Enhancing Holland Village’s bohemian vibe

Far East Organization-led consortium launches One Holland Village Residences, the private residential component of the developer’s mixed-use project that is set to enliven the area.

Turn to our Cover Story on Pages 8 & 9.
**Property Briefs**

**URA imposes new licence condition on construction quality assessment**

The requirement for Construction Quality Assessment System (CQS) Scheme, a standard assessment framework for benchmarking workmanship quality, has been imposed through a new licence condition effective Nov 18. The new licence condition applies to developers with no Conquas track record for private residential development in the past three years; or those with at least one private residential development in the past three years with Conquas score below the threshold score; or those with at least one private residential development in the past three years with significant number of major defects. To assess whether the developer will be subject to the Conquas requirement, the Conquas track record and quality of private residential development which involved the developer, any of its shareholder, and a related corporation of the shareholder, will be considered, says URA.

Launched in 1989, Conquas is an existing requirement for new building projects constructed on Government Land Sales (GLS) sites and public sector building projects with contract value above $5 million.

**UOL Group buys 333 North Bridge Road for $79.3 mil**

UOL Group has acquired KH Kea Building at 333 North Bridge Road for $79.3 million. The nine-storey commercial building will be kept as a leasehold tenure and occupies a total site area of about 4,684 sq ft, with a total gross floor area (GFA) of about 29,049 sq ft. There is a further GFA of approximately 3,218 sq ft that may be built, says Edmund Tie, the sole marketing agent for the sale.

It is located on a corner plot with dual frontage along North Bridge Road and Cashew Street, with views of the iconic Raffles Hotel.

“The tender attracted very keen interest from a wide spec-

**Woodlands Industrial Park site launched under IGLS programme**

JTC has launched a site at Woodlands Industrial Park for tender, under the second half of the Industrial Government Land Sales (IGLS) Programme. The site is the third of four Confirmed List sites for the second half of the 2019 IGLS Programme. The land at Woodlands Industrial Park has a site area of 0.77ha, with a gross plot ratio of 2.5. It is zoned under “B2” and is under a 20-year tenure. The tender will close on Jan 21.

**Dairy Farm Residences sold 35 out of 80 units at initial weekend launch**

The 460-unit Dairy Farm Residences, which held its official launch on the weekend of Nov 23 and 24, sold 35 out of 80 units, according to developer United Engineers Ltd (UEL). The units sold comprise a mix of two-, three- and four-bedroomers, at a range of $1,550 psf to $1,600 psf. The profile of buyers were mostly those residing in the western part of Singapore, says UEL.

Dairy Farm Residences marked the first condo offering in the Dairy Farm area since The Skywoods was launched in 2013. The Skywoods is a 420-unit, 99-year leasehold condo. Developed by a consortium of three listed prop-

**Victory Point at 271 Balestier Road has a land area of about 3,463 sq ft**

Victoria Point at 271 Balestier Road has a land area of about 3,463 sq ft, three-bedroom units from 915 to 1,313 sq ft, and four-bedroom apartments from 1,324 to 1,475 sq ft.

Edmund Tie appoints Alice Tan as senior director of research and consulting

Edmund Tie has appointed Alice Tan as senior director in the firm’s research and consulting department. Previously director and head of consultancy and research at Knight Frank Singapore, Tan is experienced in feasibility stud-

**Steelseal unveils new collection of furniture**

US-based furniture company Steelseal has unveiled its latest collection of furniture and accessories for the modern workplace.

The new collection, called Steelseal Flex Collection, is designed to meet the needs of creative and tech teams that work in a mobile way. This includes moveable desks, tables, markerboards, carts, screens and accessories, as well as mobile and di-rectional rollers and glides al-

**WGS Real Estate acquires Korean logistics centre**

Real estate fund manager M&G Real Estate has acquired US$13 million (S$179 million) logistics centre south of Seoul as part of its core Asian prop-

**Yongin Baegam Logistics Centre**

Yongin Baegam Logistics Centre is in an established logistics cluster close to Yongin’s major highways. Spanning 1,076,391 sq ft, the four-storey asset is leased out to tenants that include third-party logistics operators and retailers. This is the second logistics facility for the M&G Property Fund in Korea after Homeplus Hub Logistics Centre, the 691,581 sq ft distribution centre acquired in 2017.

