



The top half of the image shows an aerial view of a modern residential development. In the foreground, there is a large, circular clubhouse with a brown roof and a swimming pool. The clubhouse is surrounded by lush greenery and a winding path. In the background, several high-rise apartment buildings with a grid-like facade are visible. The sky is clear and blue.

# How to Buy Good Quality Properties Workshop



The bottom half of the image shows an aerial view of a residential development with a grid-like layout of buildings. The buildings are numbered from 1 to 31. There are several swimming pools and green spaces interspersed among the buildings. The overall layout is organized and modern.

A workshop by Property Club Singapore

# Finding good quality properties

- It is more an art than science
- Not about calculations, but observations
- Learn the concepts and apply in real life
- The more you practice, the better you are
- You decide which project or unit to buy

# Guiding Principles

1. It is more than finding fault
2. It is not about being paranoia
3. Prevention is better than cure
4. Good quality property = well-being of residents
5. There is no 100% perfect property



**01**

**New Launch Traps**

**02**

**Good Properties**

**03**

**Reading Floorplans**

**04**

**All About Fengshui**

An aerial photograph of a residential development, showing a grid of buildings and surrounding greenery. A semi-transparent blue rounded rectangle is overlaid in the center of the image, containing the text '01' and 'New Launch Traps'.

01

**New Launch Traps**



# My real-life property story







Source: Oriental Daily



Source: Oriental Daily

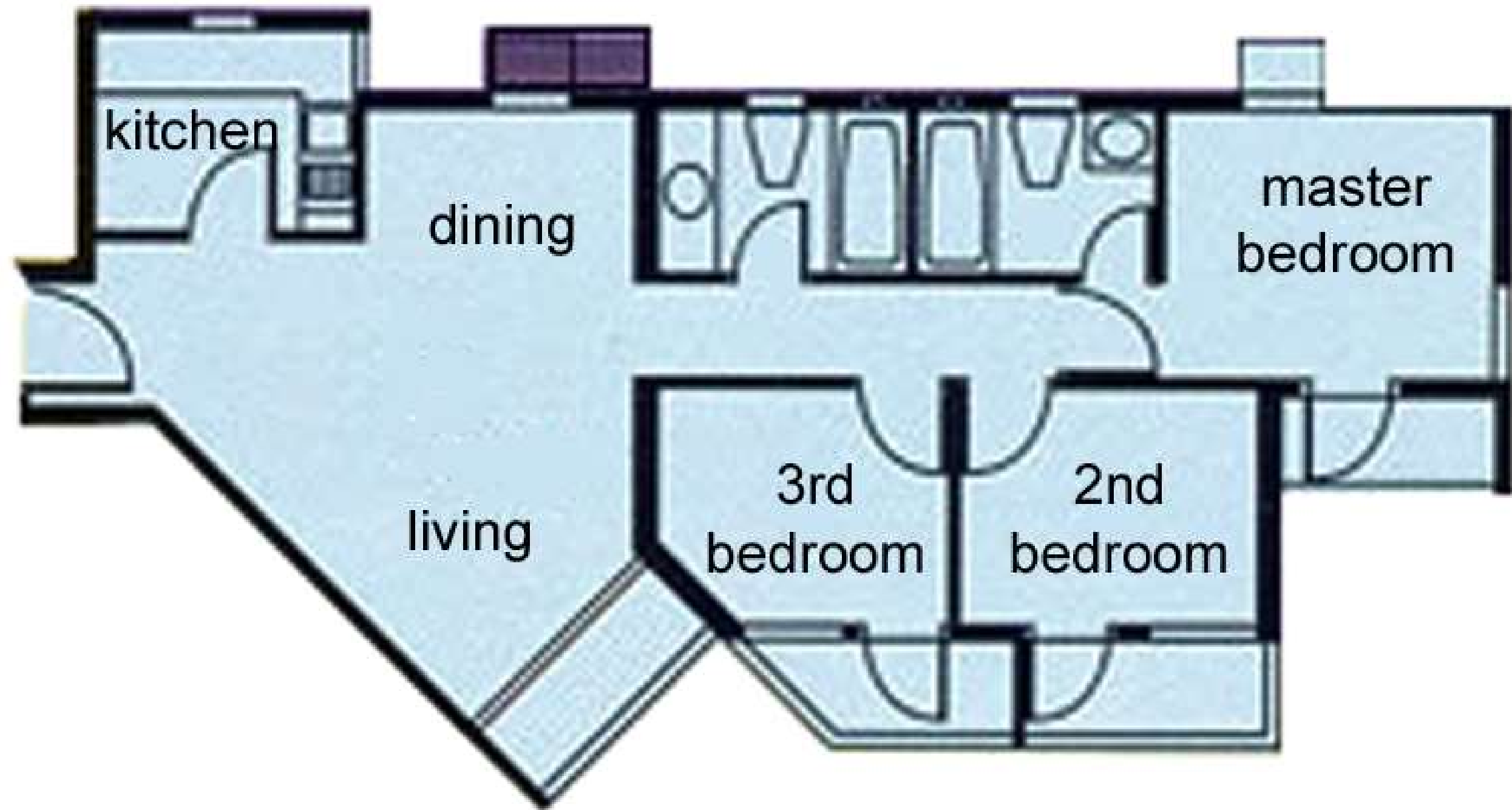


# Problems of mixed development

- Busy traffic, especially during weekends and festive seasons
- No exclusivity perceived in high-end development
- Security concerns sharing the same or nearby entrance or lift
- Bear risks of shop fire or theft
- Difficulty in obtaining consensus in a collective sale

## Congestion at Woodleigh Residences and Mall carpark entrance leaves residents frustrated





# New launch tricks and gimmicks



You can't rely on images you see in a sales brochure.  
They are for illustration only.

You can't be serious about things put up in a showflat.  
They are there for display only.

You can't believe in everything a sales agent says.  
They are for your reference only.

- Vina Ip, *No B.S. Guide to Property Investment*

# New launch tricks and gimmicks

## Top 5 new launch gimmicks

1. Gather a crowd
2. Create urgency
3. Make some noise
4. Dangle a carrot
5. Promise good return



Photo: EdgeProp

# New launch tricks and gimmicks

## 3 sugarcoating layers in showflats

Top: Create the ambience

Middle: Make it spacious

Base: Re-define the size



# New launch tricks and gimmicks

## 3 common tricks in sales galleries

1. The follower trick
2. The jackpot trick
3. The 'now or never' trick



# New launch tricks and gimmicks

“

Rich people pay the money game to win.

Poor people pay the money game to not lose.

The pros play the property game to win.

The amateurs play the property game to not lose out.

- Vina Ip, *No B.S. Guide to Property Investment*



# New launch tricks and gimmicks

## 3 signs of deceit

1. Focusing on trivial things and ignoring the big questions
2. Saying things that are apparently right but actually wrong
3. Responding positively to all your requests without any proof or verification

The Straits Times, 13 September 1986,

The most affordable  
condominium living on the  
posh side of Katong.



# Katong Park Towers

FORT ROAD  
ARTHUR RD  
MOUNTBATTEN ROAD  
**Katong Park  
Towers**  
MEYER ROAD

- 5 minutes drive to Shenton Way
- 1/4% lower interest rates for the first 5 years.
- 10% renovation loans available in addition to 90% housing loan.

Viewing hours: 10am to 6pm daily

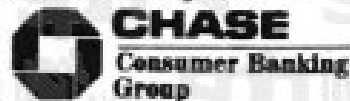


The Urban Redevelopment Authority and its officers are not to be held responsible for any default or failure in complying with any of the terms and conditions of the agreement for sale or purchase of a unit in this development.

Developer License: A5384 Advertisement License: 2611  
• BP Approval No: 6258/87 • Expected Date of Legal Completion: 30-12-1986 • Leasehold 99 years • Lot No: 294, 301, 311

Expected date of vacant possession: 14/11/86

Exclusive financing from:



Developer:  
Ocean Park Development Pte Ltd

The Straits Times, 13 September 1986

# Country Club Living

At Very Affordable Prices

## FAR HORIZON GARDENS 平遠峇園



Conveniently located on the outskirts of Yio Chu Kang and Ang Mo Kio — FAR HORIZON GARDENS promises you country club living within a large expanse of specially landscaped environment.

Gardens with unique Chinese and oriental landscaping, rock gardens, waterfall fountains and a Victorian-style club-house with swimming pools, squash and tennis courts await all residents.

Our other features:

- Within 3-minute access to the Yio Chu Kang MRT Station
- Less than 2 km from the Pan Island Expressway (PIE)
- Ample nearby educational, shopping, food and entertainment facilities
- Quality finishes to all units
- PUB piped-in gas supply
- All units with intercom direct to security control room, and CCTV in all lifts
- Reasonable conservancy charges

Call 453-7048 or 453-7059 today!

**No Restrictions On Foreigners  
SHOWFLATS OPEN 7 DAYS A WEEK**

Developer:

Far Horizon Construction Engineering (Pte) Ltd  
Showflats Tel: 4537048, 4537059

Sales Enquiries Singapore:

International Hardware Electrical & Construction Co (Pte) Ltd

2 Jalan Lembah Kallang, Singapore 1233 Telex: IHE RS 26706

Cable: INHARDLEC Tel: 2924329, 2924626, 2982900, 2982996

FAX: 2984327 IHE

Attractive loans schemes available

Tenure of Land: 99 years leasehold (excl. 99 March 1987) Lot No: 8827/88, 8901

Planning Approval No: DC 244/82 Building Plan No: B110/83

Developer's License No: 4069 Expected date of legal completion: 30th June 1987

Advertisement Panel No: 1006



The Urban Redevelopment Authority and the Housing & Development Board shall in no way be liable for any default or failure in complying with any of the terms and conditions of the agreement for sale or purchase of a unit in this development.

**FOR SALE/LEASE  
IMMEDIATE OCCUPATION**



## MANDARIN GARDENS

*It's a whole new way of living!*



**Mandarin Gardens** offers you the best value for your money with:

- fully-fitted kitchen (cabinets, gas hobs, built-in oven, cooker hood and refrigerator)
- air-con units and built-in wardrobes to all bedrooms
- clubhouse with saunas, steam baths & gymnasium
- Olympic-length swimming pool & wading pool
- tennis/squash/badminton courts
- golf-putting green
- "adventure" playgrounds
- 24-hour security
- kindergarten/childcare centre
- supermarket, launderette & hairdresser
- cafeteria with function room
- on-site Automated Teller Machine

**• Up to 100% financing (with CPF Savings) available from Overseas Union Bank**

**To view showflats, call 4480016 now**



**Developer:** Mandarin Gardens Pte Ltd  
**Enquiries & Bookings:** Overseas Union Developments (Pte) Ltd

**Sales Office & Showflats:** 1 Siglap Road #03-07 Singapore 104  
**Opening Hours:** Mondays to Saturdays: 10 am - 6 pm  
 Sundays & Public Holidays: 11 am - 5 pm

Lot No. 3478 Main 21 SP No. 6178-02  
 Tenure of Land: 99 years from March 8, 1982  
 Developer's License No. A 3927  
 Estimated Date of Valued Possession: 31.12.1988  
 Planning Approval No. DC 100-82-43-E-770  
 Date of Legal Completion: Dec 27, 1986

The Government and the Urban Redevelopment Authority shall in no case be liable for any default or failure in complying with any of the terms and conditions of the agreement for submitting, and in holding as the title may be or the part of either the Developer or the individual subjects of purchase.

# WHICH LOWRISE CONDOMINIUM CAN GIVE YOU ALL THESE?



## FLAMINGO VALLEY

LUXURIOUS CONDOMINIUMS AT SIGLAP

**SPECIAL FEATURES OF OUR LOWRISE CONDO.**

- Freehold Land.
- CHUBB fully computerised alarm system with visual dictaphone.
- ALLMILMO fully imported German kitchen with built in appliances.
- YORK multi-split concealed aircon system throughout.
- YKK aluminium windows & doors.
- KCH German tiles for external walls, internal floors and common areas.
- VILLEROY & BOCH Sanitary Wares.
- RENTOKIL 10-year warranty against termites.
- Flamin and aluminium ceiling.
- All bedrooms equipped with TV and telephone points.
- Recreation areas include SWIMMING POOL, 3 SQUASH COURTS, 2 TENNIS COURTS, SAUNA, CHILDREN'S PLAYGROUND.
- Privacy - each common entrance serves 4-6 units.



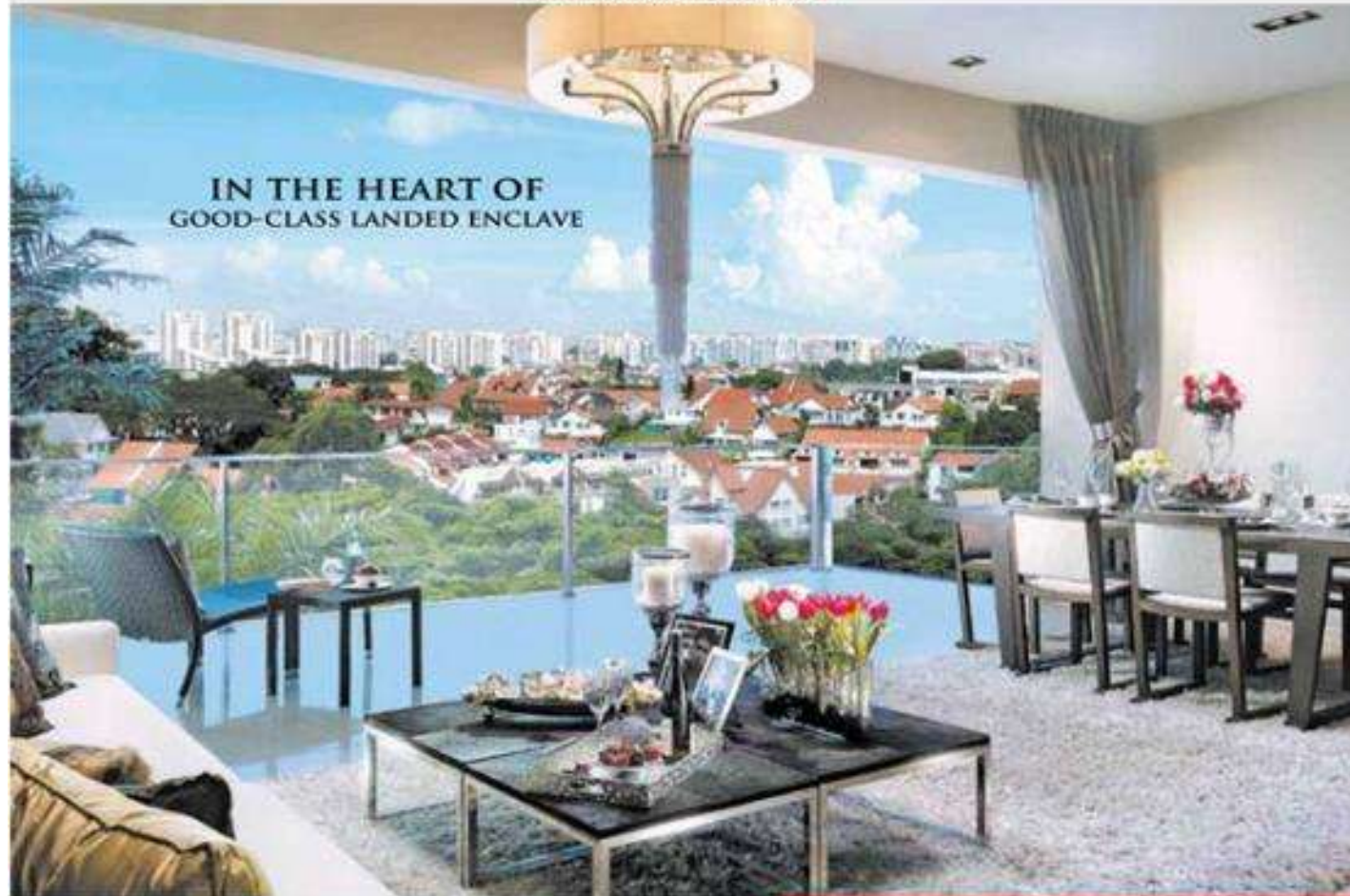
**SHOW FLATS NOW OPEN!**

(Date & Time 10.30 am to 5 pm)

**GCM PTE LTD**  
 10 Collyer Quay #11-06, Ocean Building, Singapore 0104.  
**TEL: 533-5988/448-7944**



Name of Project: Flamingo Valley Lot Nos 21 Main 21 Locality: Siglap District: Town of Land: Freehold Developer's License No. 4311 SP No. 6088-01  
 Planning Approval No. DC100/80 Estimated Date of Legal Completion: The December 1990 Advertisement Press No. 1990



 flamingo valley

In land-scarce Singapore, space is a luxury where only few can afford. Nestled in **Prime District 15**, Flamingo Valley sprawls across an extravagant **335,418 sqft** within Siglap Hill offering seamless convenience and generous space for an extravagant lifestyle. Be the privileged few to indulge in lavish facilities such as a Rainforest Courtyard, 11-metre Cascading Water Wall, 50-metre Swimming Pool, Gym, Gazebos and Tennis Court. With an architectural concept by renowned **Japanese architect, Miyake Masaki**, Flamingo Valley embodies exquisite sophistication and investment distinction. Compliment your lifestyle with a generous selection of 1 to 4-bedroom units, dual key units and exclusive penthouses with private roof top Jacuzzi.

