

SARAWAK PROPERTY BULLETIN

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C H Williams Talhar Wong & Yeo Sdn Bhd (24706-T)



1st HALF 2013 PROPERTY MARKET REVIEW

The 1st half of 2013 was rather cautious after experiencing what can be described as a "bull run" in the last 2 years which saw very active transactions both in volume and value. Compared to the same period last year, the property market this year can be said to be rather flat with fewer launches. However, there is still much construction activity going on, a result of the past years' prolific development in the State.

Launches were slow in the 1st half of the year, possibly due to the political-economic uncertainty pending the outcome of the 13th General Election in May. However, launches are expected to pick up in the 2nd half of this year with the steady continuation of implementation of the government's economic transformation programmes.

The general consensus regarding property in Malaysia in 2013 is that it's going to be a buyer's market as proven by the 1st half of 2013 where buyers had adopted a more "wait-and-see" stance regarding property purchases. That said, however, properties in prime attractive locations are still in great demand whilst the ever-rising property prices have seen new residential areas opening up, mostly in secondary locations, as these offer cheaper housing alternatives.

According to the Valuation & Property Services Department of the Ministry of Finance Malaysia (NAPiC), 2012 recorded a drop in volume compared with the previous year but noted an increase in value due to higher prices of property in general. Fewer transactions could be expected for 2013 given the tighter financing criteria (based on net income and 70% cap on loan-to-value for 3rd property purchase), rising development costs and higher Real Property Gain Tax (RPGT).

Prices did not systemically drop this year even though transactions slowed down. The wait for a drop in property prices look set to be prolonged as prices of existing properties won't lag behind developer prices much which have a cost push on prices, especially from higher costs of labour. However, prices of high-end properties which have gone beyond their upper threshold are expected to remain flat.

Despite the cautious market, sellers have displayed holding power and are in no rush to sell, predominantly in the landed property market, as most are still hoping for greater appreciation of their property value.

Certain areas in Sarawak ear-marked under the regional development plans of the 10th Malaysia Plan, namely SCORE, would experience unprecedented growth due to the implantation of mega projects. Towns such as Bintulu and Mukah would stand to benefit greatly and the impetus would drive up demand and have a positive impact on property developments in these areas.

As Sarawak's population is still comparatively young and growing, the property market will continue to hold great potential and create opportunities for investors, remarkably so for properties meeting the criteria of being near developed infrastructures and facilities, having strong property conceptual differential (which makes it unique) and sweet in terms of both pricing (<RM500,000) and size (at least 1,000 sf).

This Issue

- 1 - 1st Half 2013 Property Market Review
- 3 - Development News
- 5 - Findings from the Household Income Survey 2012
- 6 - Projects Marketed By WTWY Real Estate Sdn Bhd
- 9 - Commodities
- 10 - Economy
- 11 - Property News



Table 1 New Housing Units 1H 2013

| Region | Type | Units Completed | Units Under Construction | Units Launched 2012 | Units Construction Started 2012 |
|-----------|--------------------|-----------------|--------------------------|---------------------|---------------------------------|
| Kuching | 1S terraced | 108 | 783 | 172 | 117 |
| | 2S terraced | 672 | 1641 | 543 | 727 |
| | 3S terraced | 0 | 62 | 62 | 62 |
| | 1S semi-d | 48 | 200 | 62 | 42 |
| | 2S semi-d | 122 | 671 | 118 | 210 |
| | 3S semi-d | 0 | 58 | 26 | 26 |
| | Total | 950 | 3415 | 983 | 1184 |
| Samarahan | SS terraced | 444 | 1457 | 92 | 109 |
| | DS terraced | 158 | 823 | 158 | 295 |
| | TS terraced | 176 | 0 | 0 | 0 |
| | SS semi-d | 30 | 54 | 0 | 0 |
| | DS semi-d | 14 | 257 | 24 | 16 |
| | Total | 822 | 2591 | 274 | 420 |
| Sibu | SS terraced | 273 | 805 | 0 | 200 |
| | DS terraced | 569 | 1585 | 270 | 396 |
| | SS semi-d | 0 | 4 | 0 | 0 |
| | DS semi-d | 106 | 358 | 78 | 124 |
| | Townhouse | 0 | 0 | 0 | 0 |
| | Total | 948 | 2752 | 348 | 720 |
| Bintulu | SS terraced | 0 | 174 | 0 | 0 |
| | DS terraced | 212 | 1096 | 219 | 137 |
| | SS semi-d | 16 | 2 | 0 | 0 |
| | DS semi-d | 78 | 284 | 54 | 14 |
| | Total | 306 | 1556 | 273 | 151 |
| Miri | SS terraced | 333 | 870 | 358 | 264 |
| | DS terraced | 44 | 902 | 199 | 215 |
| | SS semi-dee | 58 | 366 | 30 | 12 |
| | DS semi-dee | 24 | 564 | 116 | 116 |
| | DHD | 8 | 41 | 6 | 3 |
| | Townhouse | 0 | 0 | 0 | 0 |
| | DH1.5SD | 6 | 30 | 22 | 22 |
| | DH2.5T | 0 | 35 | 35 | 35 |
| | DH1.5T | 10 | 10 | 10 | 10 |
| | DH3SD | 74 | 0 | 0 | 0 |
| | DH2.5SD | 28 | 0 | 0 | 0 |
| | Total | 585 | 2818 | 776 | 677 |
| | Grand Total | 3611 | 13132 | 2654 | 3152 |

Source : WTWY Research (2013)

