

# *International Property 2003*

SERVING THE PROPERTY INDUSTRY NATIONWIDE SINCE 1960

## Contents

**FOREWORD**  
**KUALA LUMPUR**  
**SELANGOR**  
**JOHOR**

JOHOR BAHRU  
BATU PAHAT

**PENANG**  
PENANG ISLAND  
SEBERANG PERAI  
**NEGERI SEMBILAN**

**MALACCA**

**PERAK**

**PAHANG**

**KEDAH**  
ALOR SETAR  
SUNGAI PETANI  
LANGKAWI  
KULIM

**TERENGGANU**

**KELANTAN**

**SABAH**  
KOTA KINABALU  
LAHAD DATU  
SANDAKAN  
TAWAU

**LABUAN**

**SARAWAK**

KUCHING  
SIBU  
MIRI  
BINTULU

**WTW BOVIS**

**BRUNEI**

INTERNATIONAL PROPERTY 2003



C H Williams Talhar & Wong



[www.wtw.com.my](http://www.wtw.com.my)



C H Williams Talhar & Wong

**PROFESSIONAL SERVICES**

**WTW NETWORK**

BRANCHES

ASSOCIATED OFFICES

**PROFESSIONAL STAFF**

# FOREWORD *International Property 2003*

SERVING THE PROPERTY INDUSTRY NATIONWIDE SINCE 1960

**Waiting for Godot** would best describe the local property market as it presently lies. Happenings contrived to move the market are virtually ephemeral in nature and in outcome. They tend to just paper over apparent cracks in the walls. There is a danger of the latent cracks spreading and becoming more and more difficult to make good.

*Mohd Talhar Abdul Rahman*  
Chairman CH Williams Talhar & Wong



Manifestation of the causes of the state of the market have been expressed in our own PMR over the last six years, and in most other written materials on the subject ; overbuilding, mismatch of supply and demand, and over-competition in the industry. What is direly needed is a deeper insight into the underlying reasons behind these apparent overbuilding and mismatch. The Federal Government Special Committee looking into this may well have identified the many fundamental issues that require resolving. NAPREC has initiated a series of research papers to help ease the industry out of this quagmire. These will hopefully identify the many underlying reasons and may sufficiently enable the formulation of land-use policies, and the administrative mechanism to deal with those reasons.

In the interim, there is a need to deal with empty, vacant and unoccupied buildings. Empty, vacant and unoccupied buildings do not invite buying prospects. The longer these stay empty the more off-putting they become, and the faster the rate of obsolescence to the premises, and to the neighbourhood. Not only does this debilitate the physical aspect of an area, unoccupied buildings undermine the confidence of the investment community at large. This situation cannot be solved without concerted and coordinated effort. The heterogeneity of real estate development is such that there is no short cuts and standard treatment. Taking detailed inventory of such buildings and assessing the likelihood of their

being occupied and therefore rendering them economic would be the very first step.

In the longer term, measures recommended are likely to involve the reformulation of the way in which public and private partnerships can work in concert; in the manner in which the high risk element inherent in real estate development is accepted by all concerned; that the determinant factor in managing that risk is the utility of the developed units, not the transaction – the occupation of the units, not the saleability.

Because of the heterogeneous nature of real estate development, it would be more beneficial to look at development planning as a regional exercise rather than along parochial lines. Developability and suitability of use are not defined by set boundaries of lots, Mukims, Districts or even States. Demographic studies based on regional and impact areas beyond such set boundaries would more accurately determine catchment areas for development schemes. Land-use planning effected through regional land policy considerations can achieve better optimisation of land resources. Reformulation of our land policy will need to enable this to be achieved.

While we look for bogeymen to blame, white knights to succour us, we will continue *Waiting for Godot*. Let us not just work out the figures, let us all figure out how we, in the industry, can work it out together.



C H Williams Talhar & Wong

# *International* *Property* *2003*

## *KUALA LUMPUR*

SERVING THE PROPERTY INDUSTRY NATIONWIDE SINCE 1960

**Whilst the residential and hotel sectors provided some cheer to the 2002 Kuala Lumpur property market scene, other sub-sectors remained considerably inactive largely due to the oversupply situation and the present economic climate. Both the office and retail markets face similar problems with the surplus expected to take some time to clear.**



Wisma Time



Bangunan CIMB



Wisma Equity

### OFFICE

Kuala Lumpur remains as the major commercial and financial hub in Malaysia, providing 84% of the Klang Valley office space.

In the Kuala Lumpur Central Area (KLCA), three new buildings with a cumulative supply of 95,410 square metres entered the market namely, TH Perdana (35,670 square metres), Maju Junction (33,440 square metres) and Selbourne City (26,300 square metres), bringing the total supply to 4.7 million square metres of office space. However, this additional stock has not adversely affected the occupancy rate as a large portion of the new space was immediately taken-up by government offices and other business establishments upgrading from lower grade buildings. The general occupancy rate has improved slightly from 73.3% to 75.5%. KLCA and the Damansara Business District (DBD) recorded better occupancy rates at 83.7% and 85.2% respectively. Occupancy rates amongst office buildings in secondary locations in the Kuala Lumpur Metropolitan (KLM) area however remained low at around 50%.

Take-up rate for 2002 has improved tremendously by 132,800 square metres to 175,500 square metres. 56% of the total take-up is for buildings within the KLCA.

Average gross rentals for prime buildings in KLCA and DBD maintained at RM48.00 to RM54.00 per square metre and RM34.50 to RM37.70 per square metre respectively.

Three major office transactions took place in 2002; Wisma Time along Jalan Tun Razak was transacted at RM3,900 per square metre in October 2002, Bangunan CIMB on Jalan Semantan was sold in May 2002 for RM4,400 per square metre and Wisma Equity together with two adjoining vacant lots at Jalan Ampang went for a total consideration of RM45 million in June 2002.

In 2003, three buildings are expected to be completed providing another 75,760 square metres. These are Menara Marinara, Yayasan Tun Razak and a yet unnamed building developed by Percon at Jalan Raja Laut.



**C H Williams Talhar & Wong  
Sdn Bhd**

#3228, Menara Tun Razak  
Jalan Raja Laut  
P O Box 12157  
50768 Kuala Lumpur  
Tel : 03 – 2693 8888  
Fax : 03 – 2693 6565  
E-mail: wtw@wtw.po.my

Maju Junction completed in 2002



## RETAIL

Maju Junction, located at the junction of Jalan Tuanku Abdul Rahman and Jalan Sultan Ismail, was completed in the second quarter 2002 adding 27,400 square metres of retail space to the existing 2.18 million square metres retail space in Klang Valley.

The overall occupancy rate remained stable at 86%. Centres which are well located and well managed continue to achieve near zero vacancies. These include KLCC Suria, Sungai Wang Plaza, MidValley Megamall and 1 Utama. These centres are also able to command good rentals and in fact some revised their rent upwards with increases of between 20% to 30%. The occupancy rates of retail centres in the outskirts of Kuala Lumpur area is 82%.

Prime ground floor rentals range from RM215 to RM380 per square metre per month.

Future supply is estimated at 364,200 square metres by end of 2003 from Berjaya Times Square, Vision City, Galaxy Shopping Centre, 1 Utama Two and Pantai (Tower D). As for 1 Utama Two, Giant Hypermarket has been reported to be the anchor tenant.

The development of the Bukit Bintang Girls School (BBGS) site into KL Pavillion will also add some retail space in Klang Valley, and this is in addition to the expansion of MidValley MegaMall and Sunway Pyramid.

A major transaction in 2002 is that of an anchor space within the Starhill Shopping Centre that was transacted for a total consideration of RM77 million or at RM5,230 per square metre.

## SHOPHOUSES

Most owners of shophouses within the prime shopping strips in Kuala Lumpur such as Jalan Tuanku Abdul Rahman, Bangsar Baru (Telawi), Desa Hartamas, Brickfields and Jalan Ipoh continue to hold on to their properties. One of the few transactions include adjoining units together with a corner unit at Bangsar was sold at RM14 million to a financial institution.

Rentals of ground floor shops are as follows:

Location	Ground Floor Rental per month
Jalan Tuanku Abdul Rahman (prime)	RM20,000-25,000
Masjid India	RM20,000-25,000
Bangsar Baru (Telawi)	RM8,000-12,000
Desa Hartamas	RM5,000-6,000
Brickfields	RM3,000-5,000
Jalan Ipoh	RM3,000-4,000

Shophouses / offices in secondary locations continued to experience high vacancy rates.

## RESIDENTIAL

The residential sector was active in 2002. The ready demand is aided by the stamp duty waiver in the first half of the year and easier, available home financing at low interest rates.

High end properties in selected locations were in good demand and developers have responded to this particular subsector by offering

*Future supply of retail space is estimated at 364,200 square metres by the end of 2003 from Berjaya Times Square, Vision City, Galaxy Shopping Centre, 1 Utama Two and Pantai (Tower D).*



**WTW**  
INTERNATIONAL

**C H Williams Talhar & Wong Sdn Bhd**

#3228, Menara Tun Razak  
Jalan Raja Laut  
P O Box 12157  
50768 Kuala Lumpur  
Tel : 03 - 2693 8888  
Fax : 03 - 2693 6565  
E-mail: wtw@wtw.po.my

*There is little activity in this sector of the market. Demand for industrial premises stayed weak with many buildings remaining unoccupied despite the low rental levels.*



**C H Williams Talhar & Wong  
Sdn Bhd**

#3228, Menara Tun Razak  
Jalan Raja Laut  
P O Box 12157  
50768 Kuala Lumpur  
Tel : 03 – 2693 8888  
Fax : 03 – 2693 6565  
E-mail: wtw@wtw.po.my

innovative features in their developments such as Desa Parkcity parkhomes, Valencia, Bangsar Hill, Tijani and others.

Prices of bungalows in prime residential locations in Bangsar, Damansara Heights and Kenny Hills have generally recovered to pre-crisis levels while in other locations, prices have generally remained at 2001 level.

Terraced houses continued to be popular. Secondary market for 2-storey terraced command the following prices:

Location	Price Range
Bangsar	RM450,000 - RM620,000
Taman Tun Dr Ismail	RM420,000 - RM580,000
Taman Midah Cheras	RM280,000 - RM320,000
Sri Hartamas	RM550,000-RM700,000

Demand for apartments and condominiums have consolidated with prices remaining stable as follows:

Location	Price Range (per square metre)
Mont' Kiara	RM2,500 - RM4,500
Bangsar	RM2,500 - RM4,000
Taman Tun Dr Ismail	RM2,600 - RM3,300
Vista Komanwel	RM1,500 - RM2,000

## INDUSTRIAL

There is little activity in this sector of the market. Demand for industrial premises stayed weak with many buildings remaining unoccupied despite the low rental levels. Prices of vacant industrial land are as follows:

Location	Price Range per square metres
Bukit Jalil	RM 430 - RM 480
Batu Caves	RM 430 - RM 540
Kepong	RM 430 - RM 645
Segambut	RM 430 - RM 645

The situation is expected to persist throughout 2003.

## HOSPITALITY & LEISURE

The year 2002 saw the completion of renovation works at the Shangri-La Kuala Lumpur in April, the opening of Prince Hotel and Residences in July and the launch of 255 rooms of the Putrajaya Marriott Hotel. Subsequent to its purchase by a new owner, the Mandarin Pacific Hotel (previously known as Mandarin Hotel) was opened in June 2002. Renovation work is underway at the Mutiara Hotel Kuala Lumpur (formerly the KL Hilton). Its tentative reopening is set for April 2003. Construction work is ongoing at the KL Sentral development housing two hotels, Hilton KL Sentral and Le Meridien. Also under construction are the Westin along Jalan Bukit Bintang, and the Putrajaya Shangri-La.

Another hotel which has been renamed is Hotel Fairlane; now called the Coronade Kuala Lumpur.

Occupancy rates in the first three quarters of 2002 were high despite the setback experienced last year. This could be attributed to the number of international events held in Kuala Lumpur during the year. Among these were the Petronas Malaysian Grand Prix 2002, the World Amateur Inter-Team Golf Championship, 1st G-15 Task Force Meeting, Strongest Man & Women in the World Competition, KL International Towerthon, 21st Pan Pacific Real Estate Congress, Multimedia Asia 2002. This could be an indication of improvement in travellers' confidence leading to a better than expected start to the year.

Generally, the occupancy rate for 3-5 star hotels in Kuala Lumpur averaged at 68%. The average occupancy for 5-star hotels in KL worked out at 70%. The room rate averaged out at RM204 per night.

## 2003 MARKET OUTLOOK

*The residential sector which has been the pillar of the property market since the 1997 crisis is expected to continue to be the market's mainstay in 2003. With apparent new-found confidence among developers there could be possible overbuilding. Developers offering innovative features in their developments could still achieve good sales as buyers looking to upgrade are still in the market.*

*Generally, the competition amongst retail centres is anticipated to intensify with the projected supply of approximately 362,300 square metres in the pipeline. Shopping centres in traditional commercial locations are facing stronger competition from growth of hypermarkets in the country. Despite this apparent challenge, established shopping centers have indicated a contraction of average vacancy rates over the past four years.*

*The weaker retail trading results have also not deterred owners of prime retail centres from increasing their rents in 2002.*

*The office sector is unlikely to show any marked improvement in 2003 with the level of business uncertainty that still exists. Rental levels are expected to remain at current as only a few office buildings are expected to be completed by year end.*

*The hospitality sector would benefit from the RM1.009 billion which has been allocated for the tourism industry under the 8th Malaysia Plan and as part of the government's stimulus package to increase its allocation for tourism industry. With the active support by the Government and its agencies, tourism is expected to become a very important foreign exchange earner for the country, boosting not only the performance of it's the hotel sector but the retail sector as well*

*The office sector is unlikely to show any marked improvement in 2003 with the level of business uncertainty that still exists.*



**WTW**  
INTERNATIONAL

**C H Williams Talhar & Wong  
Sdn Bhd**

#3228, Menara Tun Razak  
Jalan Raja Laut  
P O Box 12157  
50768 Kuala Lumpur  
Tel : 03 – 2693 8888  
Fax : 03 – 2693 6565  
E-mail: wtw@wtw.po.my

# *International* **SELANGOR** *Property* **2003**

SERVING THE PROPERTY INDUSTRY NATIONWIDE SINCE 1960



*Aerial Photo of Sunway*

***T***here is not much improvement in demand for commercial and industrial properties in Selangor except properties in prime locations. The residential sector remained active and out performed the commercial and industrial sectors. This could be attributed to the extension of stamp fees waived for Sale and Purchase Agreements and loan agreements of sales from developer until 30<sup>th</sup> June 2002 and the attractive mortgage packages offered by financial institutions and Insurance Companies.

***P***rices for residential properties have remained stable or increased whilst for the commercial and industrial sectors, they have remained stable or eased. Occupancy rates for prime and well-managed shopping complexes have improved but rentals remained stable. Office rentals remained stable and occupancy rates have improved. Demand for industrial properties remained subdued.

***T***he first property backed asset securitisation in Malaysia was made by Sunway City Berhad on 22<sup>nd</sup> October 2002. The sale of RM892 million of properties and shares was made to a special purpose vehicle ABS Real Estate Berhad. The assets to be securitised are Sunway College, Sunway Lagoon Resort Hotel, Menara Sunway, Sunway Hotel Penang, Sunway Hotel Seberang Jaya, plant and equipment in the Sunway Lagoon Theme Park and redeemable preference shares in Sunway Pyramid.

***T***he sale consideration for Sunway College, Sunway Lagoon Resort Hotel and Menara Sunway, all of which are located in Bandar Sunway were at RM135 million, RM340 million and RM125 million respectively.



**WTW**  
INTERNATIONAL

**C H Williams Talhar & Wong  
Sdn Bhd**

15.03 15<sup>th</sup> Floor, Menara MPPJ  
New Town Centre  
46200 Petaling Jaya  
Tel : 03 – 7956 9211  
Fax : 03 – 7957 8049  
E-mail: wtwpj@tm.net.my



Menara Sunway transacted for RM125 million in June 2002

## OFFICE

### Petaling Jaya/Subang Jaya

The existing stock of purpose-built office premises as at year 2002 stands at approximately 748,000 square metres remaining unchanged compared to year 2001. Some prime office buildings like Wisma UEP and Wisma Subang Jaya command an occupancy rate of 100%.

Rentals of purpose built office space is encouraging when compared to 2001. Rental and occupancy rates of selected purpose built prime office buildings in Petaling Jaya/Subang Jaya as at year 2002 are as follows:-

Building	Rental per square metre per month inclusive of service charges		Occupancy Rate
	2001	2002	
Menara CSM	RM26.90-30.20	RM37.67	90%
Menara MPPJ	RM30.14	RM30.14	94%
Wisma UEP	RM26.91-RM37.70	RM30.14-RM39.83	100%
Wisma Subang Jaya	RM25.80-RM30.10	RM26.90-RM37.67	100%
Menara Sunway	RM26.90-RM30.20	RM32.30	96%

Current rental rates for office suites in Phileo Damansara I range from RM12.38 to RM19.37 per square metre per month (fully fitted) inclusive of service charges. Service charge is RM2.15 per square metre per month

Transactions of purpose-built office suites are not encouraging in year 2002. Transactions of Phileo Damansara, one of the primary

locations for office suites in Petaling Jaya has indicated a price range of RM2,368.14 per square metre to RM2,583.43 per square metre.

Menara Sunway Sdn Bhd, an associated company of Sunway City Berhad had on 16<sup>th</sup> May 2002 entered into a conditional Sale and Purchase Agreement with ABS Real Estate Berhad for the disposal of Menara Sunway at a sale consideration of RM125 million.

### Shah Alam

The supply of purpose built office premises in Shah Alam in year 2002 is approximately 221,900 square metres, remaining unchanged compared to year 2001.

Rental and occupancy rates of selected purpose built office buildings in Shah Alam are as follows:-

Building	Rental per square metre per month inclusive of service charges		Occupancy Rate
	2001	2002	
Menara MBSA	RM23.70-RM26.90	RM21.53-RM26.90	85%
Plaza Masalam	RM19.37-RM23.76	RM23.68-RM26.90	80%
Menara Maritim	RM29.10-RM32.30	RM30.13	70%

### Klang

A new purpose built office tower, Intan Millenium Square was completed in year 2002 with a net lettable area of 13,585 square metres. The supply of office premises in Klang in year 2002 is 35,500 square metres.

A new shopoffice development known as Menara Klang was launched recently and the five storey strata shopoffices are for sale from RM1,211 per square metre.

Generally, rental rates of purpose built office premises in Klang remained stable in year 2002. Current rental rates of purpose built office premises in Klang Town range from RM14.53 per square metre to RM25.83 per square metre per month inclusive of service charges. The occupancy rate for purpose built office premises is better in North Klang when compared with South Klang.

*Transactions of purpose-built office suites are not encouraging in year 2002. Transactions of Phileo Damansara, one of the primary locations for office suites in Petaling Jaya has indicated a price range of RM2,368.14 per square metre to RM2,583.43 per square metre.*



**WTW**  
INTERNATIONAL

**C H Williams Talhar & Wong Sdn Bhd**

15.03 15<sup>th</sup> Floor, Menara MPPJ  
New Town Centre  
46200 Petaling Jaya  
Tel : 03 – 7956 9211  
Fax : 03 – 7957 8049  
E-mail: wtwpj@tm.net.my

*Hypermarkets are still popular as they provide a full range of merchandise and due to bulk purchasing, cost savings are perceived to filter down to purchasers. However in March 2002, the Cabinet has ordered Selangor to stop new applications for hypermarkets.*



**C H Williams Talhar & Wong Sdn Bhd**

15.03 15<sup>th</sup> Floor, Menara MPPJ  
New Town Centre  
46200 Petaling Jaya  
Tel : 03 – 7956 9211  
Fax : 03 – 7957 8049  
E-mail: wtwpj@tm.net.my

## RETAIL

The take up rate for the retail sector appears to have improved in 2002. The existing popular shopping centres have managed to secure occupancy rates in excess of 90%. Rentals appear to remain stable despite a slight overall increase in occupancy rates. This can be attributed to the lingering oversupply situation.

Hypermarkets are still popular as they provide a full range of merchandise and due to bulk purchasing, cost savings are perceived to filter down to purchasers. However in March 2002, the Cabinet has ordered Selangor to stop new applications for hypermarkets. However, the government also wants hypermarkets and supermarkets operating in the country to help develop the retail industry by marketing locally-made products and franchising their business.

With the government efforts in promoting our tourism industry and the travel restrictions imposed by the United States and Canada on visitors from the Middle Eastern countries have drawn international visitors especially from the Middle East to visit our country. This is further enhanced by the Mega Sale Carnival organized by the Ministry of Tourism. The promotions organised by the government and the increasing number of visitors have improved the retail industry.

The operators of existing malls and shopping complexes have introduced new concepts/ innovations/anchor tenants to fill vacant retail space and this has succeeded in some shopping centres.

Lion Subang Parade Sdn Bhd, a wholly owned subsidiary company of Chocolate Products (Malaysia) Berhad had on 21 October 2002 accepted the Letter of Offer from Onyee Holdings Sdn Bhd for the proposed disposal of Subang Parade for a cash consideration of RM223.41 million.

## Petaling Jaya/Subang Jaya

Shopping complexes in Petaling Jaya/ Subang Jaya recorded a high occupancy rate in excess of 90% for the established centres.

The existing supply of retail space remains unchanged when compared with 2001 at approximately 356,534 square metres as no new shopping complexes were completed.

Rental rates of retail space in selected shopping complexes are as follows:-

Floor Level	Monthly Rental 2001 (per square metre inclusive service charge)	Monthly Rental 2002 (per square metre inclusive service charge)
Lower Ground	RM64.58 to RM129.17	RM53.82 to RM129.17
Ground	RM43.05 to RM247.57	RM43.05 to RM645.83
First	RM26.91 to RM177.60	RM21.52 to RM177.60

## Shah Alam

The existing supply of retail space remains unchanged when compared with 2001 at approximately 59,104 square metres as no new shopping centres were completed.

Floor Level	Monthly Rental 2001 (per square metre inclusive service charge)	Monthly Rental 2002 (per square metre inclusive service charge)
Lower Ground	RM10.76 to RM75.35	RM43.05 to RM64.58
Ground	RM43.05 to RM150.69	RM59.20 to RM193.75
First	RM21.52 to RM107.64	RM32.29 to RM86.11

Rental rates of retail space in selected shopping complexes are as follows:-

## Klang

The existing supply of retail space remains unchanged when compared with 2001 at approximately 138,684 square metres. The retail activity in Klang will be further boosted with the opening of Tesco and Giant hypermarket in Bandar Bukit Tinggi.

Rental rates of retail space in selected shopping complexes are as follows:-

Floor Level	Monthly Rental 2001 (per square metre inclusive service charge)	Monthly Rental 2002 (per square metre inclusive service charge)
Lower Ground	RM64.58 to RM129.17	RM75.35 to RM129.17
Ground	RM37.67 to RM193.75	RM38.75 to RM193.75
First	RM35.52 to RM107.64	RM26.90 to RM107.64

## SHOPHOUSES/SHOP OFFICES

Despite the present economic slowdown, demand and prices for modern shophouses and shopoffices in prime established locations remained stable.

### Petaling Jaya

Prices have not changed from year 2001. Supply for choice shophouses within the established sub-urban localities such as Damansara Utama, SS 2, Section 14, SS 15, Subang Jaya and USJ 10, UEP-Subang Jaya is limited, hence, the demand remains relatively strong.

Aman Suria Damansara which is located adjacent to Tropicana and Bandar Utama has launched its sale of commercial properties in August 2002 with a price range of RM688,000 for double storey and RM898,000 for three storey shopoffices.

### Shah Alam

With the establishment of hypermarkets and shopping centres within Shah Alam, demand for shophouses has been dampened.

Perbadanan Kemajuan Negeri Selangor (PKNS) are offering double storey shophouses for sale at Section 24, Shah Alam at RM370,000.

### Klang

The pattern of shopping within the township of Klang has changed dramatically from traditional shophouses to modern concept and designs offered by shopping complexes and hypermarkets.

The traditional commercial shophouses are centered within the town centre and established sub-commercial centres such as Bayu Perdana and Bandar Baru Klang. New schemes/developments such as Bandar Bukit Tinggi, Bandar Botanic and Taman Pendaras II provide shophouses but mainly for neighbourhood shopping/convenience.

Bandar Puteri Klang, developed by IOI Properties Bhd is offering for sale double storey shophouses with a land area of 143.06 square metres at prices starting from RM359,800.

Completed four storey shopoffices located at 2<sup>nd</sup> mile, Jalan Meru, Klang developed by Perbadanan Kemajuan Negeri Selangor are being offered for sale at prices starting from RM684,000 per unit.

Recorded transactions of shophouses/shopoffices within selected areas are as follows:-

Location	Type of Property	Value	
		2001	2002
Petaling Jaya			
SS 2	Double storey	RM650,000 to RM810,000	RM800,000
SS 2	Three storey	RM1,510,000 to RM1,700,000	RM900,000 to RM1,800,000
SS 15, Subang Jaya	Three storey	RM800,000 to RM1,130,000	RM1,130,000 to RM1,350,000
Damansara Utama	Four storey	RM1,350,000 to RM1,550,000	RM1,360,000 to RM1,450,000
Klang			
Bayu Perdana	Four storey	RM600,000 to RM700,000	RM680,000

Concluded rentals of shopoffices in selected and popular commercial areas of Petaling Jaya are as follows:-

Property/Level	Monthly Rental (net lettable area) Per square metre/per month	Remarks
SS 15, Subang Jaya		
Ground	RM56.08	Opposite Inti College
First	RM9.15	
Second	RM2.66	
USJ 10, UEP-Subang Jaya		
Ground	RM16.15	Taipan Triangle
First	RM11.90	
Second	RM6.80	

## RESIDENTIAL

The residential sector still remained the best performer of the whole property market. Landed properties in prime locations still remained the most popular. The market has turned price sensitive and into a buyers market. In order to entice buyers, developers are incorporating goodies such as autogate, built ins, air conditioners and smart home features in

*Despite the present economic slowdown, demand and prices for modern shophouses and shopoffices in prime established locations remained stable.*



**WTW**  
INTERNATIONAL

**C H Williams Talhar & Wong  
Sdn Bhd**

15.03 15<sup>th</sup> Floor, Menara MPPJ  
New Town Centre  
46200 Petaling Jaya  
Tel : 03 - 7956 9211  
Fax : 03 - 7957 8049  
E-mail: wtwpj@tm.net.my

*With sales of landed properties remaining positive, developers with large landbanks are capitalising on this trend and continue to develop mainly landed residential components in their self-contained township development.*

their launches. With sales of landed properties remaining positive, developers with large landbanks are capitalising on this trend and continue to develop mainly landed residential components in their self-contained township development.