The acquisition coincides with an uptick in consumer spending with expectations for online growth in Asia Pacific markets from 14% to 23% by 2023, says M&G Real Estate.
The human touch at Fraser Residence Orchard

**BY CHARLENE CHIN |**

Fraser Residence Orchard, at 31 Paterson Road, is Frasers Hospitality’s latest addition to its serviced apartment offerings. Touted as its “Gold Standard” residencies, the property welcomed its first guests in April this year. By its grand opening on Aug 23, it was already running at a 78% occupancy rate, shares Clara Beng, general manager at Frasers Hospitality.

Occupying 142,309 sq ft of land, Fraser Residence Orchard offers a total of 115 rooms from 280 to 3,660 sq ft. Unit types range from studio units, a range of one-bedroom choices, two-bedders as well as a four-bedroom penthouse. Prices start from around $330 for the studio units, a range of one-bedroom choices, two-bedders as well as a four-bedroom penthouse. Priced from around $330 for the studio units.

Fraser Residence Orchard attracts high-flyers, receiving guests largely from consulates and embassies, and those working in the fintech, banking and finance industries. A main draw for them is “the privacy [and] unintrusive services” which Frasers offers, says Beng.

Before guests check in, Frasers staff ensure that each apartment is in tip-top condition “so that the minute they come in, it’s like their own home,” she says. The team also ensures that all home equipment is maintained and repaired while residents are not in their apartments. “We make sure that everything works before they come back,” explains Beng, comparing their service to magic elves that scurry around their apartments to come in and try,” says Beng, referring to the sales team, management, administration and even the engineers. This was part of an effort to ensure that the team understands the product, she says.

Fraser Residence Orchard attracts high-flyers, receiving guests largely from consulates and embassies, and those working in the fintech, banking and finance industries. A main draw for them is “the privacy [and] unintrusive services” which Frasers offers, says Beng.

Due to cheaper air travel, a lot of companies sent abroad are likely to be high-level executives tasked to set up a company or department and stay for two years or so, she shares. The others are road warriors who are sent abroad to work on shorter-term projects, flying to and from their home country. “I have a guest who has stayed with me 200 times to date,” Beng shares. The guest flies to Singapore for the weekdays and back to Hong Kong every weekend.

As a result, Frasers has adapted to the times. The team now organises more focused, targeted events for different profiles of guests. “We recognise that the generation now has a lot of choices – they can do a lot of things over the weekend [and] they needn’t join you.” In the past, the team used to engage in larger-scale, grand events like gala dinner and dance for its long-stay residents. “Literally, the staff would have to learn how to dance… and then after that, we had to invite the guests [to the event],” she recalls.

Invitation to community events are typically extended across all four of its serviced apartments in Singapore: Fraser Suites Singapore, Fraser Place Robertson Walk, Fraser Residence Singapore and Fraser Residence Orchard. “We have enough of a range to be able to attract certain groups of people, all across [the properties],” says Jastina Balen, director, group branding & communications, Frasers Hospitality. The events foster a network and community that in turn strengthen the Fraser brand.

For instance, the grand opening of Fraser Residence Orchard was attended by guests from Fraser Suites and Fraser Place, Beng shares. “They were all quite high-profile, ex-consulate...
When interior designer Anne-Louise Minter and her husband bought their first home in Singapore at end-2012, she knew she wanted to tailor each room to the personality and taste of each of her family members. The renovation of the family home, a 2½-storied detached house with 6,500 sq ft of built-up space, sits on 7,126 sq ft of freehold land at Branksome Road in District 15.

The entire renovation took almost three years as Minter fine-tuned her design and sourced materials from Europe. “Before we brought this house, we had been renting various properties in Singapore for 15 years. We felt it was time to buy as renting means making changes is not simple as you must first seek the approval of the landlord. If we purchased our own house, we would have the freedom to design something that would suit our lifestyle and I could create something that felt a lot more like being at home,” she tells EdgeProp Singapore.