Table 2 Selling prices of houses launched in 1H 2013 (RM)

| Type | Kuching | Samarahan | Sibu | Bintulu | Miri |
|----------------------|----------------------------|-------------------|-------------------|-------------------|-------------------|
| SS terraced - LCP | NA | 177,800 - 236,800 | NA | NA | NA |
| SS terraced - int. | 165,000 - 288,000 | 248,000 - 295,000 | 210,000 - 280,000 | NA | 231,888 - 298,000 |
| SS terraced - corner | 250,000 - 386,000 | 181,800 - 511,800 | 250,000 - 330,000 | NA | 318,000 - 398,000 |
| DS terraced - int. | 308,000 - 502,000 | 318,000 - 428,000 | 338,000 - 438,000 | 366,000 - 430,000 | From 391,000 |
| DS terraced - corner | 358,000 - 838,000 | 338,000 - 482,800 | 450,000 - 540,000 | 430,000 - 480,000 | From 498,000 |
| TS terraced - int. | 629,000 - 640,000 | NA | NA | NA | NA |
| SS semi-detached | NA | NA | NA | NA | From 368,000 |
| DS semi-detached | 359,000 - 1,118,000 | 378,000 - 470,000 | 538,000 - 700,000 | 633,000 - 840,000 | From 565,000 |
| TS semi-detached | 900,000 - 1,568,000 | NA | NA | NA | NA |
| Detached plot | 940 psm / 38,000 per point | NA | NA | NA | NA |

Table 3 Shop-offices/Shop-houses 1H 2013

| Region | Type | Units Completed | Units Under Construction 2012 | Units Launched | Units Construction Started 2012 |
|--------------------|---------------|-----------------|-------------------------------|----------------|---------------------------------|
| Kuching | 2-storey shop | 141 | 50 | 10 | 10 |
| | 3-storey shop | 141 | 924 | 60 | 195 |
| | 4-storey shop | 26 | 189 | 44 | 44 |
| | 6-storey shop | 0 | 11 | 0 | 2 |
| | 8-storey shop | | 3 | | |
| | Total | 308 | 1177 | 114 | 251 |
| Samarahan | Lock Up Shop | 0 | 32 | 0 | 32 |
| | 2-storey shop | 0 | 10 | 0 | 10 |
| | 3-storey shop | 30 | 334 | 36 | 98 |
| | 4-storey shop | 0 | 30 | 39 | 0 |
| | Total | 30 | 406 | 75 | 140 |
| Sibu | 2-storey shop | 6 | 76 | 24 | 24 |
| | 3-storey shop | 86 | 574 | 154 | 74 |
| | 4-storey shop | 0 | 36 | 13 | 10 |
| | Total | 92 | 686 | 191 | 108 |
| Bintulu | 2-storey shop | 34 | 72 | 0 | 0 |
| | 3-storey shop | 0 | 549 | 198 | 83 |
| | 4-storey shop | 0 | 0 | 0 | 0 |
| | Total | 34 | 621 | 198 | 83 |
| Miri | 2-storey shop | 0 | 241 | 81 | 14 |
| | 3-storey shop | 7 | 468 | 162 | 17 |
| | 4-storey shop | 20 | 18 | 30 | 0 |
| | Total | 27 | 727 | 273 | 31 |
| Grand Total | | 491 | 3617 | 851 | 613 |

Source : WTWY Research (2013)

Table 4 Selling prices of shop-offices/shop-houses 1H 2013 (RM)

| Region | 2-storey int | 2-storey corner | 3-storey int | 3-storey corner | 4-storey int | 4-storey corner |
|-----------|---------------------|---------------------|---------------------|-----------------------|-----------------------|-----------------|
| Kuching | NA | NA | 930,000 - 1,188,000 | 1,200,000 - 1,780,000 | 1,475,000 | NA |
| Samarahan | NA | NA | 1,000,000 | 1,200,000 | From 1,200,000 | NA |
| Sibu | NA | NA | 850,000 - 1,580,000 | From 1,380,000 | 1,000,000 - 1,500,000 | Up to 3,500,000 |
| Bintulu | 650,000 - 1,050,000 | 850,000 - 1,250,000 | 976,000 - 1,800,000 | 1,280,000 - 2,280,000 | NA | NA |
| Miri | NA | NA | 1.08 mil - 2.13 mil | | NA | NA |

Table 5 Industrial units 1H 2013

| Type | Units Completed | Units Under Construction | Units Launched | Units Started |
|--------------|-----------------|--------------------------|----------------|---------------|
| Kuching | 0 | 433 | 22 | 22 |
| Samarahan | 0 | 28 | 70 | 0 |
| Sibu | 26 | 179 | 66 | 9 |
| Bintulu | 0 | 178 | 54 | 0 |
| Miri | 16 | 50 | 0 | 0 |
| Total | 42 | 868 | 212 | 31 |

Source : WTWY Research (2013)

Table 6 Selling prices of semi-detached industrial units launched in 1H 2013

| Region | Land size (sm) | Built-up area (sm) | Selling prices (RM) |
|-----------|----------------|--------------------|-----------------------|
| Kuching | NA | 173 | 788,000 |
| Samarahan | 600 - 1,375 | NA | 635,000 - 1,258,000 |
| Sibu | 380 - 857 | NA | 340,000 - 780,000 |
| Bintulu | 750 - 858 | 216 | 1,150,000 - 1,815,000 |
| Miri | From 600 | NA | From 480,000 |