Transactions have slowed down in the second half of 2002. Flatted residential developments have lost their lustre and appeal and take up rates have subsided.

### **Terraced houses**

This is the most popular and affordable type of landed property. Transactions indicated that the prices have stabilised.

The new mega housing schemes launched by the developers for sale include Sunway Kayangan, Bandar Botanic Klang, Bandar Puteri Klang, Bukit Bandaraya Shah Alam and Kota Damansara.

New launches within existing housing schemes include Kota Damansara, Bukit Rimau, Bukit Jelutong, TTDI Jaya Shah Alam, Putra Heights USJ and Ara Damansara.

The demand for landed properties within housing schemes developed by established and reputable developers still remains encouraging.

Developer's selling prices of double storey terraced house in selected schemes are as follows:-

Transactions of landed residential property in selected locations are as follows:-

Type of Property	Location	Land Area (square metres)	Price Range (Unit)	
			2001	2002
Double-storey terraced house	USJ 3UEP Subang Jaya	111.48	RM218,000 to RM220,000	RM223,000 to RM239,000
	USJ 6UEP Subang Jaya	111.48	RM170,000 to RM240,000	RM250,000 to RM265,000
	Damansara Utama Petaling Jaya	143.066	RM317,000 to RM360,000	RM300,000 to RM360,000
Semi-detached houses	SS 17 Subang Jaya	334.44	RM500,000 to RM508,000	RM500,000

### **Semi-detached/Detached houses**

The market for semi-detached/detached houses in prime locations still remained popular due to limited supply.

In Petaling District, most of the transactions are centred in Petaling Jaya, Subang Jaya and Shah Alam which recorded a slight increase in prices.

Developer's selling prices of semi-detached and detached houses in selected schemes are as follows:-

Type of Property	Location	Land Area (square metres)	Price Range (Unit)
Semi-detached	Type: Warisan Bukit Jelutong	613.16 to 696.77	RM1,258,000 to RM1,468,000
	Type: Seri Gading Bukit Jelutong	613.16 to 743.22	RM1,593,000 to RM1,800,000
Detached houses	Type A and A2 Bukit Rimau, Shah Alam	613.16 to 1021.93	RM911,000 to RM1,150,000
	Damansara Indah Resort Home	602.01 onwards	RM1,800,000 to RM3,126,000

Location	Land Area (square metres)	Price Range From (unit)
Bandar Botanic, Klang	130.06	RM209,000
	139.35	RM239,800
Bandar Puteri, Klang	139.35	RM169,800
Bukit Bandaraya, Shah Alam	130.06	RM255,333
TTDI Jaya, Shah Alam	130.06	RM255,648 (bumi)
Seri Utama, Kota Damansara	153.29	RM320,000
	173.72	RM331,610



**C H Williams Talhar & Wong Sdn Bhd**

15.03 15<sup>th</sup> Floor, Menara MPPJ  
New Town Centre  
46200 Petaling Jaya  
Tel : 03 – 7956 9211  
Fax : 03 – 7957 8049  
E-mail: wtwpj@tm.net.my

## Vacant bungalow lots

With growing affluence and upgrading by home owners, vacant bungalow lots in good locations are proving to be popular. Transactions of bungalow lots in selected schemes are as follows:-

Location	Land Area (square metres)	Price Range From (per square metre)
Phase 1A Bukit Rimau, Shah Alam	557.42 to 929.03	RM548.96 (bumi) and RM592.01 (non-bumi)
Phase 1B Bukit Rimau, Shah Alam	557.42 to 929.03	RM624.30 (bumi) and RM678.12 (non-bumi)
Tropicana Golf and Country Resort	709 to 1,194	RM1,162.00 to RM1,377.78

## Condominiums/Apartments

With the scarcity of land for development of landed properties, developers are concentrating on apartment/condominium developments. New launches of apartments/condominiums in selected schemes are as follows:-

Type of Property	Location	Built-Up Area (square metres)	Price Range From
Apartment	Prima Sunway, Petaling Jaya	85.00	Below RM100,000
	Sri Puteri, Shah Alam	106.28	RM155,868
Condominium	Damansara Perdana	87.14	RM213,700
	Sunway Monash	from 132.39	from RM313,000

Transactions of condominiums/apartments depending on orientation, level, density, services and facilities in selected locations are as follows:-

Type of Property	Location	Price Range (per square metre)	
		2001	2002
Condominium	Universiti Tower, Petaling Jaya	RM2,105	RM2,288
Apartment	Goodyear Court 8, Subang Perdana	RM1,373	RM1,373 to RM1,536
	Bandar Sri Damansara	RM1,668 to RM2,031	RM1,604 to RM1,809

## Demand and supply forecast

On the supply side, developers have resumed participating in the housing industry with more caution. This is because of the over supply situation, slowdown in the economy and saturation in the residential sector. As a result of this, developers will have to provide more quality houses with better layout, design, finishes and theme to fulfill the buyers needs. Currently, financial institutions are waging a war to offer the best financing packages in order to lure buyers. Developers

are also offering buyers nominal professional fees/absorbing professional fees and low downpayments to secure buyers.

Well planned designs, location, accessibility, facilities and amenities are the main factors considered by the purchaser.

## INDUSTRIAL

There are no major changes in prices for industrial properties in year 2002. Prices have eased for most of the industrial properties except for selected prime locations. Most of the transactions involved owner occupiers.

Transactions of industrial properties in selected locations are as follows:-

Type of Property	Land Area (square metres)	Price Value	
		2001	2002
1½ terraced factory Hicom Glenmarie	261.89 to 306.58	RM530,000 to RM550,000	RM535,000
Vacant Industrial Land/Analysed Land Value			
Petaling Jaya Section 51, Petaling Jaya	6,148.45 to 17,579	RM969.00	RM1,005.03
Subang Jaya S5 13 Subang Jaya Industrial Park	10,115.66	RM601.36	RM504.25
Shah Alam Section 15	28,327	RM373.00	RM344.44
Klang Jalan Bukit Kemuning	40,463	Nil	RM188.37
North Klang Straits Industrial Park	40,468.22	RM172.82 to RM216.77	RM204.52
Pulau Indah, West Port	21,169.15	RM153.93 to RM181.62	RM209.25

Concluded rentals of factory/warehousing premises in selected prime areas are as follows:-

Location	Concluded Rental (per square metre/per month)
Petaling Jaya Section 51	RM12.92
Shah Alam Section 22	RM8.61
Klang North Klang Straits Industrial Port	RM8.61

## AGRICULTURE / DEVELOPMENT LAND

Transactions of development land/estates has been particularly active in the Klang locality. Transactions of estates for comprehensive developments/land banks in the north and south of Klang Town have indicated prices ranging from RM37.57 per square metre to RM74.13 per square metre.

*On the supply side,*

*developers have*

*resumed participating*

*in the housing*

*industry with more*

*caution. This is*

*because of the over*

*supply situation,*

*slowdown in the*

*economy and*

*saturation in the*

*residential sector.*



**WTW**  
INTERNATIONAL

**C H Williams Talhar & Wong**  
Sdn Bhd

15.03 15<sup>th</sup> Floor, Menara MPPJ  
New Town Centre  
46200 Petaling Jaya  
Tel : 03 – 7956 9211  
Fax : 03 – 7957 8049  
E-mail: wtwpj@tm.net.my

*Unfortunately with the incident in Bali, Indonesia and the bombing of two shopping complexes in the Philippines, the tourist industry is expected to be adversely affected.*

Estates or large tracts of development land are being sought by developers to develop into township developments or as land banks. Demand would be for lands in close proximity to highway networks/interchange.

## HOSPITALITY AND LEISURE

In the year 2002, the total number of 3 to 5 star hotel rooms numbered 3,767 in Petaling Jaya, 1,277 in Shah Alam and 1,022 in Klang. Generally, hotel room numbers increased in Klang but decreased in Shah Alam. This is mainly due to the conversion of hotel rooms into meeting rooms and amalgamation of smaller hotel rooms to accommodate larger rooms. Immediately after the September 11 2001 terrorist attack in the United States, tourist arrivals have reduced substantially. However, tourist arrivals improved in the second quarter of 2002 due to the efforts of the government in promoting our tourism industry and restrictions imposed by European and United States on tourists from the Middle East. Unfortunately with the incident in Bali, Indonesia and the bombing of two shopping complexes in the Philippines, the tourist industry is expected to be adversely affected.

The number of 3 to 5 star hotels in Petaling Jaya, Shah Alam and Klang remained unchanged with no new hotels completed in 2002.

The average occupancy rate of 3 to 5 star hotels in Petaling Jaya, Shah Alam and Klang are as follows:-

	First Quarter		Second Quarter	
	Year 2001	Year 2002	Year 2001	Year 2002
5 star hotels	59%	59%	61%	60%
4 star hotels	55%	55%	61%	59%
3 star hotels	42%	47%	49%	50%

Sunway Resort Hotel Sdn. Bhd. and Sunway Resort Hotel Land Sdn. Bhd., subsidiary companies of Sunway City Berhad had on 16 May 2002 entered into a conditional Sale & Purchase Agreement with ABS Real Estate Berhad for the disposal of Sunway Lagoon Resort Hotel at a sale consideration of RM340 million.

Bankers Hotel, Amcorp Trade Centre in Petaling Jaya has been converted into service suites known as Amcorp Service Suite. The sale was launched on 27<sup>th</sup> September 2002.

For the past two years, Malaysia has been receiving more tourists as compared to Singapore and Thailand. Malaysia has also emerged as a favourite holiday destination for the people of the Middle East as the result of massive advertising campaign in the Arab Media.

## EDUCATION

Due to the current economic scenario and the weakened local currency, parents are directing their children to local educational institutions or colleges with "3 + 0" programme instead of sending them overseas. Another factor that drives the demand further is the development of the K-economy. To ensure a smooth transition of the nation to a knowledge-based economy, the nation requires more skilled and knowledgeable manpower. It is inevitable to have an educational system that generates more and enhances the quality of skilled manpower. The demand is further enhanced due to the tightening of issuance of student and travel visa by western countries and more international students studying in Malaysia.

The efforts of the government include the implementation of vision schools, integrated schools, smart schools, community colleges and greater collaboration between the government and the private sector. In the Budget 2003, the government has allocated 27% or RM29.6 billion of the total budget of RM109.8 billion to the education sector. This will have spillover effects on educational developments where more schools and accommodation will be built, benefitting more students and attracting more private investments to this sector. According to the Economic Report 2003, the direction of lending will be channelled towards private capital formation, particularly in services including tourism, health and education as well as agriculture.

According to the Department of Private Education, there are 537 private higher educational institutions in Malaysia which comprise 517 colleges, 11 universities, 1 university college, 3 local branch campuses and 5 foreign branch campuses. Out of the 517 colleges, 119 colleges or 23% of the total colleges are located within Selangor and 5



**C H Williams Talhar & Wong  
Sdn Bhd**

15.03 15<sup>th</sup> Floor, Menara MPPJ  
New Town Centre  
46200 Petaling Jaya  
Tel : 03 – 7956 9211  
Fax : 03 – 7957 8049  
E-mail: wtwpj@tm.net.my

universities or 45% of the total universities in Malaysia are also located in the same state.

University Tunku Abdul Rahman (UTAR), launched in August 2002, which is located along Jalan 13/6, Petaling Jaya, Selangor is leasing part of The Star's premises for their campus. According to the Kuala Lumpur Stock Exchange daily announcement, The Star Publications (Malaysia) Berhad has on 23<sup>rd</sup> March 2002 entered into a Tenancy Agreement with University Tunku Abdul Rahaman Sdn. Bhd. to rent the above premises for a 3 year tenancy commencing 1<sup>st</sup> June 2002 until 31<sup>st</sup> May 2005. UTAR will have an option to renew for another 3 years. The annual rental payable is RM594,000 for a total lettable area of 3,065 square metres, which analyses to about RM16.14 per square metre per month.

Stellar Destiny Sdn. Bhd., a subsidiary company of Sunway City Berhad had on 16<sup>th</sup> May 2002 entered into a conditional Sale & Purchase Agreement with ABS Real Estate Berhad for the disposal of Sunway College for a sale consideration of RM135 million.

In the light of the above factors, the education sector is expected to grow and attract more private investors to invest in this sector. As a result, suitable sites in good locations are in demand and sought by private investors and educational institutions.

## 2003 MARKET OUTLOOK

***The regional and global economic and political scenario looks uncertain. This is further aggravated by the fall in Foreign Direct Investments into Malaysia and the increasing possibility of the US war against Iraq which will give rise to grave implications to the world economy and stability.***

***The light at the end of the tunnel for Malaysia is the current attractive oil palm and petroleum prices which will sustain and generate the local economy.***

***The Government has been actively promoting domestic consumption and properties specially developed and designed or adapted for these purposes will attract effective demand.***

***With the first successful property backed asset securitisation in Malaysia by Sunway City Berhad, this will pave the way for other established developers to have another option/avenue for a new form of financing.***

*The light at the end of  
the tunnel for Malaysia  
is the current attractive  
oil palm and  
petroleum prices which  
will sustain and  
generate the local  
economy.*



**WTW**  
INTERNATIONAL

**C H Williams Talhar & Wong  
Sdn Bhd**

15.03 15<sup>th</sup> Floor, Menara MPPJ  
New Town Centre  
46200 Petaling Jaya  
Tel : 03 – 7956 9211  
Fax : 03 – 7957 8049  
E-mail: wtwpj@tm.net.my

# JOHOR

# International Property 2003

SERVING THE PROPERTY INDUSTRY NATIONWIDE SINCE 1960



Menara MAA

## JOHOR BAHRU

**The year started with much anxiety over the war against terrorism. The immediate actions of the government helped sustained confidence in the market, especially the residential sector for the first half of the year through the waiver in stamp duties.**

**Several noteworthy events that have taken place over the year included the commencement of the construction of the new CIQ and the bridge that will eventually replace part of the causeway located within the Malaysian waters. This project upon completion will change the future growth directions of the city.**

**Other notable events that have taken place in the year include transactions of several large tracts of land in Ulu Tiram and the second link area, the opening of two new hypermarkets, ie Jaya Jusco and Giant and the acquisition of a commercial site by another hypermarket chain.**

## OFFICE

The office market activity was generally spearheaded by the public sector. Inner city buildings in general achieved higher occupancy rates compared to the previous year. Conversely, the office buildings located in the city fringe experienced a drop in occupancy rate. These buildings are generally occupied by the private sector.

The continued competition for tenants as well as pressures by major tenants seeking better terms and rates have further depressed rental rates in most buildings.

The completion of three new buildings, the Customs & Excise Building along Susur Tun Razak in year 2002, TNB Building along Jalan Yahya Awal and Menara MAA along Jalan Dato Abdullah Tahir in year 2003 will add an

Rental Rates and Occupancy Rates of Selected Office Buildings

Buildings	Rental Rate (RM/square metre per month)		Occupancy Rate 2002
	2001	2002	
Asia Life Building	17.20	17.20	40%
Bangunan Pang & Sons	21.50	19.40 - 21.50	45%
Bangunan Perisind	24.75	23.70	75%
City Square	28.00	28.00	60%
EPF Building	23.70	19.40 - 23.70	55%
Menara Ansar	24.75	23.70 - 26.90	95%
Menara Landmark	21.50 - 26.90	21.50	70%
Menara Sarawak Ent.	15.05 - 21.50	15.05 - 21.50	35%
Metropolis Tower	21.50 - 24.75	21.50-24.75	57%



**C H Williams Talhar & Wong  
Sdn Bhd**

Unit 18B Level 18  
Menara Ansar  
65 Jalan Trus  
P O Box 320  
80000 Johor Bahru  
Tel : 07 - 224 3388  
Fax : 07 - 224 9769  
E-mail: wtwtj2@po.jaring.my

IOI Mall,  
Bandar Putra  
Kulai



additional 12.2% or 66,114 square metres of office space into the market. These will cause further vacancies and pressures on rental in the various office buildings.

The outlook for year 2003 continues to be lacklustre with further downward trend.

## RETAIL

The retail sector in Johor Bahru is experiencing a shift with the emergence of two new hypermarkets and a new regional shopping mall. The two hypermarkets, Jaya Jusco in Taman Universiti and Giant Hypermarket, along Jalan Skudai in Tampoi are targetted to capture the population mass located along the Skudai corridor as well as Singaporeans utilising the second link. The new IOI Mall located in Bandar Putra Kulai which was completed and operational in 2002 received an average response but is expected to improve.

Well-managed single ownership retail centres in the Central Business District area continued to enjoy high occupancy and rental

appreciations. The same cannot be said about the retail centres such as Plaza Bestworld, Pacific Mall and Kemayan City which have been mothballed and is unlikely to be revived within the near future. The Waterfront City Lot 1 was not spared as occupancy declined due to low number of shoppers and the closing of several mini anchor tenants.

With the growing number of hypermarkets, city retail centres would face higher competition and the need to specialise to satisfy shopper requirements. The few leading retail centres should however, continue to achieve high occupancy rates in 2003.

## SHOPHOUSES/SHOPOFFICES

The shops within the Central Business District peripheral areas experienced some improvements in terms of rental as well as capital values in 2002. The outer suburb areas on the other hand continued to experience a drop in value due to completion of similar units from the new developments generating new competition for occupants.

Rental Rates and Occupancy Rates of Selected Retail Centres

Retail Centre	Rental Rates (RM/square metre per month)				Occupancy Rate 2002
	2001		2002		
	Ground Floor	Upper Floor	Ground Floor	Upper Floor	
City Square	188.30	80.70	204.55	80.70	99%
Holiday Plaza	199.15	59.20	199.15	59.20	95%
KOMTAR	75.33	45.75	86.10	45.75	95%
Kotaraya	99.55	59.20	99.55	59.20	92%
Menara Landmark	69.95	43.10	53.85	32.30	45%
Plaza Angsana	161.40	96.85	177.60	99.60	92%
Plaza Tasek	129.20	59.20	129.20	59.20	93%
Waterfront City Lot 1	118.40	75.35	118.40	75.35	35%

*The retail sector in  
Johor Bahru is  
experiencing a shift  
with the emergence of  
two new hypermarkets  
and a new regional  
shopping mall.*



**WTW**  
INTERNATIONAL

**C H Williams Talhar & Wong  
Sdn Bhd**

Unit 18B Level 18  
Menara Ansar  
65 Jalan Trus  
P O Box 320  
80000 Johor Bahru  
Tel : 07 – 224 3388  
Fax : 07 – 224 9769  
E-mail: wtwjb2@po.jaring.my

*The demand for the limited supply of shops within the established peripheral city area is expected to be stable due to uncertain business sentiments.*

#### New Launches of Shophouses/Shopoffices

Location	Phase	Type	Lot Size	Selling Price
Kulai Business Park		Shopapartment	22' x 70'	From RM128,800
Sri Pulai Perdana	11-C2	2-storey shopoffice	20' x 70'	From RM300,000
Tmn Mutiara Rini	2C	2-storey shopoffice	22' x 70'	From RM309,000
Tmn Desa Tebrau	3B	2-storey shopoffice	20' x 80'	From RM338,000
Kota Masai	Package 3	2-storey shopoffice	22' x 70'	From RM268,888
Tmn Pelangi Indah	Zone 1S2-B2	2-storey shopoffice	24' x 100'	From RM480,000
Bandar Putra	Niagajaya	2-storey shopoffice	24' x 80'	From RM299,900
Bandar Putra	Niagajaya	3-storey shopoffice	24' x 80'	From RM499,000
Tmn Setia Indah	Indahmas	2-storey shopoffice	24' x 75'	From RM308,800
Tmn Setia Indah	Indahmas	3-storey shopoffice	24' x 75'	From RM428,800
Tmn Nusa Bestari Jaya		3-storey shopoffice	24' x 70'	From RM360,000
Tmn Molek	3B	3-storey shopoffice	24' x 80'	From RM728,000

Numerous launchings of new shops were released into the market in 2002 by ongoing projects. These shops are generally within self-contained housing estates and are to cater to the local surrounding population.

The demand for the limited supply of shops within the established peripheral city area is expected to be stable due to uncertain business sentiments. The outer suburb areas however, is unlikely to witness much activities in the foreseeable future due to presence of undeveloped landbanks.

#### Pricing Level of Existing 2- 3 Storey Shophouses/Shopoffices in Selected Areas

Location	Price (RM'000)	
	2001	2002
Taman Pelangi (3 storey)	800 - 900	835 - 1,000
Taman Century	715 - 780	830 - 880
Taman Perling	365 - 400	365 - 370
Taman Ungku Tun Aminah	325 - 420	325 - 400
Taman Johor Jaya	330 - 350	350 - 380
Taman Universiti	350 - 420	350 - 400

#### Pricing Level of Existing 1-2 Storey Terraced Houses In Selected Areas

Location	Single-Storey Terraced		Double-Storey Terraced	
	Price (RM'000)		Price (RM'000)	
	2001	2002	2001	2002
<b>Senai-Kulai Area</b>				
Taman Putri Kulai Indahpura	93 - 130	90 - 120	150 - 180 150 - 180	140 - 160 160 - 180
<b>Pasir Gudang Area</b>				
Bandar Seri Alam Kota Masai	130 - 136 85 - 100	130 - 140 85 - 100	170 - 210 140 - 160	170 - 220 140 - 150
<b>Plentong Ulu Tiram Area</b>				
Taman Johor Jaya Taman Desa Cemerlang	150 - 163 130 - 150	135 - 150 130 - 150	170 - 200 182 - 250	170 - 220 180 - 250
<b>Kangkar Pulai Area</b>				
Taman Universiti Taman Ungku Tun Aminah	110 - 160 130 - 160	110 - 140 120 - 140	160 - 200 180 - 200	160 - 180 170 - 190
<b>Second Link Area</b>				
Taman Perling Bukit Indah	150 - 188 138 - 155	150 - 170 140 - 160	238 - 260 188 - 208	220 - 240 180 - 200
<b>Tampoi Area</b>				
Bandar Baru Uda Taman Tampoi Indah	136 - 160	140 - 160	240 - 280 190 - 225	220 - 240 160 - 180



**WTW**  
INTERNATIONAL

**C H Williams Talhar & Wong  
Sdn Bhd**

Unit 18B Level 18

Menara Ansar

65 Jalan Trus

P O Box 320

80000 Johor Bahru

Tel : 07 - 224 3388

Fax : 07 - 224 9769

E-mail: wtwtj2@po.jaring.my

## RESIDENTIAL

The residential market continued to be the most active sector in Johor Bahru for 2002. The value of transactions compared to 2001 for selected schemes however indicated a drop in values, particularly for houses located in the outer suburb areas.

There were several launches of single and double storey terraced houses and some apartments/condominiums. Prices of these units launched were generally below RM200,000 except for those located within prime areas.

With the number of units available for sale by the developers, buyers are spoilt for choice. Developments which are good value for money and provides quality finishings continue to capture the limited demand.

## INDUSTRIAL

The industrial sector continued to be soft in 2002 despite some small relocation of businesses into Johor Bahru. Prices of most industrial properties continued on a downward direction with only limited transactions bucking the trend.

Comparisons of industrial land prices and industrial factory/workshops in selected areas for year 2001 and 2002 are listed as follows:-

Pricing Level of Industrial Lands in Selected Areas

Area	Price (RM/square metre)	
	2001	2002
Senai-Kulai Area (LH)	129 - 162	129 - 162
Pasir Gudang Area (LH)	162 - 194	151 - 172
Tampoi Area (FH)	215 - 269	269 - 323

Pricing Level of Industrial Properties (Factory/Workshop) in Selected Areas

Location	Size(sq. m)	Price (RM'000 per unit)	
		2001	2002
JB Perdana Industrial Park	325.16	255 - 280	278 - 350
Taman Mount Austin	289.85	250 - 290	250 - 310
Taman Perindustrian Cemerlang	1337.80	1180 - 1300	1100
Taman Universiti	557.42	410 - 415	360 - 420
Taman Putri Kulai Light Industrial	223.00	266 - 335	200 - 260

Industrial prices are expected to be more stable in year 2003.

## HOSPITALITY

The Johor Bahru hospitality sector in 2002 improved marginally as compared to 2001 in terms of occupancy rate. Most hotels achieved between 50% - 70% occupancy rates.

Year 2003 is expected to see a boost in the hospitality sector as it is the "Visit Johor Year 2003". A host of activities and incentives have been planned throughout the year to attract tourism into Johor in the coming year.