**FREEHOLD** | From \$ 1,108 psf




Enjoy endless convenience with the future Eastern Region MRT line serving Siglap to be completed by 2020.

Show Suite at Siglap Road off Upper East Coast Road  
opens daily from 10am to 7pm

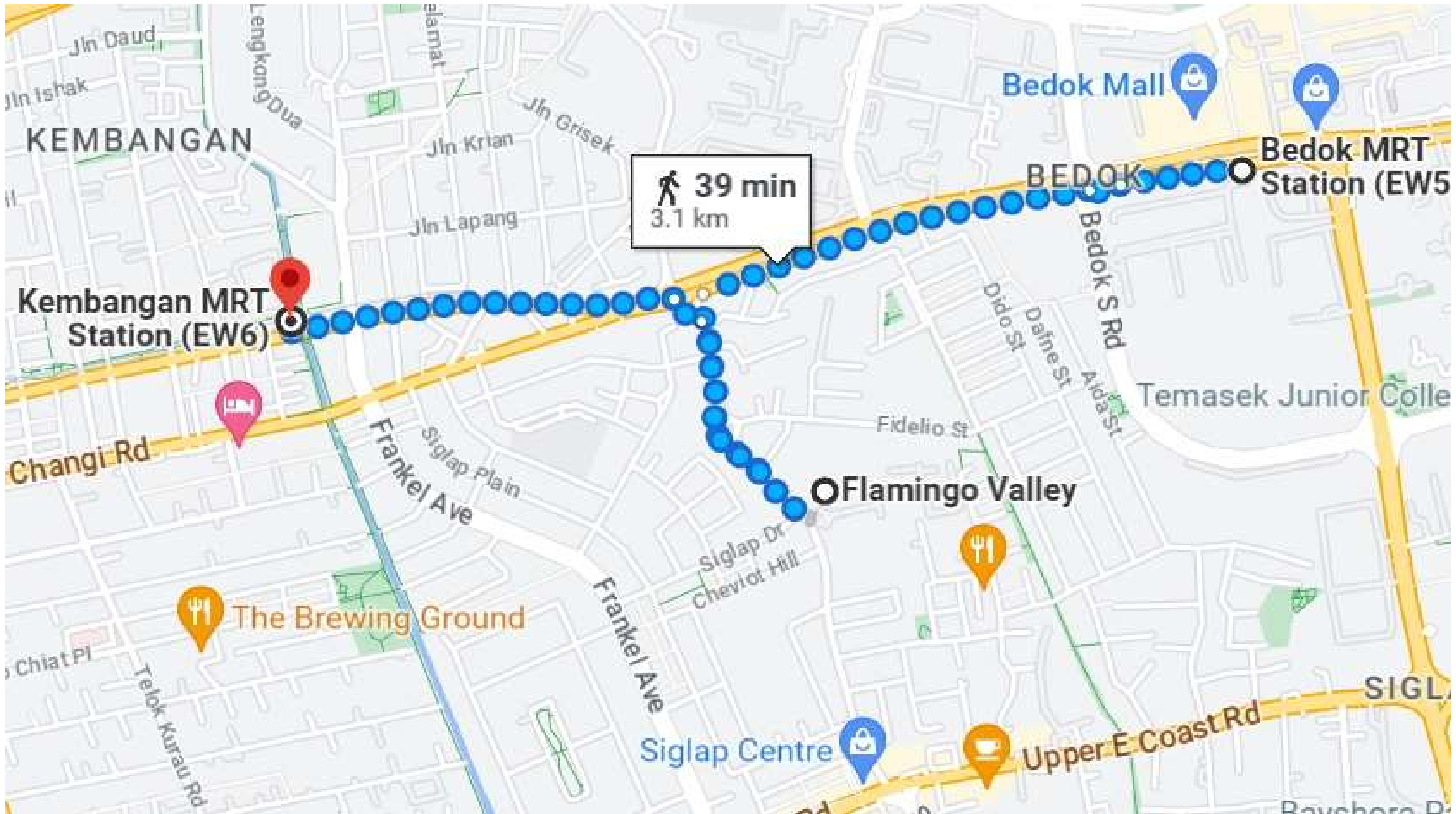
Enquiries: **6448 2126** [www.flamingovalley.sg](http://www.flamingovalley.sg)

 Complimentary shuttle bus service to Bedok MRT station provided upon TCP Form & Conditions apply!



 A member of the FRASER AND NEAVE GROUP

Saleperson: PCL/Enquiry No: L1501/Reg. No: 200902029K/LLP No: 84000188/27 at Signpost Tenure of Land: 99 years in Free Strata Developer's Licence No.: 2007 Building Plan No.: A1168-2010/2011 APN1 issued in May 2010 Expected Date of TCP: 30 April 2010 Expected Date of Legal Completion: 30 April 2010





# New launch tricks and gimmicks

## How to read a property brochure

Property Ad	Past	Present
<b>Emphasis</b>	Factual	Visual
<b>Images</b>	Actual building and unit	Artists' impression only
<b>Selling point</b>	Facilities and furnishing	Lifestyle, dream and fantasy
<b>Location</b>	Precise	Vague
<b>Pull factor</b>	Financing	Incentives







THE



FUTURE  
DEVELOPMENT



← Upper Bukit Timah Rd

Singapore

Google Street View

May 2023

See more dates





*the* **Lake Garden**  
residences

THE BEST WATERFRONT ADDRESS  
AT THE LAKE DISTRICT

Learn More 

*See yourself*

THE LAKE DISTRICT RESIDENCES

A SINGAPORE DEVELOPMENT BY  
 WSP GROUP

Visit the Sales Gallery (Opposite The Raffles Hotel, MK1)  
11am - 7pm daily

6380 3800

# New launch tricks and gimmicks

“

Property advertisements project buyers' aspirations into a dream home that is purported to fulfill their hopes.

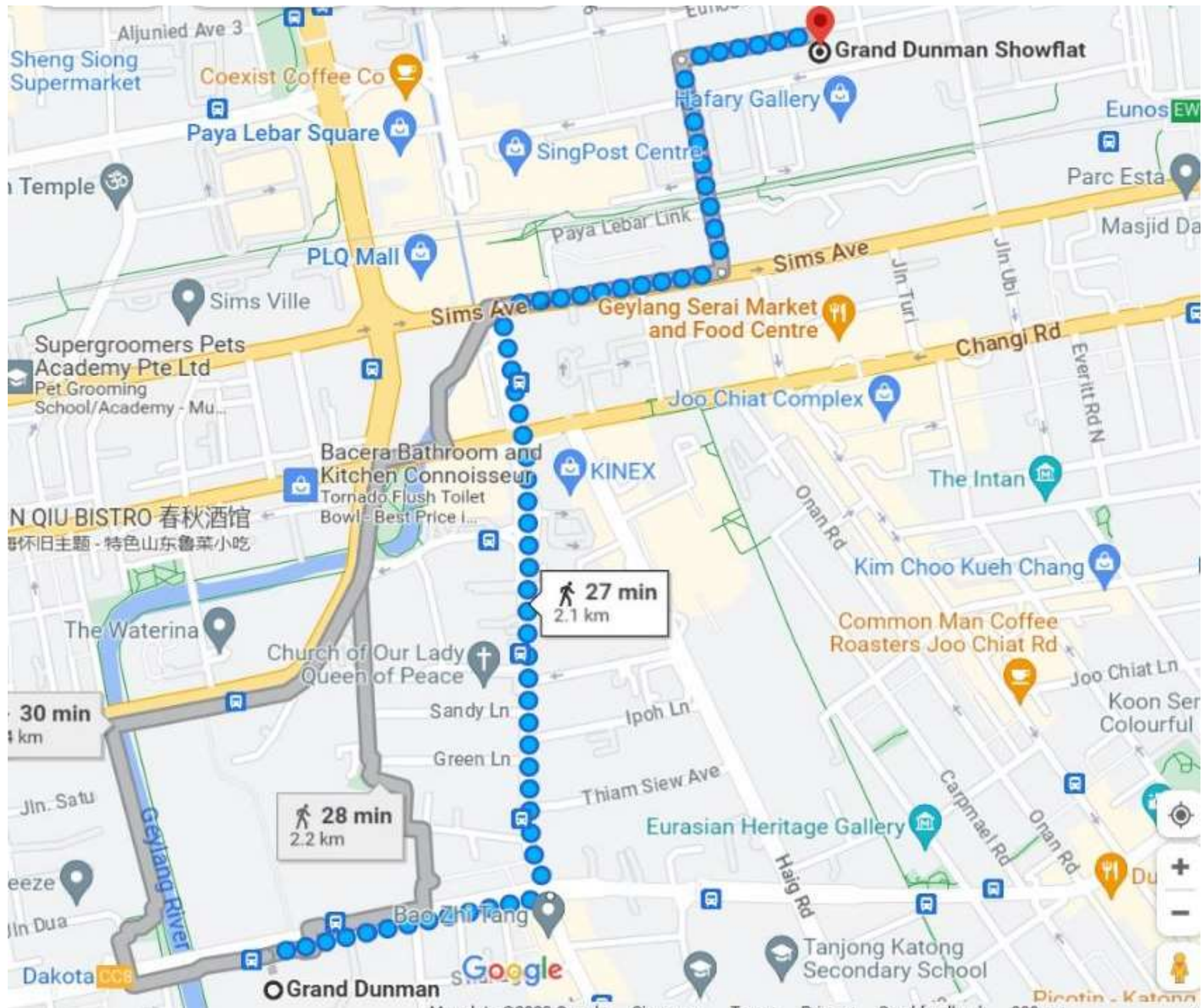
It is all about hyping up the feel good factor and creating the delusion of instant gratification.

- Reader of *PropertySoul.com*

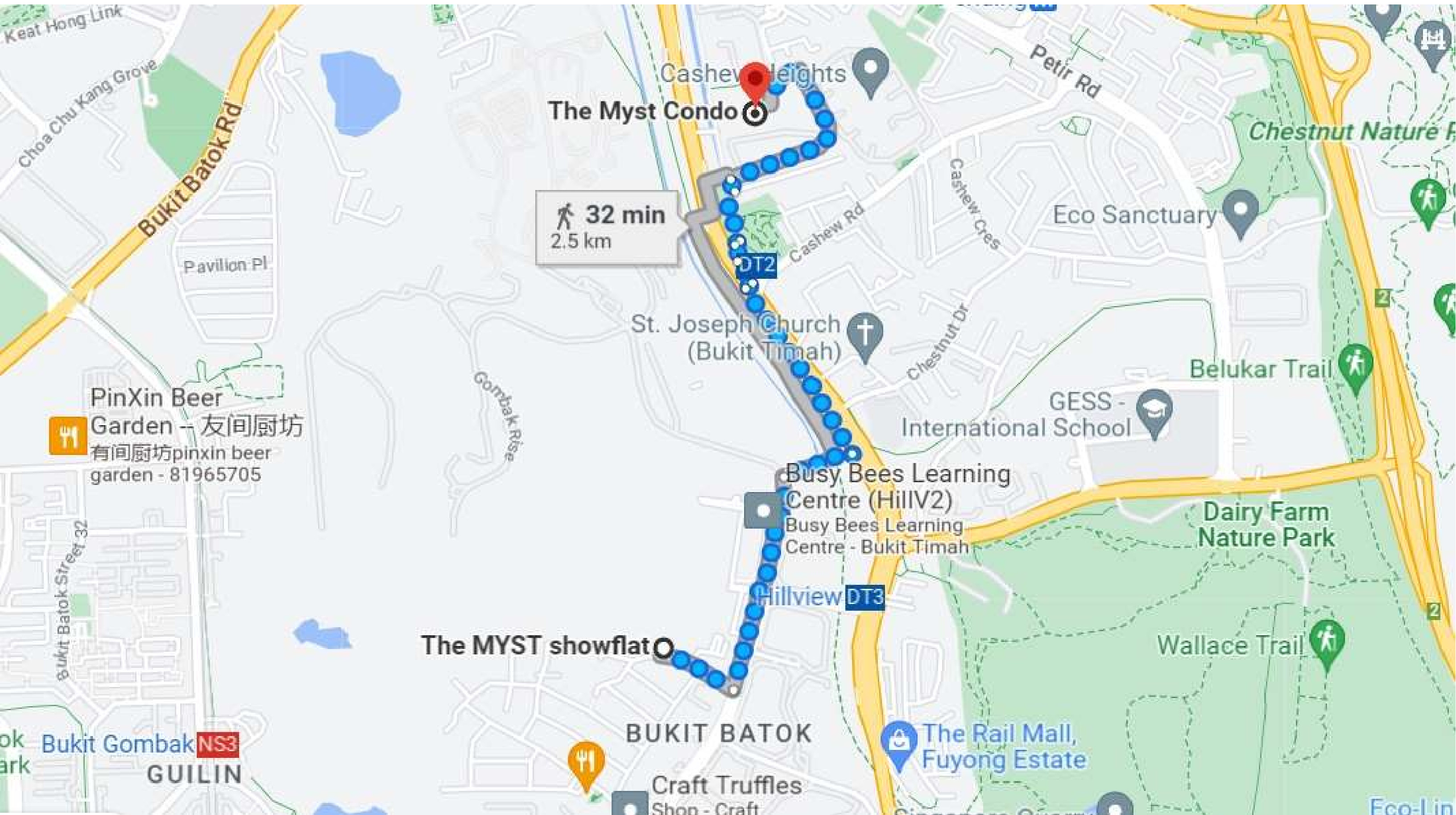
# **New launch tricks and gimmicks**

## **How to read a property brochure**

1. Ignore the artists' impression images
2. Check the actual site/location
3. Look for the missing pieces
4. Verify future land use and development