Table 7 3-star and above hotel

| Region | Existing hotels | | Under Construction | | Proposed | |
|---------|-----------------|-------|--------------------|-------|----------|--------|
| | No. | Rooms | No. | Rooms | No. | Rooms |
| Kuching | 26 | 4,728 | 6 | >1500 | 8 | 1825 e |
| Sibu | 5 | 1,022 | 0 | 0 | 0 | 0 |
| Bintulu | 4 | 592 | 1 | 336 | 2 | 186 |
| Miri | 7 * | 1,290 | 0 | 0 | 1 | 560 |

Note : * 1 service apartment upgraded to hotel

STUTONG HEIGHTS APARTMENTS by Ibraco Group

Stutong Heights Apartments developed by Ibraco Berhad, comprises four 5-storey apartment blocks along Jalan Stampin Baru. The development is scheduled to contain a total of 272 units, with 8 units on each floor. Positioned near the Kuching International Airport, a specialist hospital, private and public schools as well as several commercial centres, the apartments would also be equipped with shaded parking lots, lifts, multi-purpose court, playground and a basketball court, to be managed by the developer.

The apartment unit ranges in size from 634.8 sq ft to 1054.4sq ft. with certain units in the block having a balcony. The price ranges from RM188,000 to RM289,000.

Source : *The Borneo Post*, 12/1/2013



Artist Impression of Stutong Heights Apartments in Kuching



A Mydin hypermarket

3 HYPERMARKETS for Sarawak by Mydin

Mydin Mohamed Holdings Bhd is investing about RM450 million to set up a hypermarket each at the Isthmus, Samariang New Township and Vista Tunku, in Kuching over the next 30 months, with agreements signed with CMS Land Sdn Bhd and Projek Bandar Samariang Sdn Bhd for the hypermarkets at Isthmus and Samariang respectively. The 1st Mydin hypermarket at Samariang is slated to be ready by mid 2014 with the 2nd at the Isthmus to be completed by end 2015. According to Mydin, the hypermarket at Vista Tunku would take a longer period to complete as it would incorporate a large warehouse.

After Kuching, Mydin would be considering setting up outlets in Miri, Bintulu and Sibul.

Source : *BERNAMA* dd 14/1/2013

CITY SQUARE by Timber Land Group

City Square, a mixed development by the Timber Land Group, is an integrated development which covers over 20 acres of land at Pending. The project includes 125 units of shop houses, 4 blocks of serviced apartments ranging from 9 to 15 storeys, shopping malls, office blocks and a 9-storey hotel.

The project is located just after the Tun Datuk Patinggi Abang Mohammed Salahuddin Bridge, at the intersection of Jalan Pending, Jalan Kwong Lee Bank and Jalan Sungai Apong, between the Icom Square, a large commercial centre development and The Isthmus.

90 per cent of the shop houses at Phase 1 was sold within the first month of the launch and is currently under construction with the shop houses targeted to complete by end of this year while the 9-storey serviced apartment and 10-storey office block will be completed by 2015. Phase 2 of the project will consist of 75 units of 3 and 4-storey shop houses and an approved 9-storey 385-room hotel.



An Artist impression of City Square Phase 2

The crown of the development will be The Sphere Complex, a 15 storey-shopping complex and serviced apartment that is planned to commence in 2017.

Source : *The Borneo Post*, 23/1/2013

The WHARF for Miri coastline by Unique Harvest



A 24-storey hotel, an 18-storey residential suite and 10 units of 3-storey shophouse with a total gross development value of RM400mil will be built at the Miri Waterfront. A joint effort between developer Unique Harvests Sdn Bhd and contractor Sara-Timur Sdn Bhd., the entire project is scheduled to be completed in two-and-a-half years, with completion anticipated in the fourth quarter of 2015.

The 1st phase comprises an 18-storey private strata-titled suites called **the Wharf** with 192 private units having a 99 year leasehold with 2+1 bedroom units from the 6th floor onwards, and offers modern lifestyle facilities on the 5th floor such as swimming pool, Sky Garden, gym, aerobics room, multipurpose hall, pool deck, and BBQ pits. The suites are priced between RM800,000 and RM1mil depending on location and furnishing.

The hotel consists of 328 rooms and suites, and will include facilities such as a ballroom with a seating for up to 1,000 people, six other function rooms, all with modern meeting facilities, an infinity pool with pool deck and children's pool, a spa with sauna, steam room and jacuzzi, gym and aerobics, F&B outlets, including coffee house with a modern open buffet concept and executive lounge on the 24th floor.

Source : The Star, 7/3/2013

96 units of Sovo at BINTULU PARAGON by Naim



About 96 units of small office versatile office (Sovo) at **Bintulu Paragon**, which is priced from RM268,000, was launched for sale by Naim Land Sdn Bhd. Located above the proposed Bintulu Paragon's Street Mall would put the SOVO units only a walk away from a plethora of cafes, restaurants, IT stores, stationers, entertainment outlets and other conveniences.

A Developer Interest Bearing Scheme (DIBS) was made available whereby buyers will be required to pay only between 10% and 15% first and nothing else until the units are completed after three years. The Sovo would add versatility to the Bintulu Paragon with potential for capital appreciation as they can convert it into an apartment or office.

Bintulu Paragon, upon completion, will be home to a stylish Street Mall with 1.4 million sq feet of retail space, the tallest condominium, Sovo suites, hotels, corporate office towers and office suites.