Number of Rooms and Occupancy Rates of Selected Hotels

Hotel	Star Rating	No. of Rooms	Average Occupancy Rate	
			2001	2002
The Puteri Pan Pacific	5	476	43%	43%
Hyatt Regency	5	393	49%	51%
Mutiara	5	330	55%	53%
Sofitel Palm Resort & Golf	5	311	53%	53%
Eden Garden	5	400	45%	51%
Grand Blue Wave	4	184	77%	85%
Grand Continental	4	285	70%	73%
Crystal Crown	3	246	70%	72%
Mecure Ace	3	109	50%	46%
Hotel Seri Malaysia	NR	186	50%	60%

## 2003 MARKET OUTLOOK

***The worst recession ever experienced by the island state of Singapore and the expectations of higher unemployment and later then expected turn around in the economy is likely to have an equally adverse impact on the Johor Bahru overall economy.***

***Year 2003 is expected to be another difficult year for the Johor Bahru property market. Retail, low-end housing and hospitality are expected to be active while other sectors remain stable.***

*The worst recession ever experienced by the island state of Singapore and the expectations of higher unemployment and later then expected turn around in the economy is likely to have an equally adverse impact on the Johor Bahru overall economy.*



**WTW**  
INTERNATIONAL

**C H Williams Talhar & Wong  
Sdn Bhd**

Unit 18B Level 18  
Menara Ansar  
65 Jalan Trus  
P O Box 320  
80000 Johor Bahru  
Tel : 07 - 224 3388  
Fax : 07 - 224 9769  
E-mail: wtwjb2@po.jaring.my

*The Bintang Walk of Batu Pahat, which was completed in the second half of 2002, brought about a new landscape and a livelier night scene to Jalan Rahmat. Meanwhile, Jalan Bukit Pasir reinforced its position as the new satellite township of Batu Pahat.*



**C H Williams Talhar & Wong Sdn Bhd**

37-4B, Jalan Rahmat  
83000 Batu Pahat  
Tel : 07 – 434 6122  
Fax : 07 – 431 6921  
E-Mail: wtwbp@po.jaring.my



Bintang Walk of Batu Pahat on Jalan Rahmat

## BATU PAHAT

**The tender exercises by Danaharta excited the market for a while but the actual bidding by the public was lukewarm.**

**Generally, the market was consolidating in the year under review with activities confined to the traditional residential market.**

### OFFICE/RETAIL

The Bintang Walk of Batu Pahat, which was completed in the second half of 2002, brought about a new landscape and a livelier night scene to Jalan Rahmat. Meanwhile, Jalan Bukit Pasir reinforced its position as the new satellite township of Batu Pahat. Prices of three storey shophouses in Taman Bukit Pasir stabilised at around RM480,000 per unit in 2002, about 5% up from the level in 2001. The price of a double storey shophouse in the same neighbourhood peaked at RM380,000 in 2002.

Amongst transactions in the traditional town centre, prewar shophouses were changing hands in the region of RM340,000 to RM380,000 per unit, which is slightly above the level of the previous year.

In prime commercial locations, tenancies for ground floors of typical shophouses were generally renewed at monthly rentals of RM1,800 to RM2,200 per unit, marginally higher compared to 2001 level.

Within residential areas, prices of two storey shophouses remained at RM200,000 to RM250,000 per unit, virtually unchanged on year to year basis.

In the short and medium term, prices are expected to consolidate at current levels. Sellers and buyers alike were watching the market with little commitment.

Within the office sector in particular, the mismatch between supply and demand continued into 2002. Overall, rentals were weakened by a noticeable overhang in the market.

### RESIDENTIAL

There was a gradual return of confidence. Interest was mainly centered on single and double storey terraced houses. Residential prices gained between 2% to 5% from the 2001 level but rentals remained stable.

Jalan Tanjong Laboh emerged as a new residential area with the launching of Taman Bukit Flora. This scheme is still opened for booking at the following prices :

Type	Average Price
Double storey low-medium cost	RM 49,950
Single storey terraced	RM 92,800
Double storey terraced	RM149,800

One of the major events in the residential sector was the launch of Evergreen Height near the Bukit Banang Golf And Country Club in the last quarter of 2002. The developer's selling prices were as follows:

Type	Selling Price
Double storey terraced	RM139,800
Double storey semi-detached	RM233,800
Single storey Bungalow	RM245,800
Double storey Bungalow	RM323,300

On average, residential prices within three kilometre radius of the town is as follows:

Type	Price Range
Single storey terraced	RM105,000 to RM125,000
Double storey terraced	RM170,000 to RM190,000
Single storey semi-detached	RM175,000 to RM195,000
Double storey semi-detached	RM235,000 to RM260,000

Most banks continued with special housing loan packages to promote demand and lend support to the residential sector. We believe the market has become more stable and predictable.

## INDUSTRIAL

Batu Pahat experienced virtually no major industrial development or activity in the year under review.

Transactions of vacant industrial sites were confined to new phases of Kawasan Perindustrian Sri Gading. 60-year leases were generally released into the market at RM 80 to RM86 per square metre in 2002, which was the same rate offered in 2001.

Prices of industrial properties with ready buildings registered minimal change compared to the level in 2001. Within popular industrial schemes, values were maintained at the following levels in 2002:

TYPE OF DEVELOPMENT	PRICE PER UNIT
1½ Storey Terraced Factory	RM150,000 to RM220,000
1½ Storey Semi-detached Factory	RM250,000 to RM300,000
1½ Storey Detached Factory	RM350,000 to RM450,000

Amongst industrial schemes in outskirts areas, there was little improvement in the occupancy rate. The market continued to be weighed down by oversupply. It became apparent that many of these early purchases were driven by pure speculation.

## HOSPITALITY & LEISURE

There was little to justify any new ventures or proposals in this sector in 2002.

The market is essentially business rather than tourist based. At the upper end of the market, there was some improvement in the occupancy rate.

## 2003 MARKET OUTLOOK

***The residential market is seen to be gradually regaining its strength. The momentum for further recovery would however hinge on the overall strength of the industrial sector in Batu Pahat. Low interest regime should provide the necessary relief and impetus for genuine buyers or local developers.***

*The residential market is seen to be gradually regaining its strength.*

*The momentum for further recovery would however hinge on the overall strength of the*

*industrial sector in*

*Batu Pahat.*



**WTW**  
INTERNATIONAL

**C H Williams Talhar & Wong  
Sdn Bhd**

37-4B, Jalan Rahmat  
83000 Batu Pahat  
Tel : 07 - 434 6122  
Fax : 07 - 431 6921  
E-Mail: wtwbp@po.jaring.my

# PENANG *International Property* 2003

SERVING THE PROPERTY INDUSTRY NATIONWIDE SINCE 1960

## PENANG ISLAND

**A**s the country recovered from the recession to register a reasonable growth for the year, the property market, in tandem with this trend, was similarly more active during the second and third quarters of the year. However the market sentiments were mixed. While the general sentiments continued to remain weak and cautious with people having a tendency to put off decisions or delay developments, some were in fact finding new uses for old properties and were acquiring investment properties. The low housing loan cost had helped keep the property market stable and provide an important source of strength to the economy. Auction sales were on the rise but demand was still weak and thus their success rate was still poor.

*The year ended with an uncertain worrying note. Penang is still undergoing structural changes.*

*On the opportunity side, the movers and shakers were also at work. The year ended with an announcement involving one of largest real estate transactions in Penang – the decision to sell the Penang Turf Club 110-hectare land for RM488 million.*



*Beach Street - Office building in traditional CBD Area sold by Tender at RM2.45m*



**C H Williams Talhar & Wong  
Sdn Bhd**

35, Green Hall  
P O Box 1161  
10850 Penang  
Tel : 04 – 263 3377  
Fax : 04 – 263 0359  
E-mail: wtwpg@po.jaring.my

## OFFICE

The office sector remained soft in a relatively quiet market. Old buildings which were put in the market for sale, had received mixed responses. While those in the old CBD of Beach Street had received some interest and were transacted, those in poorer locations had not attracted any

interest. Old office blocks were purchased for owner occupation rather than for investment purposes.

Two old bank office buildings at Beach Street were transacted in 2002. One fetched a price of RM5.48 million, while another was sold at RM2.45m in October. Besides new office buildings, old refurbished pre-war buildings

were beginning to filter into the market. They are limited in supply and were beginning to attract 'collectors' for use as boutique offices and shops. Two-storey type at the old CBD area was transacted at prices between RM500,000 (without improvements) to RM650,000 per unit.

Two new office buildings along Jalan Sultan Ahmad Shah, having a total area of 230,000 square metres were placed in the market. A new up-market office block was available to let at RM48 per square metre for the ground floor and RM28 per square metre for the upper floors. It remains vacant. The rental market remained soft with landlords having to compete to hold on to their existing tenants and competing with new offices. The average asking rental for good office space stands at RM20 to RM28.00 per square metre. With the new supply, rentals are expected to remain soft or remain stable at the low rent and the overall vacancy rate for office would increase. Further consolidation is anticipated.

## COMMERCIAL

Two old cinemas on Penang Road were refurbished during the year. One was refurbished and reactivated for use again as a cinema while the other was renovated for use as a wholesale / retail store. They were let at a rent of approximately RM11 to RM15 per square metre per month.

Old two-storey shophouses were beginning to find new uses, which include wholesale showroom / retail shops and restaurants. A few old terraced houses which were renovated to let at RM2,000 per month for commercial use are still vacant.

At Bandar Bayan Baru two-storey shophouses were offered for sale at RM535,000 onwards.

## RETAIL

There were no new additions this year. Amidst a weak consumer sentiment and dispersion of consumers to the various retail outlets, the market was adjusting slowly to this change. Prime shopping centres were still showing good occupancy and take up rate. While occupation of new blocks in poorer locations were not as good as it was before and old centres were experiencing either falling rents and or rising vacancy.

While the retail sector was still in the consolidation stage adjusting to oversupply, poor sales, less tourists, the irony was that a few shopping centre groups were planning to come into this market and were planning to build and inject even more supply into the market.

## RESIDENTIAL

The residential sector was more active with an increase in the number of new project launches:

Type	Location	Selling Prices
3-storey semi-detached	Tanjung Bungah	RM438,000-630,000
2 storey Duplex Town Houses	Tanjung Bungah	RM268,000 -310,000
2½ storey Semi-detached Houses	Pulau Tikus	RM 1.65m onwards
3-storey Detached House	Bayan Baru	RM 790,000 onwards
3-storey Semi-detached House	Bayan Baru	RM 585,000 onwards
2-storey Terraced house	Sungei Ara	RM318,000 - 528,000
2-storey Terraced house	Batu Maung	RM 360,000 onwards
Medium Cost Apartment	Sungei Nibung	RM98,000 - 105,000
2-storey semi-detached House	Batu Ferringhi	RM700,000 onwards
3-storey semi-detached house	Batu Ferringhi	RM 1m onwards
Detached house lot	Batu Ferringhi	RM 1,100 per square metre
Apartment	Jelutong	RM 88,000-120,000



Leith Street - rented @  
RM12,000 per month

*While the sector was still in the consolidation stage adjusting to oversupply, poor sales, less tourists, the irony was that a few shopping centre groups were planning to come into this market and were planning to build and inject even more supply into the market.*



**WTW**  
INTERNATIONAL

**C H Williams Talhar & Wong  
Sdn Bhd**

35, Green Hall  
P O Box 1161  
10850 Penang  
Tel : 04 – 263 3377  
Fax : 04 – 263 0359  
E-mail: wtwpg@po.jaring.my

*Towards the end of 2002, the outlook became misty again. There were many events outside our control but it could affect us as they changes in 2003.*



**C H Williams Talhar & Wong  
Sdn Bhd**

35, Green Hall  
P O Box 1161  
10850 Penang  
Tel : 04 – 263 3377  
Fax : 04 – 263 0359  
E-mail: wtwp@po.jaring.my

The condominium market saw more introduction of the 'super Condos' - a more spacious and luxury class of units. Gurney Drive were launched at prices between RM 1.1 million to 1.4 million and have a floor area of 370 square metres.

As at the third quarter 2002, there were about 270 auction cases recorded and of these only 18 units were sold. The success rate for auction is therefore only 6.6%.

## INDUSTRIAL

This sector was experiencing an 'imbalance' between the incoming of new high-tech factories that requires well trained scientists and engineers and the slow but steady closing of factories that require labour intensive production workers.

By the end of the year there were six factories of varying sizes and having a total building area of nearly 55,000 square metres up for sale at prices between RM6.5m to RM22m. Sentiments in this sector was weak. There was no user demand in the market.

A new scheme at Jelutong launched its industrial shop-office and factory project. Their selling prices were:

Type	Selling Prices	Units
3-storey Industrial shop-office	From RM890,000	29
2½ storey Factory	From RM 500,000	24
1-½ storey Factory	From RM 450,000	30

During the mid-year Danaharta sale, a block of 6 units of 1 ½ storey factories were sold at RM2.42m at the Diamond Valley Industrial Estate, Batu Maung.

## HOSPITALITY & LEISURE

This sector was expected to take a few years to recover from the September 11, 2001 incident and as confidence of foreign tourist slowly returns, the region suffers from another shock - the Bali bomb blast. More efforts have to be done to reassure and inject in confidence to encourage tourist travel. While new markets were being explored, former repeaters who know Penang well were being courted to come back.

Penang has also to repackage its tourist product to ensure continuing inflow of tourists. Eco-tourism, cultural tourism, medical and dental tourism and even wedding tourism are being considered.

## 2003 MARKET OUTLOOK

***Towards the end of 2002, the outlook became misty again. There were many events outside our control but it could affect us as they change in 2003. World political events, the fragile economy of the developed world, and the structural change the island is facing all add up to the cautious sentiments.***



*Astec PG2 - Industrial building in FIZ Phase 2 For Sale @ RM9.84m*

## SEBERANG PERAI

**The property market in Seberang Perai remained stable in 2002.**

**The residential sub-sector was active but with prices remaining at the previous year's level while the commercial and light industrial sectors were soft.**

**The year also witnessed the launching of a few small and medium scale housing schemes with responses generally reported to be fair.**

### OFFICE

The office market in Seberang Perai generally remained at the previous year's level with rentals generally remaining unchanged.

Existing office buildings in Seberang Perai are NB Tower, Wisma UMNO, Wisma Peladang, Wisma Suria and Wisma Pantai in Butterworth and Sunway Business Park and Bangunan KWSP in Seberang Jaya with asking gross rentals ranging from RM8.60 to RM16.15 per square metre per month. The occupancy rate of these buildings range between below 10% to 85%.

No purpose-built office building was completed during the year.

### RETAIL

There was no new addition of commercial complexes in Seberang Perai during the year.

The Megamal Pinang Commercial Complex and the BM Plaza still remained the two commercial complexes in Seberang Perai which are still in active operation.

The ground floor of the Megamal Pinang Commercial Complex is nearly fully occupied whilst the upper floors are approximately 10% to 50% occupied.

Rental rates generally remained at the previous year's level.

## SHOPHOUSES

The property market for traditional shophouses in 2002 was generally stable.

In Chai Leng Park, a single storey shophouse located along Lebuhraya 5 with a land area of approximately 121 square metres was sold for RM320,000 while in Bukit Mertajam, two adjoining units of double storey shophouses with a total land area of 223 square metres and located along Jalan Dato Ooh Chooi Cheng were sold for RM650,000.

In Juru, the 2 and 3 storey shopoffices in Juru Jaya Business Park were for sale by the developer at RM238,888 and RM368,888 respectively.

In Seberang Perai Selatan, the double storey shophouses in Taman Bakap Jelita were for sale by the developer at RM178,800 while the double storey shophouses in Taman Cendrawasih Indah with a land area of 130 square metres were for sale at RM229,800.

## RESIDENTIAL

The residential sub-sector was active in 2002 especially for those priced below RM100,000.

Prices generally remained at the 2001 level.

Conventional landed residential properties still remained the preferred choice of buyers whilst flats and apartments were active only in urban areas.

The year also witnessed the launching of a few small and medium scale housing schemes. The details are as follows :-

Location	Type	Price
Taman Sukun Indah Bukit Mertajam	2-storey Terraced	RM173,888
Bandar Putra Bertam Kepala Batas	2-storey Terraced 2-storey Semi-Detached	RM140,000 RM240,000
Harbour Place Butterworth	Apartments	RM119,510 and above
Taman Mak Mandin Indah Butterworth	2-storey Terraced	RM205,000
Taman Serumpun Bukit Mertajam	2-storey Terraced 2-storey Semi-Detached	RM198,000 RM278,000
Taman Cendrawasih Indah Nibong Tebal	2-storey Terraced 2-storey Semi-Detached 1-storey Terraced 1-storey Semi-Detached 2-storey Detached	RM128,000 RM189,800 RM89,800 RM139,800 RM329,000

*Conventional landed residential properties still remained the preferred choice of buyers whilst flats and apartments were active only in urban areas.*



**WTW**  
INTERNATIONAL

**C H Williams Talhar & Wong  
Sdn Bhd**

No. 33, Jalan Todak 4,  
Pusat Bandar Seberang Jaya  
13700 Seberang Jaya  
Tel : 04 - 398 1188  
Fax : 04 - 397 1188  
E-mail: wtwbw@po.jaring.my

*The overall property market in 2003 is expected to consolidate further given the current economic situation.*

## INDUSTRIAL

The industrial sub-sector in Seberang Perai is still in the doldrums.

In Prai Industrial Estate, a detached factory located along Tingkat Perusahaan 3 with a total land area of 1.723 hectares was sold for RM4.3 Million while in Seberang Jaya Industrial Park, a factory located along Lorong Jelawat 2 with a land area of 2,703 square metres was sold for RM3.5 Million.

Another detached factory in Prai Industrial Estate located along Lorong Perusahaan Baru 6 with a land area of 0.397 hectare held under a freehold title was sold for RM2.65 Million.

No new industrial scheme was launched during the year.

## HOSPITALITY AND LEISURE

There were no new additions of hotels in Seberang Perai during the year.

The existing major hotels in Butterworth and Bukit Mertajam are Sunway Hotel Seberang Jaya, Pearl View Hotel and Prescott Hotel with a total of 518 rooms.

The occupancy rates of these hotels were in the region of approximately 40% to 55%.

## 2003 MARKET OUTLOOK

***The overall property market in 2003 is expected to consolidate further given the current economic situation.***

***Demand for commercial and industrial sectors can be expected to be soft due to prevailing over supply and market uncertainties except for certain strategic locations which may see sustained demand.***

***The deluge of foreclosure actions by the financial institutions on properties where titles have not been issued yet can be expected to have a downward pressure on value/price of such type of properties.***



**C H Williams Talhar & Wong  
Sdn Bhd**

No. 33, Jalan Todak 4,  
Pusat Bandar Seberang Jaya  
13700 Seberang Jaya  
Tel : 04 – 398 1188  
Fax : 04 – 397 1188  
E-mail: wtwbw@po.jaring.my

# NEGERI SEMBILAN

# International Property 2003

SERVING THE PROPERTY INDUSTRY NATIONWIDE SINCE 1960



Senawang  
Commercial Park

**The performance of the property market in Negeri Sembilan remained weak with no impending signs of recovery from a bearish market scenario. The residential sub-sector continued to dominate much of the market activity. Other sub-sectors remained relatively quiet throughout the year. The overhang situation for the commercial and industrial properties have not shown any marked improvements for year 2002. Many notable abandoned projects have yet to be revived and a few of the large development lands offered for sale through tenders by Danaharta have not been successful even though the sale prices have been discounted by more than 30% in comparison to year 2000 prices.**

**In general, the prices of the residential and commercial properties remained quite stable with some of the popular areas showing slight increases in the value compared to year 2001 prices. Industrial properties, on the other hand have a mixed response in terms of prices. The large industrial properties generally recorded a marked depreciation in value while the prices of small to medium scale properties in the established schemes in Seremban remained relatively stable .**

**Some of the prominent infrastructure works that were implemented/on-going in 2002 include the opening of the new Nilai interchange in October 2002, the upgrading of the Seremban – Kuala Klawang trunk road, the expansion of the Port Dickson Highway exit at the 4<sup>th</sup> mile Jalan Pantai and the construction of the RM64 million market in Taman Bukit Kepayang.**

**Notable landmarks making their debut in the Negeri Sembilan property landscape include Dataran Teluk Kemang in Port Dickson and Dataran Senawang and the first McDonald drive through outlet near the Senawang Commercial Park in Seremban.**



C H Williams Talhar & Wong  
Sdn Bhd

1<sup>st</sup> Floor, Kompleks Negeri  
7-A, Jalan Dr Krishnan  
70000 Seremban  
Tel : 06 – 763 7373  
Fax : 06 – 765 3360  
E-mail: wtwsbn@po.jaring.my

## OFFICE

The existing stock of purpose-built office space in Seremban remained status quo in comparison to the preceding year. In the pipeline slated for completion by year 2003 is the office block within the Terminal One development which has commenced construction recently after stalling for a number of years.

Rental rates of purpose-built office buildings in Seremban remained comparatively low. The rates of selected buildings are generally as follows :

Building	Rental rates per square metre
Wisma DPMNS	RM 14.00 - RM 18.30
Yayasan Negeri Sembilan	RM 17.20 - RM 19.40

## RETAIL

Terminal One Shopping Centre continues to maintain its status as the leading retail centre in Seremban town followed by Seremban Parade. Other complexes in the town are very much secondary in nature. The proposed Kemayan Shopping Mall and Seremban Mall remained unrevived.

Rental rates in Terminal One Shopping Centre have shown an upward trend while the rental levels of other centres remained relatively stable with some experiencing a drop in rental.

Terminal One Shopping Centre commands a ground floor rental between RM 77 to RM 113 per square metre per month whilst for Seremban Parade, its ground floor rates ranges from RM 43 to RM 86 per square metre per month. Both centres enjoy good occupancy levels of above 90%.

Shophouses in the town centre continued to sustain good rentals and prices. The prices and rental of shophouses in and around Seremban town are as follows:

Type	Location	Price per unit	Rental per unit
Two-Storey	Prime	RM550,000 - RM750,000	RM 3,500 - RM4,700
	Secondary	RM200,000 - RM300,000	RM 1,600 - RM2,200
Three-Storey	Prime	RM780,000 - RM900,000	RM 4,200 - RM5,500
	Secondary	RM270,000 - RM450,000	RM 2,000 - RM2,700

## RESIDENTIAL

Affordable housing in the form of low-medium to medium cost houses remain popular and was the most active segment in the market. This can also be seen from the various launches held within the year by the developers. Most of the new housing stock released in the market are terraced houses with prices below RM150,000 per unit. The demand for the new stock appeared to be relatively average with sales at around 40% to 60%.

The demand for the existing stock remained stable although slanting towards the buyers' market scenario especially so for the high-end properties. Condominiums in Seremban continue to experience sluggish demand as landed properties are the preferred choice for most of the home buyers.

Prices and rental of houses in Seremban are as follows :

Type of Property	Price Range	Rental per month
Single Storey Terraced	RM70,000 - RM130,000	RM250 - RM400
Double Storey Terraced	RM120,000 - RM190,000	RM350 - RM550
Single Storey Semi- detached	RM140,000 - RM230,000	RM400 - RM600
Double Storey Semi- detached	RM170,000 - RM350,000	RM500 - RM700

## INDUSTRIAL

No new industrial schemes were launched in 2002. The industrial schemes in Seremban maintained a fairly good demand whilst the industrial properties in the Nilai corridor is still experiencing weak demand. Prices of some of selected schemes are as follows :

Schemes	Prices (per square metre)
Oakland Industrial Park	RM 165.00 - RM205.00
Senawang Industrial Park	RM 172.00 - RM193.00
Arab Malaysian Industrial Park	RM 129.20 - RM171.00
Nilai Industrial Estate	RM 129.20 - RM174.30

## HOSPITALITY & LEISURE

The leisure industry in Port Dickson remained subdued. The prices of resort condominiums remained weak. Hotel occupancy still hovers roughly at about 40%. The State Government has been actively

*No new industrial schemes were launched in 2002. The industrial schemes in Seremban maintained a fairly good demand whilst the industrial properties in the Nilai corridor is still experiencing weak demand.*



**WTW**  
INTERNATIONAL

**C H Williams Talhar & Wong  
Sdn Bhd**

1<sup>st</sup> Floor, Kompleks Negeri  
7-A, Jalan Dr Krishnan  
70000 Seremban  
Tel : 06 - 763 7373  
Fax : 06 - 765 3360  
E-mail: wtwsbn@po.jaring.my

*The outlook for year 2003 looks bearish as there is no fresh leads to rejuvenate the Negeri Sembilan property market. The current pace in the price and rental movements will prevail throughout the year.*



**C H Williams Talhar & Wong  
Sdn Bhd**

1<sup>st</sup> Floor, Kompleks Negeri  
7-A, Jalan Dr Krishnan  
70000 Seremban  
Tel : 06 – 763 7373  
Fax : 06 – 765 3360  
E-mail: wtwsbn@po.jaring.my

promoting the town as a local tourist destination and these promotion measures appear to be continuing into year 2003.

## **EDUCATION**

The Nilai corridor is shaping itself as one of the prominent education centres in Malaysia. Besides Inti College Malaysia and Nilai College, three other new colleges will be setting up their establishments along the corridor in the very near future. These include Kolej Universiti Islam Malaysia and

Metropolitan College to be located in the Bandar Baru Nilai and Universiti Teknologi Lagenda at Bandar Universiti Mantin, Mantin

## **2003 MARKET OUTLOOK**

***The outlook for year 2003 looks bearish as there is no fresh leads to rejuvenate the Negeri Sembilan property market. The current pace in the price and rental movements will prevail throughout the year.***

# MALACCA *International* Property 2003

SERVING THE PROPERTY INDUSTRY NATIONWIDE SINCE 1960

**O**verall, the performance of the property market in Malacca during the year was mixed with moderate gains in some categories of the more dominant residential and agricultural sub-sectors while industrial and commercial properties showed either consolidation or depreciated in value. There was a flurry of foreclosures on condominiums and apartments as well as some commercial and industrial properties fuelling bargain hunting in the market.

*There were a number of property disposals through private tenders particularly Danaharta's Sixth (6<sup>th</sup>) and Seventh (7<sup>th</sup>) Property Tender in April/May and October/November 2002. Others were the sale of a computer factory in Cheng, parcels of development lands in and around Bukit Baru and a bungalow in Klebang.*

*A total of 21 properties with an indicative value of RM22.615 million were for sale in Melaka during the 6<sup>th</sup> Property Tender conducted by Danaharta. Of these, development and agricultural lands formed the bulk (48%) while industrial properties accounted for 33% of the total. The overall response was reported to be good with some bids at about 40% to 100% above Danaharta's indicative value.*

*There were nine properties valued at RM10.710 million for disposal in the subsequent (7<sup>th</sup>) tender sale. Industrial units were the majority, forming about 56%.*

## OFFICE

The office sub-sector remained stable without significant changes in rental or supply. The total space in purpose built office buildings is around 200,500 square metres and the overall occupancy rate is about 92%. Two office buildings with a total space of 12,400 square metres are presently under construction.