The Myst Condo

32 min  
2.5 km

The MYST showflat

BUKIT BATOK

PinXin Beer  
Garden - 友间厨坊  
有间厨坊pinxin beer  
garden - 81965705

Bukit Gombak NS3  
GUILIN

Craft Truffles  
Shop - Craft

The Rail Mall,  
Fuyong Estate

Dairy Farm  
Nature Park

GESS -  
International School

St. Joseph Church  
(Bukit Timah)

Eco Sanctuary

Belukar Trail

Wallace Trail

Chestnut Nature F

Bukit Batok Rd

Cashew Heights

Petir Rd

Cashew Rd

Cashew Cres

Chestnut Dr

Pavillon Pl

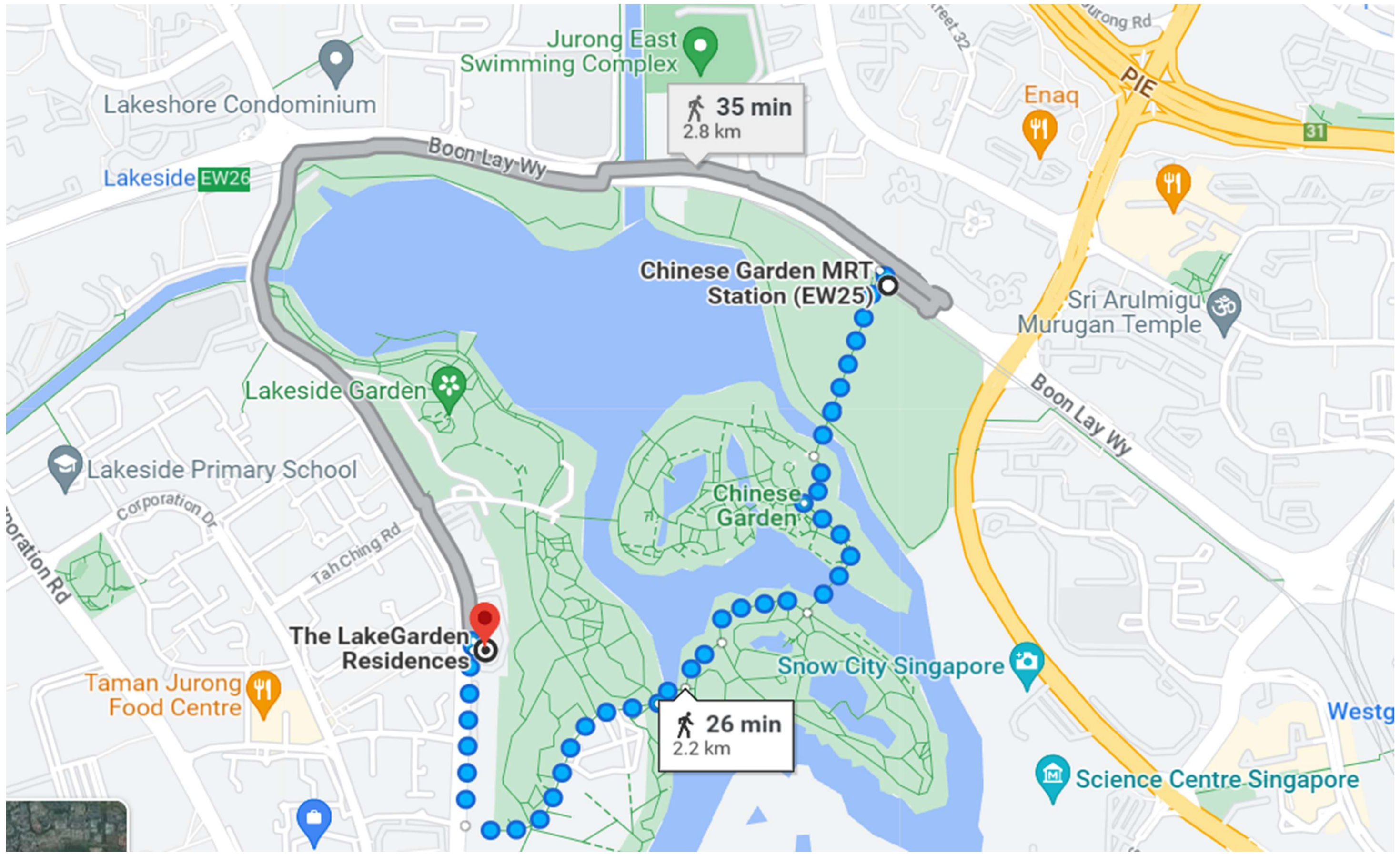
Gombak Rise

Keat Hong Link  
Choa Chu Kang Grove

Bukit Batok Street 32

ok  
ark

Eco-in



Lakeshore Condominium

Jurong East Swimming Complex

35 min  
2.8 km

Lakeside EW26

Boon Lay Wy

Chinese Garden MRT Station (EW25)

Enaq



Sri Arulmigu Murugan Temple

Lakeside Garden

Lakeside Primary School

Chinese Garden

Boon Lay Wy

Corporation Dr

Tah Ching Rd

The LakeGarden Residences

Snow City Singapore

Taman Jurong Food Centre

26 min  
2.2 km

Science Centre Singapore

Westg

# New launch tricks and gimmicks

“

You commit to buy the property and pay the agreed price, no matter what will happen to the market in the future.

Even if there is financial crisis or collapse of the property market, and the value of your property drops, you will still pay the original price.”

- Vina Ip, *No B.S. Guide to Property Investment*

An aerial photograph of a residential development, showing a grid of buildings and surrounding greenery. A semi-transparent blue rounded rectangle is overlaid in the center of the image, containing the text '02' and 'Good Properties'.

02

Good Properties

# **Sales gallery visit - 5-step process**

1. Check project information before visit
2. Find the exact location and orientation
3. Select the preferable blocks and units
4. Check layout and furnishings
5. Fill in the missing information

# How to read a sitemap

1. Know your orientation
2. Find out the direction and facing of each block
3. Check the layout and floorplans
4. Study the facilities nearby
5. Take note of undesirable objects

An aerial photograph of a residential development, likely a university campus, showing a grid of buildings and green spaces. A semi-transparent blue rounded rectangle is overlaid in the center, containing the text 'Case Study' and 'Liv@MB'.

# Case Study

<sup>Z</sup>  
Liv@MB

# Unit mix

Unit Type	Estimated Size (sq ft)	No. of Units	Estimate % Of Units
1-Bedroom	495 – 667	39	13%
2-Bedroom	624 – 1,044	113	38%
3-Bedroom	1,119 – 1,453	118	40%
4-Bedroom	1,518 – 1,668	28	9%
<b>Total</b>		<b>298</b>	<b>100%</b>





MOUNTBATTEN RD

EtonHouse International Research Pre-School

Katong Community Centre

FORT RD

Meyer Residence

The Meyer Place

Arthur Mansions

MOUNTBATTEN RD

Santa Fe Mansion

Liv @ MB (U/C, TOP Q4 2024)

Margate Point

Rivage

8th Residences

Eight@18 Fort

188

18E

RD

Arthur 118

Chng Mansions

Meier Suites

La Ville

Fort Gardens

De Centurion

Fulcrum

The Line @ Tanjong Rhu Tower 1

Tower 2

TE 24

MRT Katong Park (U/C)

ARTHUR RD

RD

ARTHUR RD

MARGATE RD

TANJONG RHU RD

RHU RD

RD

MEYER

RD

31

32

14

5A

16E

16

14

14

12

719

723

729

720 Mountbatten Road

718

716

Pre-School (717 Mountbatten)

Mountbatten Lodge

ASIA MAPS 14A

City Country Continent Emerald of East

Palazzetto

Crystal Rhu

13

12

9

7

4

3

2

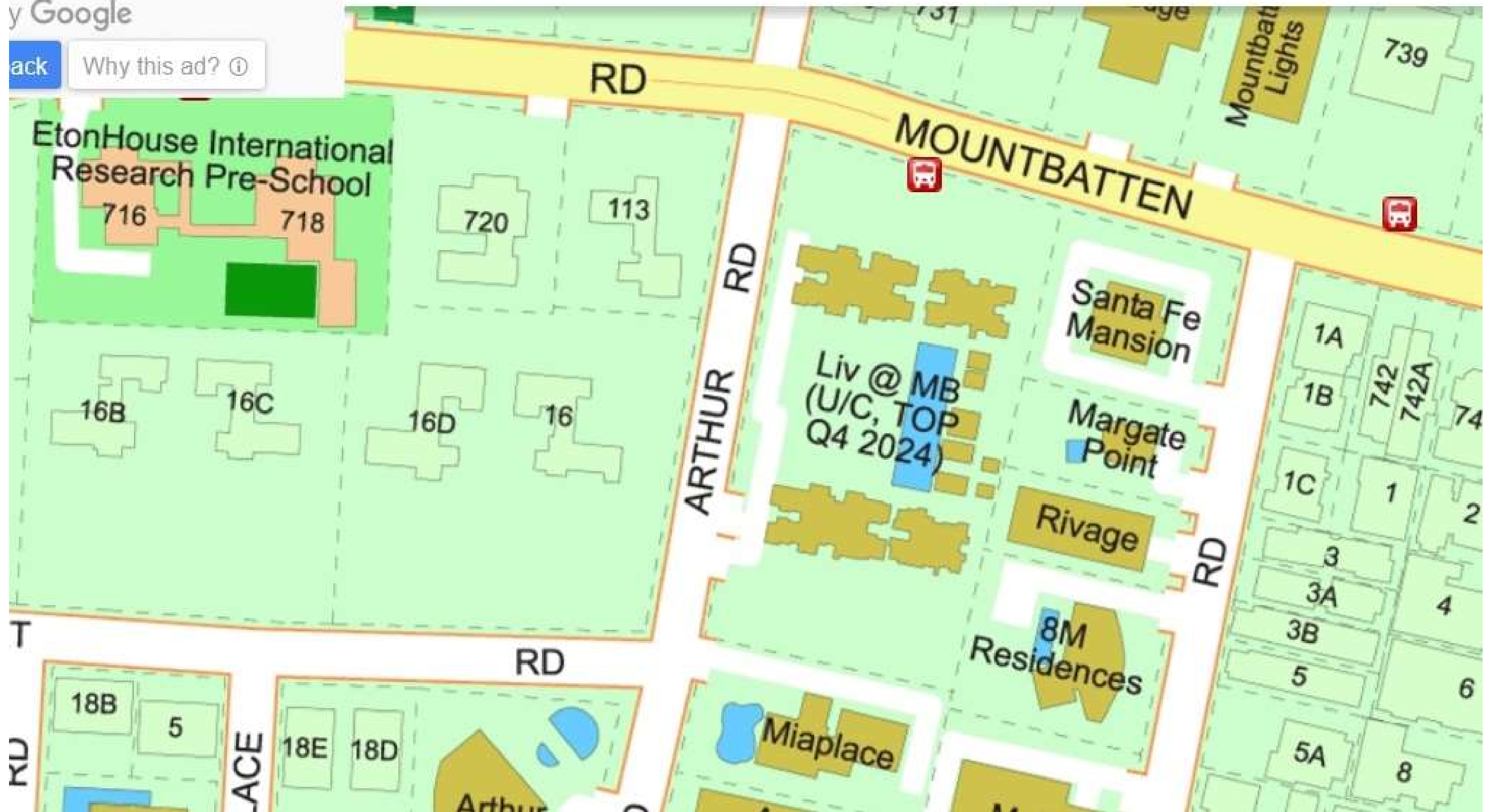
1

ARANG RD

by Google

back

Why this ad? ⓘ



# LIV@MB SITE PLAN

- 1 The Garden Pavilion 1
  - 2 The Pond
  - 3 The Green
  - 4 The Courtyard
  - 5 The Playground
  - 6 The Fitness Yard
  - 7 The Garden Pavilion 2
  - 8 The Forecourt
  - 9 The Mountbatten Lawn
  - 10 The Rainforest Villa
  - 11 The Rainforest Jacuzzi
  - 12 The Hammock Grove
  - 13 The Beach Villa
  - 14 The Wading Pool
  - 15 The Garden Villa
  - 16 The Play Pool
  - 17 The Main Pool
  - 18 The Jacuzzi Pool
  - 19 The Water Beds
  - 20 The Sun Deck
  - 21 The Water Gym
  - 22 The Dining Hall 1
  - 23 The Dining Hall 2
  - 24 The Mountbatten Hall
  - 25 The Green Lawn
  - 26 The Outdoor Gymnasium
  - 27 The Indoor Gymnasium
  - 28 The Grill
  - 29 The Changing Room
  - 30 The Open Yard
  - 31 The Garden Trail
  - 32 The Bicycle Yard
- 
- A The Bin Centre
  - B The Substation
  - C The Guard House
  - D The Side Entrance



Layout	B1	B2	B3	B4
2-Bedroom	7	<del>8</del>		
2-Bedroom Deluxe			<del>8</del> , 12	<del>8</del> , 9

Layout	C1	C2	C3	C4	C5
3-Bedroom	3, 15	<del>13</del> (up to 10/F)			
3-Bedroom Deluxe			<del>2</del> , 14	4 (up to 12/F)	<del>1</del> (up to 12/F) <del>13</del> (up to 10/F)

# Group Discussion: Pick the best block

You have narrowed down your house hunting to one condominium project. The development model and/or site plan is in front of you

Pick the best block(s) of units and state the reasons of your choice

- The Myst
- LakeGarden Residences



# SITE PLAN

## ARRIVAL SANCTUARY

- 1 Welcome Boulevard
- 2 Arrival Court
- 3 Sculptural Courtyard
- 4 Grand Plaza
- 5 Grand Drop-off
- 6 Residential Services Counter
- 7 Water Cascades

## GRAND SANCTUARY

- 8 Grand Water Courtyard
- 9 Grand Lawn
- 10 Swing Garden
- 11 Serenity Deck
- 12 Serenity Sunken Lounge

## GRAND CLUB

- 13 Social Lounge
- 14 Function Room (2<sup>nd</sup> Storey)
- 15 Outdoor Deck (2<sup>nd</sup> Storey)

## TRANQUIL SANCTUARY

- 16 Forest Lounge
- 17 Tranquil Pavilion
- 18 Relaxation Pavilion
- 19 Jogging Trail
- 20 Tranquil Lawn
- 21 Pets Lawn

## LUSH SANCTUARY

- 22 Lush Sunken Lounge
- 23 Jet Pool
- 24 Kids Pool
- 25 Family Pool
- 26 Family Pool Deck
- 27 50m Infinity Pool
- 28 Gymnasium
- 29 Changing Room (with Steam Room)
- 30 Relaxation Pool Deck
- 31 Spa Alcove
- 32 Chill-out Lounge