Source : The Borneo Post, 8/4/2013

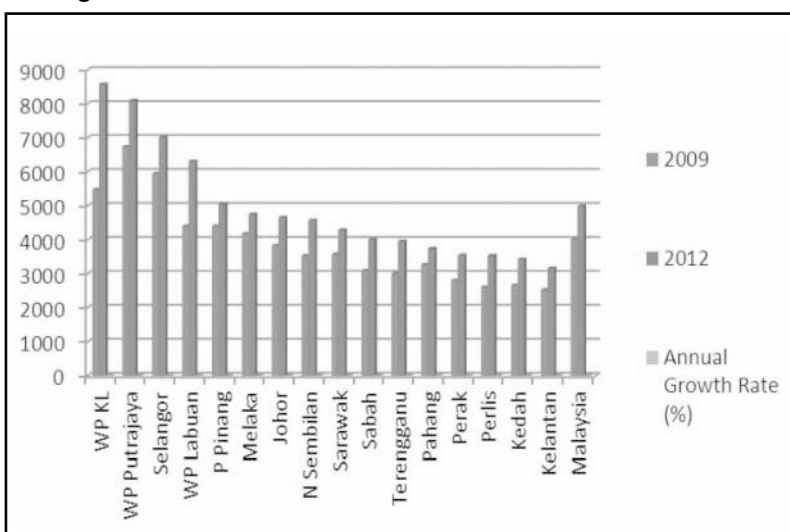
FINDINGS FROM THE HOUSEHOLD INCOME SURVEY 2012

Mean monthly household income and annual growth rate by State, Malaysia 2009 & 2012

| State | 2009 | 2012 | Annual Growth Rate (%) |
|--------------|-------|-------|------------------------|
| WP KL | 5,488 | 8,586 | 14.9 |
| WP Putrajaya | 6,747 | 8,101 | 6.1 |
| Selangor | 5,962 | 7,023 | 5.5 |
| WP Labuan | 4,407 | 6,317 | 12.0 |
| P Pinang | 4,407 | 5,055 | 4.6 |
| Melaka | 4,184 | 4,759 | 4.3 |
| Johor | 3,835 | 4,658 | 6.5 |
| N Sembilan | 3,540 | 4,576 | 8.6 |
| Sarawak | 3,581 | 4,293 | 6.0 |
| Sabah | 3,102 | 4,013 | 8.6 |
| Terengganu | 3,017 | 3,967 | 9.1 |
| Pahang | 3,279 | 3,745 | 4.4 |
| Perak | 2,809 | 3,548 | 7.8 |
| Perlis | 2,617 | 3,538 | 10.1 |
| Kedah | 2,667 | 3,425 | 8.3 |
| Kelantan | 2,536 | 3,168 | 7.4 |
| Malaysia | 4,025 | 5,000 | 7.2 |

Source : Findings from the Household Income Survey 2012, Dept of Statistics

Average Household Income 2009/2012



Source : Household Income Survey 2012, Dept of Statistics Malaysia

The mean monthly household income for Sarawak had grown from RM3,581 in 2009 to RM4,293 last year, an increase of 6% per annum which was still lower than the average national growth of 7.2% with mean national household income at RM5,000, seen over the same period of 2009-2012 compared to 4.4% growth in the 2007-2009 period. When taking the federal territories of Kuala Lumpur, Putra Jaya and Labuan as contributing entities, Sarawak ranked 9th out of 16 in terms of mean monthly household income, behind even Melaka, Johor and Negeri Sembilan.

Among the incidence of poverty, Sarawak has the 4th highest incidence of poverty and 3rd highest incidence of hardcore poor amongst the states in Malaysia.



Mean monthly household income by strata, Malaysia (2009 & 2012)

| | 2009 | 2012 | Annual growth (%) |
|----------|-------|-------|-------------------|
| Malaysia | 4,025 | 5,000 | 7.2 |
| Urban | 4,705 | 5,742 | 6.6 |
| Rural | 2,545 | 3,080 | 6.4 |

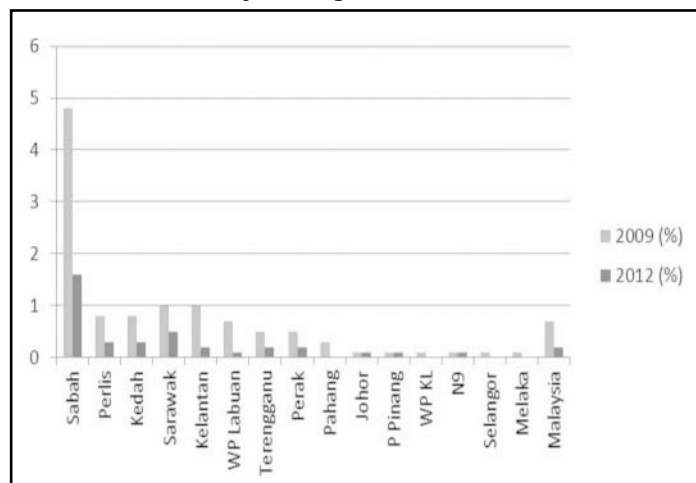
Source : Household Income Survey 2012, Dept of Statistics Malaysia

Mean monthly household income for income groups

| Income Group | 2009 | 2012 |
|--------------|-------|--------|
| Top 20% | 9,987 | 12,159 |
| Middle 40% | 3,631 | 4,573 |
| Bottom 40% | 1,440 | 1,847 |

Source : Household Income Survey 2012, Dept of Statistics Malaysia

Incidence of Poverty amongst the various States



Source : Household Income Survey 2012, Dept of Statistics Malaysia

Projects Marketed by WTWY REAL ESTATE SDN BHD

KIDURONG GATEWAY

Developer : *Arcadia Properties Sdn Bhd, a subsidiary of Harbour-Link Group Berhad*

Location : *Jalan Kidurong*

Description : *Located at a prime area, the project comprises 60 units of commercial shophouses launched for phase 1 as part of a commercial centre planned to be near to Kidurong Industrial Estate and Samalaju Industrial Park. 54 units of semi-detached factory units will be launched for Phase 2.*

Total land size for the development is about 100 acres currently with plans to include more shophouses, shopping mall, large-sized petrol station, large industrial lots and light industrial semi-detached units.