Of the 69 existing office buildings in Melaka, 28 with a total space of 73,000 square metres are Government owned. They are fully occupied while the occupancy of privately owned premises was lower, at approximately 87%.

The monthly average rentals still remained at between RM15 to RM20 per square metre.

## RETAIL/SHOPHOUSES

The existing number of shopping complexes as at the second quarter of the year was 17 with a total space of 185,000 square metres.

The overall occupancy rate was reported to be 73%, a drop from last year's 78%.

The current year saw the opening of Tesco hypermarket along Jalan Panglima Awang in Pringgit.

The Mahkota Parade was reported sold in the last quarter of the year for RM146.59 million or RM3,100 per square metre. The sale progress of retail lots at Dataran Merdeka, which were earlier launched in 2001, has been reported to be slow.



**C H Williams Talhar & Wong  
Sdn Bhd**

178 Jalan Merdeka  
Taman Melaka Raya  
75000 Melaka  
Tel : 06 – 281 2288  
Fax : 06 – 284 6399  
E-mail: wtwmlc@po.jaring.my



Prime development land adjoining Multimedia University - sold by WTW

The price levels of shophouses in Melaka are as follows:-

Location	Selling Price (per unit)	Type
Double Storey	Prime	RM250,000 - RM280,000
	Secondary	RM170,000 - RM200,000
Three Storey	Prime	RM360,000 - RM460,000
	Secondary	RM230,000 - RM300,000

Unsold shopoffice units in Plaza Mahkota are offered at large discounts of up to 30% by the developer. There were reported 'fire-sales' of 3 storey shophouses in Taman Melaka Raya for below RM200,000 per unit.

There are no commercial launches during the year except for a block of 4-storey shophouses along Jalan Ong Kim Wee which are mainly developed for rental.

MAIM revived its commercial project of shophouses on a site opposite the State Mosque.

One of the abandoned commercial projects, Bandar Utama Melaka, may be revived as a mixed development.

Other abandoned or planned commercial projects viz. Bendahara Boulevard, Malacca City Square in Pringgit and Ayer Keroh Business Centre, are yet to be revived or launched.

## RESIDENTIAL

The residential sector continued to dominate the market with a slight rise in price levels though rentals in most areas remained unchanged. There

were several launches during the year and the response was generally favourable especially for the medium-low cost types.

As at the second quarter of the year, the existing residential housing stock in Malacca stood at around 104,000 units with another future supply of about 57,000 units. Of the latter 3,000 units were starts and 13,300 units under construction. Melaka Tengah district was the most active having 76% of the existing stock.

Taman Merbok Phase 4 in Ayer Keroh comprising about 304 units of shops and residential houses was launched recently. The double storey terraced houses (open title) with better finishes are priced from RM192,000. We understand that there was good response for the terraced houses.

Following the successful launch of the initial phase of Taman Angkasa Nuri in Batu Berendam in the last quarter of 2001, the second phase comprising around 100 units of double storey terraced houses with plot size of 22 feet by 70 feet and priced at RM159,800 each was launched in October 2002.

The average prices of various types of houses are as follows:-

Type	Location	Selling Price (per unit)
1-Storey Terraced	Ujung Pasir	RM120,000 - RM150,000
	Bukit Bruang	RM 95,000 - RM140,000
	Malim	RM 90,000 - RM100,000
2-Storey Terraced	Kampong Lapan	RM220,000 - RM250,000
	Bukit Katil	RM140,000 - RM150,000
	Ayer Keroh	RM145,000 - RM160,000
1-Storey Semi-Detached	Bukit Baru	RM160,000 - RM200,000
	Malim	RM150,000 - RM180,000
2-Storey Semi-Detached	Semabok	RM300,000 - RM358,000
	Klebang	RM320,000 - RM450,000

*The residential sector continued to dominate the market with slight rise in price levels though rentals in most areas remained unchanged. There were several launches during the year and the response was generally favourable especially for the medium-low cost types.*



**WTW**  
INTERNATIONAL

**C H Williams Talhar & Wong  
Sdn Bhd**

178 Jalan Merdeka  
Taman Melaka Raya  
75000 Melaka  
Tel : 06 - 281 2288  
Fax : 06 - 284 6399  
E-mail: wtwmlc@po.jaring.my

*The property market trend in industrial sub-sector continued in 2002 with limited inquiries for new sites. These industrial estates experience varying occupancy rates from around 30% to fully occupied depending on factors such as location, pricing, supporting infrastructure, etc.*



**C H Williams Talhar & Wong Sdn Bhd**

178 Jalan Merdeka  
Taman Melaka Raya  
75000 Melaka  
Tel : 06 – 281 2288  
Fax : 06 – 284 6399  
E-mail: wtwmlc@po.jaring.my

Pangsapuri Bunga Raya, an apartment project in Bukit Beruang designed to meet the housing needs of the Multi-media University nearby was launched in June 2002. The 120 apartments were priced from RM98,000 while the ground floor shop lots are from RM230,000.

The market for up-market condominium remained weak characterized by low occupancy and foreclosures. Prices have generally slipped to around 40% to 50% below the peak of 1995/96.



*New private college along Jalan Kubu - deal concluded by WTW*

A condominium project along Jalan Ayer Leleh in Malacca town appears to have stalled.

## **INDUSTRIAL**

According to National Property Information Centre (NAPIC), the existing stock of industrial units is approximately 3,914 units with a planned supply of 5,000 units. The property market trend in industrial sub-sector continued in 2002 with limited inquiries for new sites. These industrial estates experience varying occupancy rates from around 30% to fully occupied depending on factors such as location, pricing, supporting infrastructure, etc. Most of the abandoned industrial projects have yet to be revived.

Prices of industrial land in prime areas generally consolidated between RM140 per square metre and RM170 per square metre while those in poorer locations fell to around RM60 to RM70 per square metre. Sales of SMI units in the outskirts of town remained poor.

The prices of vacant industrial land in selected areas are as follows :

Location	Prices (psm)
Cheng	130-160
Ayer Keroh	110-175
Bkt Rambai	65 -85
Merlimau	45 - 60
Alor Gajah	60 - 80
Batu Berendam	100-165
Krubong	90-125

The Honda Malaysia car manufacturing plant which entailed an initial investment of RM180 million and built on a 32.4 hectare site in the Pegoh Industrial Estate began production at year end. Investments in this project are expected increase to RM347 million by the year 2005.

Composite Technology Research Malaysia has reported being awarded an RM800 million contract by Airbus to design and manufacture wing components in their factory in Batu Berendam.

An international computer manufacturer's plant in Cheng was successfully sold by tender in early 2002 for RM6.4 million. It was subsequently resold in July 2002 for RM10.1 million.

The state is also seeking MSC status for its multi-media incubator project beside the Malacca International Trade Centre in Ayer Keroh.

## **HOSPITALITY & LEISURE**

Currently there are 68 hotels in Malacca with a total stock of about 5,300 rooms. The overall average occupancy rate was around 48% though higher rates of 60 to 70% were achieved by some of the hotels. The room rates remained unchanged.

No new hotel development is expected in the next 2 – 3 years. The abandoned 300 room Ambassador Hotel remains in abeyance.

The total tourist arrivals as at October 2002 grew to 2.4 million from 2.1 million last year against the current target of 3 million.

One of the tourism projects which is the Hang Tuah Mall, an open air mall along Jalan Hang Tuah costing RM8.8 million was officially opened by the Prime Minister in October 2002. The Selandar Tropical Fruit Farm was also opened by the Prime Minister during the same period.

The year also saw the opening of the Malacca Pier comprising restaurant and retail lots in the renovated Malacca Jetty and a renovated ferry.

A 112-room hotel with retail space, Grandhill Hotel along Jalan Tun Ali was reported sold for RM7.6 million in 2002. The hotel now operates as Naza Hotel.

## EDUCATION

There are currently more than 20 institutions of higher learning in Malacca with an estimated enrollment of around 20,000 non-local students. Site works has commenced for a MARA Professional College in Tiang Dua while a 28.5 hectare site in Ramuan China has been acquired for the construction of a MARA college.

A community college was also opened in Bukit Beruang.

## AGRICULTURE

The agricultural sub-sector showed continued improvements due to demand particularly for smaller sized plots.

The average price of smallholdings in Melaka Tengah, being the most developed district, was around RM160,00 to RM200,000 per hectare while the other 2 districts of Jasin and Alor Gajah recorded levels of about RM80,000 and RM90,000 per hectare respectively.

## INFRASTRUCTURE

Major infrastructure projects initiated by the Government during the year included the Sungei Udang-Bertam - Krubong-Ayer Keroh Highway and the upgrading of the north-south trunk road from Simpang Ampat to Muar including the construction of several flyovers in town and new stretches of roads. Construction works on both of these projects have commenced.

Construction works are also in progress for a new outstation bus terminal in Pringgit, and along Jalan Tun Razak ring road.

## 2003 MARKET OUTLOOK

**The property market is expected to improve albeit with caution in view of uncertainties.**

**There is still an overhang in the commercial and industrial sectors. Medium cost terraced houses will continue to dominate the market. Developers are cautioned not to jump into the band wagon and create further pressure on the property market particularly in the residential sector where there seem to be an oversupply of double storey terraced houses.**

**Demand for resort and up-market residential properties is expected to remain sluggish. Short term investments and profit taking is expected to continue as there are still foreclosed properties available.**

**The tourism industry is expected to continue to suffer from the hangover of a slump in foreign tourist arrivals caused by recent events in Bali.**

*Demand for resort and up-market residential properties is expected to remain sluggish. Short term investments and profit taking is expected to continue as there are still foreclosed properties available.*



**WTW**  
INTERNATIONAL

**C H Williams Talhar & Wong  
Sdn Bhd**

178 Jalan Merdeka  
Taman Melaka Raya  
75000 Melaka  
Tel : 06 – 281 2288  
Fax : 06 – 284 6399  
E-mail: wtwmlc@po.jaring.my

# Perak

## International Property 2003

SERVING THE PROPERTY INDUSTRY NATIONWIDE SINCE 1960



Wisma Greentown 3

**The Perak property market is still facing uncertainties in 2002 except for residential market which is trying to keep up its momentum. The general public is more cautious on spending and is either looking for a 'cheap' buy or adopting a "wait and see" attitude. Stimulants such as low interest rates and attractive payment terms offered by banks have to some extent helped to improve the market situation particularly in the residential sector.**

**Generally, the office market in Ipoh is facing a marginal over-supply situation. There is not much change in the occupancy rate and the rental value as compared to year 2001.**

**Established shopping complexes continued to enjoy good occupancies while complexes in secondary locations remained unpopular.**

**The industrial sector is still suffering from low demand, decreased capital value and low rental yield**

### OFFICE

The strategic location of Greentown Business Centre which is surrounded by the Federal Building, KWSP Building, City Council, hotels, banks and securities firms is still attracting a large number of corporations to be located in the vicinity.

Wisma Greentown 3, which is located within Greentown Business Centre, is expected to be completed in early 2003 and will accommodate the influx of more new businesses into this area.

Some of the office rental rates in Ipoh are as follows :

Building		Rental per square metre per month
Bangunan Mayban Trust		From RM14.00
Bangunan Tabung Haji		From RM19.40
M&A Building	Ground	RM43
	Upper Floors	RM23.70
Wisma Peak Hua	Ground	RM18.30
	Upper Floors	RM12.90
KWSP Building	Ground	RM46.30
	1st Floor	RM24.75
Greentown Business Centre	1st Floor	RM19.40



**C H Williams Talhar & Wong  
Sdn Bhd**

13A, 1<sup>st</sup> Floor,  
Jalan Panglima  
P O Box 562, 30760 Ipoh  
Tel : 05 - 241 0611  
Fax : 05 - 255 6536  
E-mail: wtwipoh@po.jaring.my

## RETAIL / SHOPHOUSES

There was no new retail centre added to the market in 2002. Despite the slow demand, rentals remained stable. Most of the newer buildings managed to achieve an average occupancy rate of around 70%. However, the older buildings have not recovered from the deteriorated occupancy rate.

There are two established retail centres ; Kinta City and Ipoh Parade. Kinta City is enjoying near full occupancy whilst the occupancy of Ipoh Parade has improved compared to 2001. Retail centres without anchor tenants or a good tenant mix have compromised with lower rentals.

The relocation of retail outlets and offices from old town to Greentown Business Centre has forced down rental value in this area. The rental and capital values of shopoffices in Greentown Business Centre are improving due to good demand.

The selling prices of shopoffices within well established commercial areas in Ipoh are as follows :

Location	Type	Price
Ipoh Garden South	2-storey shopoffice (old)	270,000-350,000
	2-storey shopoffice (new)	370,000-400,000
	3-storey shopoffice	500,000-520,000
Bandar Baru Medan	2-storey shopoffice	250,000-350,000
Bandar Ipoh Raya	2-storey shopoffice	250,000-300,000
	3-storey shopoffice	400,000-450,000
Greentown Business Centre	2-storey shopoffice	450,000-500,000
	4-storey shopoffice	800,000-900,000

## RESIDENTIAL

The residential property market in Perak has shown improvements in terms of number and value of transactions. The demand for mixed housing development land in superior locations with close proximity to housing schemes and amenities is on the rise.



Bandar Baru Tambun

Sunway City has revived its development of residential properties in Tambun, Ipoh. The first phase of semi-detached houses known as Garden Villa which were priced at RM199,888 were completely sold out. Subsequently the price has been increased to RM208,888 for the later phase.

Bandar Baru Tambun is a prime residential area where its earlier launches had been completely sold out. Many buyers are still looking for properties in this area. Currently the new phases are being constructed.

Some of the housing schemes launched during the year are as follows:-

Schemes	Land Area	Price
Double-storey semi-detached house		
The First Garden	35' x 90'	RM358,000
Garden Villa, Sunway City	32' x 65'	RM208,888
Double-storey terraced house		
The First Garden	20' x 70'	RM198,000
Taman Tronoh Timah	20' x 70'	RM123,800
Taman Desa Cempaka	20' x 70'	RM148,800
Country Valentine, Pasir Puteh	20' x 70'	RM163,900
Bandar Baru Tambun	22' x 75'	RM193,000
Taman Perpaduan Ria, Bercham	20' x 70'	RM128,800
Taman Ipoh Permai, Ipoh Garden East	22' x 70'	RM179,800
Single-storey terraced house		
Arena Perpaduan Sentosa	20' x 70'	RM84,800
Country Valentine, Pasir Puteh	20' x 70'	RM98,000
Taman Tronoh Hijau	20' x 70'	RM67,800
Taman Perak Indah	20' x 70'	RM83,880

There is no substantial change in rental rates. Certain established housing estates which have good demand such as Ipoh Garden, Canning Garden, Bandar Baru Tambun continue to command higher rental rates compared to others.

*Bandar Baru Tambun is a prime residential area where its earlier launches had been completely sold out. Many buyers are still looking for properties in this area.*



**WTW**  
INTERNATIONAL

**C H Williams Talhar Wong Sdn Bhd**

13A, 1<sup>st</sup> Floor,  
Jalan Panglima  
P O Box 562, 30760 Ipoh  
Tel : 05 - 241 0611  
Fax : 05 - 255 6536  
E-mail: wtwipoh@po.jaring.my

*The industrial market is experiencing a sluggish period with both demand and supply recording low activities. Prices remain unchanged in the more established industrial estates.*

Prices of development land and residential properties are expected to be slightly upward in the near future.

## INDUSTRIAL

The industrial market is experiencing a sluggish period with both demand and supply recording low activities. Prices remain unchanged in the more established industrial estates. In general, prices of industrial properties are expected to be stable or on a downward trend in the near future.

Prices of industrial land in prime locations like Silibin and Menglembu areas range from RM129 to RM161 per square metre.

## AGRICULTURAL

The agricultural property market in Perak is modestly active due mainly to the oil palm industry which has improved. Aggressive marketing efforts backed by appropriate policy initiatives of the government have managed to successfully increase exports substantially.

The domestic price outlook of crude palm oil this year also looks promising with steady export demand. The entry of China into World Trade Organisation (WTO) and the higher palm oil import quota will brighten the demand outlook for palm oil. The lower growth in world oils and fats production would also tighten global supplies of vegetable oils and support an upward trend for vegetable oil prices in the world market. In view of the

anticipated strong market fundamentals, the average domestic crude palm oil price is expected to rise.

The price of agricultural land in prime locations in Taiping, Sitiawan and Teluk Intan range from RM20,000 to RM40,000 per acre.

## HOSPITALITY & LEISURE

The occupancy rate of tourist destinations such as Pangkor Island and Lumut is modest. Economy-class hotels with room rates ranging from RM50 to RM70 per night are still popular. There is no expansion of existing hotels nor new hotels being built throughout Perak.

Saleability of golf club membership is not encouraging. Prices of golf membership for existing clubs remain stable.

## 2003 MARKET OUTLOOK

***The overall property market outlook is expected to be stable due to improved market conditions. However, whilst adverse effect of an overhang situation for the commercial and industrial sectors are expected to remain unattractive unless drastic measures are taken by the state authorities to attract investors. The modest growth of the hospitality industry within the state of an abundant historical value is also another cause of concern as opportunities are not reaped.***

***The residential sector will however continue to outperform other sectors, generating more interest for residential lands in popular locations.***



**C H Williams Talhar Wong Sdn  
Bhd**

13A, 1<sup>st</sup> Floor,  
Jalan Panglima  
P O Box 562, 30760 Ipoh  
Tel : 05 – 241 0611  
Fax : 05 – 255 6536  
E-mail: wtwpoh@po.jaring.my

# PAHANG *International Property* 2003

SERVING THE PROPERTY INDUSTRY NATIONWIDE SINCE 1960

**Despite of the current global economic uncertainties, the Malaysian economy accelerated at 3.5% for the third quarter of 2002 and this is expected to augur well for the property market.**

**The residential property sector is expected to lead the way with properties below RM200,000 per unit being the most popular in demand. With continued attractive low interest loans offered by financial institutions, the residential sub-sector is anticipated to remain active.**

## OFFICES

The demand for purpose-built office space continued to remain stable in general with no significant changes in the occupancy rates as compared to the previous year rate of 94%.

Rentals remained unchanged at the following levels:

Buildings	Rental per square metre
HSBC	RM20.45
Asia Life	RM21.00
Kompleks Teruntum	RM19.37
Puriwirawan	RM18.85

in the sub-sector except towards the year end of 2002 with the opening of Giant Supermarket in Kuantan. This new development costing RM28 million built on a 11,150 square metre site will add another 5,343 square metres of retail space to the existing stock. It also provides 20 shops, 10 kiosks, 10 foodstalls and 4 promotion areas for local operators to rent at the respective rental of RM140 - RM215 per square metre, RM1,000 - RM1,300 per unit/month (kiosk/foodstall) and RM215 per square metre. Giant will provide 350 job opportunities whilst the tenants could be offering another 150 job opportunities.

Stiff competition is anticipated to generate between the newcomer and existing supermarkets to attract the customers. As a result, consumers are expected to benefit from the scenario.

## RETAIL

The market was rather subdued in the first three quarters of the year with vacancy rate high at 27%. No significant activity was noted

Rental levels for the retail market have generally remained stable except for Berjaya Megamall and Kuantan Parade.



**C H Williams Talhar & Wong  
Sdn Bhd**

5<sup>th</sup> Floor,  
Bangunan Hongkong Bank  
Jalan Mahkota  
25000 Kuantan  
Tel : 09 - 515 0000  
Fax : 09 - 514 5793  
E-mail: wtwktn@po.jaring.my

Current Rentals at Berjaya Megamall and Kuantan Parade

	Berjaya Megamall per square metre	Kuantan Parade per square metre
Lower ground	RM17.20 (anchor tenant)	N/A
Ground floor	RM32.30 - *RM75.35	RM56.50 - *RM75.35 *Reviewed rental to RM82.90
First floor	RM32.29 - RM56.82	RM40.40 - RM59.20
Second floor	RM12.90 - RM32.30	RM28.00 - RM37.60



3 1/2 storey shophouses along Jalan Air Putih

## SHOPHOUSES

The prevailing good demand for 2, 3 and 3 1/2 storey shophouses with prices ranging from RM350,000 to RM750,000 per unit continued to dominate the market. The shophouse prices generally remained resilient and stable in Kuantan.

The year 2002 also saw the increasing trend of shophouse developments along Jalan Air Putih, Kuantan with new 3 and 3 1/2 storey shops being developed. The newly built

Type	Average price				Average rental (per month)		
	2000	2001	2002	Increase	2000	2001	2002
Single-storey terraced	RM90,000	RM100,000	RM110,000	10%	RM380	RM430	RM450
Double-storey terraced	RM160,000	RM170,000	RM185,000	8.8%	RM700	RM700	RM750

shophouses selling from RM480,000 to RM650,000 per unit was well received. It is noted that this locality is coming up fast to be a new growth area for commercial development in Kuantan. These units also command good rentals ranging from RM3,100 to RM4,500 per month.

The rental scenario in the year 2002 did not slide any further from the 2001 level for the following properties-

Location	Rental per month		
	2000	2001	2002
Sri Dagangan	RM3,500	RM3,200	RM3,200
Sri Dagangan 2	RM5,000	RM4,200	RM4,200
Lorong Tun Ismail	RM5,000	RM4,800	RM4,800
Jalan Beserah	RM3,500	RM3,000	RM3,000

## RESIDENTIAL

The residential sector saw good demand the single-storey and double-storey terraced houses priced below RM200,000. As the response was overwhelming in selected and strategic locations, 2003 will see more of similar properties coming into the market to meet the demand.

The average prices and rentals of single-storey and double-storey terraced houses in selected Kuantan areas are as follows:-

## INDUSTRIAL

In general, the industrial sector remained lacklustre and sluggish. The oversupply situation and lack of new major investors to boost this subsector contributed to the gloomy scenario.

Prices in general still remained stable but with the State Development Corporation (PKNP), the major player and land banker in this sector undergoing a corporate restructuring exercise, a review in their selling prices appears likely.

## HOSPITALITY/LEISURE

The average occupancy rate declined slightly from the previous year level of 64% for the state of Pahang. The tourism sector is very much dependent on foreign tourists. Adverse

*The residential sector saw good demand the single-storey and double-storey terraced houses priced below RM200,000. As the response was overwhelming in selected and strategic locations, 2003 will see more of similar properties coming into the market to meet the demand.*



**WTW**  
INTERNATIONAL

**C H Williams Talhar & Wong  
Sdn Bhd**

5<sup>th</sup> Floor,  
Bangunan Hongkong Bank  
Jalan Mahkota  
25000 Kuantan  
Tel : 09 - 515 0000  
Fax : 09 - 514 5793  
E-mail: wtwktn@po.jaring.my

*However, taking into consideration of the high degree of uncertainties of the global economy and external influence, the positive property market outlook for 2003 could also be under threat.*



**C H Williams Talhar & Wong  
Sdn Bhd**

5<sup>th</sup> Floor,  
Bangunan Hongkong Bank  
Jalan Mahkota  
25000 Kuantan  
Tel : 09 – 515 0000  
Fax : 09 – 514 5793  
E-mail: wtwktn@po.jaring.my



*Terraced Houses in Bukit  
Sekilau / Bukit Ubi*

publicity about Malaysia have therefore affected the state's tourists arrivals where in the last quarter of 2002, statistics on tourists arrivals showed a drop from 1,300,000 to as low as 1,000,000.

In view of the external factors influencing the tourist arrivals, the outlook for hospitality/leisure could be adversely affected for the coming year.

#### **AGRICULTURAL**

The overall market activities remained steady with commodity prices at sustainable levels to keep the agricultural property prices stable in general.

Transactions and asking prices of oil palm plantations ranges from RM20,000 to RM49,400 per hectare in prices depending on size, location, planting, terrain, etc. Demand for these plantations continued to be good with the rebound in the CPO/FFB price.

#### **EDUCATION**

Apart from the various primary and secondary schools under rigorous construction process to meet their completion deadline all over Pahang, the education sub sector is also expanding in their growth for the higher institutions.

The UNITEN Campus in Bandar Muadzam Shah, RM600 million University Pahang in Pekan, International Islamic University Medical Campus in Bandar Indera Mahkota and IKIP are among the major educational institutions located in Pahang. There are many more smaller scale colleges & institutions of higher learning such as Kolej Shahputra, Cosmopoint, Olympia, Kuktem and Community College.

With ample suitable land at competitive prices to offer to institutions of higher learning either to newly build, expand or relocate their existing operations the prospects for this subsector in Pahang looks promising.

#### **2003 MARKET OUTLOOK**

***Based on the positive national economic growth rate at an average of 3.5% up to the third quarter of 2002 and the possibility of achieving 6.0% growth in the final quarter, the property market looks to be heading for a more optimistic year in 2003.***

***This is supported with the rigorous ongoing infrastructure developments like construction of new highway/new roads, schools/institutions of higher learning, clinics/hospitals amongst others in the state. The Government will also be gearing to boost the state economy in 2003 in view of the pending election year 2004.***

***However, taking into consideration of the high degree of uncertainties of the global economy and external influence, the positive property market outlook for 2003 could also be under threat.***

***A war between in Iraq, could have a negative impact on the local economy and property market. A slowdown in the economy, a drop in tourists arrivals and reduction of local and foreign investors could result. Hence the global economic environment is also a major influence on the performance of the local property market in 2003.***

# Kedah *International Property 2003*

SERVING THE PROPERTY INDUSTRY NATIONWIDE SINCE 1960



StarWalk

## ALOR SETAR

**K**edah's property market recorded a moderate growth in prices for residential properties whilst the prices for office, retail and industrial properties remained the same as 2001.

New developments are mainly residential developments with the demand for residential property remaining strong as evidenced by the good sales response for new developments.

## OFFICES

The rents for the purpose-built office in Alor Star generally remained at the previous year's level.

The construction for a 10-storey office building along Lebuhraya Darulaman commenced in 2002 whilst construction works for TNB and KWSP Buildings are in progress.