The detached house has four en-suite bedrooms, three kitchens, a 10m pool, and ample space for entertainment. One of Minter’s favourite spaces in the house is a corner that she converted into a quiet nook for reading. Overlooking greenery, the space can also be used as an additional bedroom if the need arises, she says.

On the top floor of the house, there is a covered lounge area with views of the landed housing estate. As the family enjoys entertaining and has hosted up to 100 guests at some of their parties, Minter incorporated both outdoor and indoor dining spaces on the ground floor. The dining area inside the house features an open-concept kitchen complete with a quartz countertop kitchen island that was specially imported from Europe.

Feasting free and fun
When the family hosts large groups of guests, Minter says the food is usually spread across the kitchen island so guests can help themselves and decide whether they want to have their meals indoors or outdoors.

The actual cooking takes place in another kitchen that she customised to feature generous storage spaces, a pantry, an induction cooker and a 90cm built-in oven. This kitchen links to a third kitchen that Minter’s husband uses to brew craft beer.

Running along this side of the house is an outdoor deck that is paved with porcelain tiles. Here, her family hosts barbecues for friends and family. This deck is connected to another alfresco dining area that faces the pool.

“We are from Australia so we like having a connection to outdoor spaces. I took inspiration from our lifestyle there when renovating this house and included many alfresco spaces for entertaining or relaxing. The house has large windows and doors which create a seamless flow from the interior of the house to the exterior,” she says.

Designer home at Branksome Road for sale at $12.5 mil

A corner of the house has been converted into a quiet nook for reading

The dining area inside the house features an open-concept kitchen complete with a quartz countertop kitchen island that was specially imported from Europe.
outdoors. We have also created a lush tropical garden surrounding the house which not only cools the house but encourages you to enjoy the outdoor areas,” she says.

There is also an outdoor shower in the backyard for those who want to rinse off after a swim. Particular about tidiness, Minter also had a shed installed for extra storage.

With Minter’s children grown up and setting up their own homes, she and her husband converted the ground-floor bedroom into a study room that opens to an outdoor lounge area. The en suite was also turned into a common bathroom with an entrance that can easily be reconfigured to be part of the bedroom again.

Upstairs, the family put in a mini theatre complete with recliner chairs and acoustic panels. Minter also got the same recliner chairs found in premium movie theatres. According to her, this space was a popular hangout for her children and their friends when they were still living at home.

When it comes to the master bedroom, Minter dedicated space to a walk-in wardrobe. The door and window grilles of the room were also specially laser-cut according to her design. An other personal touch is the feature wall in the en suite.

“I wanted a striking and unusual wall design so I selected a variety of different stone tiles with varying thicknesses and sizes. Each tile was cut to size and laid out on the bedroom floor so we could create the patterns. The tilers then put them up on the wall according to the design,” she says.

Inspired lofts
One of the highlights of the property is that two of the rooms are lofts. These rooms were previously occupied by Minter’s daughters. Her elder daughter had wanted a room that was inspired by a beach resort.

This led Minter to choose a neutral palette for this room. She also imported wallpaper with a sandy texture that glints in the night to match the theme. The loft was used as a creative studio where her daughter, who studied fashion design, created her pieces.

The other loft bedroom in the house was designed with hints of orange in the en suite as it was her younger daughter’s favourite colour at that time. The loft in this room was used as her daughter’s study.

Suited for young families
Based on data from URA Reals, the house was purchased in November 2012 for $9 million or $1,262 psf on land area. Including development costs, the entire renovation cost close to $1 million. While the renovation was completed around five years ago, the detached house is still in brand-new condition with little wear and tear. Minter attributes this to her own “fussiness”.

“I believe it is important to select good-quality products and regular maintenance is important to keeping a house looking as good as new. I am also very particular about ensuring the house is kept clean and tidy which is also much easier now that the children are older,” she says.

Despite her efforts in personalising the space, Minter and her husband have decided to put the house on the market as there is too much space for just the two of them. George Lee, CEO of Myriad Realty is the exclusive marketing agent for the property.

According to him, the house is suited for young families and investors. He estimates monthly rental to be $15,000. Given its location and the move-in condition of the house, he believes the asking price of $12.5 million is reasonable.

“The house is a dream for those who love to entertain. It is also within walking distance to Katong and Joo Chiat where there are many lifestyle and dining options,” he says.

