeed, Ong points to his scholastic abilities: Master in design studies (with distinction), with a major in urbanisation and real estate at Harvard University. Prior to that, Cheng obtained a Bachelor of Architecture from Newcastle University, UK, with 1st Class Honours. His first degree was a Bachelor of Arts in Architectural Studies from the National University of Singapore (NUS), where he was also on the Dean’s List.

Before joining GuocoLand as COO in 2012, Cheng had spent 15 years in leadership roles at the Urban Redevelopment Authority and



Cheng Hsing Yao, CEO of GuocoLand, won the Personality of the Year Award at EdgeProp Excellence Award this year

Centre for Liveable Cities. The fact that Cheng was from the public sector before he entered the private sector has given him an advantage: “He understands how the public agencies work, what can be achieved, and how he can challenge certain guidelines in a balanced way,” notes Ong.

Architect Yip Yuen Hong, principal of ip:li Architects considers Cheng “a visionary, who thinks very far ahead.” “He’s not just a developer,” says Yip. “It’s not just about dollars and cents with him. He’s very design-savvy; understands human nature and comprehends what people want — even before they know it. That is a rare ability.”

The first time he met Cheng more than a decade ago was at the President’s Design Award, when Yip won the award. Cheng was still at URA then. “He sat across from me at the table, and he was very quiet, very restrained,” recounts Yip.

Subsequently, Yip, a four-time winner of the President’s Design Award, became a judge

at the award. He met Cheng again. This time, Cheng was making a presentation on GuocoLand’s 210-unit, luxury condo Goodwood Residence.

By then, Cheng had left URA and was at GuocoLand, where he leapt from COO to group managing director for Singapore within two years.

When GuocoLand won the 99-year leasehold site at Martin Road in July 2016, Yip contacted Cheng and pitched for the job. He was appointed design architect in collaboration with ADDP Architects. The result is the multiple-award-winning, 450-unit Martin Modern which was completed earlier this year and fully sold.

Martin Modern was the first large-scale condominium project that Yip had designed. His second is GuocoLand’s 558-unit Midtown Modern, which is part of the \$2.4 billion Guoco Midtown integrated development on Beach Road. Again, he collaborated with ADDP Architects.

Yip says he is “very lucky” to have a client like Cheng who values design. “We don’t play golf, we don’t go drinking,” he muses. “As an architect by training and a planner before, his thinking is very broad.”

Adds Yip: “A lot of times, developers will say, ‘But this hasn’t been done before’, so we end up with repetitive stuff. But he [Cheng] is able to break away from the norm, and is willing to take a risk.”

Tang Kok Thye, associate partner of ADDP Architects, agrees. For instance, when it came to planning the unit mix for Martin Modern and Midtown Modern, “everyone was talking about smaller units, lower quantum prices”, relates Tang. Not Cheng.

At both Martin Modern and Midtown Modern, Cheng made sure that there was a good spread of one- to four-bedroom units so that it would attract a wider spectrum of homeowners including families and not just the usual singles, young couples and investors.

When Midtown Modern was launched in March, more than 60% of the units were snapped up on the first weekend of sales. “We didn’t expect the project to be so well received, especially for the bigger units,” says Tang. “But the sales have proven that he made the right decision.”

Having worked directly with Cheng on at least four projects — the 1,024-unit Sims Urban Oasis, Martin Modern, Midtown Modern and the 200-unit Meyer Mansion at Meyer Road, as well as the upcoming project at Lentor Central — Tang observes that he hardly loses his temper.

“He doesn’t scold people or throw things when he’s upset,” says Tang. “Even when there were delays in the construction of the projects because of Covid, he kept his cool. He’s a gentleman, and when there’s a problem, he will just keep calm and focus on getting things resolved.”

Even though he has strong ideas of his own, he will be very diplomatic and listen to everyone’s ideas. “He doesn’t exert his power or authority,” says Tang. “And he has to manage so many architects, so many egos — it’s not easy — yet he is able to do that.”