The rentals inclusive of service charges for selected office buildings in Alor Star are as follows:-

Building	Rental Rates (per square metre) per month
Menara Peladang	RM18.80 to RM24.70
Menara Zakat	RM16.60 to RM23.70
UMNO Building	RM18.30 to RM21.50
PKNK Building	RM12.90 to RM17.20

## RETAIL/SHOPHOUSES

The supply of retail space in Alor Star comes mainly from commercial complexes and traditional shophouses. The occupancy rates of commercial complexes are about 86% with City Plaza, Kompleks MPKS and Star Parade remaining the most popular shopping complexes. Demand for well located units is quite good with selling prices experiencing a marginal increase compared to last year.

In City Plaza and Star Parade Complexes, the selling prices for the ground floor unit are between RM8,500 per square metre to RM10,770 per square metre while the rentals are between RM65 per square metre to RM96 per square metre per month.



**C H Williams Talhar & Wong  
Sdn Bhd**

2<sup>nd</sup> Floor, Kheng Chew Assc.  
38 Jalan Putra  
05100 Alor Setar  
Tel : 04 – 730 3300  
Fax : 04 – 730 2200  
E-mail : wtwas@po.jaring.my

The selling prices of the traditional shophouses are as follows:-

Type	Location	Price Per Unit
Double-storey prewar	Prime	RM380,000 to RM620,000
Double-storey shophouse	Secondary	RM280,000 to RM470,000
Three-storey shophouse	Prime Secondary	RM660,000 to RM810,000 RM420,000 to RM660,000
Four-storey shophouse	Prime	RM850,000 to RM1,150,000

Construction work for three storey commercial development known as Kompleks Sultan Abdul Hamid is presently in progress. The developer's selling prices are from RM395,000/- per unit.

## RESIDENTIAL

The residential sub-sector was the most active sector in 2002 with supply increasing to about 45,560 in 2002 compared to 45,344 in 2001. Land suitable for residential development is being sought after especially in the locality of Jalan Kuala Kedah, Tandop, Jalan Tunku Abdul Rahman and also Pengkalan Kundor.

The selling prices of newly launched schemes in 2002 are as follows :-

Development	Location	Type	Developer's Selling Prices (per unit)
Taman Gunung Ledang	Jalan Kuala Kedah	Single storey terraced houses Single storey semi-detached house	RM86,000 to RM120,000 RM118,000 to RM147,000
Taman Gunung Tahan	Jalan Kuala Kedah	Double storey semi-detached house Double storey detached house	RM255,000 RM390,000
Taman Sri Indah Phase 4	Jalan Tunku Abd. Rahman	Single storey terraced houses Single storey semi-detached house Single storey shophouse	RM89,500 RM135,000 RM115,000
Taman Gunung Bintang	Tandop	Single storey terraced houses 1½ storey terraced house	RM90,900 RM109,900
Desa Seraya	Tandop	Double storey terraced house 2½ storey terraced house Double storey semi-detached house	RM168,800 to RM249,170 RM249,800 to RM343,100 RM268,000 to RM388,260

The transacted prices of the houses in Alor Star are as follows:-

Type	Price Per Unit
Single storey terraced	RM80,000 to RM110,000
Double storey terraced	RM110,000 to RM150,000
Single storey semi-detached	RM90,000 to RM135,000
Double storey semi-detached	RM160,000 to RM260,000

Owing to limited supply of completed units, rentals for houses in prime locations have increased. The current rental levels for single storey terraced and semi-detached houses ranged between RM250 per month to RM330 per month whilst double storey terraced and semi-detached houses are between RM380 per month to RM550 per month.

The limited supply of the medium cost units in the market also led to an increase of about 5% in house prices compared to the previous year.

The royal town of Anak Bukit will also be developed into a new township and administration centre.

## INDUSTRIAL

The demand for industrial properties in Alor Star is mainly focussed on three established industrial estates namely Mergong Barrage, Mergong I and II Industrial Estate and Sri Mergong Light Industrial. The selling prices of vacant industrial plots in Mergong Barrage are between RM140 to RM215 per square metre.

In Sri Mergong Light Industrial Area, the selling prices of double storey light industrial buildings remained at between RM230,000

to RM250,000 per unit whilst in Sri Tandop Light Industrial area, the price ranged from RM170,000 to RM230,000 per unit.

The recently launched Taman Kristal along Jalan Perak comprises 119 units of 1½ and 2-storey light industrial buildings. The developer's selling prices start from RM188,000 for 1½ storey and RM248,000 for 2-storey. The sales response was good with almost all units taken up.

*Land suitable for*

*residential*

*development is being*

*sought after especially*

*in the locality of Jalan*

*Kuala Kedah, Tandop,*

*Jalan Tunku Abdul*

*Rahman and also*

*Pengkalan Kundor.*



**WTW**  
INTERNATIONAL

**C H Williams Talhar Wong  
Sdn Bhd**

2<sup>nd</sup> Floor, Kheng Chew Assc.  
38 Jalan Putra  
05100 Alor Setar  
Tel : 04 - 730 3300  
Fax : 04 - 730 2200  
E-mail : wtwas@po.jaring.my

*There was no additional supply of retail space in Sungai Petani. The existing shopping complexes enjoyed an average occupancy rate of about 70% to 90%.*

A vacant industrial land at Kawasan Industri Darulaman with a land area of 4,316.8 square metres was transacted in end 2002 at RM85.70 per square foot.

## HOSPITALITY & LEISURE

A ground breaking ceremony was held in mid 2002 for a proposed 5 star hotel and serviced apartments/office suites known as Berjaya Perdana Suites in the heart of Alor Star town.

The completion of Star Walk along Jalan Tunku Ibrahim and the facelift for Pekan Rabu Complex are also part of the state government effort to boost up tourism in the state.

The average occupancy rate for hotels in Alor Star from 1998 to 2002 are as follows :-

Year	Occupancy Rate
1998	42.0%
1999	51.8%
2000	49.5%
2001	50.3%
2002	50.4%

Source : TDC, Malaysia

## SUNGAI PETANI

### OFFICES

In Sungai Petani the occupancy rate of office space range from 75% to 85%.

The office rentals (inclusive of service charges) are as follows:-

Building	Rentals (per square metre per month)	
	Ground Floor	Upper Floors
Wisma OIB, Jalan Bank	RM13.60	RM8.60 - RM11.80
Wisma Keladi, Jalan Bank	RM12.30	RM12.90 to RM17.50
S.P Plaza, Jalan Ibrahim	Nil	RM32.00
Wisma Ria, Jalan Badlishah	RM17.80	RM15.90 - RM24.80

### RETAIL/SHOPHOUSES

There was no additional supply of retail space in Sungai Petani. The existing shopping complexes enjoyed an average occupancy rate of about 70% to 90%.

The current rentals of shopping complexes in Sungai Petani are as follows:-

Development	Rentals (per square metre per month)	
	Ground Floor	Upper Floors
Central Square	RM33.90 - RM58.50	RM8.60 - RM48.40
S.P Plaza	RM21.40 - RM47.40	RM4.25 - RM28.60
Cayman Complex I	RM13.70 - RM25.70	RM7.90 - RM25.70

Prices and rentals of double storey shophouses in prime locations are between RM220,000 to RM350,000 per unit and RM1,800 to RM2,800 per month respectively, whilst three storey shophouses were sold between RM320,000 to RM400,000 per unit with rentals at RM2,300 to RM3,500 per month. For 4 storey shophouses the transacted prices were between RM450,000 to RM550,000 while rentals ranged from RM2,500 to RM3,800 per month.

### RESIDENTIAL

The residential sub sector continued to be the most active sector with several launches of new phases of existing housing estates such as Bandar Puteri Jaya, Bandar Laguna Merbuk and Bandar Amanjaya.

They are as follows:-

Development	Type	Selling Price
Bandar Puteri Jaya	Single storey semi-detached	RM131,000
	Double storey semi-detached	RM183,000
	Double storey terraced	RM131,500
	Double storey shophouse	RM248,000
Bandar Laguna Merbuk	Double storey terraced	RM131,900
	Double storey semi-detached	RM237,987
Bandar Aman Jaya	Single storey terraced	RM91,000
	Single storey semi-detached	RM125,000
	Double storey semi-detached	RM198,888

Taman Sinar Mentari in Bedong was launched towards the end of 2002. The developer's selling prices were between RM71,000 to RM107,000 per unit for single storey terraced, RM112,860 to RM143,952 per unit for single storey semi-detached and RM188,264 to RM195,904 per unit for double storey semi-detached units. There are also low-cost houses priced at RM35,000 per unit.

### INDUSTRIAL

The demand for industrial sub-sector was low in 2002. The 7th Danaharta property tender saw about 10 industrial properties for sale in Kedah with 5 located in Sungai Petani.



**C H Williams Talhar Wong  
Sdn Bhd**

2<sup>nd</sup> Floor, Kheng Chew Assc.  
38 Jalan Putra  
05100 Alor Setar  
Tel : 04 - 730 3300  
Fax : 04 - 730 2200  
E-mail : wtwas@po.jaring.my

Factory sold under Danaharta tender sale



The selling prices of industrial land in Sungai Petani LPK and Bakar Arang Industrial Estate range from RM58.00 to RM92.00 per square metre.

Transactions of 1½ storey light industrial buildings in 2002 are as follows:-

Development	Transacted Price
Taman Perusahaan Kemuning	RM230,000
Taman Perusahaan Sungai Tukang	RM335,000

A single storey detached factory with a double storey office annexe and ancillary buildings in Kuala Ketil Industrial Estate with a land area of 0.91 hectare was sold at RM1,100,000 during the Danaharta 7th Property Tender.

## HOSPITALITY & LEISURE

The hotels in Sungai Petani include Park Avenue, Cinta Sayang Golf & Country Club, Swiss Inn, M.S. Garden, Hotel Seri Malaysia, Hotel Sri Malaysia, Sungai Petani Inn, Harvard Suasana Golf & Country Club and Pantai Merdeka Resort.

The hotel occupancy rate in Sungai Petani was at 50.5% in 2002. The supply of hotel rooms remained at the previous year figure. i.e. 796 rooms.

## LANGKAWI

### OFFICE

There was no new office supply in Langkawi in 2002.

The rental rates are between RM8.00 to RM11.00 per square metre per month and the occupancy rate are between 90% - 95%.

## RETAIL/SHOPHOUSES

The retail market remained at the previous year's level.

The monthly rentals of the shoplots within duty free shopping malls in Kuah town are as follows:-

Development	Rental per square metre
Jetty Point	RM121.00 to RM199.00
Langkawi fair	RM9.70 to RM48.40

Jetty Point is fully occupied while Langkawi Fair only manage 60% occupancy rate.

Transacted prices of traditional shophouses in the prime areas of Kuah town are as follows:-

Type	Price Per Unit
Double storey shophouses	RM280,000 - RM380,000
Three storey shophouses	RM440,000 - RM540,000

## RESIDENTIAL

Century Bay Suria Service Apartment are being sold at prices of between RM151,791 to RM254,250 per unit.

The selling prices and rentals of residential properties in Kuah are generally as follows:-

Type	Price per unit	Rental per month
Single-Storey Terraced	RM45,000 - RM90,000	RM250 - RM350
Double-Storey Terraced	RM100,000 - RM150,000	RM300 - RM500
Single-Storey Semi-Detached	RM90,000 - RM125,000	RM350 - RM750
Double-Storey Semi-Detached	RM190,000 - RM280,000	RM700 - RM800

*Jetty Point is fully occupied while*

*Langkawi Fair only*

*manage 60% occupancy rate.*

*rate.*



**WTW**  
INTERNATIONAL

**C H Williams Talhar Wong  
Sdn Bhd**

2<sup>nd</sup> Floor, Kheng Chew Assc.  
38 Jalan Putra  
05100 Alor Setar  
Tel : 04 - 730 3300  
Fax : 04 - 730 2200  
E-mail : wtwas@po.jaring.my

*Transactions of traditional shophouses in Kulim was few in 2002. Prices remained generally at the previous year's level.*



**C H Williams Talhar Wong  
Sdn Bhd**

2<sup>nd</sup> Floor, Kheng Chew Assc.  
38 Jalan Putra  
05100 Alor Setar  
Tel : 04 – 730 3300  
Fax : 04 – 730 2200  
E-mail : wtwas@po.jaring.my

## HOSPITALITY & LEISURE

The cable car system spanning 2.2 kilometres has started operations in the 3rd quarter of 2002.

The number of tourist arrivals and hotel occupancy rates for Langkawi are as follows :-

Year	Tourist Arrivals	Hotel Occupancy Rate (%)
2000	1,079,223	58.7
2001	1,302,953	60.8
1 H 2002	550,392	49.8

Source : Tourist Development Corporation

In the north-west of the island, phase 1 of Langkawi Lagoon holiday houses comprises 96 hotel suites, 96 villas and 42 bungalows was completed in 2002. The resort also has a soft opening to introduce the hotel's attractions and facilities.

## KULIM

### SHOPHOUSES

Transactions of traditional shophouses in Kulim was few in 2002. Prices remained generally at the previous year's level.

In Bandar Baru Kulim, a 3-storey shophouse with a land area of approximately 185 square metres was sold for RM380,000 while in Lunas, four units of 2-storey pre-war shophouses located along Jalan Raya with a land area of approximately 143 square metres each were sold for RM70,000 each.

Prices of other shophouses in other selected locations recorded in 2002 are as follows :-

Location	Type	Price
Taman Angsana	1-storey Shophouse	RM100,000
Taman Tiong	1-storey Shophouse	RM 75,000
Taman Jelutong	1-storey Shophouse	RM 67,000
Taman Kangkong	2-storey Shophouse	RM215,000
Taman Semarak	2-storey Shophouse	RM180,000
Taman Serai	2-storey Shophouse	RM140,000
Taman Keranji	2-storey Shophouse	RM180,000 to RM250,000
Taman Ria	2-storey Shophouse	RM138,000

In Padang Serai, the single storey shophouses in Taman Serai Wangi with a land area of 130 square metres were for sale by the developer at RM89,000 each.

No other major commercial scheme was launched during the year.

## RESIDENTIAL

The residential property market in Kulim remained stable in 2002. However, there are signs that the market is getting saturated.

Prices of such properties in a few selected locations are as follows :-

Type	Location	Price
1-Storey Terraced (Low/Medium Cost)	Taman Selasih	RM43,000 - RM80,000
	Taman Makmur	RM53,000 - RM100,000
	Taman Senangin	RM78,000 - RM113,000
	Kulim Techno City	RM68,500 - RM80,000
2-Storey Terraced	Taman Sejahtera	RM130,000
	Kulim Techno City	RM115,000
	Taman Jati	RM78,000

In Padang Serai, the Taman Serai Wangi housing scheme was launched during the year and the selling prices of the houses are as follows :-

Type	Selling Price
1-storey Terraced House (130 square metres)	RM59,000
1-storey Low Cost Terraced House (111 square metres)	RM35,000
1-storey Semi-Detached (260 square metres)	RM89,000

## INDUSTRIAL

There was no new industrial project launched during the year.

In Taman Perindustrian Makmur, two units of 1½ storey factories with land areas of 1,672 square metres and 2,047 square metres were sold for RM500,000 and RM880,000 respectively while in Suas SMI Industrial Park, a 1½ storey terraced factory with a land area of 223 square metres was sold for RM165,000.

## 2003 MARKET OUTLOOK

*The demand for property market will continue to focus mainly on the residential and commercial sub sector especially in Alor Star and Sungai Petani. For industrial and hotels the demand will remained at the same level especially in Alor Star. More time is needed for the industrial sector in Sungai Petani to be absorbed fully. In Langkawi even though there are not*

*many new developments launched during the year the demand still remained low.*

*The Kedah Maju 2010 Action Plan is the state government efforts and initiatives in promoting investments to the state especially the industrial, tourism and commercial agriculture sector. The ongoing infrastructure and public utilities projects throughout the state will also help to boost the demand for property market.*

*The demand for property market will continue to focus mainly on the residential and commercial sub sector especially in Alor Star and Sungai Petani.*



**WTW**  
INTERNATIONAL

**C H Williams Talhar Wong  
Sdn Bhd**

2<sup>nd</sup> Floor, Kheng Chew Assc.  
38 Jalan Putra  
05100 Alor Setar  
Tel : 04 – 730 3300  
Fax : 04 – 730 2200  
E-mail : wtwas@po.jaring.my

# International TERENGGANU Property 2003

SERVING THE PROPERTY INDUSTRY NATIONWIDE SINCE 1960

**The encouraging trend of 2001 continued into 2002, as all property sub-sectors stabilised except for leisure and retail. Foreign tourist arrival was adversely affected by post 9-11, thus hampering the hotel/resort performance. Poor occupancy rates and the cancellation of the Paya Bunga I were main indicators of the retail sub-sector. However, the number and scale of proposed/new launches and recorded sales for residential and commercial sectors displayed strong confidence for the rest of the market.**

**The newly completed Fire and Rescue Services Academy in Bukit Payung about 15 km to the west of Kuala Terengganu Town Centre will bring about a positive impact on the locality, creating a new hub for growth. Already some parcels of land located adjacent to the Academy has been converted and sub-divided into residential plots and some are already being developed.**

**The proposed Karak/Cendering has been shelved thus curbing any potential the development would have brought along the proposed alignment.**

**Danaharta sales within Terengganu indicates that the demand for residential properties and building lands remained high especially within prime areas as these types of properties were successfully sold in the market.**

## OFFICE

This sub-sector remained stable with no significant changes in occupancy rates and rentals. A main contributor may be the long-tenancy lease by government departments and agencies and the absence of new projects in the pipeline. Occupancy rates hovered at around 96% and are not expected to change with the addition of the new Wisma MAIDAM annexe office space that is currently undergoing tenancy negotiations. Wisma Sri Amar adjusted to the absence of its previous office tenants by renting to non-office users, thus improving its occupancy rate.

Rentals were recorded at RM15.00 to RM24.80 per square metre per month.

The market rental for selected Kuala Terengganu prime office space is as follows :-

Building	Rental (per square metre per month)	
	2001	2002
Yayasan Islam Terengganu	RM24.50	RM24.50
Wisma MAIDAM	RM20.10 - RM20.50	RM20.10 - RM20.50
Menara PERMINT	RM18.30	RM18.30

## RETAIL

The lacklustre performance from the previous year continued into 2002 with the Kemaman Centre Point still experiencing high vacancy.



**C H Williams Talhar & Wong  
Sdn Bhd**

4<sup>th</sup> Floor, 98, Jalan Banggol  
20100 Kuala Terengganu  
Tel : 09 – 626 2760  
Fax : 09 – 622 2788  
E-mail: wtwkt@tm.net.my



Newly completed Centrepoin Business Centre in Cukai, Kemaman

The Paya Bunga I, a retail development that would have significantly boosted the retail sub-sector, has been shelved despite continued demand judging from the influx of Terengganu shoppers to Kota Bharu and Kuantan shopping scene during weekends and holidays.

Rentals of shophlots in shopping centres range from RM10.00 to RM42.50 per square metre depending on level.

## SHOPHOUSES SHOPOFFICES

This sub-sector enjoyed the same growth as the previous year, in terms of volume of transactions and prices. In Kuala Terengganu Town Centre, there is a movement away from the densely developed to the less congested Jalan Hiliran. Among others are the newly completed 3½ storey shophouses which were transacted at RM650,000 to RM800,000 in 2000.

Pusat Niaga Paka in Paka Town is a proposed development encompassing 26 units of double storey shophouses, 49 units of 3 storey shophouses and 1 bazaar. The take up rate is reported to be encouraging. It is expected to complete in 2004 and is currently awaiting approval from the Majlis Daerah Dungun.

Transacted prices of shophouses are as follows:

Location	No of Storeys	Land Area (square metres)	Transaction price	Transaction Date
Jalan Kg Dalam	5	235	RM1,280,000	Feb 2002
Jalan Kg Dalam	4½	130	RM720,000	Feb 2002
Jalan Batas Baru	4½	149	RM770,000	Jan 2002
Jalan Banggol	4½	149	RM950,000	Nov 2001
Jalan Sultan Ismail	3½	110	RM940,000	Oct 2001
Jalan Sultan Zainal Abidin	3½	130	RM635,000	Sept 2002

Two adjoining units of 3½ storey shophouse currently utilized as a hotel-cum-café along Jalan Dato' Isaacs were transacted at RM1,380,000- in October 2001.

4½ storey shophouse prices and rental for Kuala Terengganu are as follows :-

Location	Prices	Rentals	
	2002	2001	2002
Jalan Sultan Ismail	RM1,000,000	RM5,000	RM5,000
Jalan Tok Lam	RM870,000	RM4,700	RM4,700
Jalan Sultan Mohamad	RM600,00	RM4,000 - RM4,500	RM4,000 - RM4,500

Four parcels of vacant shophlots with a land area of 146 square metres each along Jalan Tok Lam was transacted at RM1,500,000 in June 2002.

In Cukai, the newly completed Centrepoin Business Centre comprising 55 units of three and four storey shophouses are currently awaiting the Certificate of Fitness for Occupation.

Elsewhere, double storey shophouses form the majority of transactions and the prices are as follows:-

Location	Price
Sura, Dungun	RM240,000
Paka, Dungun	RM280,000
Cukai, Kemaman	RM280,000
Ajil, Hulu Terengganu	RM180,000

Four parcels of vacant shophlots with a land area of 146 square metres each along Jalan

Tok Lam was

transacted at

RM1,500,000 in June

2002.



**WTW**  
INTERNATIONAL

**C H Williams Talhar & Wong  
Sdn Bhd**

4<sup>th</sup> Floor, 98, Jalan Banggol  
20100 Kuala Terengganu  
Tel : 09 - 626 2760  
Fax : 09 - 622 2788  
E-mail: wtwkt@tm.net.my

*Landed properties remained popular, especially low, low-medium and medium cost units. Detached plots were also in demand as people prefer to build individually designed houses.*

## RESIDENTIAL

Buoyed by relatively low housing loan interest rates and increased confidence in the economy, this sub-sector showed a remarkable performance. The number and scale of new launches increased whilst prices and rentals remained steady. Landed properties remained popular, especially low, low-medium and medium cost units. Detached plots were also in demand as people prefer to build individually designed houses. An example is Taman Cendering Utama in Cendering, an exclusive housing scheme currently being developed with double storey detached houses.

Within Kuala Terengganu Town Centre, a new housing scheme located adjoining to Taman Sri Intan, Jalan Sultan Omar is currently under construction. It comprises 41 double storey terraced houses priced from RM183,999 and 4 units of double storey semi-detached houses priced at RM300,000. All the terraced units were sold.

Within the Ibai Golf & Country Resort, response was overwhelming for its double storey terraced houses priced from RM195,000. Block A of the Desa Ibai Apartments, also located in the Resort, is currently awaiting the Certificate of Fitness for Occupation. Take-up, however, is not encouraging.

The single and 1½ storey detached houses in Taman KTGR, within the Kuala Terengganu Golf Resort were fully sold.

There is a proposed major development located in Tok Adis, near the Ibai Golf & Country Resort. It will accommodate 329 units of low-cost terraced house priced at RM25,000 to RM30,000, 426 units of low-medium cost houses priced at RM60,000 to RM70,000 and 12 units of double storey shophouses priced at RM195,000.

Another proposed development is situated in Bukit Bayas, to be developed with 118 units of low-cost terraced houses, 68 units of double storey terraced houses priced at RM130,000, 86 units of single storey semi-detached houses priced at RM120,000, 24 units of single storey detached houses priced from RM165,000 and 10 units of single storey shophouses priced at RM250,000.

There was an improvement in the take-up rate of Pangsapuri Harmoni, located along Jalan Batas Baru after the sale was opened to non-Malays. Previously, there was an overhang of the 3-bedroom apartments, partly due to its untimely launch in late 1997.

In Dungun, a few new small housing schemes may be found near Politeknik Dungun, especially along the Kuala Terengganu/Kuantan main road. Another area which is fast becoming a residential precinct due to the expansion of Dungun Town is Jalan Gong Pasir. Among new schemes include Taman Sura Jaya Indah which comprises 14 units of single storey semi-detached houses priced from RM98,000 to RM150,000.

Phase 2C of Taman Murni Perdana, Paka showed an improvement in take up rate with 80% being sold to date. This phase comprises completed double storey terraced houses priced at RM125,000. Phase 3A of the same development, consisting of 40 units of single storey terraced house priced at RM78,000 are 80% sold.

## INDUSTRIAL

The industrial sub-sector is one of the most active sub-sectors with transactions taking place in Kuala Terengganu, Ajil and a few scattered locations in the state.

Prices are stable due to the ample supply available in the state's industrial areas.

Prices of vacant industrial lands in selected state developed industrial estates are as follows :

Location	Price (per square metre)
Teluk Kalung	60
Jakar III	50
Gong Badak	45
Pulau Serai	45
Batu 7	35

In Marang, most of the 1½ storey workhops in Bukit Kor industrial area that are available for rent are still vacant. Two main reasons may be the distance from amenities and lack of promotion among suitable industries. For instance, there is no public transport that plies the route and shops to support the workforce.



**C H Williams Talhar & Wong  
Sdn Bhd**

4<sup>th</sup> Floor, 98, Jalan Banggol  
20100 Kuala Terengganu  
Tel : 09 – 626 2760  
Fax : 09 – 622 2788  
E-mail: wtwkt@tm.net.my

At Jalan Feri Lama, Cukai a 1½ storey workshop was transacted at RM160,00 in January 2002.

An industrial land in Kampung Labuhan, Kertih with a land area of 31,190 square metres was transacted at RM1.358 million in January 2002.

## HOSPITALITY & LEISURE

The far-reaching impact of the 9-11 and Bali incidents left its mark especially on hotels/chalets catering for foreign tourists as they shy away from this region. Tanjung Jara Resort in Dungun, for example, has an occupancy rate of below 40% compared to the average 60% enjoyed by hotels in Kuala Terengganu that has a domestic-tourist client base.

However, a few transactions involving vacant lands with potential chalet use were recorded within the state.

A parcel of vacant land in Pulau Perhentian measuring 0.782 hectare was transacted at RM200,000 in July 2002. Another lot with a land area of 0.334 hectare was transacted at RM300,000 in July 2002. In Merabang Likar, Batu Rakit, a parcel of vacant land with chalet potential measuring 0.873 hectare was transacted at RM96,360 per hectare in June 2002.