The property is also within a five-minute walk to Tanjong Katong MRT station on the Thomson-East Coast Line. The station is expected to be operational in 2023.
Placing a co-working space inside a preschool is certainly uncommon but the people behind Trehaus at Funan Mall say their space might be the thing to win over busy parents and their kids.

Occupying 12,000 sq ft in Funan Mall on North Bridge Road, Trehaus – which opened this August – is perhaps one of the first co-working spaces to cater to working parents. The new space comes three years after co-founders Dr Elaine Kim, Tjin Lee and Elizabeth Wu set up their “proof of concept” in Claymore Connect on Orchard Road after receiving $500,000 in seed funding from investors.

The co-founders admit that creating such a family friendly space was conceived most-likely through trial and error. Despite the tireless observations and endless tweaking to the work spaces, almost two thirds of the new space are set aside for children. Kim says the idea came to her while working at Claymore Connect where “she was running the kids’ creche at that space and saw what they enjoyed doing.”

“We saw how much the children like to run around, and what excited them at different ages,” she explains.

Treading the fine line
At the new location, a dedicated sound-proof studio was carved out to separate working parents and their children. “We have a studio where, if they really need to shout and jump, they can,” she says.

The office suites are tucked at the opposite end, just beyond the reception area. In the work zone, there are phone booths, a hot-desking space and four other private office suites. For a less formal working area, parents can also work from the in-house cafe. The pantry acts as the segue between the office spaces and the kids’ area, with a dividing glass wall that allows parents to glance and keep track of their children.

However, Trehaus’ new preschool is set to be its main revenue driver. Calling itself a “Silicon Valley inspired preschool”, it costs $2,568 per month for a full-day programme, and $2,354 for a half-day programme. Enrolling a child under the full-day programme will set back parents by $31,198 a year, after adding in miscellaneous fees and a refundable deposit.

The preschool, which accepts ages 18 months to six years old, started operations this October and has now taken 12 children under its wing. Kim’s youngest son, three, is enrolled there, so are some of the staff’s children.

Over at the co-working space, the entry level hot-desking option at the co-working space costs $480 for a 10 day-access or $580 per month. The rate for having a fixed desk costs $880 a month.

Trehaus has even rolled out its membership to firms, specifically to “forward-thinking companies that really believe in diversity...
The office suites are tucked at the opposite end of Trehaus, just beyond the reception area.

Improved early education

Despite this foray into the co-working space craze, the priorities for Trehaus are clear. “If you ask me what kind of business Trehaus is, I would say it’s an education business, first and foremost,” says Kim. Not surprisingly, the company has gone to great lengths to “putting the kids first”. Class sizes, for instance, are kept to a strict teacher-to-child ratio of one is to five. “No other school in Singapore has that kind of a ratio,” she says.

Kim admits that the uncompromising adherence to the teacher-to-child ratio has landed them with a waitlist for December. Based on Early Childhood Development Agency (ECDA) stipulations Trehaus could take up to 120 kids but she says: “I don’t think we will ever go beyond 100. We want the kids to have that space... this comes back to what’s best for the children.”

Smaller classes also mean more attention to the children who will be exposed to a unique syllabus.

Over the last two years, Trehaus has been working with education experts from esteemed institutions such as Stanford’s Bing Nursery and Khan Lab School in California to design an early education curriculum unlike other childhood education pedagogies like the Reggio Emilia and Montessori approaches. Taking in the best elements of all that is available, Trehaus’ curriculum, coined ‘The Littles’ Programme’, is themed after six jobs – CEO, engineer, philanthropist, entrepreneur, creative and chef – and aims to instill skills like logical reasoning, experimenting, creative-thinking and the basics of coding.

In one such project, kids are taken through the basics of setting up a baking business for a duration of three weeks. Through the process of baking and selling, kids learn addition, subtraction, measurements and weights. “We take them down to the supermarket and that’s where they do market research,” Kim explains. After that, they set up a stall and sell their pitch to people, helping build their confidence and public speaking skills along the way.