Sizes for the shophouse range from 1509sq ft (23ft x 65ft) to 2398sq ft (50ft x 65ft), Kidurong Gateway offers larger shophouse with latest design priced from RM1.135 million onwards.



Soft launching of the Kidurong Gateway on 23rd May 2013 at Harboulink Group Office



PROPOSED 3-STORY SHOPHOUSES ON LOT 1218, BLOCK 20, KEMENA LAND DISTRICT, AT JALAN KIDURONG, BINTULU.



PROPOSED 2-STORY SEMI-DETACHED INDUSTRIAL BUILDING ON LOT 1218, BLOCK 20, KEMENA LAND DISTRICT, AT JALAN KIDURONG, BINTULU.

PINNACLES BINTULU



Pinnacles Location Plan



Night View

WTWY REAL ESTATE SDN BHD - TOP 10

According to Inside Investor in its "Inside Sarawak 2013" report, WTWY Real Estate Sdn Bhd has been listed as one of the TOP 10 REAL ESTATE COMPANIES IN SARAWAK.....

Inside Sarawak was launched by the Chief Minister of Sarawak, Pehin Sri Haji Abdul Taib bin Mahmud on 12th June 2013.

Developer : *Sarawak Land (Kemena Park) Sdn Bhd, a member of Samling Strategic Corporation Sdn Bhd.*

Location : *Jalan Tanjung Batu, Bintulu*

Launched : *19th to 21st April 2013 at RH Hotel*

Description : *27-storey high end condominium commanding panoramic views of the South China Sea and Bintulu Town Centre, the 'Pinnacles' Condominium will set the record for being the two tallest residential blocks in the whole of Sarawak.*

For more information on Project Marketing, please contact Mr Alex Lim - 017-8667711 or Ms Sandy Wong - 010-9738080.

PINNACLES BINTULU (Cont'd)

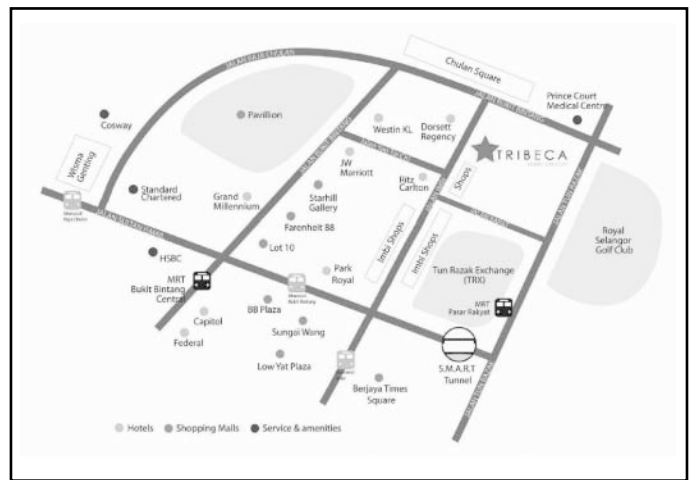
Located adjacent to Parkcity Everly Hotel, the 'Pinnacle' is conveniently located in the vicinity of upcoming shopping and entertainment hubs of Parkcity, Berjaya and Medan Jaya Commercial Centres and close to other amenities like the Bintulu Hospital and Bintulu Airport which are only about 25km or 25 minutes' drive away.

Spread over 7.3 acres, the 'Pinnacle' site shares immediate frontage with the Bintulu Waterfront Promenade, which is beautifully landscaped with themed pavilions, children's playgrounds, exercise stations, jogging and bicycle tracks spanning 2.8km, accessible to both residents and guests of the 'Pinnacle' Condominium.

The 1st Condominium that comes with a Sky Garden on level 19 will have a 36-seater Movie Theatre, a Library with indoor and outdoor reading areas, a Children's Games and Computer Room, a series of lounges set amidst lush greenery, a Sky Bar and a Gymnasium.

As an exclusive residential haven, the 'Pinnacles' offers a combination of 3-bedroom, Duplex and Penthouse suites with expansive living and dining areas. For the environmentally conscious, each suite comes with LED lighting to reduce electricity consumption, and double-glazed tempered glass windows in-filled with inert gas to reduce heat gain while enjoying uncompromised views all-round.

TRIBECA KUALA LUMPUR

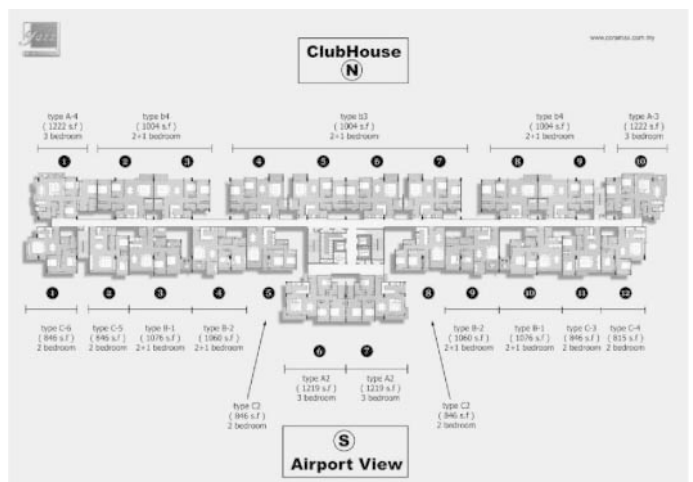


Developer : Bakti Dinamik Sdn Bhd (Subsidiary of Low Yat Group)