## AGRICULTURAL

Activities in this sector were confined to agricultural lands of below 20 hectares. A parcel of agricultural land in Jerangau, Dungun measuring 16.491 hectares was transacted at RM13,644 per hectare.

In general, prices of agricultural lands in Kuala Berang, Jerangau, Bukit Besi and Setiu areas vary from RM12,000/- per hectare for interior lots to RM50,000/- per hectare with main road frontage.

## DEVELOPMENT LAND

Small sized vacant lands with development potential, ranging from 0.4 hectare to 0.8 hectare, were in demand, especially in Sura and Marang. In Kuala Terengganu, the area along the new 4-lane carriageway of Kuala Terengganu/Kuala Berang main road i.e. the Simpang Tokku-Padang Midin stretch experienced a hike in prices.

A vacant land measuring 0.22 hectare in Tok Jamal, Kuala Terengganu was transacted at RM113.65 per square metre in May 2002.

A parcel of development land in Merang measuring 14.64 hectares was transacted at RM15 per square metre in September 2002. Vacant lands measuring 0.4 hectare to 0.8 hectare were sold at RM20 to RM40 per square metre in Dungun, Marang and Kuala Terengganu.

## 2003 MARKET OUTLOOK

**General recovery in almost all sub-sectors may continue into 2003 reflective of a consistent economy. Strong economic fundamentals, lenient bank-lending and low interest for government housing loans will enhance the property market performance as a whole. Nonetheless, for the leisure sub-sector it remains to be seen whether the psychological effects of recent attacks at tourist hotspots elsewhere in the world would further depress the market.**

**Amendments on Laws on Malay reserve land would also significantly influence the direction of the property market. The saturation of non-Malay developable land in the Kuala Terengganu Town Centre may be eased, allowing developments in Kuala Terengganu Town fringe such as Losong, Kuala Ibai and Simpang Tokku.**

**The overall outlook for 2003 is expected to show a continued improvement in performance due to the lenient bank lending and affordable prices for residential properties.**

*General recovery in*

*almost all sub-sectors*

*may continue into*

*2003 reflective of a*

*consistent economy.*

*Strong economic*

*fundamentals, lenient*

*bank-lending and low*

*interest for government*

*housing loans will*

*enhance the property*

*market performance as*

*a whole.*



**WTW**  
INTERNATIONAL

C H Williams Talhar & Wong  
Sdn Bhd

4<sup>th</sup> Floor, 98, Jalan Banggol  
20100 Kuala Terengganu  
Tel : 09 – 626 2760  
Fax : 09 – 622 2788  
E-mail: wtwkt@tm.net.my

# Kelantan *International* Property 2003

SERVING THE PROPERTY INDUSTRY NATIONWIDE SINCE 1960

**The property market in Kota Bharu remained stable in 2002. Generally, prices and rentals for the residential sub-sector remained stable throughout the year whilst rentals for shophouse recorded a slight increase in prime areas. Three-storey shophouses, newly completed and under-construction, are located in the prime areas along Jalan Kebun Sultan, Jalan Mahmood, and Jalan Pengkalan Chepa. These developments will increase supply of shophouses for year 2003.**

**There were relatively fewer properties offered for sale by Danaharta during the year and were not successfully sold compared with the previous tenders.**

## OFFICE

The purpose built office sector did not see any change in occupancy in the year 2002. No new supply entered the market during the year. New additions, are mainly from upper floors of new shophouses. Office space in well located premises such as Jalan Kebun Sultan, Jalan Padang Garong, Jalan Pengkalan Chepa and Jalan Pintu Pong continued to be in demand. The total supply of lettable purpose-built office space in Kota Bharu remained at about 313,275 square metres.

Rentals of purpose built office in prime locations in Kota Bharu town are as follows :-

RM3,100 – RM5,800 per square metre depending on location. Current rentals inclusive of service charges at Kota Sri Mutiara Complex are as follows :-

Kota Sri Mutiara	
Floor Level	Rental per square metre per month
Ground	RM120.55 - RM129.16
1st Floor	RM107.64
2nd Floor	RM86.11
3rd Floor	RM64.58
4th Floor	RM43.06 - RM64.58

Property	Floor Level	Rental per square metre per month
Wisma Abrar 8-storey Building	Ground Floor	*RM35.50
	Mezzanine Floor	*RM35.50
Jalan Kebun Sultan Wisma Square Point	1st Floor to 7th Floor	*RM21.50 - RM26.90
	Ground to 2nd Floor	Owner occupied
8-storey building Jalan Kebun Sultan	3rd Floor to 7th Floor	RM26.90
	8th Floor	Owner occupied
Wisma Yakin 4-storey building	Ground Floor	*RM21.50
	1st Floor	*RM11.80
Jalan Gajah Mati Menara Perbadanan	2nd to 3rd Floor	*RM10.80
	6th Floor	*RM15.10
14-storey Building Jalan Tengku Putera Semarak	11th Floor to 14th Floor	*RM16.20

Note : \* Rental inclusive of service charges

In Kota Bharu Town demand for shophouses remained strong in prime areas such as Jalan Kebun Sultan, Jalan Pintu Pong, Jalan Pengkalan Chepa and Jalan Padang Garong. Prices of three storey shophouses along Jalan Kebun Sultan reached RM650,000 – RM700,000 while those along Jalan Sultan Yahya Petra reached RM480,000. Two storey pre-war shophouses in the town centre were transacted between RM320,000 to RM380,000. Generally prices and rentals remained stable.

## RETAIL & SHOPHOUSES

The existing supply of retail space in Kota Bharu remained unchanged at about 60,955 square metres. The asking price of unsold units at Kota Sri Mutiara Complex ranged from

Rentals for the ground floor of two and three storey shophouses along Jalan Kebun Sultan are in the region of RM2,500 to RM3,000 per unit per month.



**C H Williams Talhar & Wong  
Sdn Bhd**

PT 1185, Level 2  
Jalan Kebun Sultan  
15350 Kota Bharu  
Tel : 09 – 748 7070 / 743 1006  
Fax : 09 – 744 7545  
E-mail: wtwkb@po.jaring.my

Prices of shophouses in the various location are as follows :-

Type	Location	Price Per Unit
2 storey shophouse	Kota Bharu - Prime	RM280,000 - RM350,000
	Kota Bharu - Secondary	RM200,000 - RM250,000
	Rantau Panjang	RM200,000 - RM350,000
	Pasir Mas	RM150,000 - RM250,000
	Tanah Merah	RM150,000 - RM200,000
	Gua Musang	RM200,000 - RM250,000
3 storey shophouse	Pasir Puteh	RM150,000 - RM180,000
	Kota Bharu - Prime	RM550,000 - RM650,000
	Kota Bharu - Secondary	RM300,000 - RM450,000
	Rantau Panjang (free duty area)	RM350,000 - RM410,000
4 storey shophouse	Tanah Merah	RM200,000 - RM300,000
	Kota Bharu - Prime	RM600,000 - RM700,000
	Kota Bharu - Secondary	RM400,000 - RM550,000

## RESIDENTIAL

Demand for residential properties in Kota Bharu remained strong. Demand was focused on residential of lower and medium cost type ranging from RM80,000 – RM150,000.

Rentals were also stable. In the choice areas of Pengkalan Chepa, Panji, Kubang Kerian and Tanjung Chat in Kota Bharu, rentals of single storey terraced houses increased by 5% - 10% due to limited supply.

New developments are still concentrated on the medium cost houses as the demand for these types of properties continued to prevail.

Selling prices and rentals of the various type of residential properties are as follows :-

Type	Selling Price (per unit)	Monthly Rental (Unfurnished)
Single storey low-cost terraced	RM31,000 - RM38,000	RM100 - RM200
Single storey terraced	RM54,000 - RM75,000	RM200 - RM350
Double storey terraced	RM90,000 - RM135,000	RM300 - RM500
Single storey semi-detached	RM110,000 - RM135,000	RM350 - RM400
Single storey detached	RM140,000 - RM185,000	RM350 - RM500
Double storey detached	RM200,000 - RM490,000	RM500 - RM650
Condominium	RM180,000 - RM350,000	RM1,500

## INDUSTRIAL

With no new supply of industrial sites and low demand, prices for industrial land has remained stable for the year.

Generally prices of industrial sites are as follows :-

Location	Price per square metre
Pengkalan Chepa Industrial Area	RM40 - RM54
Lundang (MIEL)	RM140 - RM215
Tanah Merah	RM10 - RM20
Jeli	RM10 - RM20
Kuala Krai	RM10 - RM20
Gua Musang	RM19 - RM22

## HOSPITALITY & LEISURE

The existing supply of hotel rooms remained unchanged in Kota Bharu. The twenty (20) existing hotels in Kota Bharu accommodate 1,465 rooms. The average occupancy rate of hotels recorded a slight increase.

A summary of the performance of hotels in Kota Bharu is as follows:

Hotel	Star Rating	No of Rooms	Tariff (RM/night)	Average Occupancy Rate
Perdana Hotel	4	178	RM170-600	43%
Perdana Resort Beach	4	117	RM170-240	40%
Julita Inn	3	70	RM110-360	50%
Mawar Hotel	3	24	RM100-150	70%
Crystal Lodge	3	52	RM78-216	85%
Sutera Inn Prima	2	90	RM110-350	55%
Hotel Ansar	2	78	RM105-180	43%
Dynasty Inn	2	47	RM100-150	70%

## DEVELOPMENT LAND

Lands with development potential continued to be in demand especially those at the fringes of Kota Bharu are attracting developers due to limited supply in the town area. Generally prices for development lands within Kota Bharu town were in the region of RM430 per square metre to RM1,000 per square metre (depending on residential or commercial use) whilst those located at the fringe ranges from RM250,000 to RM495,000 per hectare.

*Rentals were also stable. In the choice areas of Pengkalan Chepa, Panji, Kubang Kerian and Tanjung Chat in Kota Bharu, rentals of single storey terraced houses increased by 5% - 10% due to limited supply.*



**WTW**  
INTERNATIONAL

**C H Williams Talhar Wong**  
Sdn Bhd

PT 1185, Level 2  
Jalan Kebun Sultan  
15350 Kota Bharu  
Tel : 09 - 748 7070 / 743 1006  
Fax : 09 - 744 7545  
E-mail: wtwkb@po.jaring.my

*The property market is expected to remain in its present stable condition especially the residential and agricultural sub-sectors.*

## AGRICULTURAL

The agricultural sector remained most. However, prices remained stable. The general prices of agricultural lands are as follows :-

Location	Paddy (RM/hectare)	Rubber (RM/hectare)	Orchard (RM/hectare)
Kota Bharu	30,000 - 60,000	50,000 - 80,000	60,000 - 100,000
Pasir Mas	12,400 - 40,000	24,000 - 40,000	30,000 - 60,000
Tumpat	10,000 - 35,000	17,000 - 35,000	20,000 - 35,000
Tanah Merah	10,000 - 35,000	10,000 - 30,000	20,000 - 40,000
Jeli	6,000 - 25,000	10,000 - 25,000	20,000 - 40,000
Machang	10,000 - 25,000	17,000 - 40,000	30,000 - 60,000
Kuala Krai	10,000 - 25,000	10,000 - 30,000	20,000 - 40,000
Gua Musang	NA	7,000 - 30,000	20,000 - 35,000
Pasir Puteh	10,000 - 30,000	17,000 - 30,000	20,000 - 40,000

## 2003 MARKET OUTLOOK

***The property market is expected to remain in its present stable condition especially the residential and agricultural sub-sectors. Shophouses will continue to enjoy strong demand in selected prime areas while demand for development lands within prime areas and at the fringe will continue to be firm due to limited supply.***



**WTW**  
INTERNATIONAL

**C H Williams Talhar Wong  
Sdn Bhd**

PT 1185, Level 2  
Jalan Kebun Sultan  
15350 Kota Bharu  
Tel : 09 - 748 7070 / 743 1006  
Fax : 09 - 744 7545  
E-mail: wtwkb@po.jaring.my

# Sabah

## International Property 2003

SERVING THE PROPERTY INDUSTRY NATIONWIDE SINCE 1960

### KOTA KINABALU

**The property market in Kota Kinabalu continued to consolidate with no discernable price movements save for landed residential properties that saw continual upward movements in capital values up to 20% in selected locations. 2002 also saw an increase of small and medium scale landed property launches, particularly two-storey terraced houses, while launches for strata based developments had slowed down. Besides the residential sector, the other sub-sectors remains relatively unchanged; demand for prime retail arcade lots/ground floor shopoffices remained firm while the market for the office sector continues to be soft.**

#### OFFICE

The purpose built office sector remained stable with the exception of slight and gradual improvement in occupancy rates for selected buildings, though rents generally remained unchanged. Current rental rates range from RM16.00 to RM22.00 per square metre per month, whilst the rates for the newer buildings with added facilities range between RM22.00 to RM27.00 per square metre per month. Occupancy rates currently range between 70% to 90%.

Supply of purpose-built office space remained constant during the last few years with the only addition coming from a couple of 5-storey suburban office buildings in 2001. Nevertheless, supply is expected to increase upon the completion of the new Federal Office at the Kingfisher-Likas area (2004-2005) and the Agriculture Department off Jalan Penampang (2003). Other additions to the supply of office accommodation would be from the upper floors of suburban shopoffices, among them being Plaza Tanjung Aru, Plaza Juta and Riverside Plaza, all of which are in various stages of completion and are expected to be completed in year 2003.

With the impending supply and soft demand for office space, occupancy and rental rates in this sub-sector are not expected to see improvements.

#### RETAIL

With Kota Kinabalu established as the State's main retail and service centre, shopping centres in the city centre have generally been doing well. Despite that, location, design of the complex and tenant mix continue to play dominant roles in the performance of shopping centres. As such, Wisma Merdeka and Centre Point Sabah, with the benefit of central locations and large variety of shops remain highly sought after with well-located shoplots commanding premium prices and rentals. Both of these complexes are operating at full occupancy whilst newer shopping centres like KK Plaza has seen occupancy rates improving from 82% to 95% within the last two years.

Elsewhere, the completion of Central Shopping Plaza would add another 5%, or 5,950 square metres to the 110,500 square metres existing purpose-built retail space. This suburban retail centre is scheduled for completion in mid 2003.

#### SHOPOFFICE

Generally, the shopoffice sector was still rather quiet other than lettings in the secondary market with a few new developments launched in the later part of 2002. There is steady demand for commercial premises situated within prime suburban localities and well-



**C H Williams Talhar & Wong  
(Sabah) Sdn Bhd**

2<sup>nd</sup> Floor,  
EONCMG Life Building  
No. 1, Jalan Sagunting  
P O Box 14414  
88850 Kota Kinabalu  
Tel : 088 – 248 801  
Fax : 088 – 230 826  
E-mail: wtwskk@pc.jaring.my

managed developments whilst there is still excess capacity for shopoffices in secondary localities.

In terms of new supply, the sector was more active during the last quarter of 2002 with the launching of a few shopoffice developments, namely Millennium Centre, Bandar Putra and Golden Plaza (the latter being a relaunch), with the following asking prices:

Type	Development	Location	# Lots	Selling Price (per lot)
Two - storey	Bandar Penampang Baru Ph. 2B Bandar Putra	Penampang Menggatal	3639	RM420,000 RM289,999
Three - storey	Golden Plaza Millennium Centre	Penampang Lintas Putatan	3027	RM565,888 RM638,000

Meanwhile, several other three to six storey shopoffice developments are under various stages of construction. Notable ones include Plaza Tanjung Aru (47 lots or 238 strata units), Plaza Juta (54 lots), Inanam Business Centre Phase 2 (32 lots, 4-storey) and Plaza Kingfisher (30 lots), which are yet to be fully taken up. The year also saw the completion of Plaza Kingfisher Utama (74 lots, 2-storey) and part of Plaza Kingfisher (44 lots, 3-storey) which are located within the highly-sought after Kingfisher-Likas area. A brief survey of the commercial development indicated an occupancy rate of 30% on the ground floor, since the completion in the earlier part of 2002.

That aside, a variation from the conventional "kopitiam" is the rise in the number of cafés within shopoffice developments, in line with the trend of "alfresco dining" that is fast catching up with the local market. To this end, several commercial premises have been converted into such outlets while several individually

designed and constructed buildings are expected to be set up within the city centre for this purpose.

All in all, the outlook for this sector would see shopoffices in well managed and well sought after locations continuing to do well, whilst prospects for premises in secondary localities are expected to see little improvements.

## RESIDENTIAL

The residential sector remained active throughout the year, despite a decline in the number of units launched from year 2001 (4,500 units) to 2002 (2,600) units. In 2002, the new developments showed an increase in the number of landed properties, comprising mostly two-storey terraced houses, at 55% of total units launched, (compared to 11% last year) with developer's selling prices ranging between RM150,000 – RM255,000. A few of these developments had found their way south-wards, i.e. in the Penampang area, largely due to the improved accessibility accorded by the Penampang Bypass.

2002 has also seen the completion of approximately 1,500 residential units while more than 8,000 residential units are in various stages of construction. Of these, approximately 75% and 80% consists of medium cost apartments/low-cost flats, respectively. Among the developments completed this year are Beverly Hills Phase 5 (938 units), Kingfisher II (100 units) and Taman Millennium (69 units) while the apartments/flats developments under construction include Melinsung Apartments (2,232 units), Telipok Ria (1,000 units), Seri Maju & Maju Jaya (1,080

*That aside, a variation from the conventional "kopitiam" is the rise in the number of cafés within shopoffice developments, in line with the trend of "alfresco dining" that is fast catching up with the local market.*



*Luyang Perdana, Off Jalan Penampang*



**WTW**  
INTERNATIONAL

**C H Williams Talhar Wong  
(Sabah) Sdn Bhd**

2<sup>nd</sup> Floor,  
EONCMG Life Building  
No. 1, Jalan Sagunting  
P O Box 14414  
88850 Kota Kinabalu  
Tel : 088 – 248 801  
Fax : 088 – 230 826  
E-mail: wtwskk@pc.jaring.my

*The focus of industrial activities is mainly concentrated along the Likas-Inanam and Kolombong industrial belt while the setting up of new individual industrial buildings are centred within the Kota Kinabalu Industrial Park*

*(KKIP).*



**C H Williams Talhar Wong  
(Sabah) Sdn Bhd**

2<sup>nd</sup> Floor,  
EONCMG Life Building  
No. 1, Jalan Sagunting  
P O Box 14414  
88850 Kota Kinabalu  
Tel : 088 – 248 801  
Fax : 088 – 230 826  
E-mail: wtwskk@pc.jaring.my

Type	Taman	Location	Selling Price	# Units
Single-storey Terraced House	Flamingo	Menggatal	RM99,000	50
Double - 2½ storey Terraced House	Luyang Perdana	Penampang	RM254,888	76
	Kepayan Ridge, Ph. 10B	Penampang	RM198,000	76
	Kobusak Villa	Penampang	RM185,888	60
	Grand Millennium	Penampang	RM186,880	74
	Suria	Penampang	RM220,000	63
	Bukit Vor Villa	PutatanInanam	RM195,000	46
	Harmoni	Menggatal	RM163,880	53
	Bandar Sierra	Menggatal	RM193,000	292
	Flamingo	Likas-Kingfisher	RM149,000	48
	Kingfisher 3 (2A)	Lintas Luyang	RM238,888	70
	Bukit Saujana		RM228,800	62
Others			70	
Double - Storey Semi-Detached House	Mahkota	Lintas Likas	RM450,000	64
	Bandar Sierra	Menggatal	RM257,000	128
Double - Storey Detached House	Kiansom Country Heights	Inanam	RM443,000	92
	Others			15
Three - Storey Townhouse	Seri Damai	Luyang	RM328,000	66
Apartment	City Apartments	Inanam	RM1,600 per m <sup>2</sup>	336
	Permata	Menggatal	RM1,380 per m <sup>2</sup>	28
	Satria	Menggatal	RM1,080 per m <sup>2</sup>	64
	Sierra Apartment	Menggatal	RM1,400 per m <sup>2</sup>	448
	Millennium Court	Penampang	RM1,500 per m <sup>2</sup>	72
Condominium	Radiant Condominium B	Likas	RM1,830 per m <sup>2</sup>	64
	Marina Court (relaunch)	KK		220
<b>Total</b>				<b>2,637</b>

units) and Taman SerWarisan (440 units). With the large impending supply of strata developments, rentals and capital values are expected to be stable in the future.

## INDUSTRIAL

Like the preceding year, the industrial sector has largely remained stagnant. Only one light-industrial development had been completed, i.e. Suntech Industrial park located in the Kolombong area, which carries a price tag of over a million ringgit for a two-storey warehouse.

The focus of industrial activities is mainly concentrated along the Likas-Inanam and Kolombong industrial belt while the setting up of new individual industrial buildings are centred within the Kota Kinabalu Industrial Park (KKIP). Meanwhile, five training/research institutions are already in the initial stages of operation (MARA, MARDI, SIRIM, ILP and Sabah Skills and Training Centre), with one under construction (KK Polytechnic) and two

more yet to commence operations (IEM and MTIB). Aside from being an the industrial cluster, KKIP is also set to become a hub for industrial training supplying the required labour to its industries, when operational.

Prices of industrial land lots, with infrastructure, range from RM129 – 161 per square metre and for lands located within the Commercial Zones, with visibility from Jalan Tuaran, are priced at RM215 per square metre. The industrial park had earlier signed up its first batch of foreign investors, with the six Korean SMIs taking up 6.9 hectares of industrial land, purchased at RM161 per square metre with a RM21.5 per square metre rebate should the factories be set up within 12 months from the signing of the Sales and Purchase Agreement.

Other projects in the pipeline include small and medium light industrial buildings, residential and commercial shopoffices, which are likely to take off in 2003.

## HOSPITALITY & LEISURE

Hotel room supply is expected to increase with the completion of KK Marriott Hotel with 292 rooms, increasing the four and five star room supply in the State Capital by 7.5% to approximately 3,800 hotel rooms. The earlier part of the year also saw the launching of The Vista, a high-rise 448-serviced condominium development within the Sutera Harbour Residences, targeted at tourists and long-term visitors to Kota Kinabalu. A first of its kind in the local property market, developer's prices vary between RM7,860 to RM9,040 per square metre with typical unit sizes ranging between 111 to 280 square metres and is marketed as a unique 'leaseback' investment with 9% guaranteed returns for 21 years to the purchaser.

The tourism industry is currently focusing on intra-Asean and domestic tourism and to this end, the government continues to push for improved air access to Sabah from regional-medium haul destinations while domestic air fares remain competitive. Such efforts had increased visitor arrivals by some 15% from 700,000 (Jan - Sept 2001) to 800,000 (Jan - Sept 2002). Reports from National Property Information Centre, Napic, indicate a stabilised average occupancy rate of 60%

(after a decline of 8% from the first half of 2001) between the second half of 2001 and the first half of 2002 for the four and five star hotels in the State Capital. For the short term, the continued and concerted efforts by the government to improve air access, added with the competitive air rates and the holiday and festive seasons should see arrivals and hotel room sales improving further. In the long term, tourism and its supporting industry, including the hotel sector, will continue to play an important role in the economy of Sabah as a major source of income and employment.

### 2003 MARKET OUTLOOK

**Despite an optimistic growth rate projected for Sabah at 4.3% for 2003, the property market is expected to continue to be stable. Small and medium-scale housing projects should be the most active, while the impending supply of apartments and condominiums would see prices and rentals stabilizing, if not at a slight decline. Well located shopping complexes will continue to draw patrons. The office sector and industrial sectors would however remain soft without much distinct improvement in demand.**

*Despite an optimistic growth rate projected for Sabah at 4.3% for 2003, the property market is expected to continue to be stable.*

## LAHAD DATU

**The stable Crude Palm Oil (CPO)/Fresh Fruit Bunch (FFB) prices throughout 2002 at RM1,100/RM210 per metric tonne improved the confidence in the property market in general. Transactions of all sectors had in fact gathered momentum in the later half of 2002.**

### RETAIL/SHOPHOUSE/SHOPOFFICE

Traditionally, office space in Lahad Datu occupies the upper floors of shophouses or shoppoffice buildings.

Occupancy rate of office space remained at 60% to 70% while demand for shopoffices/shophouses were still sluggish as seen from the slow take-up rate of the vacant units. Average rental was at the 2000 level.

Selling prices and monthly rentals of shophouses in Lahad Datu are as follows:-

Type	Monthly Ground Floor Rental	Selling Price (per unit)
Prime		
Two-Storey	RM3,000 - RM3,500	RM500,000 - RM600,000
Three-Storey	RM3,000 - RM3,500	RM550,000 - RM650,000
Four-Storey	RM3,000 - RM3,500	RM700,000 - RM850,000
Secondary		
Two-Storey	RM1,500 - RM2,000	RM380,000 - RM400,000
Four-Storey	RM1,500 - RM2,000	RM500,000 - RM600,000



**WTW**  
INTERNATIONAL

**C H Williams Talhar Wong  
(Sabah) Sdn Bhd**

2<sup>nd</sup> Floor, Lot 2, Block A  
RHB Building, Metro Commercial  
Centre, Jalan Kiambang  
P O Box 60600  
91115 Lahad Datu  
Tel : 089 - 882 393  
Fax : 089 - 885 088  
E-mail: leongsy@tm.net.my

*The agricultural sub-sector, steered by palm oil, were in a higher gear due to favourable Crude Palm Oil (CPO) prices and higher demand worldwide.*



**C H Williams Talhar Wong  
(Sabah) Sdn Bhd**

2<sup>nd</sup> Floor, Lot 2, Block A  
RHB Building, Metro Commercial  
Centre, Jalan Kiambang  
P O Box 60600  
91115 Lahad Datu  
Tel : 089 – 882 393  
Fax : 089 – 885 088  
E-mail: leongsy@tm.net.my

## RESIDENTIAL

Residential properties had another year of positive demand mainly driven by further reduction of housing loan interest rate and also the increasing population.

However there were no new housing projects being launched during the year although there were many proposed housing developments with approvals granted.