Apart from that, Trehaus is also turning early education on its head by mixing up the age-group in classes. Instead of filtering children out by age, they participate in the same activities, only differentiated by four different learning levels. “Older kids learn best when they teach younger kids and younger kids learn better when they’re following older kids,” reasons Kim, who herself is the mother of three boys.

With such an exciting syllabus, it then should not be surprising that Trehaus is also picky with its teachers. “It’s not just about credentials or experience, but about how loving [and] nurturing they are,” Kim explains. She believes teachers should act as second parents, loving the children like their own. “And because of that, they’re able to individualise the learning to the needs of that child.”

Early days

Before Kim – who is the daughter of Singapore Member of Parliament Dr Lily Neo – became the Trehaus ambassador, she was (and still is) a doctor working in palliative care at St Luke’s Hospital. “My patients, none of them ever said ‘I wish I’d worked harder’, [instead] they say, “I wish I had spent more time with my family,” says Kim, a serial entrepreneur who is also known for being a freelance writer and philanthropist.

The experience pushed her to “create a space that made it possible for parents to be present when their children are growing up. That’s why we started Trehaus in the first place, to solve my own problem.”

Looking ahead, the team is looking to set up a similar space in Bangkok. For further expansion plans, “we are looking at institutional funding,” says Kim.

But she adds that it is still early days: “I mean, we just opened two months ago... we also want to make sure that [Trehaus] is on its path to profitability.”

So, are they on the way to breaking even? When asked, Kim laughed but declined to give specifics.

Her only reply: “Cannot tell. But I can tell you it’s very realistic horizon.”
Enhancing Holland Village’s bohemian vibe

Far East Organization-led consortium launches One Holland Village Residences, the private residential component of the developer’s mixed-use project that is set to enliven the area

BY BONG XIN YING |

At the sales gallery of Far East Organization’s latest project, One Holland Village Residences, visitors will find the work of contemporary artists such as Australia’s David Bromley and local collaborative art duo Ripple Root. The latter was also commissioned to create a mural that reflects the essence of Holland Village.

While the sales gallery is primarily for the private residential component of Far East Organization’s mixed-use development One Holland Village, Marc Boey, the group’s director of planning and acquisitions, views the entire project as an opportunity to incorporate placemaking initiatives that will benefit the broader Holland Village and Chip Bee Gardens estate.

As such, the art pieces adorning the walls of the sales gallery give visitors a feel of what is to come. Boey likens Holland Village to other trendy neighbourhoods in the world like London’s Shoreditch and Notting Hill, New York’s Brooklyn, and Sydney’s Surry Hills.

HOTLY CONTESTED SITE
He reckons that this is also the reason why the 99-year leasehold site was so hotly contested when it was launched for tender last year. The site, put up by the URA under its dual-envelope concept and price tender, had drawn 15 bids from 10 consortiums when the tender closed.

Under the dual-envelope tender, all bidders are required to submit their concept proposals and tender prices in two separate envelopes. On the tender closing day, the envelopes containing the concept proposals are opened and then evaluated by the Concept Evaluation Committee. The shortlisted concept proposals then proceed to the second stage of the tender evaluation whereby the envelopes containing the tender prices are opened, with the site awarded to the highest bidder.

Far East Organization, with its joint-venture partners Sekisui House and Sino Group, submitted three bids for the site. The consortium won the site with a bid of $1.2 billion, the highest bid among five shortlisted tenderers. The price translates to approximately $1,888 psf per plot ratio (psf ppr).

Located in the Holland Village enclave and within walking distance to Holland Village MRT Station on the Circle Line, the site has a maximum gross floor area (GFA) of 664,300 sq ft, of which up to 145,314 sq ft can be allocated for retail use.
“Having an exceptionally large development site – more than three football fields in size – at the heart of Holland Village gives us the opportunity to inject more varied uses and activities,” Boey says.

RESIDENTIAL OFFERINGS

Despite submitting concept proposals for the site tender, Boey reveals that it took the consortium many design iterations before finalising the version presented at the sales gallery.

According to him, the consortium wanted to break away from the usual single-block design of mixed-used buildings. As such, the land that One Holland Village Residences occupies has been subdivided into two distinct zones: residential and commercial (comprising retail, office and community use spaces).

