

Investment jewel in Serdang

Andaman Group's Diamond Residence @ Serdang promises investors good returns in a proven investment market.



Every unit comes **fully furnished**.



Tiew ... Diamond Residence @ Serdang is the best offering yet from Andaman Group with **guaranteed outright rental return of 8 per cent**.



Artist impression of **Diamond Residence**.

Boasting superb connectivity with easy access via the Maju Expressway (MEX) and other major highways such as the Sungai Besi Expressway (BESRAYA), North-South Expressway and KESAS, Serdang is well known to property investors due to its proximity to Kuala Lumpur (KL) City Centre as well as being surrounded by Putrajaya, Cyberjaya, Kajang and Bangi.

Andaman Group now brings property investors another attractive investment offering in the form of Diamond Residence @ Serdang.

Attractive returns: This low-density development with just 228 leasehold condominium units in two blocks is the best yet from Andaman Group, says Datuk Dr Vincent Tiew, Head of Sales and Marketing of Andaman Group, noting that it will house Universiti Putra Malaysia (UPM) students.

"Out of about 2,500 to 3,000 units with guaranteed rental return (GRR) properties built by Andaman Group, this is the best in terms of package," says Tiew, widely known as the 'King of GRR'. "The rental return is outright 8 per cent, so this means whatever price you buy, you will straightaway get 8 per cent return."

There are four types of units available ranging from three-bedroom 743 sq ft to duplex five-bedroom units encompassing 1,527 sq ft (see Table 1) priced from RM380,000 to RM782,500. Additionally, all units come fully furnished and

with two car parks each!

For the month of March 2013 only, Andaman Group is offering 7 per cent bumiputra discount plus 5.5 per cent early bird discount which amounts to 12.5 per cent exclusively for bumiputera buyers only. This means Diamond Residence has a very manageable and affordable price range for Serdang area.

"For example, for a 743 sq ft unit priced at RM381,700, after the bumiputra and early bird discounts, the price is just RM333,987.50 and amounts to just RM449.50 per sq ft (psf)," explains Tiew. "This is why take-up has been so good — we only have about 50 units left."

While there are limited choices of non-bumiputra units left, Tiew notes that there are still some good choices of bumiputra lots at the abovementioned fantastic discounts.

"To book, bumiputra buyers need only put a downpayment of 2.5 per cent," enthuses Tiew, who adds that buyers can even book and pay the downpayment via credit card.

Proven location: With expected completion in Q4 2014 or 36 months from the date of Sale and Purchase Agreement (SPA), this development with a gross development value (GDV) of about RM116 million sits in downtown Serdang next to UPM entrance and boasts full-fledged condominium facilities such as half Olympic-sized swimming pool, gymnasium, function room and more. It also promises convenience as it is situated near the Mines and South City Shopping Centre, Palace of the Golden Horses, Mines Resort and numerous banks outlets.

Serdang itself is an extremely matured area, Tiew points out, noting that this means less investment risk. "It's a proven location, not an

up-and-coming area but already a matured investment area by itself."

Tiew also notes that based on Andaman Group's survey, the selling price per sq foot for Diamond Residence @ Serdang is actually below the market price for the geographical area. With full-furnishing and GRR, buyers are guaranteed a competitive investment edge.

Andaman concept: With low pricing and attractive guaranteed returns, Diamond Residence @ Serdang is very much in line with the Andaman Group concept and strategy, explains Tiew. He points out that the whole beauty of the concept is that buyers will sign the tenancy agreement on the same day that they sign the SPA, meaning they know clearly in advance how much is the rental, when tenancy starts and the duration of the tenancy.

"The Andaman concept and strategy allows our buyers to have two advantages — firstly, with low selling price per sq foot, our buyers will be able to enjoy very high and attractive capital appreciation upon completion," says Tiew, noting that buyers will see higher percentage of capital gains when the project completes and is benchmarked against other similar projects in the area. "Most of our buyers have seen substantial price appreciation upon project completion through the concept and philosophy of Andaman — we want our buyers to make money when they buy our products."

The second advantage for buyers is practicality, according to Tiew. "Because we price and sell at affordable and below-market prices per sq foot, it is easy and practical to achieve 8 per cent rental returns. Say, a developer is selling at RM700 to RM900 psf, it is almost impossible to guarantee or secure 8 per cent rental returns, so we prefer

to do projects with selling prices ranging between RM300 to RM500 psf because we feel that furnished properties with GRR in this price range would very easily see appreciation to RM600, RM650 and even RM700 psf upon completion or even after completion."

Investing smart: Tiew emphasises the importance and benefits of buying a good investment product for investors.

"A lot of property supply will be completing soon this year and next year, so the rental market is going to be a challenge," says Tiew. "So, we at Andaman Group advocates right pricing, right product and right concept."

Tiew also advises investors to be wary of developments promising GRR schemes and to ask several vital questions before taking the plunge. "Firstly, do the developers have a contract in hand with the tenants?"

In addition, Tiew also notes that it is important to check what the actual selling price per sq foot is and to compare it with the prices of neighbouring projects. "Don't buy an overpriced product because some developers could have priced the guaranteed rental into the product — then what's the point?"

Tiew also stresses the importance of evaluating the credibility and strength of the property developer in doing such leaseback projects as well as analysing the actual location of the GRR project. "Please don't go and (invest in) GRR developments in locations that you probably have not even heard of or where you probably would not go to."

For enquiries, please call this Hotline 1700-81-8118.

Table 1

Diamond Residence @ Serdang unit types

Type	A	B	C	D (Duplex)
Area (sq ft)	743	1,033	1,238	1,527
Rooms	3R 2B	4R 3B	5R 3B	5R 4B
Units	69	140	9	10