Selling prices of residential properties in Lahad Datu are as follows:-

Type	Selling Price (per unit)
Low Cost	RM40,000
Double Storey Terraced (low-medium cost)	RM50,000 - RM85,000
Single Storey Terraced (medium cost)	RM90,000 - RM120,000
Double Storey Terraced	RM120,000 - RM180,000
Double Storey Semi-Detached	RM180,000 - RM250,000
Double Storey Detached	From RM300,000

## INDUSTRIAL

There were few reported transactions of industrial lands as demand was limited mostly to oil palm-related industries such as fertilizer warehouses, depot for transportation companies, workshops for palm oil mill suppliers and contractors.

Demands for small sites with potential for light industrial activities along Jalan Lahad Datu – Sandakan or Jalan Tengah Nipah remained good.

The demand for workshops from small to medium scale operation had improved arising from higher volume of supplies and services required by the expanding plantation hectares.

Rentals and capital values improved by 10% on year to year basis.

Sabah Economic Development Cooperation (Sedco) had ventured to develop a 40-hectare light industrial site into light workshops along Km 5, Jalan Tengah Nipah. The project would be launched in year 2003.

Demand for purpose-built warehouses remained weak as witnessed by the number of vacant units in the Cocoa Export Centre and BDC Warehouses.

Prices of industrial properties in Lahad Datu are as follows:-

Type	Selling Price (per unit)
Single Storey Warehouses	RM145,000 - RM170,000
Double-Storey Industrial Shophouse	RM240,000 - RM260,000
Single Storey Semi-Detached Workshop	RM200,000 - RM250,000

## AGRICULTURAL

The agricultural sub-sector, steered by palm oil, were in a higher gear due to favourable Crude Palm Oil (CPO) prices and higher demand worldwide.

Recorded transactions indicated some positive changes in price movements.

Prices of oil palm estates and undeveloped lands are as follows:-

Type	Prime (per gross hectare)	Secondary (per gross hectare)
Mature Oil Palms	RM24,000 - RM26,000	RM18,000 - RM24,000
Undeveloped jungle land	RM7,000 - RM10,000	RM5,000 - RM7,000

## 2003 MARKET OUTLOOK

***Lahad Datu is an agricultural driven economy and again the 2003 real estate outlook will be dependent on the performance of commodity prices in particular CPO.***

## SANDAKAN

**O**il Palm, the "Golden Crop" has regained much of its glitter. In a 4-year roller coaster ride for the oil palm industry and for Sandakan (now the centre for about 15% of Malaysian CPO production) prices for CPO/FFB reached RM2,400/RM450 per tonne in 1998, fell to around RM1,400/RM250 in 1999 and around RM960/RM170 in 2000, sinking to a nadir of RM658/RM99 per tonne in February 2001, before suddenly firming to RM948/RM171 in July, to average around RM900/RM150 in 2001. 2002 saw continued recovery of CPO/FFB prices from RM1,180/RM191 per metric tonne in January, to RM1,500/RM300 per metric tonne towards the end of the year. The agricultural and the other sectors of the property market proved remarkably resilient although sentiments could not help but be affected. Municipal-centre properties continued to be much demanded, the market for secondary commercial shops was stable; market for residential properties, especially medium-cost terraced houses and low-medium cost flats, was feeling some surfeit; the office and industrial sectors were little changed.

### OFFICE

The purpose-built office sector in Sandakan had been static, without any new supply of purpose built office space for the last 14 years, until the recent launching of 'Corporate Office' in Bandar Utama, Km 10, Jalan Utara, by IJM Properties Sdn Bhd in November. This, comprising a 3-storey block and a 4-storey block of office suites for sale at RM 2,636-3,067 per square metre, would add 6,087 square metres or 23.3% to the currently existing stock of 26,097 square metres of purpose-built office space.

Up till now, new office space has been from upper floors of 'shop offices'. Best example being the 234 units of the Bandar Indah shopoffices, completed 1999-2000 adding over 34,200 square metres of such secondary office space to the market resulting in, and continuing to cause, further voids amongst purpose-built

offices. Sale transactions of purpose built office space remain scarce and rental levels are currently at:

	Monthly Rental (RM per square metre)
With Central Air-cond	RM14.50 - RM15.00
Without Air-cond	RM 9.00 - RM11.00
Shops upper floors	RM 4.30 - RM 5.80

### SHOPHOUSES/SHOP OFFICES

The rental values of commercial shophouses in the municipal centre had stabilized with capital values having increased about 10% to 15% over the last one year.

An urban renewal project, "Sandakan Harbour Square" (SHS) is set to transform the Sandakan Municipal Centre sea front. This, a joint-venture development between the

*The purpose-built office sector in Sandakan had been static, without any new supply of purpose built office space for the last 14 years, until the recent launching of 'Corporate Office' in Bandar Utama, Km 10, Jalan Utara, by IJM Properties Sdn Bhd in November.*

Site (edged red) of the proposed 'Sandakan Harbour Square' Urban Renewal Project by the MPS and IREKA-Chang Sheng. WTWS undertook the valuation and market study and will act as marketing agent.



**C H Williams Talhar Wong (Sabah) Sdn Bhd**

Room 602, 6<sup>th</sup> Floor  
Lai Piang Kee Building  
Jalan Lima, WDT No. 110  
90009 Sandakan  
Tel : 089 - 217 025  
Fax : 089 - 272 850  
E-mail: rchung@pc.jaring.my

*The residential sector, although softer, remains active with several new launches during second half of 2002, comprising mainly low-medium cost apartments and high cost semi-detached houses.*



**C H Williams Talhar Wong  
(Sabah) Sdn Bhd**

Room 602, 6<sup>th</sup> Floor  
Lai Piang Kee Building  
Jalan Lima, WDT No. 110  
90009 Sandakan  
Tel : 089 – 217 025  
Fax : 089 – 272 850  
E-mail: rchung@pc.jaring.my

Majlis Perbandaran Sandakan and Ireka-Chang Sheng, to be officially launched in January 2003 would be completed over 5-6 years. The project will see the Jalan Pryer 49,000-square metre site - the existing Central Market plus another 32,000 square metres to be reclaimed from the sea - redeveloped into a modern 3-storey central market, fish jetty, 129 units of 3 and 4-storey shopoffices, retail shopping and car park complex, with town square and esplanade, and later, convention centre and hotel.

Municipal Centre commercial shop values are typified by the following sale transactions of existing shophouses and proposed selling prices of the SHS shopoffices:

Shophouse / Office	Selling Prices	
	Intermediate Lot	Corner Lot
Jln Pryer, 3-storey		RM2,500,000
2nd Avenue, 4-storey	RM1,800,000	
SHS, 3-storey	RM879,000 - 993,000	RM1,010,000 - 1,409,000
SHS, 4-storey	RM1,098,000 - 1,148,000	RM1,148,000 - 1,659,000

For secondary commercial properties, Mile 4 and Mile 8 Jalan Utara (North Road) continue to be the preferred locations.

The year of 2002 witnessed the launching and construction of several new shophouses/shop office building developments along the main roads off Mile 6 to Mile 8 Jalan Utara, and/or within established/on-going housing developments.

These 75 units of shops would be the first new secondary commercial developments along Jalan Utara since the completion of the 'Liberty Chain' development in Bandar Kim Fung Phase II (Mile 4) - of 20 units of 3-storey commercial shop buildings - in 2001.

Secondary locations (Jalan Utara) commercial shop values are typified by the

Location	No of Units	Selling Prices	
		Intermediate Lot	Corner Lot
<b>Existing Developments</b>			
Bandar Indah, 3-storey		RM480,000-550,000	RM550,000-600,000
Bandar Indah, 2-storey		RM370,000-420,000	RM420,000-450,000
Bandar Pasaraya, 2-storey		RM380,000-400,000	RM450,000-500,000
Liberty Parade, Kim Fung, 3-storey		RM489,000	RM537,000-552,000
<b>New Developments</b>			
Bandar Tyng, Km 9.3, Jalan Utara	39	RM279,888	RM438,888-736,888
Taman Fajar Perdana, Km 12.1, Jalan Airport	4	RM250,000	RM265,000
Taman Megah, off Km 12.2, Jalan Labuk	8	RM328,000	RM368,000
Blocks L & M, Bandar Sibuga Jaya, Km 13.7, Jalan Labuk	24	RM300,000-330,000	RM340,000

following sale transactions of existing shophouses and proposed selling prices in new commercial developments.

## RESIDENTIAL

The residential sector, although softer, remains active with several new launches during second half of 2002, comprising mainly low-medium cost apartments and high cost semi-detached houses.

Following the successful sales of the low-medium cost apartments at Indah Jaya Apartment, several low and low-medium cost apartments projects had been launched to supply some 1,400 units to the market.

At the other end of the price spectrum, the selling price for the most recently launched semi-detached houses are in the region of RM215,000 to RM410,000.

Location	Developer's Selling Price
<b>Medium Cost Apartments</b>	
Taman Wijaya	RM84,288-88,288
Proposed Yii Villa	RM75,000-80,000
<b>Double Storey Semi-Detached Houses</b>	
Taman Megah Phase III Typical Lot	RM248,800
Taman Mawar Phase 6A Typical Lot	RM215,000
Taman Casa San UNO	RM280,888-RM351,888

Whereas the supply of residential properties had, hitherto, been well matched by demand, there appears now some overhang of supply. Of the over 3,000 units - about half, landed properties and the other half, flats/apartments - from the current on-going residential development schemes in Sandakan launched over the last 2 years, a substantial percentage is yet to be sold.

## INDUSTRIAL

Demand remains good for small industrial sites of 1-2 hectares on the town fringes. Standard-built light industrial estates in the Mile 8 area is starting the trend in other parts of the town.

Construction of the Labuk Lintas, Sibuga Lintas (upgrading of Fook Kim Road) further filliped demand for these 1-2 hectare sites. Prices have

soared to RM100 per square metre for Jalan Labuk fronting lots and RM50 per square metre for Jalan Fook Kim fronting lots. The Jalan Labuk frontage sites for Showroom cum Workshops, the others, as sites of workshops for ancillary services to the burgeoning Sandakan oil palm industry.

Demand continued to stagnate for large industrial sites in Seguntor and Batu Sapi ITC; especially for plywood mills and sawmills, with practically no new entrants to the industry (new licences for which had been frozen since 1996), and mills which had closed 'temporarily' rarely reopening notwithstanding sporadic improvements in plywood prices. The western end of Batu Sapi ITC is hopefully "the light at the end of the tunnel" for the industrial sector. For this is the Mowtas area earmarked as the 110-hectare "Palm Oil Cluster". However, there is presently only the IJM kernel crusher plant under construction about 500 metres from the existing IOI Corporation Berhad refinery.

## AGRICULTURAL

An air of renewed confidence and stability is felt in the agricultural sector with the rebound of CPO/FFB prices. 2002 saw a gradual ascend of CPO/FFB prices from RM1,180/RM191 per metric tonne at the beginning, to RM1,500/RM300 per metric tonne towards the end of the year. The gradual upswing in prices began in July 2001 after a 1½ year slide which reached a nadir of RM657/RM99 in February 2001. The rising price trend is expected to continue into, or, at worst, level out, in 2003. The annual growth in hectares under oil palm continues, albeit at a slower pace from the rapid growth of the last decade. New plantings are mainly in the Sugut Area where the construction of the "Sugut Highway", currently in progress, is expected to significantly enhance opening of the new oil palm 'frontier'. The Sandakan Region (comprising the District of Sandakan, Kinabatangan and Labuk Sugut) accounts for about 55% of the more than 1.03 million hectares under oil palm in Sabah and available land for new planting in the existing agricultural belts is limited. Expansion is now mainly in the Sugut Area and in future is likely to be towards the interior in the Pinangah - Sg Melian/ Karamuak Area.

Oil palm estate values remain basically stable with little variations from that of the preceding 2 years and prices are likely to hold well into 2003. Notable transactions of large oil palm estates during the year include the sale of the 5,610 hectares (13,864 acres) Abadi Mewah Lokan Oil Palm Estate together with one palm oil mill therein at Bukit Garam, Kinabatangan to Asiatic Development Bhd for RM134 million. Another is the recently reported acquisition by Palmco Holdings Bhd of Unilever's 85% shareholdings in the 13,455 hectares (33,248 acres) Pamol Estate together with a 60 mt/hour palm oil mill at Pamol, Labuk Sugut District. (the acquisition price of RM 567 million being also for Unilever's 100% interest in a 9,590 hectares oil palm estate together with one 55 mt/hour palm oil mill in Kluang Johor.)

Values of oil palm land (per hectare) are now generally as follows :-

Undeveloped jungle land, for oil palm	RM6,000 to RM8,500
Immature Oil Palm	RM11,000 to RM15,000
Mature, young oil palm (3 to 5 years)	RM17,000 to RM21,000
Mature, Prime oil palm (6 to 12 years)	RM23,000 to RM28,000

## 2003 MARKET OUTLOOK

***For Sandakan, the agricultural sector, principally oil palm, has replaced the timber industry as the main pillar of the local economy. The "ups and downs" of the oil palm industry would always have a ripple effect on the other property market sectors. Hence, the recovery of the oil palm sector was being fervently wished for, not just for itself, but also for its trickle-down effects on the residential and commercial sectors of the property market. Apart from the currently bullish outlook for oil palm, the 'easy' bank loans and low interests should continue to be fillips to the market.***

*Oil palm estate values remain basically stable with little variations from that of the preceding 2 years and prices are likely to hold well into 2003.*



**WTW**  
INTERNATIONAL

**C H Williams Talhar Wong  
(Sabah) Sdn Bhd**

Room 602, 6<sup>th</sup> Floor  
Lai Piang Kee Building  
Jalan Lima, WDT No. 110  
90009 Sandakan  
Tel : 089 - 217 025  
Fax : 089 - 272 850  
E-mail: rchung@pc.jaring.my

*The sentiment in this sub-sector remained bearish and the relatively weak demand for office space in Tawau could continue to persist well into and beyond year 2003.*

## TAWAU



Tawau Township  
2002

**G**enerally, the property market in Tawau in the year 2002 remained stable without any discernible changes in all the property sub-sectors. In the housing sector, the attractive packages and benefits offered by financial institutions has resulted in constant improvement in the demand for houses in Tawau. In the agricultural sector, the improvement in crude palm oil (CPO) and the impressive cocoa dry beans (DBE) prices for the year have regained confidence for agricultural investors in this sub-sector.

## OFFICE

The sentiment in this sub-sector remained bearish and the relatively weak demand for office space in Tawau could continue to persist well into and beyond year 2003. There is no significant purpose built office space added

to the market in 2002. Overall, lettings mainly dominate the interest in the office sector. Letting activities have remained fairly stable. The general unfurnished office rentals in Tawau for 2002 are as follows:-

Location	Rental (Per square metre per month)	
	Ground Floor	1st Floor onwards
Tawau Old Township		
Wisma Dat	RM17.65	RM11.80-RM10.80
Wisma DS	RM18.00	RM4.30-RM8.60
Wisma Tai & Tai	RM20.90	RM4.40-RM5.90
Wisma Man Tong Shing	RM38.70	RM4.30-RM9.20
Wisma Yong Hin	RM12.90-RM23.70	RM3.20-RM5.40
Tawau Extension II		
Fajar Complex	RM19.40-RM25.00	RM3.30-RM5.40
Hap Foh Comm Centre	RM19.40-RM21.50	RM3.30-RM5.40
Talcon Comm Area	RM19.40-RM21.50	RM3.30-RM6.50
Wisma MAA	RM19.40	RM5.30-RM6.50
Wisma Sin Kui	RM25.90	RM9.36-RM12.70
Wisma UMNO	RM21.50	RM5.40-RM8.60
Bandaran Baru Commercial Centre	RM25.70-RM28.60	RM3.90-RM10.30
Bandar Sabindo		
Bandar Sabindo	RM15.50-RM27.00	RM3.50-RM7.70
Sabindo Plaza	RM23.15-RM28.90	RM15.43-RM19.30



**C H Williams Talhar Wong  
(Sabah) Sdn Bhd**

305, 1<sup>st</sup> Floor  
Leong Hua Building  
Dunlop Street,  
P O Box 60394  
91013 Tawau  
Tel : 089 – 774 349  
Fax : 089 – 762 287  
E-mail: wtwstwu@tm.net.my



Sevay Hypermarket  
and Parkwell  
Departmental Store

## RETAIL/SHOPHOUSES

Shophouses in the Municipal Centre Commercial Area continue to sustain good rentals and prices, while the demand of shophouses at secondary and decentralized locations are relatively stable.

The shophouses along Jalan Chester and Jalan Dunlop at the Old Municipal Centre continue to sustain high occupancy rates and good rentals, while the demand for retail space and rental are stable in Sabindo area and improving well at Fajar Commercial Complex. Meanwhile, the Sabindo Plaza shopping complex occupancy has improved gradually with occupancy rate reaching 90% to date.

The 3-storey Milimewa Superstore (gross area of 4,863 square metres) and the 4-storey Sevay Hypermarket and Parkwell Departmental Store (gross area of 8,622 square metres) are more prominent and dominant in this sub-sector.

The current ongoing or near completion development in Tawau are as follows:-

Project	Location	Type	Built up Area (sq m)	Unit	Selling Price
Sabindo Square (3 storey shophouses) - 35% completion	Along Jalan Dunlop	Semi-detached	348.35 - 487.69	4	RM798,000 - RM928,000
		Corner	323.27 - 487.69	12	RM745,000 - RM798,000
		Intermediate	348.35	34	RM720,000
<b>Total</b>				<b>50</b>	

About 80% or 40 units have been sold. The remaining available units are 3 units corner and 7 units intermediate. It is a joint development between Majlis Perbandaran Tawau (MPT) and Classic Strike Sdn Bhd.

Project	Location	Type	Built-up Area (sq metres)	Selling Price
San Hin Group (Proposed) - Initial stage of development	Jalan Tawau Lama	2 storey shop/office (71 units)	201.44 - 263.96	RM399,990 - RM607,990

The proposed site is a commercial seafront and currently under reclamation and piling. The project is a joint venture between Sabah Chinese High School (land owner) and San Hin Property Sdn Bhd (developer)

## RESIDENTIAL

The relaxation of lending policies coupled with attractive packages offered by financial institutions have led to improvements in the demand for houses especially those priced below RM160,000. However, demand for better design and finishes of new semi-detached houses appeared to have stabilised. Overall, there is still room for expansion in this housing sector, especially for double storey terraced house priced below RM160,000.

Prices and rentals of houses (unfurnished) are as follows:

Type	Selling Price (RM)	Monthly Rental (RM)
1-Storey Terraced	77,000-120,000	400-500
2-Storey Terraced	90,000-200,000	500-600
1-Storey Semi-Detached	120,000-170,000	600-800
2-Storey Semi-Detached	180,000-380,000	700-800
2-Storey Detached	250,000 & above	850-1,500

New development of semi-detached houses in Tawau are offered for sale at RM250,000 onwards and reaching up to RM400,000 depending on land size, location and building construction and design.

*Shophouses in the  
Municipal Centre  
Commercial Area  
continue to sustain  
good rentals and prices,  
while the demand of  
shophouses at secondary  
and decentralized  
locations are relatively  
stable.*



**WTW**  
INTERNATIONAL

**C H Williams Talhar Wong  
(Sabah) Sdn Bhd**

305, 1<sup>st</sup> Floor  
Leong Hua Building  
Dunlop Street,  
P O Box 60394  
91013 Tawau  
Tel : 089 - 774 349  
Fax : 089 - 762 287  
E-mail: wtwtwu@tm.net.my

*The performance of the industrial sector for the past one year has remained static without any visible signs of improvement. The demand for industrial shophouses continued to remain soft with occupancy rates hovering around 50% to 70%.*



**C H Williams Talhar Wong  
(Sabah) Sdn Bhd**

305, 1<sup>st</sup> Floor  
Leong Hua Building  
Dunlop Street,  
P O Box 60394  
91013 Tawau  
Tel : 089 – 774 349  
Fax : 089 – 762 287  
E-mail: wtwstwu@tm.net.my

Kuhara Court, a proposed condominium to be fully serviced with modern facilities along Jalan Kuhara is open for sale. To date, about 21.4% or 39 units of 182 units have either been sold or booked. This project is experiencing slow demand from investors as it is a new concept in the Tawau market. The prices and floor areas for Kuhara Court are as follows:-

Descriptions	Unit	Floor Area (sq metres)	Selling Price (RM)
Type A	16	98.5	176,300-190,400
Type B	4	94.0	173,300
Type C1	16	101.2	184,100-198,200
Type C2	16	101.2	184,100-198,200
Type D	28	102.8	187,600-204,200
Type E	28	97.5	180,400-192,500
Type F	42	100.0	190,400-202,500
Type G	14	92.8	170,700-182,800
Type H	14	106.2	199,600-211,700
Penthouse - Type J	2	189.5	547,500
Penthouse - Type I	2	178.4	505,600

## HOSPITALITY AND LEISURE

There is no new addition of hotel in year 2002. The hotel industry in Tawau remained stable with occupancy rates between 50% - 70%. There are few existing premises being converted or proposed for budget hotels.

## INDUSTRIAL

The performance of the industrial sector for the past one year has remained static without any visible signs of improvement. The demand for industrial shophouses continued to remain soft with occupancy rates hovering around 50% to 70%. However, the demand for workshop type of industrial premises for small and medium scale industries has improved markedly and the shortfall of supply will continue to allow an appreciation in rentals and capital values in the foreseeable future.

Overall, the industrial sector in Tawau remained stable without any foreseeable improvement in the short to medium term.

The current value of industrial lands with good accessibility and sea frontages are as follows:-

Location	Value (per sq metre)
Apas Industrial Belt	RM86 - RM194
Tanjung Batu	RM65 - RM200
Pasir Puteh	RM45 - RM75

The tourism and leisure development in Tawau are far and few in between and lagging behind compared to the other major towns in Sabah. The local tourism and leisure development, if any, is mainly on the offshore island of Sipadan and Mabul Island Resort, which are popular international scuba diving destinations and underwater micro-marine exploration spot. However, Tawau has not fully benefited from these tourism developments because the town is merely acting as a transit point for tourists enroute to the island resorts.

## AGRICULTURAL

The gradual recovery of crude palm oil (CPO) and the fast improving dry cocoa bean (DBE) prices has stabilised the investments in the agricultural sector in Tawau. Generally, agricultural investors remain in their current



Apas Parit  
Aquaculture Belt

land holdings and this has prompted the demand and prices of agricultural level to remain at a stagnant level. The general prices of agricultural land in Tawau are as follows:-

Location	Mature Oil Palm (Per Hectare)	Immature Oil Palm (Per Hectare)	Vacant land (Per Hectare)	Cocoa (Per Hectare)
Balung / Sg. Burung	RM23,000 - RM29,000	RM20,000 - RM24,000	RM10,000 - RM12,000	RM12,500 - RM19,000
Semporna	RM19,000 - RM25,000	RM17,000 - RM24,000	RM6,000 - RM10,000	RM12,000 - RM15,000
Kunak	RM19,000 - RM25,000	RM17,000 - RM24,000	RM6,000 - RM10,000	RM12,000 - RM15,000
Tingkeyu	RM14,000 - RM22,000	RM16,000 - RM19,000	RM3,700 - RM6,200	RM9,000 - RM14,000
Brantian / Kalabakan	RM20,000 - RM25,000	RM16,000 - RM24,000	RM6,000 - RM10,000	RM11,000 - RM14,000

## AQUACULTURE

A bearish outlook severed by the prevailing problem of tiger prawn rearing has reduced the expansion of aquaculture development in Tawau for the past years. On top of that, the demand for processed tiger prawns in the world market has been volatile, which has led to local aquaculture investors to reduce their rearing capacity. The current land values of aquaculture land in Tawau are generally as follows:-

Location	Developed Aquaculture Land (per hectare)	Undeveloped Aquaculture Land (per hectare)
Apas Parit - Sungai Gading	RM110,000 - RM125,000	RM55,000 - RM65,000
Wakuba	RM75,000 - RM100,000	RM45,000 - RM55,000
Balung/Indrasabah	RM65,000 - RM75,000	RM25,000 - RM40,000
Sungai Burung - Sg Kalumpang	RM65,000 - RM75,000	RM10,000 - RM25,000
Merotai - Umas-Umas	RM60,000 - RM70,000	RM10,000 - RM25,000
Pulau Simandalan	RM55,000 - RM70,000	RM7,000 - RM11,000

## 2003 MARKET OUTLOOK

**The property sector in Tawau for 2003 will generally remain stable.**

**The demand for agricultural land for oil palm planting is expected to be fairly good. While the office sector shall remain soft without distinct improvement, demand for residential houses priced below RM160,000 is expected to remain good.**

**The new Tawau Airport, which is located at Balung locality (Km 29) has resulted in the widening and improvement of the existing Apas Road. Projects have also been identified along the highway for various business developments. One major project is a proposed new township by Hap Seng Sdn Bhd at Km 16 (mile 10), Apas Road, providing 823 residential units of various types, shophouses, etc.**

**These factors have attracted good demand resulting in an appreciation of land values along the highway. This area is expected to draw more development projects and will be competitive in the near future.**

*The property sector in Tawau for 2003 will generally remain stable. The demand for agricultural land for oil palm planting is expected to be fairly good.*



**WTW**  
INTERNATIONAL

**C H Williams Talhar Wong (Sabah) Sdn Bhd**

305, 1<sup>st</sup> Floor  
Leong Hua Building  
Dunlop Street,  
P O Box 60394  
91013 Tawau  
Tel : 089 - 774 349  
Fax : 089 - 762 287  
E-mail: wtwstwu@tm.net.my

# International Labuan Property 2003

SERVING THE PROPERTY INDUSTRY NATIONWIDE SINCE 1960



View of the Labuan airport,  
located at Kg Batu Arang  
locality

**The overall property market remains soft with the "cautious" mood continuing throughout the year.**

## OFFICE/SHOPHOUSES

There have not been any developments in this sector. The existing stock remains the only source of commercial accommodation in town. The current retail space in the town appear to be adequate to absorb the current demand for rented retail outlets.