“The advantage of subdividing is that you have a cleaner development that doesn’t have common management corporation strata title (MCST) mixes with the retail component,” he explains.

The residential zone comprises a three-storey, low-rise project, and two blocks of 34 stores and 28 storeys. Together, these three blocks will house the 296-unit One Holland Village Residences and the 255-room Quincy Serviced Residences.

One Holland Village Residences will feature three distinct offerings: Sereen, Leven and Quinncy Private Residences. Housed in the 34-storey building, Sereen will have 248 one- to three-bedroom apartments.

“Leven is a three-storey block with roof terrace inspired by the quaint walk-up apartments found along Chip Bee Gardens. Leven only has 21 two-bedroom apartments of 807 to 1,087 sq ft,” said Boey.

The most luxurious offering is Quincy Private Residences. Housed in the 28-storey building, these 27 apartments are stacked on levels 21 to 28 above Quincy Serviced Residences on the lower floors. Units range from 1,238 sq ft three-bedroom units to 1,358 sq ft four-bedroom duplexes. There is also only one penthouse of 3,488 sq ft. These apartments have a high vantage point and come with private lift access and concierge services.

According to Far East Organization, indicative prices across all three product categories will be at around $2,400 to $3,500 psf. As at the time of publication on Nov 27, the indicative quantum prices were not available. The residential zone will be completed at end-2024.

CURATED RETAIL EXPERIENCE

Meanwhile, the mixed-use project’s commercial zone – comprising retail, office and community use spaces – will be completed in mid-2022. Boey highlights that the completion was intentionally planned in two phases so that by the time residents move in, they can enjoy the retail and lifestyle offerings at One Holland Village.

The seven-storey commercial podium comprises 145,314 sq ft of retail space on the first three floors and 80,730 sq ft of office space on levels 4 to 7. The commercial component has 468 carpark lots while the residential towers will have its own carpark.

To retain the “eclectic” charm of Holland Village, Boey says One Holland Village will curate the retail mix. “To date, Cold Storage and Guardian Pharmacy have confirmed their tenancy in the development. Other tenants include non-profit arts organisation The Rice Company Ltd, and independent movie theatre The Projector.

“As an independent cinema and cultural platform offering a range of alternative films and performances, The Projector’s content will be complementary to the bohemian vibe of Holland Village,” says Boey.

Apart from that, One Holland Village will offer a “street-oriented retail experience”, says Siew Man Kok, director of MKPL Architects, the project’s lead architect. A new footbridge linking One Holland Village to the HUD estate next door will also provide added convenience for the broader community.

COMMITMENT TO PUBLIC ART

Holland Village is one of URA’s key “identity nodes”, defined by its distinctive character and unique local flavour embedded in its rich urban fabric. With this in mind, MKPL Architects envisioned a seamless live, work, play environment for the community when it came to One Holland Village’s architecture.

One Holland Village will have pockets of spaces where residents and visitors can interact and relax. They are the Village Square, Village Green, and the Village Deck, which are interspersed around the development. The Village Square will also be linked to the existing Holland Village Market and Food Centre.

At the Village Square, Far East Organisation is currently working with the URA to build a canopy over the space, which “is practical from a commercial point of view”, says Boey. True to the group’s commitment to public art, they will be collaborating with an artist to paint on the canvas of the canopy, so that it is like looking at “a piece of art” when viewed from the higher floors of the residential blocks.

Far East Organisation has committed $20 million to beautify One Holland Village through public art. Far East Organisation will also be working with The Rice Company Ltd to curate arts and cultural programmes at One Holland Village. Both organisations have previously collaborated to organise programmes at Orchard Central and Far East Square.

Boey emphasises the importance of engaging business owners and the community to better understand their needs and work together to develop the neighbourhood.

“Any neighborhood goes through ups and downs. I think what is worth mentioning is, despite the ups and downs, [Holland Village] has always stood firm,” says Boey. He adds that the character of Holland Village is “evolving in terms of being more diversified in terms of its offerings and character”, and One Holland Village will both support and flourish alongside the growth of the area.

“We are not trying to be Holland Village 2.0, and become something different. [The development is] really part of the existing Holland Village,” says Boey.