Location : Jalan Imbi opposite Ritz Carlton Hotel KL

Description : 5-10 mins walk to SEA's Shopping Paradise Pavilion KL and KLCC (via covered walkway), Starhill Gallery, Sg Wang, Lot 10, Low Yat Plaza, Fahrenheit 88. All roads lead to TRIBECA by Tun Razak Exchange and all main roads, with close proximity to Bukit Bintang and Imbi Monorail Stations, soon to be completed Bukit Bintang and Pasar Raya MRT stations.

JAZZ SUITES KUCHING



Developer : Coramax Sdn. Bhd.

Location : Jalan Wan Alwi, Tabuan Jaya, Kuching

Description : Sits on top of Vivacity Megamall which has a total net lettable area of 1.2 million sq feet (biggest mall in Kuching) and accessible to the Mall via lifts. Mall will be bringing in international and regional brands. Complete with rooftop landscaped garden, car parks and lap pool. 3-tier security system with CCTVs installed at strategic locations. Close to Swinburne University, Inti College, Segi College and Sunway College.

Sales Status : Jazz 1 and 2 sold out.

SALE

RUBBER ROAD WEST
2-Storey Semi-Detached House
 Land Area : 7.32 pts
 Selling price : RM690,000.00
 Remarks : Renovated & Furnished



STAMPIN
2-Storey Semi-Detached House
 Land Area : 8.26 pts
 Term Of Title : Until 1/7/2047
 Selling price : RM650,000.00
 Remarks : Well maintained



STAPOK
2-Storey Intermediate Terraced House
 Land Area : 4.38 pts
 Term Of Title : 12/9/2071
 Selling price : RM520,000.00
 Remarks : Modern design



CENTRAL ROAD
2-Storey Semi-Detached House
 Land Area : 9.8 pts
 Term Of Title : 999 years
 Selling price : RM480,000.00
 Remarks : Well maintained



NANAS ROAD WEST
2-Storey Intermediate Terraced House
 Land Area : 6.2 pts
 Term Of Title : 31/12/2038
 Selling price : RM390,000.00
 Remarks : With Extension



JLN KAPOR
2-Storey Corner Terraced House
 Land Area : 8 pts
 Selling price : RM550,000.00
 Remarks : Furnished, renovated & well maintained



JLN LAKSAMANA CHENG HO
2-Storey Semi-Detached House
 Land Area : 17.81 pts
 Term Of Title : Until 31/10/2061
 Selling price : RM1,500,000
 Remarks : Nice landscaping, Extra large built-up



TMN STUTONG
2-Storey Semi-Detached House
 Land Area : 11.26 pts
 Term Of Title : Perpetuity
 Selling price : RM1,290,000
 Remarks : Extra large, Furnished

RENT

JLN SATOK (For Rent)
4-storey corner & intermediate shophouses
 No of Units : 3
 Rental p.m. : RM32,000
 Remarks : With lift, facing main road



7TH MILE (For Rent)
3-storey Showroom
 Built-Up area : 16,464 sf
 Rental p.m. : RM24,000
 Remarks : Facing main road



DEMAK LAUT IND PARK (For Rent)
Semi Detached industrial factories
 No. of Units : 2
 Land Area : 1.5 acs
 Built Up Area : 18,000 sf. each
 Rental p.m. : RM12,000.00 each
 Remarks : Large area



JLN KULAS (For Rent)
4-storey intermediate shophouses
 No. of Units : 2
 Built Up Area : 20' x 60'
 Rental p.m. : RM12,000.00
 Remarks : Facing main road

For further enquiries, kindly contact : WTWY Real Estate Sdn Bhd.

Tel : 082-236111 / 428436

DEVELOPMENT OF OIL PALM PLANTATION IN SARAWAK

Development of large scale commercial plantations in Sarawak can generally be divided into development of :

1. State Land; and
2. Native Customary Rights (NCR) land.

The State Government plays an active role by inviting potential investors to Sarawak to develop the arable and rural areas in order to generate economic benefits and improve infrastructure in Sarawak. The Government hopes to expand its oil palm plantation area from 1.2 million hectares to 2 million hectares in 5 years.

Under the current law, only TEMUDA i.e. land cleared from virgin jungle, farmed and occupied prior to 1958, is recognized as NCR land.



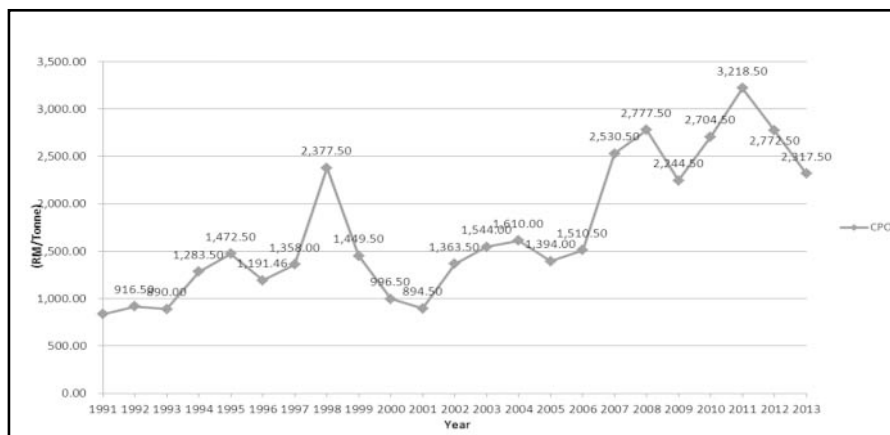
| Owner | Hectarage | % |
|-----------------------------------|-----------|--------|
| Private Companies | 973,700 | 80.16% |
| Govt Agencies (State and Federal) | 102,100 | 8.41% |
| Smallholders | 76,900 | 6.33% |
| NCR land development | 62,000 | 5.10% |