“Not only is he creative and a visionary but he is also very data-driven,” says Valerie Wong, GuocoLand group general manager of asset management. “He always wants to know how we can add value to our projects.”

Cheng also encourages his staff to challenge the norm, adds Wong. “He is able to find the best in each of his staff,” she notes.

Jois Phoo, GuocoLand’s general manager for product development & project management, describes Cheng’s working style as “collaborative”. Whenever there is an important decision to be made, he typically makes sure that everyone’s views are heard and carefully weighed before arriving at a decision. “He is decisive yet diplomatic,” she notes.

No doubt, Cheng’s portfolio has expanded. In addition to his roles as CEO of GuocoLand and an NMP, Cheng is a board member of the National Parks Board, serves as co-chairman of the integrated digital delivery steering committee and central procurers panel for the Building and Construction Authority. He is a member of URA’s design advisory committee as well as heritage and identity partnership. At ULI, Cheng is the co-chair of the integrated developments Council. He also sits on the management board of NUS Institute of Real Estate and Urban Studies.

“To find time to do your own work, on top of community work, speaks volumes about him,” says Ong of Edmund Tie Holdings. ■

SAMUEL ISAAC CHUA/THE EDGE SINGAPORE



When Midtown Modern was launched in March, more than 60% of the units were snapped up on the first weekend of sales at an average selling price of \$2,800 psf

ALBERT CHUA/THE EDGE SINGAPORE



The 450-unit Martin Modern, which was completed in 3Q2021 and was fully sold

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Rex Tan Division

REALISING THE DREAM

Having been established since 2007 with 7 close friends (or "brothers"), RTD today is known for their dedication to innovation, and a passion to place the needs of their agents and clients first.

Pioneered by Mr Rex Tan (Executive Group District Director) with Mr Fendy Lee who heads recruitment, Mr Jeremy Lim and Mr Terence Soon who oversees branding and welfare, Mr Ryan Choy who leads IT, complemented by Mr Dave Choy and Mr Hugo Xu who direct trainings, RTD launched several gamechangers in the real estate industry.

From the Personalised Intelligence Report to the Automated Sales Kit, agents are able to customise information for different clients at their fingertips. "These features are conceived from our leaders' thorough understanding of bridging the gaps agents face and continuously streamlining current processes for greater efficiency." Mr Tan mentioned.

Doing what matters for your people

In addition, RTD strongly believes in an open sharing culture and free training. Their trainers are also ACTA certified and Top Producers.

He added, "Our track record in grooming numerous millionaires stem from these champions selflessly teaching skills and techniques which are relevant. They must be subject matter experts such as having Google Ads certification to facilitate agents' learning in using digital marketing tools."

Their 3-month Challenger Programme involves new agents practicing and executing presentation skills, digital advertisements, telemarketing and more. It is also a vital platform for them to voice their concerns, sharing experiences and gain immediate feedback. Personal mentorship is key. Every individual is important and progress is closely monitored by RTD's leaders.



REX TAN

Mr Tan said, "Our trainers also commit time to learn from external trainers and adapt those courses for real estate. We have consistent outreach and motivational messages to our teammates as everybody pushes their limits to get on top of the daily grind. Through our very own RTD Advisor App, agents can access the signature SWAT Training 24/7 at their own time for practical tips too."

Furthermore, Mr Tan is the chairman of Huttons' Agency Development Committee, and deputy chairman of Huttons' Agency Executive Committee, where he helps improve the productivity of all real estate agents through monthly trainings.

"To chart new frontiers by utilising cutting-edge IT, constant innovation as the only way forward!"

industry from HDB to Landed resale properties to enhance their team's knowledge and skillsets. For instance, they have bootcamps for newbies and also monthly digital marketing coaching. Trainers will also track progress to ensure that new salespersons are guided to produce better results.