One Holland Village will be launched on the weekend of Nov 30 and Dec 1, and is marketed by ERA Realty Network, Huttons Asia, OrangeTee, PropNex, and SRI.
Property management app Really streamlines project tender process

Booqed matches empty work spaces with potential tenants
Irm Ylikangas, senior business advisor at HBH, says the Greater Helsinki region is a testbed for smart technologies for example, smart buildings and clean tech. In the Kalasatama district, technologies that have been rolled out include smart metering, smart mobility solutions. There is also an emphasis on resource-wise use of energy, says Ylikangas, who lives in the district.

The city provides real-time access to data that is typically limited to internal decision-makers. Coupled with citizen engagement, Ylikangas reckons that projects piloted are able to adapt to user needs much faster. A result of this engagement is Helsinki’s concept of a unified infrastructure for residents including services, logistics, transport and parking.

Smart Kalasatama

She cites the example of Smart Kalasatama to illustrate Finland’s smart city capabilities. In the early 2000s, Kalasatama – an old harbour district on the eastern edge of Helsinki – was a barren landscape. Now, it serves as an innovation platform where various smart city solutions can be tested and developed in an urban environment.

“Finland is very focused on smart technologies for example, smart buildings and clean tech. In the Kalasatama district, technologies that have been rolled out include advanced smart metering, smart mobility solutions. There is also an emphasis on resource-wise use of energy,” says Ylikangas, who lives in the district.

In Kalasatama, the technologies that have been rolled out include smart metering, air purification solutions and energy efficiency. The city provides real-time access to data that is typically limited to internal decision-makers. Coupled with citizen engagement, Ylikangas reckons that projects piloted are able to adapt to user needs much faster. A result of this engagement is Helsinki’s concept of a unified infrastructure for residents including services, logistics, transport and parking.

O

ver the years, Finland has been developing smart technologies and has been a testbed for social innovation. In 2017, it was ranked top five in Bloomberg’s Innovative Index which scores economies using factors such as research and development spending and the concentration of high-tech public companies.

Now, Finland’s international trade and investment promotion agency Helsinki Business Hub (HBH) is looking to help companies overseas to find solutions and business partners in the Greater Helsinki region.

“Greater Helsinki puts in a lot of effort when it comes to developing itself into a smart city and there are several opportunities for partnerships and business solutions matching,” says Irm Ylikangas, senior business advisor at HBH.

Smart Kalasatama

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To be smart, smart metering has already been implemented throughout Finland in all buildings. But in the Kalasatama district, a more advanced version is adopted. This technology calculates energy consumption in greater detail and provides a breakdown of energy usage per device or function of the household.

Perhaps one of the technologies Ylikangas appreciates the most is the automated pipe collecting system that encourages people to recycle. These inlets are located in the courtyard or the corridor of the building. Users can drop their waste into the right inlet: mixed, bio, paper and cardboard.

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Restored manor in Shakespeare’s birthplace – Warwickshire, UK – beckons buyers of flats

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<th>PROJECT NAME</th>
<th>PROPERTY TYPE</th>
<th>YEARS</th>
<th>SALE DATE</th>
<th>FLOOR AREA</th>
<th>NETT PRICE</th>
<th>UNIT PRICE</th>
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The restoration has returned the manor to its former glory, and nine new houses occupy the grounds, while the manor has been converted into 12 flats ranging from one- to four-bedroom units. Eight acres of greenery surrounds the cluster of luxury homes, and the property also consists of a slightly drop in London residential property in the past year, according to Property Data, a UK analytics firm, compared to recorded property price rises of just 1.5% in the past year, jousting and outdoor performances of Shakespearean plays.

The West Midlands, in which Hasley Manor is located, recorded property price rises of just 1.5% in the past year, according to Property Data, a UK analytics firm, compared to recorded property price rises of just 1.5% in the past year, jousting and outdoor performances of Shakespearean plays.

Johnson said that buyers were more likely to be living in the UK, rather than buying as an investment. Hasley Manor is close to the M40 motorway, giving quick access to the major urban centres of Birmingham, Oxford and London.