## LUSH CLUB

- 33 Private Dining
- 34 Entertainment Room
- 35 Co-working Lounge

## SOCIAL SANCTUARY

- 36 Social Lawn
- 37 BBQ Pavilion
- 38 Sensory Garden
- 39 Wellness Lawn
- 40 Outdoor Fitness
- 41 Forest Adventure
- 42 Lookout Lounge
- 43 Tennis Court (Basement 1)
- 44 Forest Pavilion (2<sup>nd</sup> Storey)
- 45 Party Pavilion (2<sup>nd</sup> Storey)
- 46 Social Pavilion (2<sup>nd</sup> Storey)
- 47 Treetop Walk (2<sup>nd</sup> Storey)

## ANCILLARY

- A Guardhouse
- B Substation (Basement 1)
- C Bin Centre (Basement 1)
- D Ventilation Shaft
- E Genset
- F Entrance to Basement Carpark
- Water Tank (Roof)

- 1-Bedroom + Study
- 2-Bedroom
- 2-Bedroom + Study
- 3-Bedroom

- 3-Bedroom Premium
- 3-Bedroom Premium + Study
- 4-Bedroom
- 5-Bedroom





Building Directory

Traffic  Photos

Taman Jurong Shopping Centre  
Town Council

Taman Jurong CC  
Social Service  
Taman Jurong FC  
Yung Sheng

Jurong Christian Church

My First Skool

Lakeside Towers

Lakeside Apartments

Play Pavilion  
But M

Butterfly Field

The Logs Trail

339B

338E

337

331

339

339A

338A

337A

329

330

357

337D

337B

337C

328A

321

9H

9G

358

337C

328

323

322

360

327

324

325

122

121A

9F

9E

361

326

118

117A

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120A

362

116

118A

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9D

9C

363

115A

116A

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120

119

364

115A

116A

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120

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365

115A

116A

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116A

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120

119

9C

9D

9E

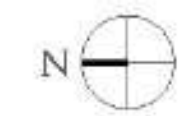
9F

9G

9H



# MAIN SITE PLAN



- Entrance/Exit **1**
- Way to Basement **3**
- LakeGarden Club **5**
- Lift Lobby **7**
- Jacuzzi Lounge **9**
- Stardust Deck **11**
- Aqua Play **13**
- Sensory Play **15**
- Tree Deck **17**
- Edible Garden **19**
- Grill Zone **21**
- Wellness Trail **23**
- Side Gate **25**
- Picnic Lawn **27**
- 2** The Arrival
- 4** Changing Room
- 6** Gym
- 8** Waterily Enclave
- 10** 50m Stardust Pool
- 12** Kid's Pool
- 14** Aqua Play Deck
- 16** Active Play
- 18** Clamping Pavilion
- 20** BBQ Zone
- 22** Rock Sculpture
- 24** Tennis Court
- 26** Yoga Lawn
- 28** Kid's Play Lawn

- A** Guardhouse
- B** Management Office\*
- C** Electrical Substation\*
- D** Bin Centre\*
- E** Generator Set
- F** Ventilation Shaft

# 4 factors of a good property

1. Properties with a good location
2. Properties with good value
3. Properties with good rental return
4. Properties superior in some ways

# Definition of a good location

1. It is a good location for your family
2. It is a good location in a good district
3. It is a good location for its future potential

# Pros and cons of different development

- Walk-up apartment
- Maisonette
- Shoebox unit
- Loft/Penthouse
- Cluster house/Townhouse

# Pros and cons of different development

## Walk-up Apartment (*Novena Estate, Whitley Heights, Vista Park*)

- Low management fee
- Quiet and private
- Inconvenient
- Niche market



# Pros and cons of different development

## Mansionette (*Pine Grove, Royalville*)

- Privacy for bedrooms
- Not elderly-friendly
- Stairwell in strata area
- Large void areas



# Pros and cons of different development

## Shoebbox Unit (*City Gate, Jewel@Buangkok, Hillier*)

- Showflat display vs actual unit
- Supply glut in the market
- High price per square foot
- The word SOHO is misleading
- Leasing problem as project ages



# Pros and cons of different development

## Penthouse/Loft (*Miro, 26 Newton*)

- Large void area
- High ceiling in small area
- Need more aircon and lighting
- Hassles in maintenance
- Penthouses are difficult to sell





# Pros and cons of different development

## Cluster House/Townhouse

*(Parkwood Collection, Eleven@Holland)*

- Landed with facilities
- High maintenance fee
- Small land area
- Enclosed environment



# Cluster House/Townhouse

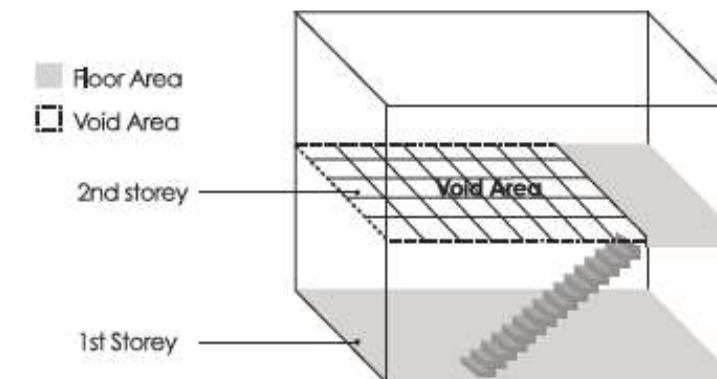
## MAKING DOLLARS & SENSE OF VOID AREAS IN A STRATA DEVELOPMENT

Buying a home is probably the biggest financial commitment for most of us. But do you know whether the property you are buying includes a Void Area?

### WHAT IS VOID AREA?

A Void Area refers to the empty space above the floor in a strata unit but the area is included in the total saleable floor area of the strata unit. It is usually found in a property with a very high ceiling. The detailed breakdown of a strata unit's floor area is available in the Sale and Purchase (S&P) agreement. Some examples of Void Areas are void over staircase, or a double-volume living room within a maisonette. See Graphic Illustration.

### VISUALISING VOID AREA



### WHERE ARE VOID AREAS FOUND?

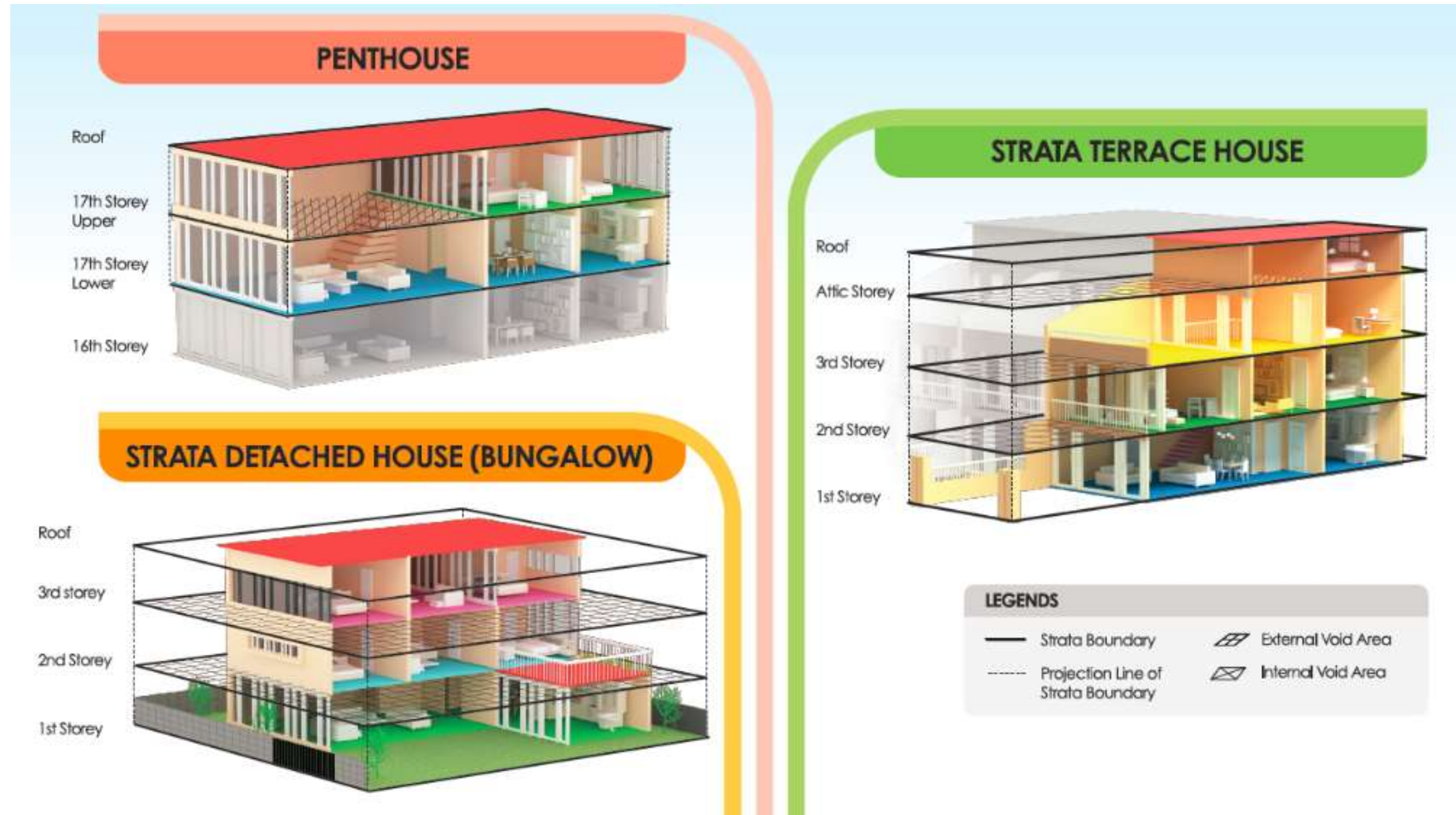
There are many different strata-titled housing options available in Singapore. Depending on building design, some strata units include Void Areas.

See Graphic Illustrations for more complex representations of Void Areas in

- i) a high rise Penthouse,
- ii) a strata detached house (bungalow) and
- iii) a strata terrace house



# Cluster House/Townhouse



# Pros and cons of different development

Total strata area of a house includes:

- Carpark lot
- PES
- Open roof terraces
- Stairwell
- Aircon ledges
- Planters/planta boxes
- Balconies
- Bay windows

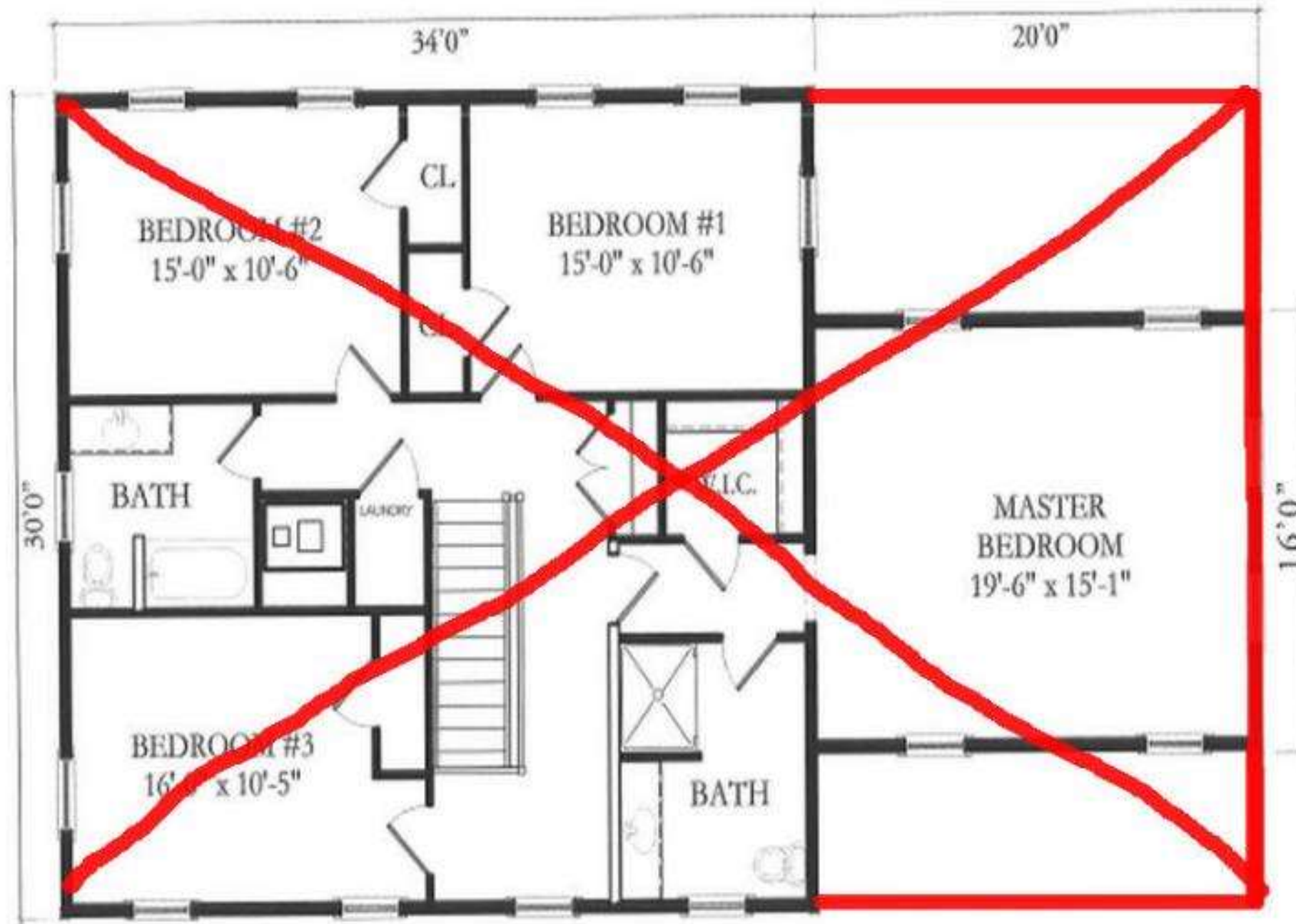
Inclusion of all invisible and non-existent void areas means built-in area of 4,700 sq ft is actually 2,600 sq ft!

An aerial photograph of a residential complex with several buildings and a central courtyard. A semi-transparent blue rounded rectangle is overlaid in the center of the image, containing the text '03' and 'Reading Floorplans'.