Furthermore, they have a strong family culture and believe in going above and beyond to deliver great service. "I overcame a few crises in life and emerged stronger each time. It may be a challenge to pick oneself up fast but I understand that and am able to help others through personal breakthroughs." he added.

Take the leap and change your career

As consumer behaviour changes, Mr Heng has constantly tried new methods of engaging consumers such as video creation and answering questions on social platforms. WHD also keeps abreast by adapting their presentation and communications skills. Sharing sessions, encouraging teammates to do things out of their comfort zone to learn and grow have resulted in several Top Producers and Rookies from their team.

Mr Heng considers the most important part about succeeding in this industry is mindset. He recognises the need to keep improving by taking courses unrelated to real estate and interacting with people from other professions as this will greatly widen the perspective of a salesperson, and their growth will then be exponential coupled with mentorship from leaders and learning from peers.

"Take your work forward. Advance your career with us."



WILLIAM HENG

William Heng Division **DRIVEN BY INNOVATIONS POWERED BY PASSION**

Since 1997, sincerity and caring for teammates and clients are the main reasons that Mr Heng's influence continues to grow. Today, Mr William Heng is Huttons' Executive Group District Director and IC for several projects. He loves to meet new people and learn from others' unique experiences.

He started with HDB resales and ventured into new launches over time. Starting from ground zero, Mr Heng learnt everything about managing and marketing new projects, closing 3 deals in 3 days. To date, Mr Heng continues to be very passionate about project marketing, organising consistent consumer connect sessions to educate the public about the market which helps potential buyers in their property purchase decisions.

In WHD, he is supported by two other senior leaders - Mr Andrew Boo and Mr Patrick Low - who conduct trainings frequently that covers all aspects of the

Be
Authentic & Relevant

Fast-forward from January 2021, Huttons is expecting to have over 4,000 salespersons by 1Q 2022, emerging as one of the fastest growing agencies in Singapore. The new Huttons is built on two core pillars: authenticity and relevance, both of which, it strongly believes, are vital in ensuring the long-term success of the business.

Helming the new team and direction is Mr Mark Yip, Chief Executive Officer of Huttons Group. He shares, "My leadership style is open and consultative. Every day is an exciting day to make Huttons a place where everyone feels they belong. Besides focusing on training and Information Technology (IT), it is the journey of engagement with all agents as much as we can at HQ that differentiates us."

The pandemic has been tough for many and competition greatly intensified over the years. Nevertheless, average productivity per salesperson in Huttons has increased from \$50,000 to \$70,000, which could be the highest in the agency industry today. Mr Shaun Tan, Huttons' Head of Training & Special Projects, is co-leading the Company Training Committee with SISEU and associate leaders to identify disruptions, trends and skillsets to thrive in the new economy. Alongside with the new Legal Counsel, Mr Yeo Chin Hao, who provides consultation to increase associates' professionalism and level of customer service. Mr Yeo also contributes to Huttons' in-house knowledge management system.

Mr Steve Siu, Director of IT is also spearheading Huttons' initiatives such as the new Huttons Pro+ app, and an MOU with Redoc.co by Real Estate Doc to provide end-to-end documentation of real estate deals for estate agencies.

"In Huttons, we market over 130 local and 50 international existing and new projects, in addition to capabilities in other segments - resale, industrial and commercial markets. Huttons' track record in being appointed the sole marketing agency include the following projects: 7B JB, 11 BRIGHTHILL RESIDENCES, 77 @ EAST COAST, AMBER SEA, CITRINE FOODLAND, INFINI AT EAST COAST, iRESIDENCES, PARK 1 SUITES, REZI 24 and Urban Treasures, as well as Roots @ Transit which recently sold out." added Mr Yip.