Source : Oil Palm National Seminar, June 2013

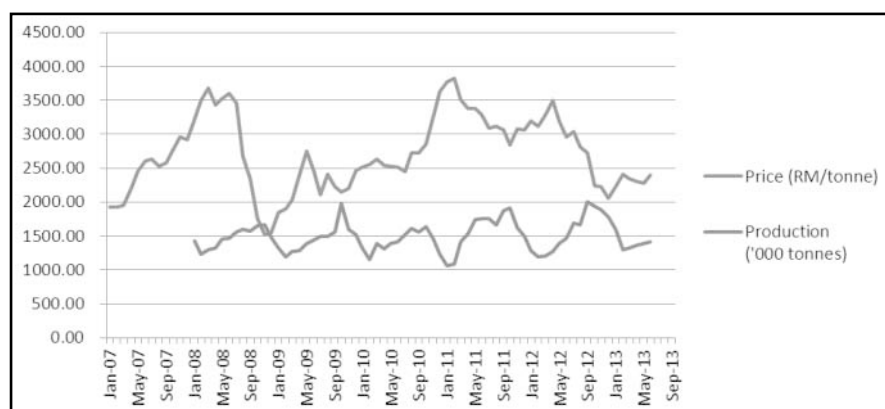
New Concept of NCR land development

- Started in 1997
- JV involving the investors, land owners and the Land Custody and Development Authority (LCDA) as trustee on behalf of the land owners at a shareholding ratio of 60:30:10
- Land alienated to the Joint Venture Company (JVC) for a period of 60 years at an agreed value representing the equity portion of the land owners in the JVC. The investors and LCDA will inject cash at the agreed proportion.
- 5 aspects involved :
 - i. Gazetted Area – Land has to be declared as Development Area under Sec 11 of the LCDA Ordinance 1981 which can cover alienated, non-alienated and Native Customary Land (NCL)
 - ii. Joint Venture Agreement (JVA) – A JVA is signed between Pelita Holdings SB and the investor
 - iii. Principle Deed – Signed between the government, LCDA/PHSB and the NCR land owners
 - iv. Trust Deed – LCDA/PHSB declares its holding shares in a JVC as trustee for the NCR owners
 - v. Deemed native status – Persons/companies involved in the development of the Development Area must be natives or deemed native for the purpose of holding land under the Sarawak Land Code.

Price Trend of Crude Palm Oil : 1991 - 2013



Price and Production of CPO (2007-2013)



ECONOMY

Malaysia on track to 4.5%-5.5% GDP growth

With the strong backing of private investment and consumption, Malaysia is on track to achieve an economic growth of 4.5% to 5.5% per annum. Dragged down by weak export performance, Malaysia's first quarter gross domestic product (GDP) managed to expand at only 4.1% which was still commendable in the midst of global economic slowdown whereby other medium to high income economies grew at 1% to 2%.

Source : *Business Times*, 30/5/2013

Bank Negara maintains Overnight Policy Rate at 3%

Bank Negara Malaysia (BNM) will maintain the Overnight Policy Rate at 3% deemed appropriate given the outlook for inflation and growth. On the external front, global economy continued to see slow growth, with growth remaining weak in advanced economies. For the Malaysian economy, domestic demand has continued to support growth amid the continued moderation in external demand. The sustained weakness in the external sector may, however, affect the overall growth momentum.

Private consumption is expected to remain steady underpinned by income growth and stable labour market conditions. Capital spending in the domestic-oriented industries and the ongoing implementation of infrastructure projects will also support investment activity.

It was reported that inflation remained low at 1.6% in the first five months of the year. While inflation is expected to rise in the 2nd half of the year due to domestic supply and cost factors, it is projected to remain modest.

Source : *The Star*, 11/7/2013

Malaysia tightens household credit lendings

Malaysia's central bank has imposed measures on household lending, including limits to loan tenures, in order to reign in "excessive" consumer borrowing and curb property speculation. Bank Negara noted that the household debt has expanded rapidly over the last five years, increasing by 12 percent a year, resulting in a high household debt to GDP ratio of 83%, the highest in emerging Asia.

Bank Negara Malaysia's tighter measures include :

- i. Personal loans of up to a maximum of 10 years only;
- ii. Financing for both residential and non-residential properties to have a maximum payback term not exceeding 35 years from 25 years and 45 years respectively.
- iii. Lending limits set for new borrowers, especially those with lower incomes, at 60% of their monthly take home pay.
- iv. A ban on "pre-approved personal financing products" such as unsolicited loan and credit card offers with immediate effect.

Investment analysts described the measures as positive for the economy as it would help prevent a "possible bubble burst" in the household debt if consumers continue to enjoy easy borrowings.

There will unlikely be a possible interest rate hike as this move might hurt growth in the export dependent country amid the weak global economy. Malaysia's economy is expected to grow 5-6 percent this year powered by strong domestic demand.