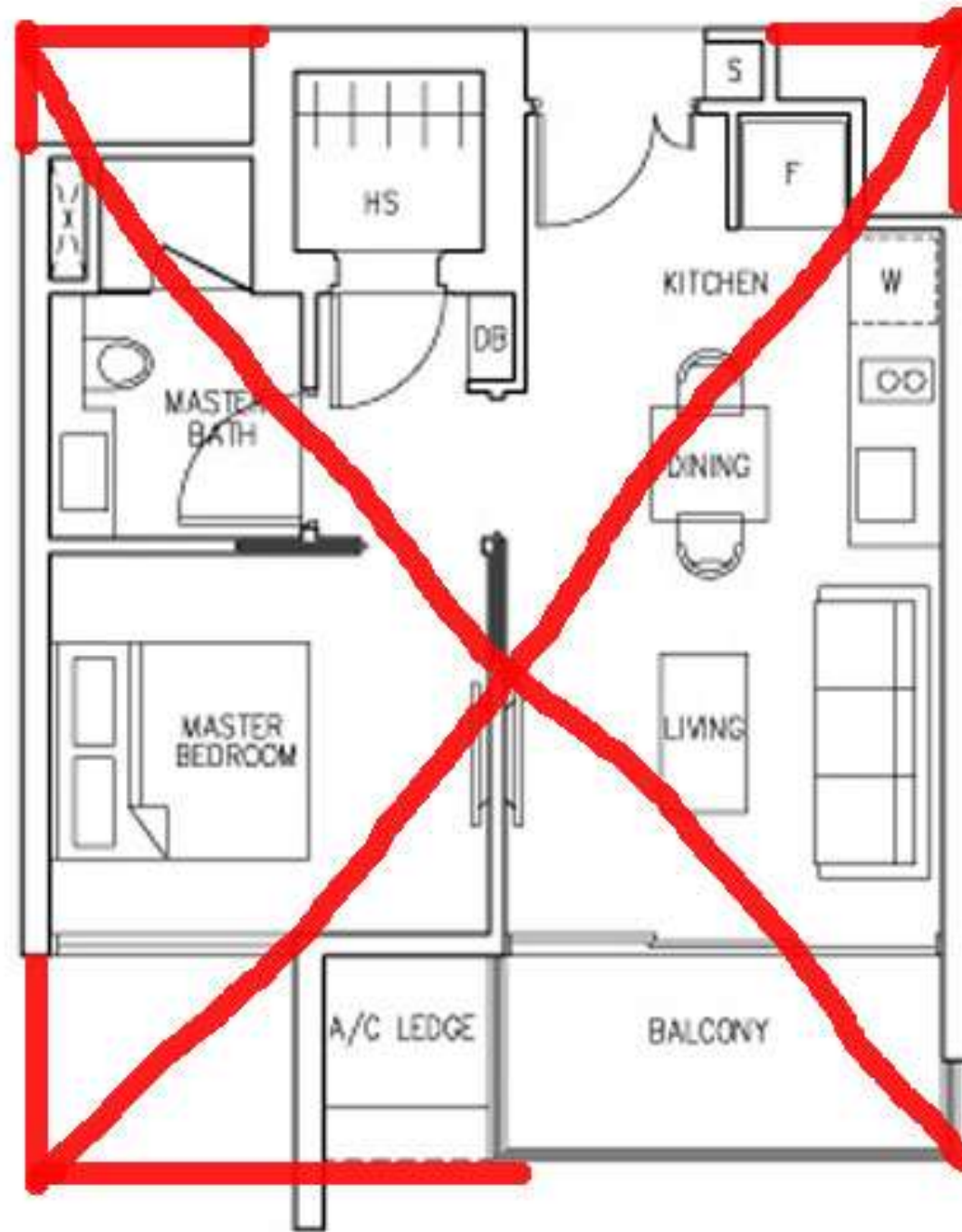
03

z  
**Reading Floorplans**

# Centre point of an apartment

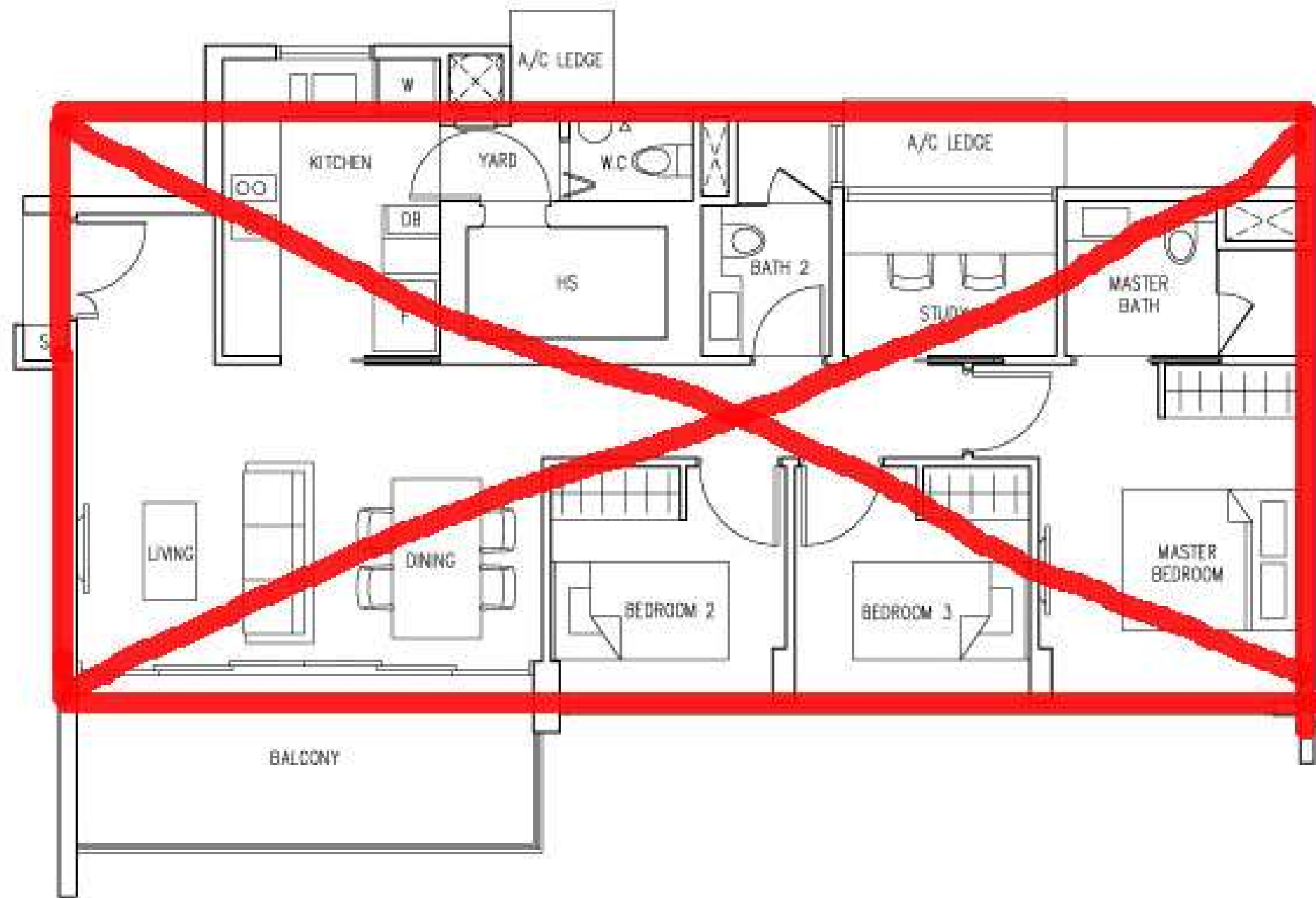


# Centre point of an apartment





# Centre point of an apartment



# Exercise: Finding the centre point

1. Study the floorplans given
2. Fill up the missing sections and cut out the protruding sections to make a square/rectangular shape
3. Find the centre point of the floor plans

# Interior checklist

- Front door
- Staircase
- Living room
- Dining room
- Bedroom
- Toilet
- Kitchen

# Front door (玄关)

- Bright, clean and good air circulation
- No roof, tree, electricity pylon, lamp post in front
- Not facing the lift directly
- Nothing behind to prevent it from open fully
- No pillar, edge of wall or beam
- No long corridor leading to main door
- Not facing bathroom, kitchen or back door
- Not facing balcony, altar or full-length mirror
- No bathroom directly above



# Staircase

- No poorly-lit or low-ceiling stairway
- No spiral staircases like corkscrews
- Main door cannot face staircases
- No staircases from main door going straight to next floor
- No staircases in the middle of the house
- No holes between steps
- No different length and height of steps



# Living room

- Sofa must be supported by a wall
- No door or window behind sofa or chair
- No seat under a beam
- No sharp angle of any wall pointing to sitting area
- No corner of shelves pointing to sofa or chair
- No furniture obstructing path from front door
- No big mirror (affect qi circulation and impact harmony)
- Nice view looking outside windows



# Dining room

- No toilet above
- Not too far from kitchen
- Dining set in the middle
- Dining table round in shape
- Chairs in even numbers
- No chair with door or window behind
- No ancestral portrait but food picture



# Bedroom

- Cannot be too bright
- Squarish in shape
- No slanted ceiling
- Not above or adjacent to kitchen
- No TV, computer and fish tank
- No full-length windows, especially with balcony
- Cannot have windows on three sides
- No dying or too much vegetation outside window





# Bedroom – the bed

- Whole room visible from the bed
- No chandelier on top of bed
- No beam above the head
- Bed cannot face mirror
- Bed not facing the door or bathroom
- Solid wall, not door or window behind
- No kitchen stove or toilet bowl behind or above the bed





# Bathroom

- Not in the middle of the house
- Close bathroom door in the bedroom
- Toilet bowl not facing the door
- No mirror reflecting the toilet bowl
- Toilet bowl not too close to bathtub
- No visible drainage system with foul water
- No leakage of water from sink, toilet bowl, ceiling and floor



# Kitchen

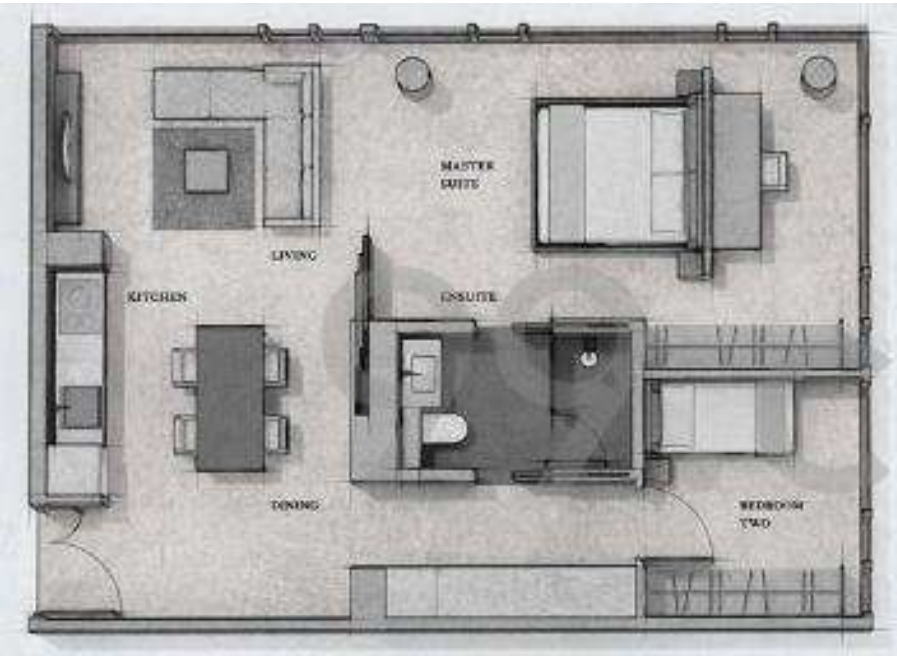
- No electricity pylon outside kitchen
- No toilet above the kitchen
- No door behind food preparation table
- Stove backed by a wall, not in the middle of kitchen
- Stove not share a wall with, below or face the toilet
- Stove not in a dead corner, no beam above it
- Stove not next to the sink (separate fire and water)
- Store all knives, scissors, cutleries, tableware and cookware