For the luxury segment, Huttons has been achieving consistent weekly closings of deals above \$3 million under Huttons Prestige Club. Other teams such as the Landed team, GCB team, Commercial and Industrial team have also been making waves in the industry with significant deals reported. Upcoming in Huttons will be en bloc activities and an auction team, providing consumers with a full suite of property services.

Mr Yip said, "Our approach to business building is people-first: attracting top talent and not using big-ticket items as incentives and lucky draws to entice consumers and agents. We believe in being fair and firm, offering equal opportunities for our salespersons to excel in a family-like environment and continuously raise the bar of professionalism." Over the past year, Mr Yip has also led several new initiatives such as the quarterly report on the high-end luxury property market, Huttons Property Watch & Best Friends (a consumer engagement campaign), Huttons Pro+ (a new app designed to facilitate salespersons in marketing projects) and YourPropertyAgent.sg (an agents rating platform).

Huttons is also building awareness amongst Generation Z consumers by creating interesting and educational short-form videos on upcoming and exciting projects on TikTok. In addition to making more waves in the digital space, Huttons further gave its headquarters a makeover into a millennial-friendly co-working style office at Bishan Place.

Coming December, Mr Lee Sze Teck, Senior Director of Research, will lead Huttons' CSR programme with a charity auction during Christmas season. More innovative solutions will be further launched in 2022 as Huttons celebrates its 20th anniversary.

"Huttons is in a strong financial position and will continue to power ahead with its strategic plans to grow its service lines and geographic coverage. We aim to deliver an efficient tech-enabled, agile agency, with excellent in-house corporate support services helping our salespersons to excel." added Ms Lily Foo, Chief Financial Officer.



LILY FOO

MARK YIP

In a significant milestone last month, Huttons welcomes four key leaders from NAVIS and expands Huttons' brokerage numbers. This is in addition to the merger with Savills Residential and also more salespersons from other agencies joining Huttons' big family.

"Huttons' success over the past 19 years has been built on the foundation of five key agency pillars, headed by Ms Peggy Ngiam, Mr Kevin Geow, Mr William Heng, Ms Mary Tan and Mr Rex Tan. Adding Mr Gary Chua, Mr Stuart Chng, Mr Jay Ong and Mr Jackie Mang, key leaders of one of Singapore's largest single cohort of real estate brokers, will be transformational in the future growth of our business.

Come 1Q 2022, Huttons will welcome a notable auction team onboard. By end 2022, we should have over 5,000 salespersons. The growth of Huttons is welcomed by the market as it will balance the current dominance by larger agencies." Mr Yip added.



KEVIN GEOW

Kevin Geow Division KNOWLEDGE. GROWTH. DISTINCTION

KGD was founded by Mr Kevin Geow back in 2003 and he rose swiftly to become Executive Group District Director, amongst the pioneer Top Leaders in Huttons.

Mr Geow started his career by marketing resale units in District 15 as a rookie and achieved Top 3 Producers in Huttons consistently. He then ventured into new launches and one of the most successful projects marketed was Cote D'Azur, where he completed more than 100 sales and rental transactions out of the 612 units.

Over the next few years, Mr Geow started team-building with his senior leaders; Ms Mary Tan, Mr Rex Tan, Ms Julynn Ngiam, Mr Davidz Wan and Mr Desmond Lim. Together, they support the entire division with mentorship of teammates, bonding events, trainings and awards recognition activities. They created modules for project marketing to impart practical knowledge as Project ICs and constantly encourage salespersons to adapt new methods and retain a

Mary Tan Division

MAKE THE DIFFERENCE

Affectionately known as "Mary Jie" in the real estate industry, Ms Tan's bubbly and caring leadership style earned her the nickname "Da Jie" (aka Big Sister). As head of MTD Group and Executive Group District Director with Huttons, she cares for over 1,400 agents which she has grown from a 2-man team over 20 years in the industry.

Ms Tan stays true to her motto which has always been to serve with your heart, both to clients and also teammates.

"If you treat people with sincerity, they will become your biggest advocates!" she chimes.