The nearby University of Warwick is ranked 11th in the UK, and specialises in the humanities and arts. — South China Morning Post

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**Done Deals**

Residential transactions with contracts dated Nov 12 to 19

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<tr>
<th>PROJECT NAME</th>
<th>PROPERTY TYPE</th>
<th>YEARS</th>
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Resale unit at Buona Lodge sold for nearly $1.3 mil profit

The 1,668 sq ft unit on the fourth floor of Buona Lodge was bought for $640,000 ($384 psf) in May 2004, and sold for $1.938 million ($1,162 psf) on Nov 14. The seller made a 203% profit, or an annualised profit of 4% over 20.5 years.

Developed by Hill Grove Realty, the freehold Glendale Park was completed in 2000. The condo is a four-minute walk from Hillview MRT station on the Circle Line, which will become an interchange with the Thomson-East Coast Line in 2026.

On the flip side, the biggest loss registered over the week was from the resale of a 2,680 sq ft unit at Marina Bay Suites, in District 1. The 11th floor unit was sold for $4.68 million ($1,746 psf) on Nov 14, at a 35% loss of $2.497 million. The unit was purchased in May 2010 for $7.177 million ($2,672 psf). Over a holding period of 9.5 years, this translates into an annualised loss of 4%.

Located along 3 Central Boulevard, Marina Bay Suites was completed in 2013, and comprises 221 units in a 65-storey block. The development is a two-minute walk from Downtown MRT Station on the Circle Line, which will become an interchange with the Thomson-East Coast Line in 2026.
A 1,141 sq ft, two-bedroom unit at 38 Draycott on Draycott Drive in prime District 10, will be put up for its second auction on Dec 11, at a guide price $2.5 million ($2,191 psf).

According to the auctioneer at Edmund Tie, the freehold property is a mortgagee sale and was first put up for auction on Nov 20 at the same guide price.

The 15th floor unit will be sold with existing tenancy on an “as is where is” basis. The unit is tenanted till November 2020 with monthly rental at $4,100.

“The unit is in a well-kept condition so the new buyer will not need to spend much on its renovation and can enjoy rental returns immediately,” says Joy Tan, Edmund Tie’s head of auction and sales.

The previous owner purchased it for $2.5 million ($2,191 psf) in January 2008, according to a caveat lodged with URA Realis.

Tan says that every unit in the development enjoys privacy thanks to its single-loading and cross-ventilation layout.

She adds that most two-bedroom apartments in newer developments in the vicinity feature an open-concept kitchen. Meanwhile, units at 38 Draycott offers an enclosed kitchen with yard, as well as a household shelter by the entrance foyer for storage.

Prices of newer launches in the area have already surpassed $3,000 psf. At a guide price of $2.5 million, Tan believes it is “an easy quantum for investors looking at Districts 9 and 10.”

Developed by Sing Holdings, the property was completed in 2002 and comprises 30 units spread across 18 floors. Located off Scotts Road, it is a seven-minute walk to the Orchard Road Shopping Belt and Orchard MRT station on the North South Line. When Stage 3 of the Thomson-East Coast Line is completed in 2021, the station will be an interchange station serving both lines.

The property is also accessible to the Central Expressway (CTE) and close to educational institutions such as Singapore Management University, Singapore Chinese Girls’ School, Anglo-Chinese School, among others.
Tenanted till mid 2021.

Services are key
Despite all the differences, some things remain constant. “All the residents love our housekeepers,” says Beng. “If you stay one month, two months, you will see the same ‘nunts’ every day. Our housekeepers are trained to be quite sensitive to guests’ needs without being intrusive.” Beng shares that they have a 95-year-old resident at a Frasers property who is living alone. “Her family will visit her during the weekends, but day to day, it is our housekeeper who looks out for her.”

Simple gestures that warms the hearts of residents, such as preparing their preferred food, or leaving fresh flowers in their bedroom before they check in, goes a long way. “People now say we’ve got data analytics [measuring] the customer journey, but actually it goes right back to the fundamentals of really knowing what your customer wants,” says Ilanen. In 2020, Frasers will be implementing its dedicated app where all of guests can communicate with staff on the platform. Residents can be assured that behind each notification push is a commitment to bring the standard of service to the next level.

Amenities at Fraser Residence Orchard include swimming pools, a jacuzzi, and barbecue facilities.