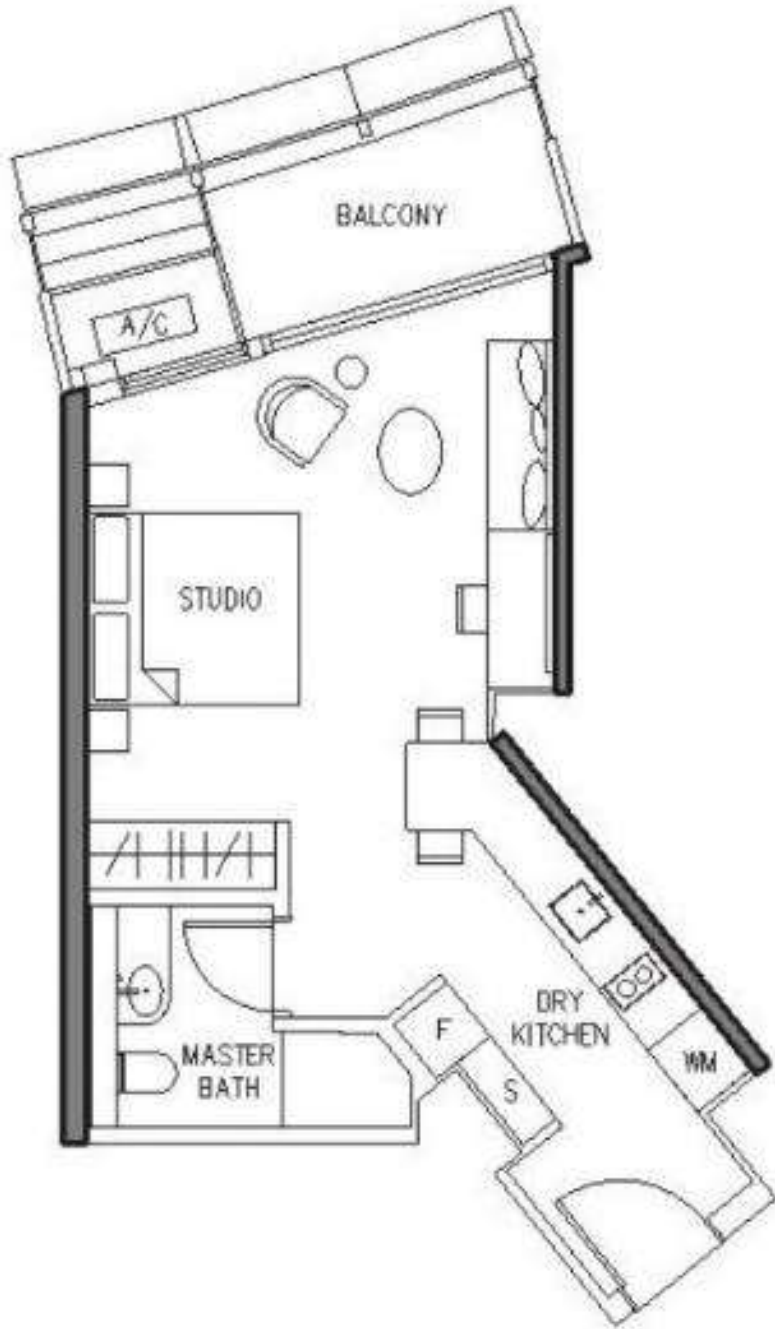
# Exercise: Reading floorplans

1. Study the floorplans provided
2. State the good and bad points of each floorplan

# Case study: Petit Jervois



# Case study: DUO Residences (1-bedroom, 1+1 study)

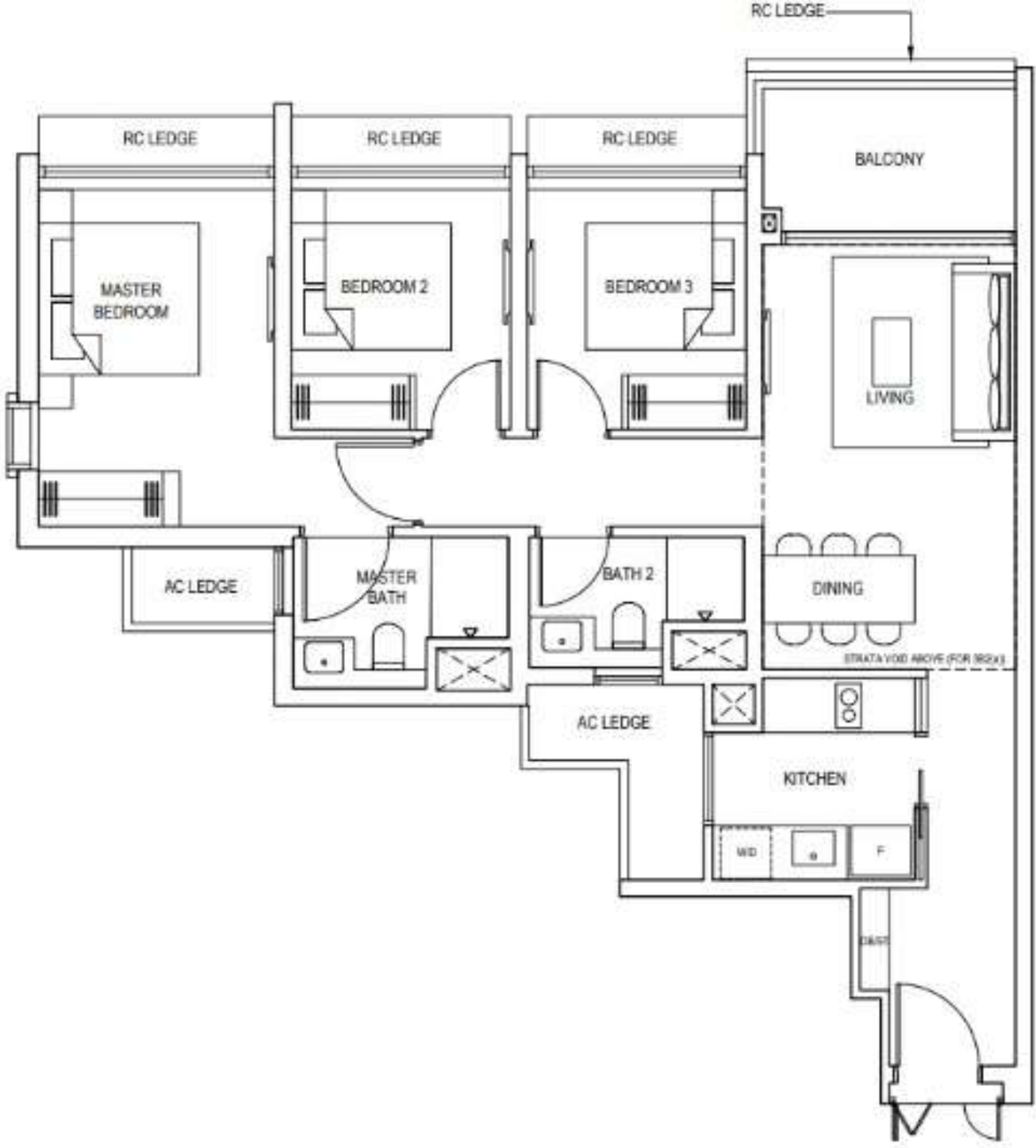
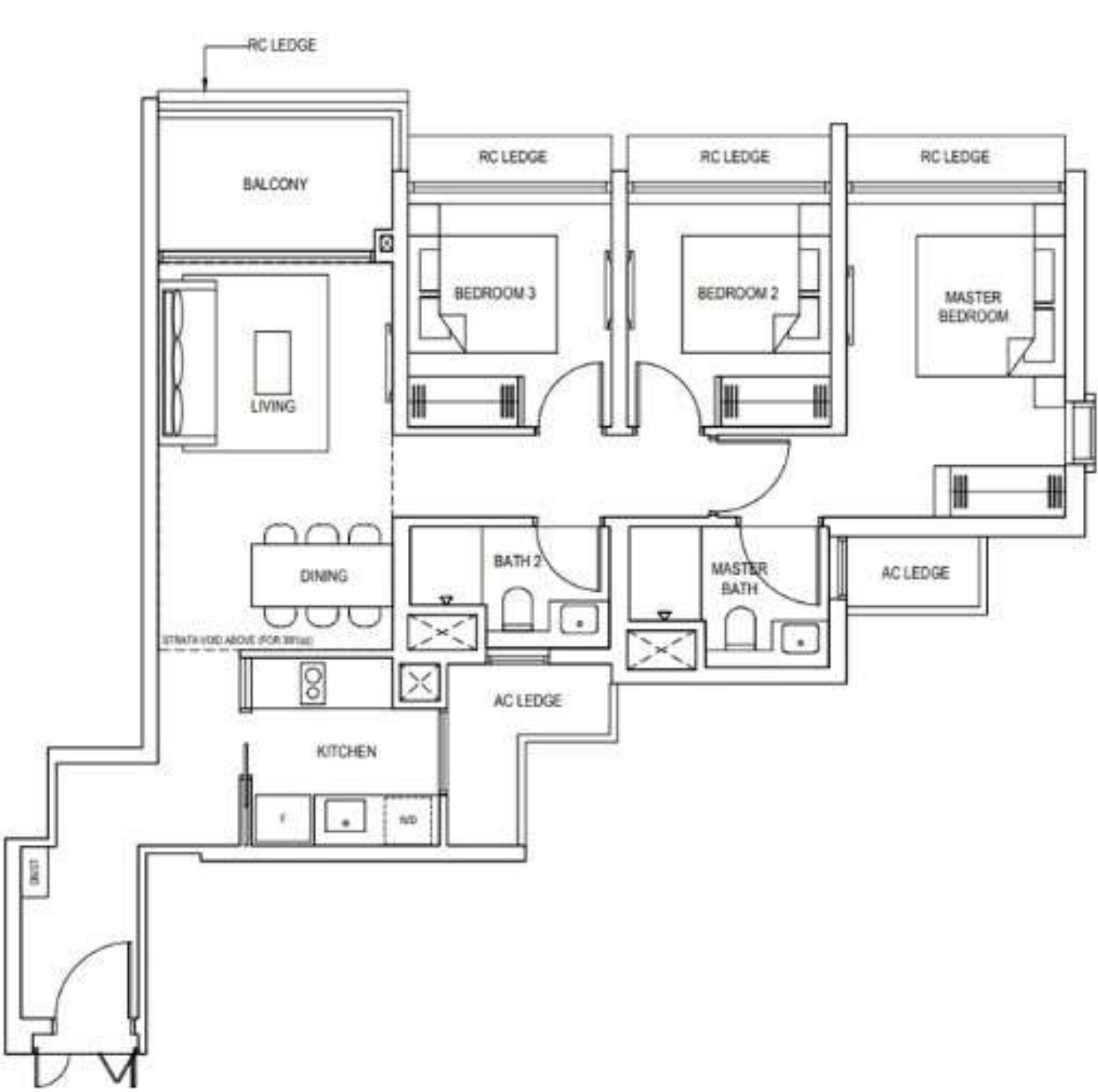


# Case study: DUO Residences (2-bedroom)

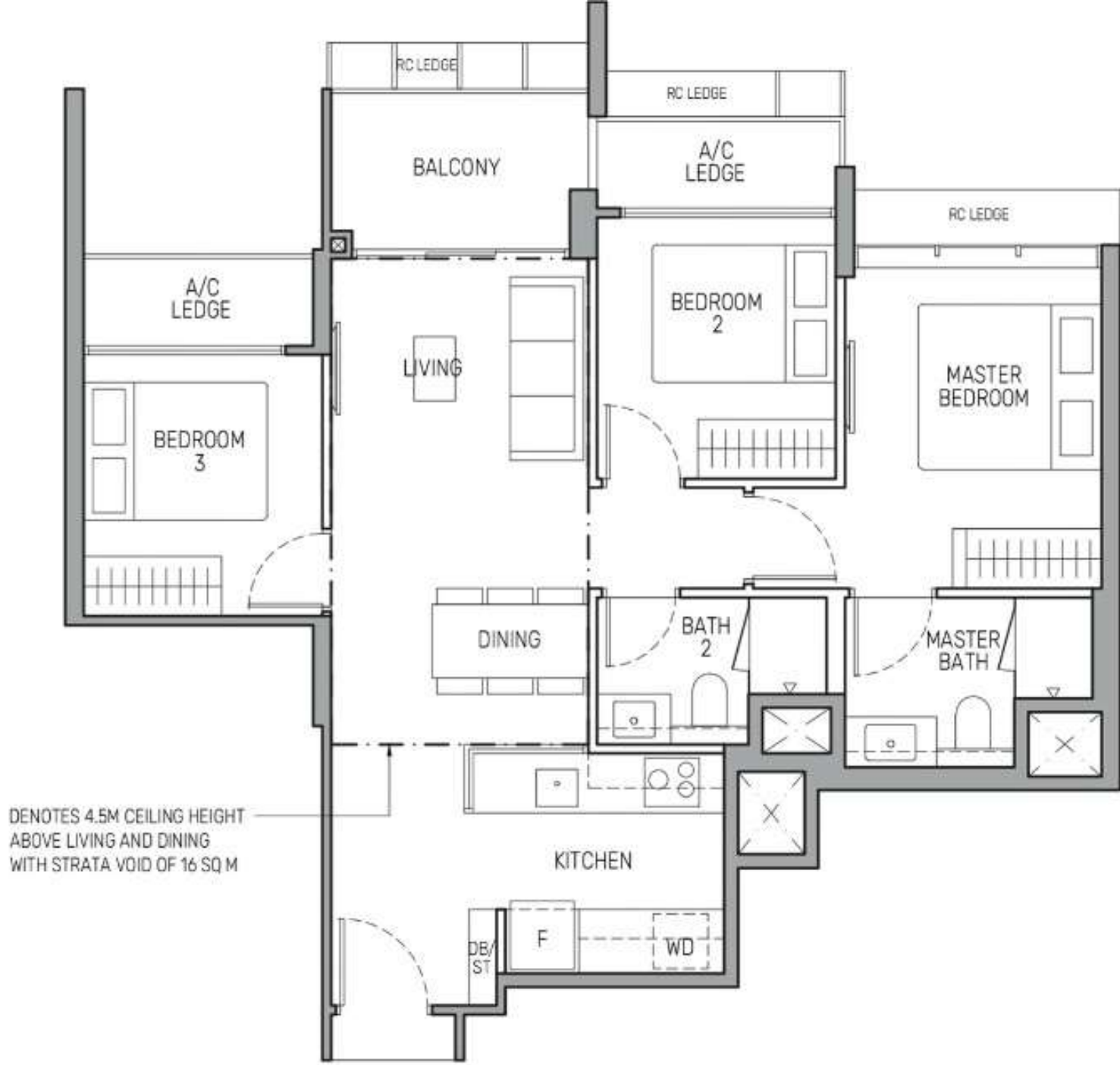




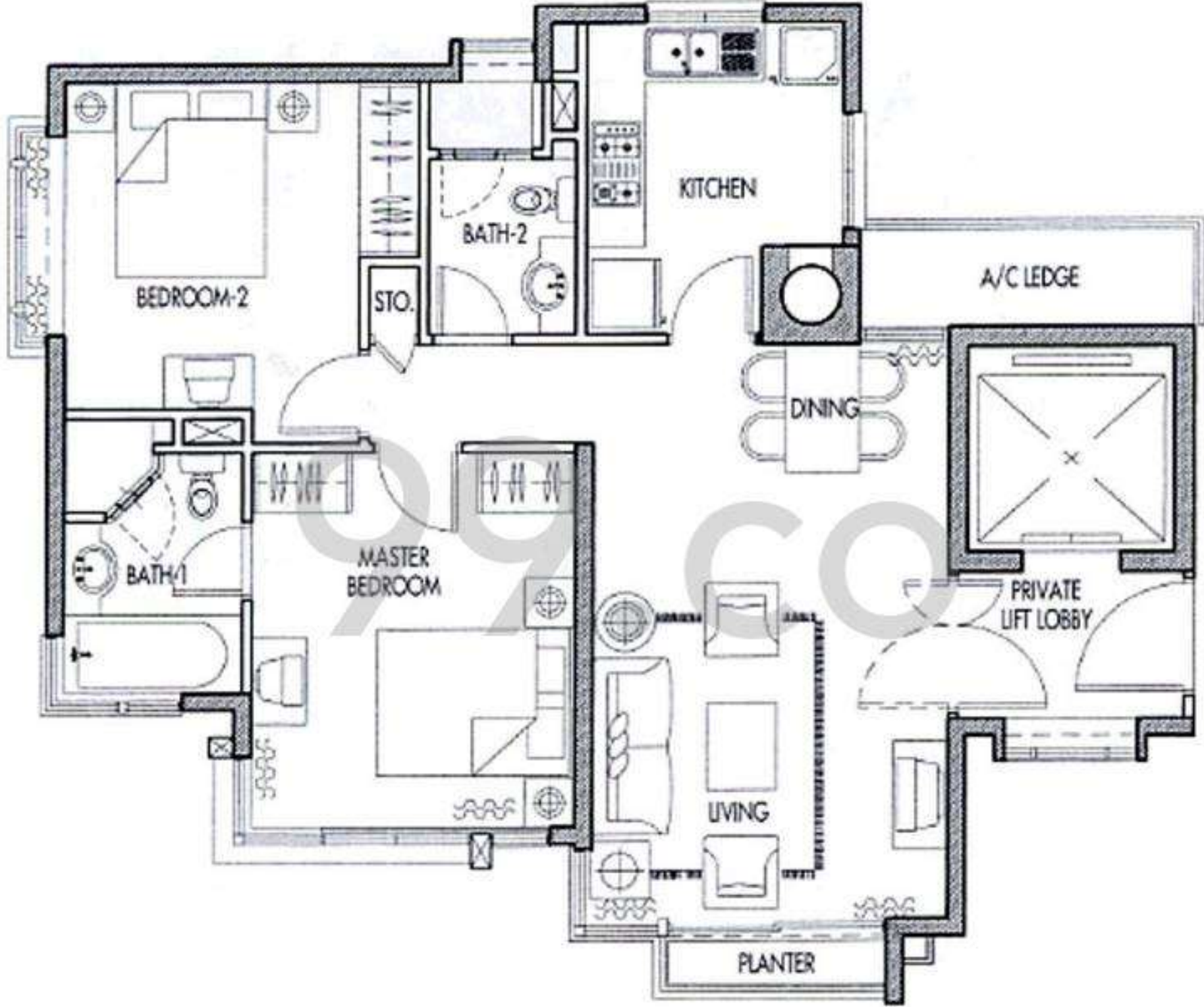
# Case study: PineTree Hill (3-bedroom)