At 53, Ms Tan is running the ground as Project Lead IC and guiding new & experienced salespersons on communication skills, negotiation and presentation techniques. Personally, she specialises in the high-end luxury property segment in Singapore, assisting deals of quantum from USD3 million to USD30 million. Ms Tan even clinched 7 Platinum Achievers awards recently.

"We thrive because of our challenges and I believe in trying different ways of showcasing properties through digital marketing, virtual briefings, and even live talk shows." Ms Tan added.

She even creates TikTok videos to follow new trends and promote several projects.

The human touch of people-experience excellence

Ms Tan continuously learns from her other leaders, Mr Willi Ching (Head, Huttons Landed Division) and Mr Tony Teo (Head, Huttons International), as well as the youngest Executive Group District Director in Huttons, Mr Rex Tan, who are all well-versed in other market segments. MTD has its very own group media and digital marketing team to help agents with videos creation plus executing different and creative leads generation and branding campaigns.

They have groomed several millionaires consistently and pride themselves on their clients' satisfaction.



TONY TEO MARY TAN WILLI CHING

"We are very diversified. New and experienced salespersons are able to explore new launches, resale condominiums and HDB resale flats, commercial and industrial properties, en bloc sales, rentals, landed and international properties with mentorship from our experienced industry leaders." she said.

Ms Tan is also known to be generous and caring to all around her, remembering birthdays of teammates and organising annual incentive trips to recognise their hard work. MTD's family and sharing culture stems from Ms Tan's strong filial piety to her mother. She believes in fostering close relationships and win-win environment where everyone can succeed together.

"Tomorrow is yours to imagine, so don't stop here!"

competitive edge. KGD holds a strong belief that even as a leader, creative learning never stops.

"Whether you are an experienced or a new agent, we promise you that there will be love and guidance when you join us. Every individual is special and has their own unique talents waiting to be nurtured. We aim to groom more champions so that they can achieve financial freedom for themselves and their families." said Mr Geow.

Embracing challenges & creating new opportunities

KGD's skillset trainings encompass a wide range: from pitching to objections handling, leasing, financial calculations, digital marketing and project marketing.

The latest ideas include creating Quick Video tutorials targeting at imparting creative sales approach angles for all new/experience salespersons to learn fast and apply instantly. Managers will also provide one-to-one mentorship with a month of systematic guidance to secure their first deal, and learn from sharing of case studies with different clients.

Mr Geow added, "Selling has to be both artistic and scientific. Salespersons need to know how to complement data about market trends with their virtual and physical presentation skills, coupled with patience and hard work. Powered with Project Focus Dialogue sessions, showing Huttons Champions the latest launches, we are all set to close more project deals together!"

"Cruising our Journey in Real Estate with Lots of Fun and Growth. Winning together - Get bigger win-win for our clients and salespersons!"



JAY ONG STUART CHNG GARY CHUA JACKIE MANG

NAVIS Division COME FLY WITH NAVIS

Industry veterans Mr Gary Chua, Mr Jay Ong, Mr Stuart Chng and Mr Jackie Mang recently made headlines when they joined Huttons. As people who believe in doing well and good for their realtors and clients, they continue to attract like-minded realtors.

"Each dollar we earn must come through impactful and honourable work whether in mentoring our agents or guiding clients on realising their financial goals through real estate. This is our raison d'être which creates more lasting and meaningful experiences in business and life.

Thankfully, NAVIS has many altruistic leaders who are driving wonderful initiatives. Our technology department is helmed by Mr William Lee and Mr William Tan, training by Mr Jeffrey Heng and Mr Anthony Yeo, events by Ms Lean Cheong and Mr Keigo Tham, and welfare and charity by Ms Elaine Chia and Ms Jaslin Poh.

There is immense joy in witnessing our people grow and succeed and contribute in building others up." said Mr Gary Chua, Executive Group District Director.