Source : *Various newspaper sources*, 5/7/2013

PROPERTY NEWS

Future property trends to consider in Sarawak

According to Inside Investor, apart from being boosted by large-scale property developments in the residential, commercial and industrial sectors, the real estate market in Sarawak is also likely to grow on certain trends, one of which is the rising demand for green housing, whereby the concern for sustainable energy was promoting ecofriendly housing projects. Green components included recreational facilities such as open green space and the use of solar powered lights, and heating as well as using recycled water. This is made more viable in Sarawak since it has an advantage due to abundant solar energy and power from its many rivers. A green building can allow its owners to save 10 to 20 per cent on energy consumption. Malaysia introduced the Green Building Index (GBI), which focuses on energy efficiency, indoor environment quality, sustainable site planning and management, material and resources efficiency as well as design innovation.

Another point which was also relevant was the affordability of properties for house buyers and developers. The report also outlined the increasing trend for small office-home office (SOHO) properties in the state, a "stay where you work" concept, in view of rising costs and increasing number of small enterprises entering the economy.

Other sectors of the property segment in Sarawak are niche developments such as lifestyle housing, retirement villages and developments under the umbrella of the Malaysia My Second Home programme. Based on the sector overviews, scaled from 1 to 5, 1 being highly recommendable and 5 meaning high-risk territory, the attractiveness of investing in the real estate sector in Sarawak was ranked a **2** by **Inside Investor**.

Source : *The Borneo Post*, March 18, 2013, Monday

Skyrocketing house prices not a deterrent

According to Sarawak Housing and Real Estate Developers' Association (Sheda), skyrocketing prices for houses in Sarawak have not stopped the industry from experiencing a boom. As long as there is demand, developers will constantly be looking for land to build new developments. The predicament is to find suitable land for development especially in Sibü where soil conditions are not that favourable.

Currently, a double-storey terraced house unit costs from RM350,000 to RM400,000 depending on its location, while a single-storey terraced house would start at RM250,000. A semi-detached double-storey house would cost from RM500,000 to RM600,000, while a fully furnished unit could even go for RM700,000 per unit. SHEDA admitted that the prices are too exorbitant for most potential purchasers, especially those from the lower or middle-income groups. However, the forces of market will even out eventually.

Demand for shophouses is also on the rise but location remained the main factor. It was noted that shophouses at Tun Ahmad Zaidi Road and Salim Road roundabout in Sibü were popular with many units snapped up quickly mainly due to its good location with RM900,000 per unit when first constructed would easily breach the RM1 million mark today.

More affordable houses would be built to cater to the needs of the lower and medium-income earners, an example of which is the Sunview Housing Estate, located near Sibü Airport, adjacent to Sibü Jaya Township, about 26km from here. The project includes 270 double-storey terraced houses ranging between RM180,000 and RM300,000.

Source : The Borneo Post, June 8, 2013, Monday

Moving Of WTWY Kuching Office



WTWY Kuching Office will soon be moving to its new premise at No.26 and No.27, Lot 352 Section 54 at Wisma Nation Horizon, Jalan Petanak, Kuching w.e.f. **9th September, 2013** to better serve its clients and customers whom WTWY is grateful to for their many years of support.

WTWY New Contacts :

General – 082-231 331 (tel)
082-231 991 (fax)

Estate Agency – 082-236 111 (tel)
082-236 116 (fax)

WTWY New Staff for 1st Half 2013

| Town | Staff Name | Date of Commencement | Position |
|---------|--------------------------|----------------------|---------------------------------|
| Kuching | Zulfika Abdulah Maghribi | 17/06/2013 | Clerical Assistant cum Despatch |





WTWY Workshop @ Dorsett Hotel, Kuching (3rd-4th December 2012)



WTWY Workshop @ Harbour View Hotel, Kuching (12th-13th July 2013)



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CH Williams Talhar Wong & Yeo Sdn Bhd (24706-T)

Chartered Surveyors • Valuers • Estate Agents • Property Managers • Real Estate Counselors • Development Consultants

WTWY Offices

Kuching

No 9, 1st Floor, Jalan Song Thian Cheok
 PO Box 2236, 93744 Kuching, Sarawak, Malaysia
 Tel : 082-246 262 Fax : 082-416 909
 E-mail : kuching@wtwy.com

Miri

Lot 1139 Ground & 1st Floor
 Miri Waterfront Commercial Centre
 PO Box 1121, 98008 Miri, Sarawak, Malaysia
 Tel : 085-432 821 Fax : 085-411 786
 E-mail : miri@wtwy.com

Associate Offices:

Kuala Lumpur • Petaling Jaya • Penang • Johor Bahru • Ipoh • Alor Setar • Butterworth • Kota Bharu • Kuala Terengganu • Batu Pahat • Kuantan • Malacca • Seremban • Kota Kinabalu • Sandakan • Keningau • Tawau • Lahad Datu • Labuan • Brunei

Sibu

No 11 & 12, 2nd Floor, Lorong Kampung Datu 3A
 PO Box 1467, 96008 Sibu, Sarawak, Malaysia
 Tel : 084-319 396 Fax : 084-320 415
 E-mail : sibu@wtwy.com

Bintulu

Sublot 54 (Lot 4229), 1st Floor
 Parkcity Commerce Square Ph.6
 Jalan Tun Ahmad Zaidi
 P. O. Box 363, 97008, Bintulu, Sarawak, Malaysia
 Tel : 086-335531 Fax : 086-335964
 E-mail : bintulu@wtwy.com