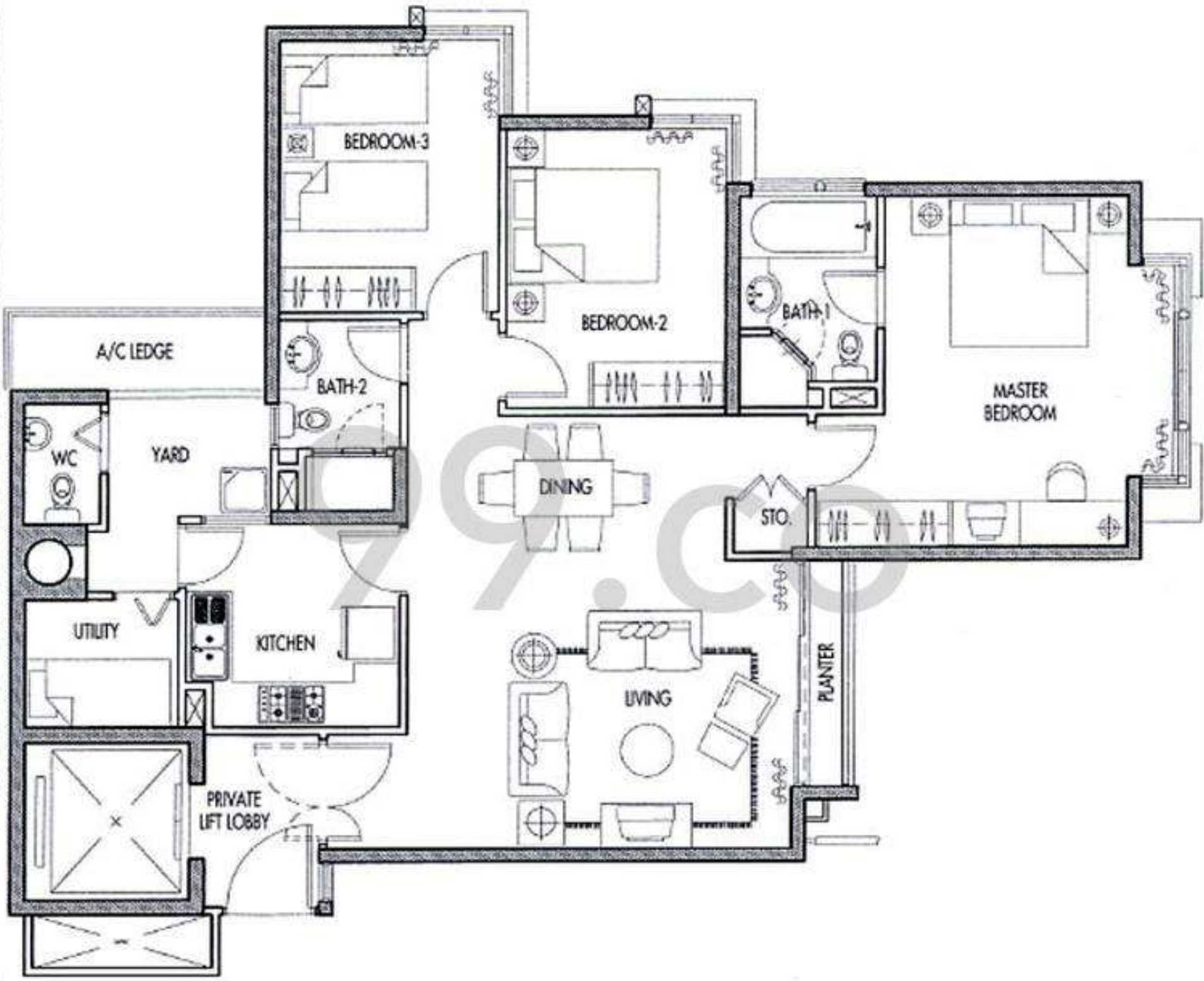
# Case study: The Myst



# Case study: Caribbean At Keppel Bay (2-bedroom)



# Case study: Caribbean At Keppel Bay (3-bedroom)



An aerial photograph of a residential complex, likely a university campus, showing a grid of buildings and green spaces. A semi-transparent blue rounded rectangle is overlaid in the center, containing the text '04' and 'All About Fengshui'.

04

z  
**All About Fengshui**

# What is fengshui

- Ancient Chinese culture with both art and science
- Environment, architecture and interior design
- Qi (气) from heaven, earth and buildings
- Harness Sheng Qi (生气) and avoid Sha Qi (煞气)
- Harmony between nature and human for health and fortune

# What is fengshui

葬者乘生氣也。氣乘風則散，界水則止。

古人聚之使不散，行之使之有止，故謂之風水。

- 郭璞《葬經》

Qi is dispersed by the **wind** and collected at the boundaries of **water**

# What is fengshui

## HERS

**H** ouse

**E** nvironment

**R** esident

**S** chedule





# What is fengshui

## Schedule

20 years = 1 cycle

Period 7            1984 – 2003

Period 8            2004 – 2023

Period 9            2024 – 2043

When the period changes, the stars change.  
No house can be auspicious or inauspicious forever.

# Exterior – good fengshui

**Environment**

**Wind**

**Sunlight**

**Mountain**

**River**



# Exterior – good fengshui

- Bright and windy
- Front face south, back face north (坐北向南)
- Surrounded by mountains on 3 sides
- Open field or big garden in the south
- With green and luscious vegetation
- Face a serene lake or slow moving water
- Open and good view in front
- Land elevated at the back
- Built on slightly elevated ground
- Good quality soil and good drainage

# Exterior – good fengshui

## Jade Waistband (玉带环腰)







© 2023 Google

Hittley Rd









# Tips of picking a good fengshui condo

- Good land form and surroundings
- Development on undulating land
- Big entrance from a not too busy road
- Large foyer area between entrance and block
- Water feature at the entrance
- Curved rather than straight driveways
- Units on the mid floors









# Exterior – bad fengshui: undesirable places

- Hospital
- Government Institutions
- Police/Fire Station/Army Camp, Prison
- Temple/Church
- School
- Power station, electricity pylon, mobile phone tower
- Airport, bus interchange, highway, train track
- Tomb, cemetery, funeral home
- Rubbish dump, garbage/refuse collection point
- Public toilet, slaughterhouse, abandoned house
- Petrol station

# Exterior – bad fengshui: Sha Qi

## Dead End Alley (无尾巷)



# T-junction







# Exterior – bad fengshui: Sha Qi

## Y-junction and Scissors Sha (剪刀煞)



# Exterior – bad fengshui: Sha Qi

Reversed Bow Sha (反弓煞)

/Blade Sha (镰刀煞)



# Exterior – bad fengshui: Sha Qi

## Flame Sha (火形煞)



# Exterior – bad fengshui: Sha Qi

## Coffin Sha (棺材煞)



### Foreign domestic helper allegedly jumped from Interlace condominium, video shows

Viewer discretion advised.

Mandy How | June 13, 2017, 03:31 PM



**Exterior – bad fengshui: Sha Qi**

**Heaven's Kill Sha (天斩煞) or Wall Blade**



# Exterior – bad fengshui: Sha Qi

## Reflection Sha (反光煞)



# Exterior – bad fengshui: Sha Qi

Adjacent canal/ditch/gutter (割脚水)







Piercing Sky Sha

(冲天煞)

Wind Sha (风煞)



**House Corner**

**Sha (屋角煞)**



Roof Ridge Sha

(屋脊煞)



**Centipede Sha**

**(蜈蚣煞)**



# Railway Sha (地底穿心煞)



EW4

Tanah Merah  
丹那美拉





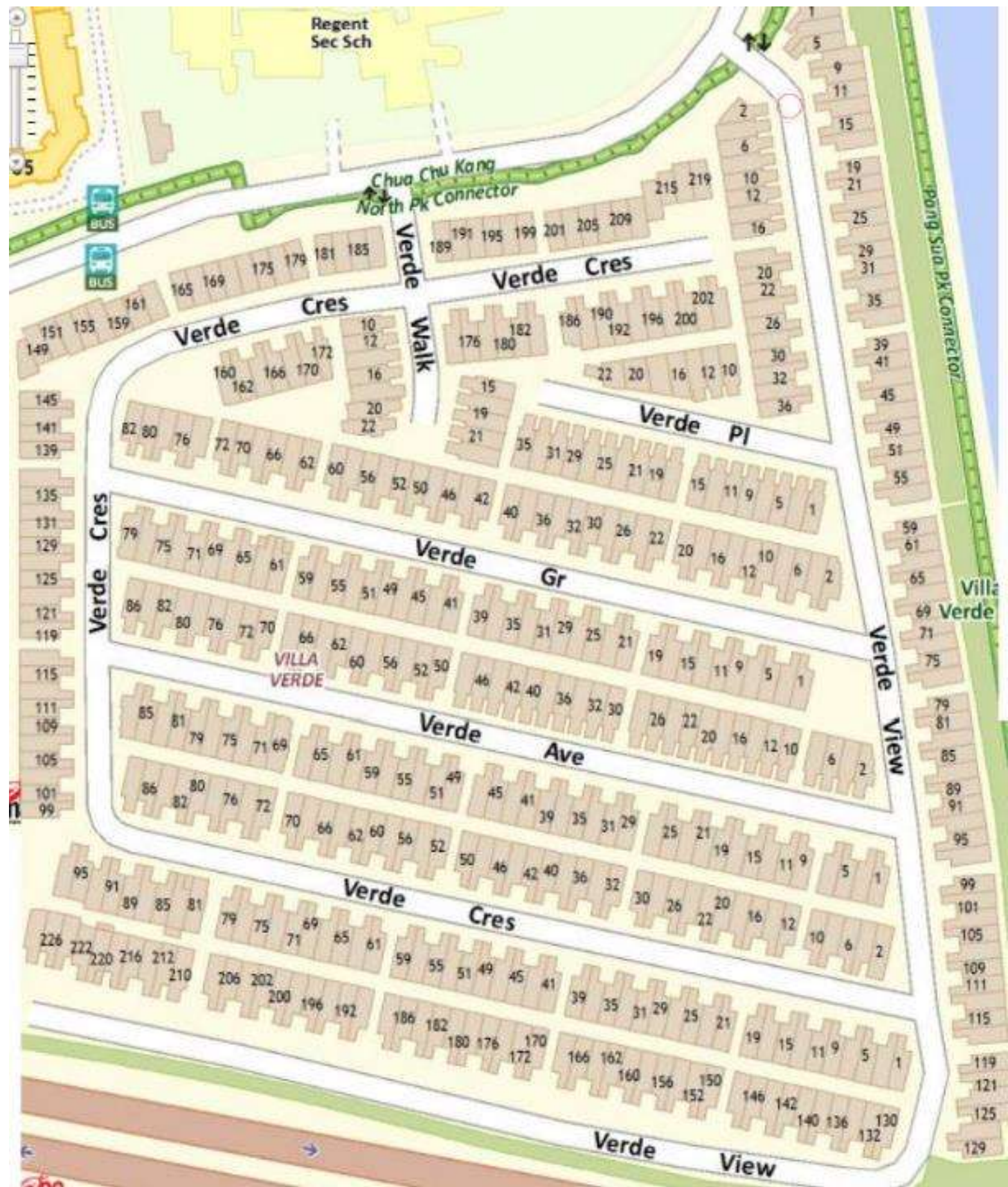




## **Group Discussion: Pick the best house**

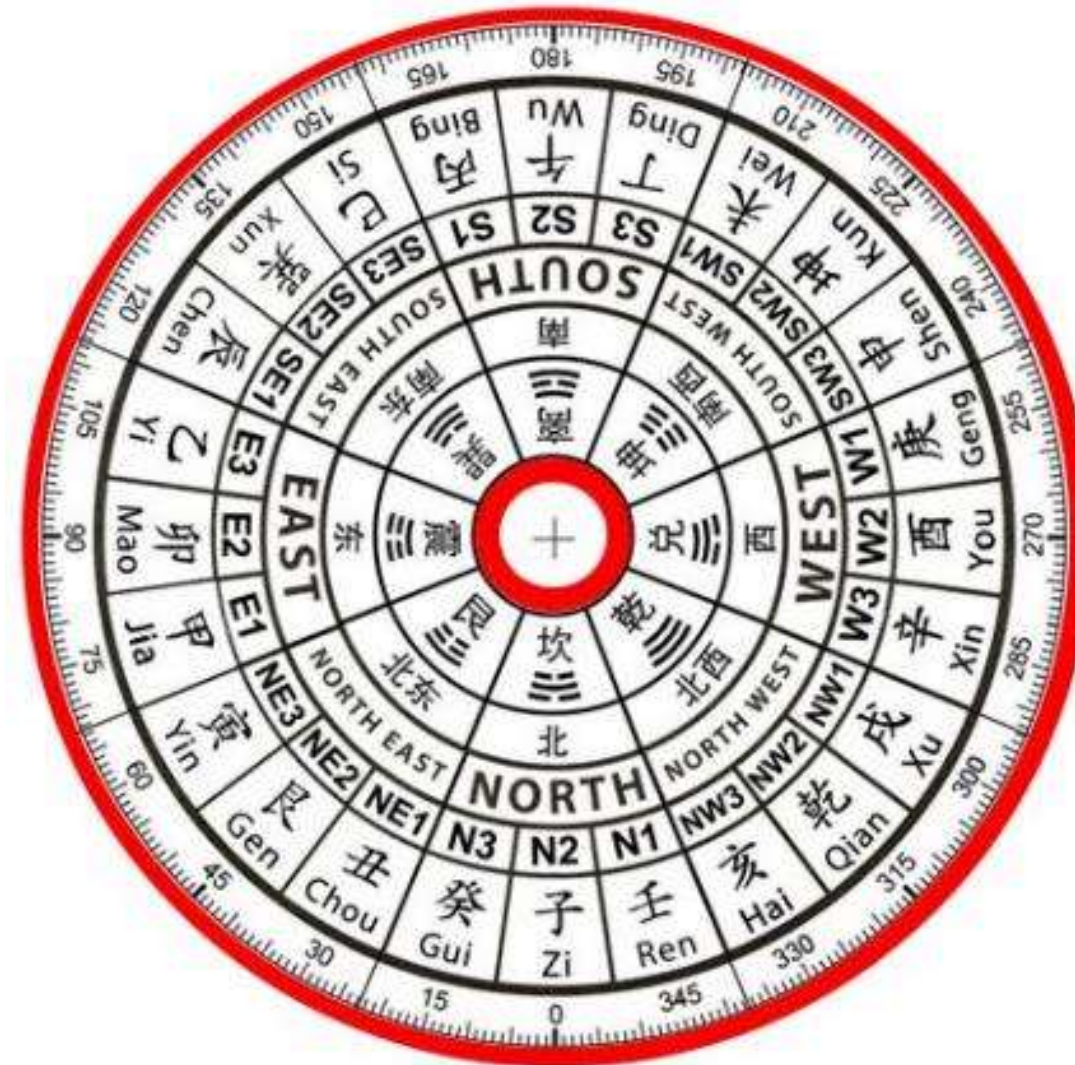
1. Study the map, environment, sitemap and house architecture
2. Prioritize your choice of preferable houses. State your reasons





# Exercise: My Favourable Direction

Find your favorable directions according to your Gua number and the five elements