Mr Jay Ong, Executive Group District Director added: "Huttons has more than 130 projects and our agents are given opportunities right away as ICs and core team taggers. This synergises well with new projects digital marketing strategies driven by our young and upcoming team leaders."

Holistic and Structured Growth Plans For Realtors

NAVIS Wings, their signature training masterplan comprises 190 hours of free training with the latest sales angles, data and scripts that are highly relevant in real-life. Proprietary syllabuses such as Property Wealth Planning, Advisory Sales Masterclass, Project Mastery and HDB Mastery train realtors in designing solutions for clients holistically.

"The energy and talents within Huttons are amazing and we sense acutely their passion & drive in building a stronger firm together. Interactions with fellow leaders have also been enriching and we believe that our synergies will greatly benefit everyone." Mr Stuart Chng, Executive Group District Director added.

Finally, an important trait of NAVIS is their high adoption rate in digital marketing.

Mr Jackie Mang, Senior Group District Director said, "Our people are trained in copywriting, design, social media marketing, search engine marketing and optimisation. We share results of ad campaigns to reduce experimentation costs and increase ROI for new agents.

These, coupled with our in-house media team, provides agents with greater efficiency in creating ad campaigns, content, videos and virtual tours. Our culture is in helping everyone succeed and going the extra mile for those who need more help. It is our way of life."

"Our core philosophy is 只许拉人起, 不许拖人倒"

Peggy Ngiam Division

PERSEVERANCE AND DETERMINATION

Since the establishment of Huttons in 2002, its founding spirit - the relentless pursuit for improvement - has resonated with many under the mentorship of Ms Peggy Ngiam. PND Group's tagline, where everyone succeeds, is anchored by three main categories; Recruitment, Training and Sales (RTS).

"Our aim is to elevate salespersons' professionalism and ensure their relevance. Buyers today are different, but the principles of great service haven't changed - it's still about value adding to consumers as consultants, understanding our clients' needs and helping in their asset-progression journey by listening more." said Ms Peggy Ngiam, Executive Group District Director.

It is a people business

The PND executive committee formulates the various programmes to enhance teammates' productivity in a conducive environment for learning and growth.

They include Mr Daryl Ou who assists Ms Ngiam to oversee the division's training & activities, Mr Thomas Tan who coaches team building and landed resales and PND Services, as well as Mr Ong Keng Wee covers HDB and EC secondary market resales training.

In addition, Mr Chris Tay leads project marketing training and the PND Concierge App for seamless transactions with Ms Sovhia Wong's support. Mr Casey Lim helps with non landed secondary market sales and rental properties knowledge



CHRIS TAY THOMAS TAN DARYL OU

PEGGY NGIAM

while Ms Sylvia Tan supports them with branding and administrative tasks.

They work closely with the PND Advisory Committee members: Ms Allyson Lim, Mr William Heng, Mr Kevin Geow, Mr Patrick Low, Mr Bernard Yap, Mr Benedict Choo and Ms Kelly Choo, to share a wealth of experience across various market segments and skills. During the circuit breaker last year, PND adapted and innovated quickly to help members to sell properties online and conduct virtual trainings daily to engage and empower salespersons.

Educational topics covered were Non-Landed Private Resale: Scaling the Summit, Projects: Conquering the Dream, Mastery Guide to HDB & EC and Landed GTA.

Ongoing weekly sales activities involve updating of market trends, showflat tours and sharing of latest practices or policy changes. External speakers were also invited to give relevant soft skills training. Coupled with corporate support across legal research and more, revenue for the team has grown tremendously in 2021. PND Group is the largest team in Huttons.

The family-orientated culture of PND enables any salespersons to reach the leaders for improvement or feedback directly. They ensure that everyone is taken care of, with the greatest sincerity to grow together.

In PND, they are committed to every member success.

Their belief:

"Innovate constantly to deliver new ideas, win more clients and value-add existing ones!"