# Gua Number

1. Add the two digits of birth year until a single digit.

e.g. Born in 1969  $6 + 9 = 15$   $1 + 5 = 6$

2. Male  $= 10 - x$

Female  $= 5 + x$

e.g. Born in 1969 Male = 4 Female = 11,  $1 + 1 = 2$

3. If number is 5, male is 2, female is 8.

e.g. Born in 1972 Female =  $5 + (7 + 2) = 14$ ,  $1 + 4 = 5 \rightarrow 8$

4. Born from Feb 4, 2000

Male  $= 9 - x$

Female  $= 6 + x$

# The Trigrams – auspicious directions

Gua	Trigram	Element	Group	Auspicious Directions			
				Best (Sheng Chi)	Health (Tien Yi)	Love (Yan Nian)	Personal Growth (Fu Wei)
1	Kan (坎)	Water	East	SE	E	S	N
2	Kun (坤)	Earth	West	NE	W	NW	SW
3	Zhen (震)	Wood	East	S	N	SE	E
4	Xun (巽)	Wood	East	N	S	E	SE
6	Qian (乾)	Metal	West	W	NE	SW	NW
7	Dui (兑)	Metal	West	NW	SW	NE	W
8	Gen (艮)	Earth	West	SW	NW	W	NE
9	Li (离)	Fire	East	E	SE	N	S

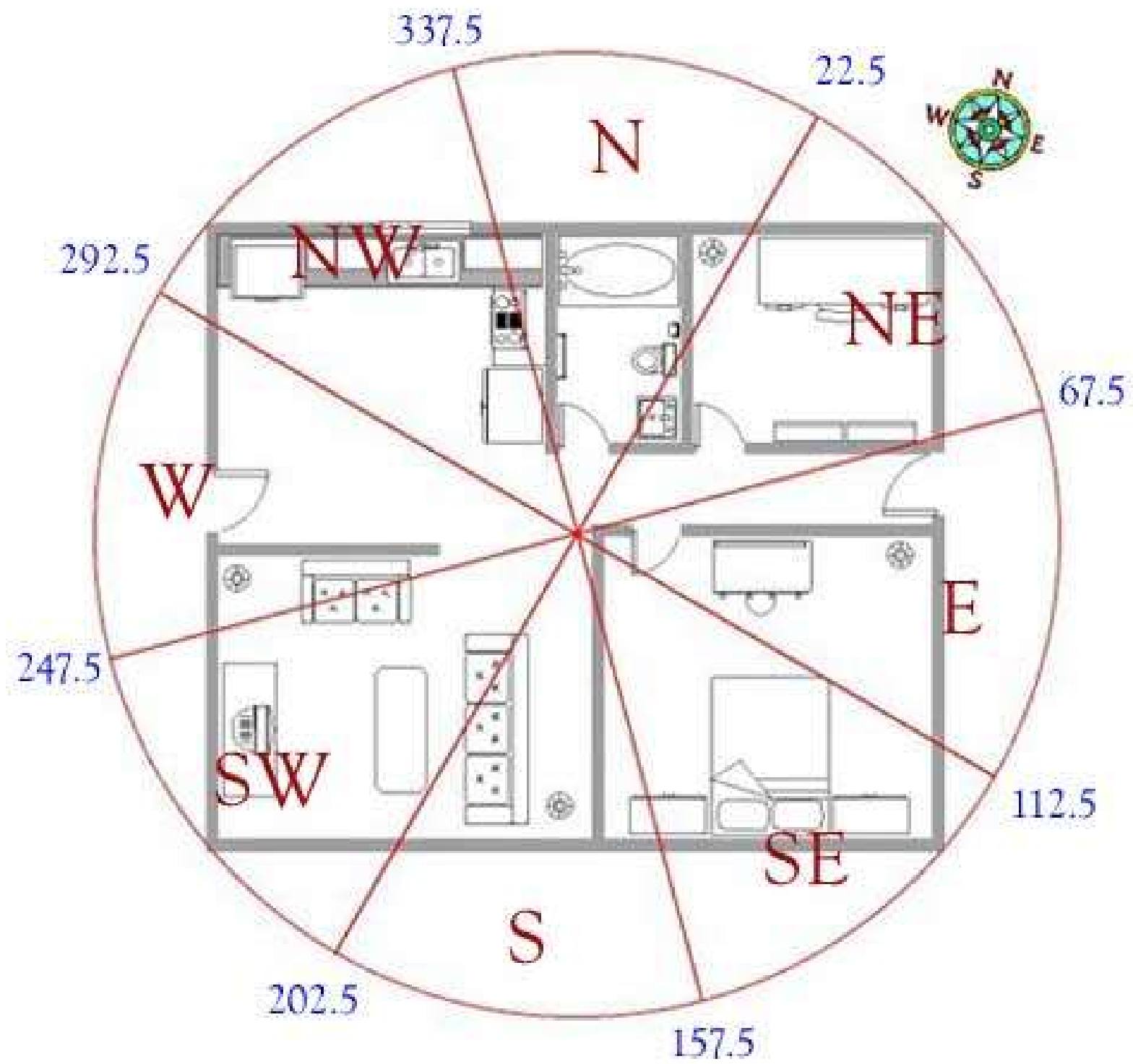
# The Trigrams – auspicious directions

- West group vs. East group
  - West group main door facing NE, W, NW or SW
  - East group main door facing SE, E, N or S
  
- Sheng Chi (best position)
  - main door face this direction
  - bedroom located in this sector
  - bed placed in this location of the bedroom



# The Trigrams – inauspicious directions

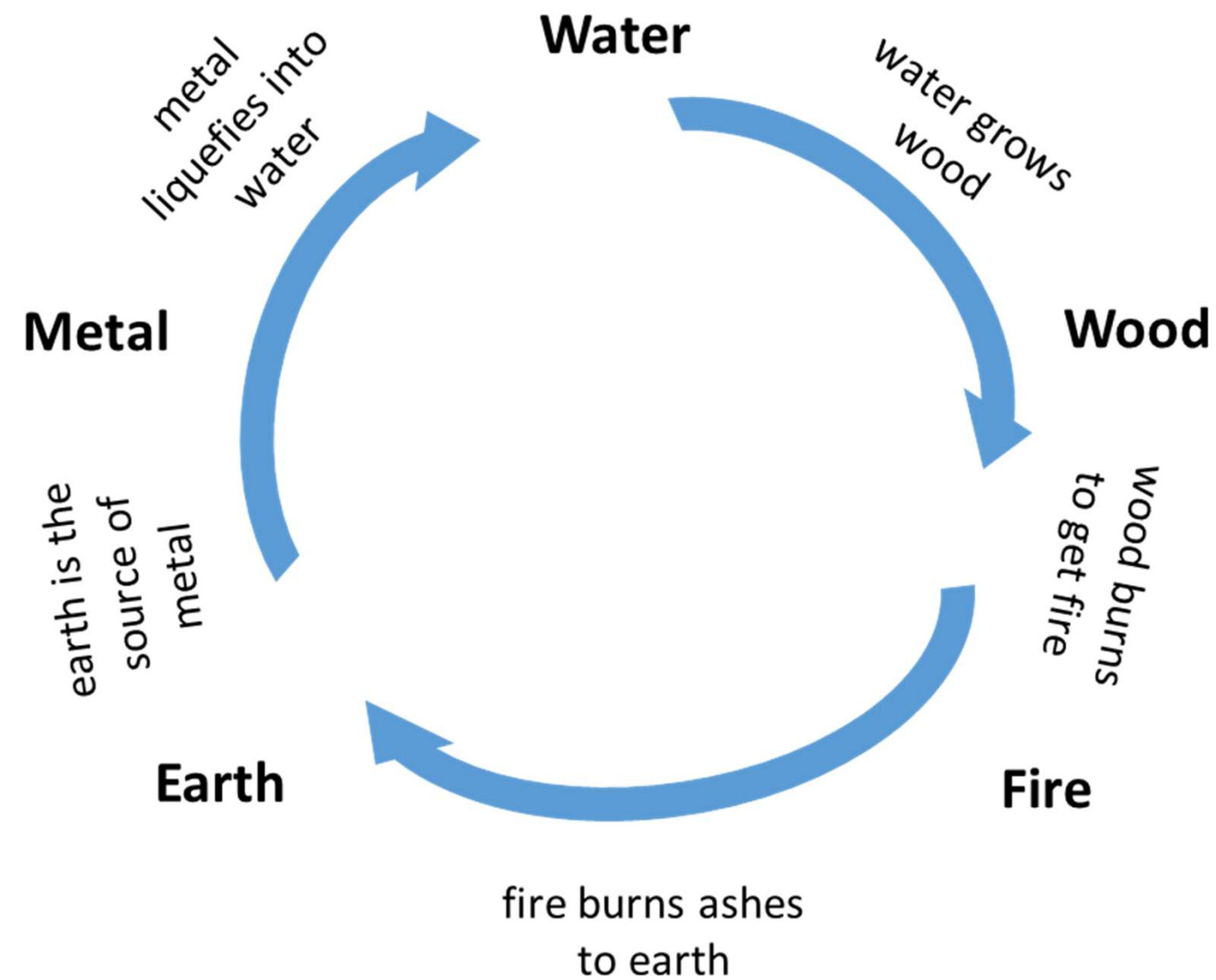
Gua	Trigram	Element	Group	Unlucky (Jue Ming)	Inauspicious Directions		
					6 Killings (Liu Sha)	5 Ghosts (Wu Gui)	Total Loss (Huo Hai)
1	Kan (坎)	Water	East	W	NW	NE	SW
2	Kun (坤)	Earth	West	E	S	SE	N
3	Zhen (震)	Wood	East	SW	NE	NW	W
4	Xun (巽)	Wood	East	NW	W	SW	NE
6	Qian (乾)	Metal	West	SE	N	E	S
7	Dui (兑)	Metal	West	N	SE	S	E
8	Gen (艮)	Earth	West	S	E	N	SE
9	Li (离)	Fire	East	NE	SW	W	NW



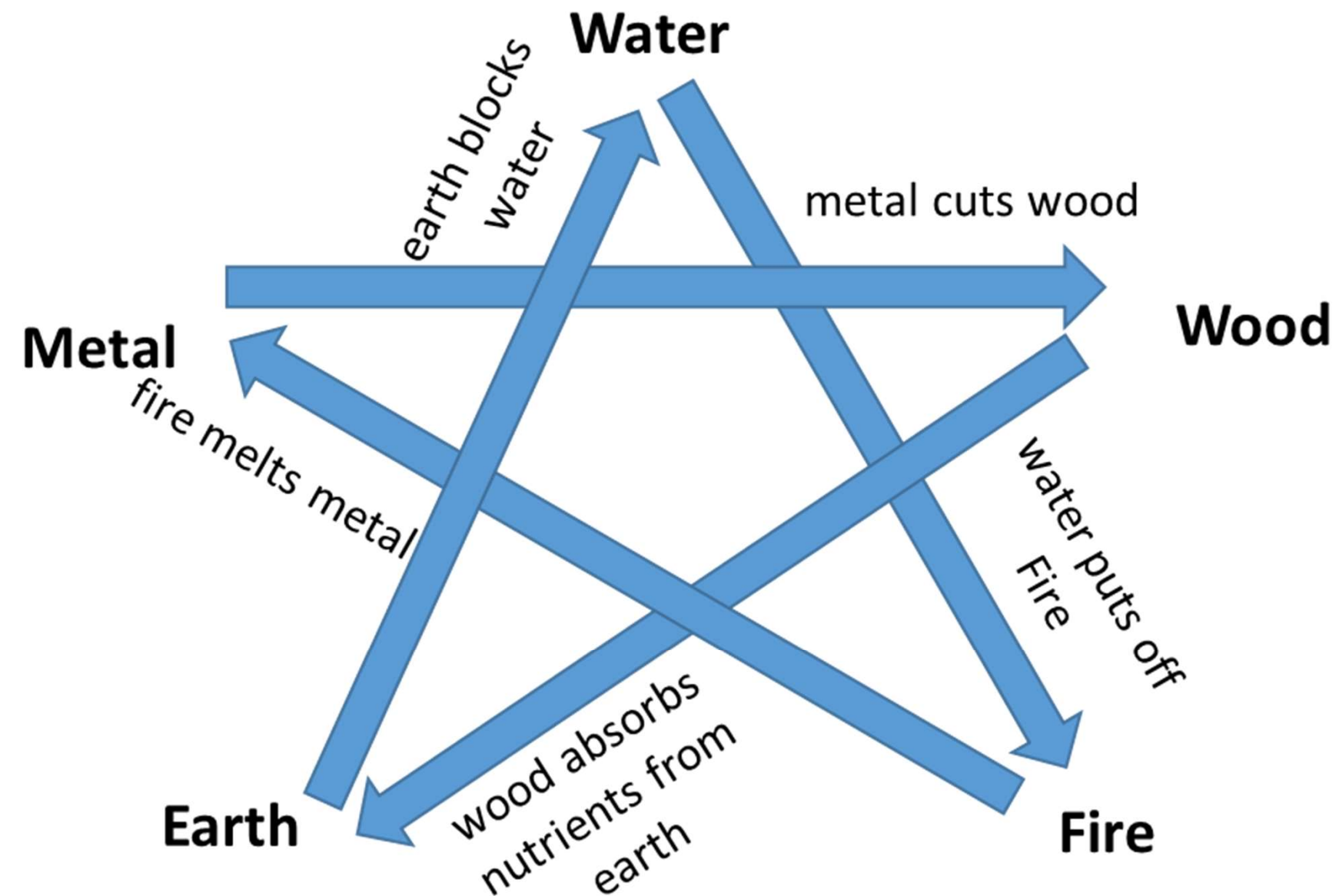
# The Trigrams – inauspicious directions

Gua	Trigram	Direction	People	Body Parts
1	Kan (坎)	N	middle son	ear, blood, kidney
2	Kun (坤)	SW	mother	abdomen, stomach
3	Zhen (震)	E	eldest son	foot liver, hair, voice
4	Xun (巽)	SE	eldest daughter	thigh, intestine
6	Qian (乾)	NW	father, adult, elderly	head, bone, lung
7	Dui (兑)	W	youngest daughter	tongue, mouth, throat, lung
8	Gen (艮)	NE	youngest son, children	finger, toe, bone, nose, back
9	Li (离)	S	middle daughter	eye, heart

# The five elements – production cycle (五行)



# The five elements – destructive cycle (五行)



# The five elements

Element	Metal	Wood	Water	Fire	Earth
<b>Color</b>	metallic	green	black dark blue	red	yellow, brown
<b>Color of Producing Element</b>	silver gold yellow	black dark blue	metallic silver gold	green	red
<b>Shape</b>	round, circular, dome, arch, cylindrical	tall, upright rectangular	flowing wavy, freehand	triangular, pointed, sharp	low, square, flat- top
<b>Object</b>	metal wind chime, metallic or electronic device	indoor plant	aquarium, indoor fountain	candle, electric light	rock, crystal
<b>Picture</b>	metallic object	trees or plants	mighty river or waterfall	flames	rock formation
<b>Object</b>	metal displays, clocks, chimes, bells	trees, plants, flowers	fish tank, water fountain	candles, lamps, burners	pottery, ceramics, pebbles

# Yin vs Yang

Yin (阴)	Yang (阳)
feminine	masculine
water	fire
cool	warm
moon	sun
laid back	energetic
gloomy	upbeat



**How to Buy Good Quality  
Properties Workshop**



**A workshop by Property Club Singapore**