Nevertheless, rental rates in Labuan's largest commercial complex, the Financial Complex have remained stable over the last couple of years. At present, this complex boasts almost 100% occupancy with rental rates remaining unchanged. The same goes for its office space, which is more than 80% occupied. At RM32.30 per square metre for the first floor and RM43.00 per square metre for the ground floor, the rates (which are inclusive of service charges) are noted as the best in town. The office rentals are currently fixed at RM48.40 per square metre for all floors.

Office space provided at upper floors of traditional shop houses are still generally the preferred source of office premises. The current stock appears to be more than

sufficient to meet demand. In short, there is no lack of supply for this type of shophouses.

Selling prices and rentals of shophouses are as follows:-

Type	Selling Price
Single-storey terraced houses	From RM118,000 onwards
Double-storey terraced houses	From RM188,000 onwards
Double-storey semi-detached	From RM288,000 onwards

## RESIDENTIAL

The residential sector has been reasonably active. Sales of new houses were reported to be well-received and with slight appreciation of prices. The new houses outperformed the older stock as purchasers put higher preferences for better quality of construction and building materials.

In general, however, demand for houses is expected to be slow while the rental rates have been on the decline for some time. Investors adopt a cautious approach, thinking twice before committing to invest in a property despite the low interest rates offered



**C H Williams Talhar & Wong  
(Sabah) Sdn Bhd**

1<sup>st</sup> Floor, Wisma Chee Sing  
48 Jalan Merdeka  
P O Box 82229  
87032 Federal Territory of Labuan  
Tel : 087 - 416 341  
Fax : 087 - 416 342  
E-mail: wtwsln@tm.net.my

Town: View of the town area, showing the massive Financial Park Complex in the far centre and its surrounding area.



*In general, however, demand for houses is expected to be slow while the rental rates have been on the decline for some time.*

by financial institutions.

Some of the residential development projects are as follows:-

The selling prices for the above housing estates range as follows:-

## INDUSTRIAL

Name	Type	No. of Units	Status
Lazenda Villa 3 at Ranca-Ranca	2-storey semi-detached	24	Completed
Lazenda Villa 5 at Kg. Lajau	2-storey semi-detached 2-storey terraced	18 43	Completed
Lazenda Villa 6 at Bukit Kallam	1-storey terraced	50	Completed
Lazenda Villa 7 at Batu Arang	2-storey semi-detached	26	Completed
Taman Ruby at Sg. Bangat	2-storey semi-detached 2-storey terraced	16 35	Site leveling and piling done.
Taman Arena at Nagalang	2-storey semi-detached 2-storey terraced	26 16	Completed

There is no new supply in this sub-sector due to the prevailing oversupply as evident

Location	Type	Selling Prices	Ground Floor Rentals
Town Centre	2 to 3 storey	RM800,000 to RM900,000	RM2,500 to RM3,000
Lazenda Shophouses	3-storey	RM800,000 to RM850,000	RM2,000 to RM2,500
Jati Shophouse	3-storey	RM500,000 to RM550,000	RM1,500 to RM1,8000

from the high vacancy rates. "For Sale" or "For Rent" signboards are a common sight within an industrial estate complex. Even if any of these properties are taken up, property owners

would settle at much lower rates or sell at below purchase price. For those who are willing to wait for a better offer, their premises would still remain unoccupied.

## 2003 MARKET OUTLOOK

***The property market in general is expected to remain soft with no drastic drop in prices and rentals. The outlook***

***at best is in the residential subsector where the development of new housing is on-going with favourable market response.***



**WTW**  
INTERNATIONAL

**C H Williams Talhar Wong  
(Sabah) Sdn Bhd**

1<sup>st</sup> Floor, Wisma Chee Sing  
48 Jalan Merdeka  
P O Box 82229  
87032 Federal Territory of Labuan  
Tel : 087 - 416 341  
Fax : 087 - 416 342  
E-mail: wtwsln@tm.net.my

# SARAWAK *International* Property 2003

SERVING THE PROPERTY INDUSTRY NATIONWIDE SINCE 1960



Wisma Hock Peng

## KUCHING

***The property market for 2002 remained in a pensive mood with both developers and buyers playing it safe by maintaining a "wait and see" approach. Generally, potential investors and buyers still show much interest in the property investment market as evident by their queries and participation in property launches. However, most remain non-committal which resulted in sales being relatively slower than in previous years, probably due to the uncertainty of the national economy in the context of the world economic crisis.***

***Even though sales picked up in the last quarter of 2001 and the 1<sup>st</sup> quarter of 2002 due to lower interest rates and attractive finance packages offered by financial institutions as well as the exemption of stamp duties payment, this slight boost seems to have deflated due to market uncertainties.***

***2002 was a year of small scale developments which saw active participation from small scale developers in most areas as risks in this category were lower.***



**C H Williams Talhar Wong & Yeo Sdn Bhd**

No.9 (1<sup>st</sup> Floor)  
Jalan Song Thian Cheok  
P O Box 2236  
93744 Kuching  
Tel : 082 – 246 262  
Fax : 082 – 416 909  
E-mail: kuching@wtwy.com



Bangunan MASJA

## OFFICE

A few purpose-built office buildings had been completed earlier in the year eg. Wisma Hock Peng, Wisma Zecon and Bangunan Masja. Wisma Hock Peng and Wisma Zecon were built for occupation by the developer-investor's own group of companies and business associates whilst Bangunan Masja is a public sector office building. Together, they add another 55,750 square metres of purpose built office space to Kuching. Generally, the rental rate is between RM22 to RM33 per square metre inclusive of service charges.

Unlike the existing office buildings, the new ones are located outside the Central Business District and have ready tenants on a pre-let basis. Office buildings built for investment in Kuching have low occupancies.

The rentals (inclusive of service charges) of selected office buildings in the Central Business District of Kuching are as follows :-

Gross rentals of office space in Kuching	
Location	Rental per square metre per month
CBD	RM22.00 - RM50.00
Non-CBD	RM10.70 - RM22.00

Shop offices are still preferred over purpose-built office buildings in Kuching due to the predominance of small business enterprises in Kuching and the shophouses' apparent advantage of easier access, convenience and better advertising front.

## RETAIL/SHOPHOUSES

A few new commercial projects were launched during the first half of the year, namely Jalan Song Commercial Centre, Tabuan Heights Commercial Centre, Kota Sentosa Commercial Centre and Pending Point. These were small scale 3-storey shophouse projects, mostly located at the suburban areas. Their selling prices range from RM550,000 to RM800,000 depending on their size and location within the project. On the whole, prices for conventional shophouses can be said to have remained more or less the same for 2002.

The largest on-going shophouse development is the Batu Kawah New Township which to-date has added more than

500 shophouses to the Batu Kawah area in Kuching. These shophouses offer strata-titled retail, office and apartments units.

Generally, selling prices of retail space in commercial complexes within prime locations remained sustainable. The majority of shopping complexes in Kuching enjoy good occupancy rates ranging from 80% to 100%. Unit owners continue to obtain rental rates of more than RM50 per square metre for the ground floors and RM40 to RM60 per square metre for the upper floors, the exception being the bigger retail units which enjoy special discounted rental rates of as low as RM25 per square metre.

Although shophouses at choice commercial areas like Jalan Palm-Jalan Satok, Jalan Green-Jalan Rubber, Tabuan Jaya Commercial Centre and 3<sup>rd</sup> Mile Commercial Centre are still much sought after, new developments are slowly moving away from these areas as the built up area expands. Shophouses in suburban areas are now gaining in appeal as they are new and their prices and rentals comparatively lower with prices of three to four-storey units ranging from RM350,000 to RM800,000 and rentals ranging from RM1,500 to RM3,000 per month for the ground floor. The prices and rentals of similar units in prime locations range from RM450,000 to RM1,200,000 per unit and RM2,000 to RM4,500 per month for the ground floor respectively.

## INDUSTRIAL

Since the industrial sector is very much monitored and controlled by the state government, the performance of this sector remains stable.

The old established industrial estates of Pending/Bintawa Industrial Estate mainly cater for the manufacturing and light industries whilst the newer industrial areas of Demak Laut Industrial Park and Sama Jaya Free Industrial Zone cater mostly to medium based industry and electronics based industry respectively. The latter is occupied by export based joint venture-international entities such as 1<sup>st</sup> Silicon, Taiyo Yuden, Komag, Sanmina and Toko.

The total hectareage planned for Sama Jaya Free Industrial Zone is 792 hectares with about 30% already developed with infrastructure. At present, about 106 hectares is being occupied by eleven operating companies.

*Shop offices are still preferred over purpose-built office buildings in Kuching due to the predominance of small business enterprises in Kuching and the shophouses' apparent advantage of easier access, convenience and better advertising front.*



**C H Williams Talhar Wong & Yeo Sdn Bhd**

No.9 (1<sup>st</sup> Floor)  
Jalan Song Thian Cheok  
P O Box 2236  
93744 Kuching  
Tel : 082 - 246 262  
Fax : 082 - 416 909  
E-mail: kuching@wtwy.com

*Since the industrial sector is very much monitored and controlled by the state government, the performance of this sector remains stable.*



Batu Kawah New Township

Along Jalan Bako (between the Demak Laut Industrial Park and Bako), there are also a few factories already in operation, namely CMS Modular Housing, Polyflow Pipes, Weida and CMS Steel.

Selling prices for industrial land at the Sama Jaya Free Industrial Zone is RM27 per square metre whilst those at the Demak Laut Industrial Park are priced at RM54 per square metre for unfilled land and between RM100 to RM150 per square metre for filled land.

The average new prices for various category of houses are as follows:-

TYPE	LOCATION	SELLING PRICE PER UNIT
<b>TERRACED HOUSE</b>		
Single-storey	Prime Secondary	RM135,000- RM170,000 RM120,000- RM145,000
Double-storey	Prime Secondary	RM230,000- RM280,000 RM180,000- RM220,000
<b>SEMI-DETACHED HOUSE</b>		
Single-storey	Prime Secondary	RM220,000- RM250,000 RM180,000- RM220,000
Double-storey	Prime Secondary	RM360,000- RM470,000 RM260,000- RM320,000

## RESIDENTIAL

The residential sector remains the most active property sector in terms of number and value of transactions. Demand for residential properties in Kuching remained high for units priced below RM200,000 as well as medium and low-cost housing whilst demand for high end properties continue to be slow. Nonetheless, residential properties such as single-storey and double-storey terraced units located in the prime areas are still the buyers' favourites. Despite the economic downturn, the prices of houses have increased slightly, though at a lower rate than previous years, i.e. between 5% and 10%. As in the previous year, no big scale residential development projects have been launched. However, there were a lot of developments from small scale developers especially in Stapok/Batu Kawa area, Jalan Hup Kee and the Petra Jaya area.

Housing estates, notably Bandar Baru Semariang, have added some 300 housing units to the Petra Jaya area. This project which was launched a couple of years ago, is considered large scale but to be carried out in phases over a 20-year period. To-date, it has contributed more than 360 units to the housing market with annual additions of about 300 to 400 units.

The apartment projects launched this year were mainly carried out by small scale developers and decline in terms of size as developers opt for walk up apartments in the medium and lower medium range with prices ranging from RM70,000 to RM200,000 eg. Taman Sentosa Phase 2, Hibiscus Court, Taman Sri Perkasa, Saville Suites etc. These apartments are mainly targeted towards the middle-income group and not the up-market as in the previous years.



**C H Williams Talhar Wong & Yeo Sdn Bhd**

No.9 (1<sup>st</sup> Floor)  
Jalan Song Thian Cheok  
P O Box 2236  
93744 Kuching  
Tel : 082 – 246 262  
Fax : 082 – 416 909  
E-mail: kuching@wtwy.com

## HOSPITALITY & LEISURE

The overall hotel industry has been quiet this year except for the opening of Hung Hung Inn, a 4-storey budget hotel located within the vicinity of the Sarawak General Hospital which cater to outstation patients and visitors.

With the global increased threat of terrorism, local tourism is feeling the pinch from the decline in international tourists. Efforts are therefore made by the Sarawak Tourism Board and local tour operators to promote domestic tourism through the "Cuti Cuti Malaysia" programmes. It is therefore perceived that there is unlikely going to be any increase in stock for this sector for the coming year.

However, hotels are expected to enjoy a boost in occupancy in 2003 due to the "Visit Sarawak Year 2003".

## DEVELOPMENT / AGRICULTURAL LAND

Values of agricultural lands vary greatly depending on the location and its usage. Agricultural lands in the city are scarce and mostly transacted with intention of conversion of usage. Lands that are converted to residential, commercial and industrial usage can fetch up to RM1.6 million per hectare or higher.

Former agricultural lands located along Jalan Matang are rapidly giving way to residential developments such as Taman Yen

Yen, Taman Lee Ling, Taman Matang Bersinar, Taman Grandview and other low and medium cost housing developments developed by the Housing & Development Corporation.

Agricultural properties, in general, where there are little or no prospects for other uses, tend to be priced from RM20,000 per hectare upwards. The market values are mostly determined by their proximity to the existing district towns as well as infrastructure network in the area.

## EDUCATION

Except for the extensions to the existing campus of Universiti Malaysia Sarawak, Universiti Teknologi MARA and INTI College, there had not been any significant contribution to the property sector from this field.

## 2003 MARKET OUTLOOK

***The property market outlook has not changed much from the previous year and continues to be more on the pessimistic side as the market starts to soften. Developer-investors remain cautious, approaching the market on a sell and build strategy and playing safe by concentrating on smaller projects and either shelving or phasing out bigger projects. Unless there is another jolt in the national and local economy, the property market should be able to sustain itself for the next year, provided investors and developers are prudent in their decision making.***

*The property market outlook has not changed much from the previous year and continues to be more on the pessimistic side as the market starts to soften.*



**WTW**  
INTERNATIONAL

**C H Williams Talhar Wong &  
Yeo Sdn Bhd**

No.9 (1<sup>st</sup> Floor)  
Jalan Song Thian Cheok  
P O Box 2236  
93744 Kuching  
Tel : 082 – 246 262  
Fax : 082 – 416 909  
E-mail: kuching@wtwy.com

*Demand for all types of properties is expected to remain weak for 2003. The lack of confidence and poor timber prices is not likely attract any major developments.*



**C H Williams Talhar Wong & Yeo Sdn Bhd**

No. 11 & 12, 2<sup>nd</sup> Floor  
Lorong Kampung Datu 3  
P O Box 1467  
96008 Sibul  
Tel : 084 – 319 396  
Fax : 084 – 320 415  
E-mail: sibu@wtwy.com

## SIBU

**The property activities in Sibu continued to slow down in 2002, though prices did not drop.**

**On the other hand, the housing sector, particularly terraced houses, continued to be buoyant.**

### OFFICES

There was no new purpose-built office block in 2002. However, an additional 15,000 square metres of office space within shopoffices entered the market at Suria Permata and Jalan Pedada.

Office rentals have been maintained at the 2000-2001 levels.

### RETAIL / SHOPHOUSES

A new two-storey shopping complex, the Medan Mall, is nearing completion at Jalan Wong King Huo. When completed in early 2003, the shopping complex will add some 8,600 square metres of retail space in Sibu. The sale is reported to be good.

The proposed Jaya Li Hua Commercial Centre, located at Jalan Pahlawan, comprising 75 units of 3-storey shophouses and 1 unit of 4-storey shopping complex is under construction. Fortune Commercial Centre, located off Jalan Pedada and consisting of 106 units of 4-storey shophouses, is also under construction.

Shophouse rents during 2002 in the Central Business District have dropped by 5% to 10%, as there has been a tendency for the retailers to re-locate to other suburban commercial centers following the new town-centre traffic management.

### RESIDENTIAL

New housing developments are found mainly along Jalan Teku, Jalan Salim, Jalan Ulu Sungai Merah and Jalan Tunku Abdul Rahman. The demand for medium cost single-storey terraced dwelling houses is still strong.

The prices of new houses throughout 2002 have stabilised at the 2001 levels where 2-storey terraced houses and 2-storey semi-detached houses in prime locations range

from about RM180,000 to about RM200,000 per unit and about RM260,000 to about RM350,000 per unit respectively.

### INDUSTRIAL

The industrial developments are mainly located at Upper Lanang Industrial Estate, Jalan Ding Lik Kong and Sg. Antu area. A 300-acre site at Rantau Panjang and along the true right bank of Batang Igan is earmarked for the shipbuilding industry.

Purpose built semi-detached industrial building range from RM230,000 per unit to RM350,000 per unit, depending on location and size.

Vacant detached or semi-detached industrial land is selling at about RM250 per square metre to RM300 per square metre.

### HOSPITALITY AND LEISURE

The year 2002 witnessed the addition of 100 hotel rooms at Paramount Hotel, a budget hotel at Kampung Datu which held its soft opening in November 2002.

Generally the occupancy rates are reported to be ranging from 40% to 65% during 2002.

### 2003 MARKET OUTLOOK

**Demand for all types of properties is expected to remain weak for 2003. The lack of confidence and poor timber prices is not likely attract any major developments.**

## MIRI

**The property market in Miri for 2002 has bottomed out since the 1997 economic downturn. Prices of properties in all sectors have stabilised with minimal changes since 2001. There are no indications of any further decline as developers are practising a "sell and build" approach to avoid an oversupply in the market.**

**Demand for properties especially in the residential sector has picked up slightly since the second quarter of 2002 due to attractive financing packages from**



Miri Commerce Square

**financial institutions. Other sub-sectors, except for purpose built offices, are gradually seeing some improvements in their take-up rates especially in terms of rental activities.**

#### RETAIL/OFFICE

The demand for the retail sector has improved slightly in the second quarter of 2002. This is more evident for the ground floors of conventional shophouses within prime locations with road frontages. However the take up rate for upper floors of conventional shophouses remains low. Miri Commerce Square and Waterfront Commercial Centre are the latest commercial developments within Miri Town Centre. The sales and rental response for these two projects have been mixed over the whole of 2002 coupled with limited financing packages to attract buyers to invest into this sub-sector.

The high occupancy rates for retail outlets within shopping complexes have remained stable throughout 2002. Popular shopping complexes that are presently enjoying high occupancy rates are Imperial Mall & Suites, Boulevard Shopping Complex and Bintang Plaza Shopping Complex. It is likely that this trend will continue to remain in 2003.

The office sector however, is still experiencing high vacancy rates since the economic downturn. With the existing competitive rentals being offered for the

upper floors of conventional shophouses, the high vacancy rates for purpose built offices will remain throughout 2003. The existing purpose built offices are Wisma Yu Lan, Wisma AIA and Wisma Yong Lung.

The selling prices and monthly rentals for conventional shophouses are as follows:

SELLING PRICES & RENTALS OF SHOPHOUSES

Property Type	Location	Selling Prices	Monthly Rental per unit (Unfurnished)
Two-storey	Secondary	RM150,000 - RM180,000	RM600 - RM1,500
Three-storey	Prime	RM750,000 - RM950,000	RM3,500 - RM4,500
	Secondary	RM400,000 - RM650,000	RM1,800 - RM3,000
Four-storey	Prime	RM750,000 - RM1,400,000	RM4,500 - RM8,000

#### RESIDENTIAL

Residential properties below RM150,000.00 (mainly single-storey houses) has experienced a reasonable sales trend since the second quarter of 2002. The demand for newly built single-storey houses has been quite encouraging partly due to the attractive financing packages being offered by financial institutions. New townships providing such properties are Bandar Baru Permyjaya in Tudan and Desa Senadin in Lutong.

Other smaller projects, which have also achieved good sales response, include Interhill Park in Jalan Bakam and Taman Tunku off Jalan Airport. Mostly these properties are purchased for owner occupation with only a small number being purchased for investment purposes. The rental levels for these properties remain reasonably low due to their "out of town" locations.

*The demand for the retail sector has improved slightly in the second quarter of 2002. This is more evident for the ground floors of conventional shophouses within prime locations with road frontages.*



**WTW**  
INTERNATIONAL

**C H Williams Talhar Wong & Yeo Sdn Bhd**

Lot 1139 Miri Waterfront  
Commercial Centre  
98000 Miri  
Tel : 085 - 432 821  
Fax : 085 - 411 786  
E-mail: miri@wtwy.com

*The buying and rental market for industrial properties have remained stable in prime localities such as Krokop and Piasau Industrial Parks.*



Bandar Baru Permyjaya

The overall demand for double-storey houses remains low with the prices for such properties reaching RM280,000. Demand for such properties is confined to new projects such as Taman Bayshore in Lutong and Taman Siang Siang off Jalan Miri-Bintulu, which have modern designs with reasonably good locations. Factors affecting the sales of properties costing RM280,000 and above are largely due to their level of finishing, location, design and land sizes.

Rental demand for medium to up-market properties such as double storey semi-detached and/or detached houses, apartments and condominiums units remain sluggish. This is evident with the rising number of vacant properties available for rent or sale in the market. The lack of demand for such properties is partly affected by the reduction of incoming expatriates into Miri.

The selling prices and monthly rentals of residential properties for the year 2002 are as follows:

SELLING PRICES & RENTALS OF RESIDENTIAL PROPERTIES

Type	Location	Selling Prices	Rental (Unfurnished)
Single storey terraced	Prime	RM95,000 - RM140,000	RM400 - RM550
	Secondary	RM75,000 - RM100,000	RM280 - RM400
Double storey terraced	Prime	RM135,000 - RM155,000	RM500 - RM700
	Secondary	RM100,000 - RM145,000	RM400 - RM600
Single storey semi-detached	Prime	RM145,000 - RM195,000	RM500 - RM750
	Secondary	RM110,000 - RM150,000	RM400 - RM550
Double storey semi-detached	Prime	RM180,000 - RM300,000	RM700 - RM900
	Secondary	RM150,000 - RM220,000	RM450 - RM650
Single storey detached	Prime	RM180,000 - RM280,000	RM700 - RM900
	Secondary	RM160,000 - RM220,000	RM600 - RM800
Double storey detached	Prime	RM300,000 - RM450,000	RM900 - RM1,500
	Secondary	RM220,000 - RM330,000	RM700 - RM1,000

**INDUSTRIAL**

The buying and rental market for industrial properties have remained stable in prime localities such as Krokop and Piasau Industrial Parks.

However, demand in secondary locations, such as Desa Senadin Industrial Estate, Permy Technology Park, Kuala Baram Industrial Estate and Taman Tunku Industrial Estate, have remained sluggish due to their respective distances from the town centre. The rental levels for properties here are still low in comparison to their prime counterparts.

Preferences are still towards industrial properties within Krokop and Piasau areas. With their limited supply in prime locations most industrial buildings are owner occupied while those available for rental are being tenanted.



**C H Williams Talhar Wong & Yeo Sdn Bhd**

Lot 1139 Miri Waterfront  
Commercial Centre  
98000 Miri  
Tel : 085 - 432 821  
Fax : 085 - 411 786  
E-mail: miri@wtwy.com

The take-up rates of industrial properties within the secondary locations are slow and geared more towards ready build industrial semi-detached or detached buildings. Vacant industrial lots in secondary locations are mostly left undeveloped at this stage.

The current pricing for industrial properties are as follows:

Property Type	Selling Prices Per Unit
Clustered	RM200,000- RM250,000
Semi Detached	RM300,000- RM380,000
Detached	RM450,000- RM700,000
Serviced Lot	Selling Price Per Square Metre
Prime Location	RM 220 - RM300
Secondary Location	RM120 - RM150
Kuala Baram Industrial Estate (1-5 Hectares)	RM740,000 - RM860,000 per Hectare

## HOSPITALITY & LEISURE

Occupancy rates for 3-5 star hotels (such as Dynasty Hotel, Holiday Inn, Grand Palace Hotel, Mega Hotel and Rihga Royal Hotel) range between 70% to 90%. This is due to the promotional programmes being held by the private and public sectors throughout 2002. There are presently no new hotels being added onto the market and this trend is expected to continue for the next few years.

The latest trend in the hospitality industry is the availability of serviced apartments for short-term and long-term tenancy within Imperial Mall and Suites, which is located within Miri Town Centre. These two and three-bedroom apartments are usually rented out to tenants who are here on contractual work in Miri of less than one year.

This sub-sector should continue to enjoy above average occupancy rates with the continuous support from organised programmes from both the public and private sectors in 2003.

## AGRICULTURAL

There have been no changes in the activities of agricultural crops since 2001. The main activities are oil palm plantation, which are mostly located within the Miri-Bintulu, Suai and Niah areas. There are also increases in oil palm plantations within the Kuala Baram areas for 2002.

## EDUCATION

Curtin University (Sarawak Campus) has begun operations in its newly completed building located in Lutong while its temporary campus in Riam is still in operation.

## 2003 MARKET OUTLOOK

**The continuation of ongoing projects and programmes being implemented to develop Miri into a Resort City by 2005 will progress as planned.**

**The demand for properties in all sub sectors will remain stable and experience some improvements especially in the residential sub-sector. There will be a gradual increase in the prices of residential properties although it is anticipated that such increases will be minimal. The demand for residential properties below the RM150,000 level will improve as financial institutions continue with their low interest and attractive marketing campaign. The prices of conventional shophouses will remain unchanged in 2003, as there is currently an oversupply of conventional shophouses within the town centre.**

**It is also envisaged that the buying and renting demand for purpose built offices will remain low as more conventional shophouses are made available as cheaper alternatives to occupiers.**

**Development activities will remain moderate as developers will still be cautious in their implementation of new projects due to the current "wait and see" attitude of prospective buyers and tenants.**

**Overall the property market outlook for Miri Town will remain stable with more improvements geared towards the medium cost residential market. Other sub-sectors will see gradual growth but at a much slower pace.**

*The demand for properties in all sub sectors will remain stable and experience some improvements especially in the residential sub-sector. There will be a gradual increase in the prices of residential properties although it is anticipated that such increases will be minimal.*



**WTW**  
INTERNATIONAL

**C H Williams Talhar Wong & Yeo Sdn Bhd**

Lot 1139 Miri Waterfront  
Commercial Centre  
98000 Miri  
Tel : 085 - 432 821  
Fax : 085 - 411 786  
E-mail: miri@wtwy.com

*The overall property market in Bintulu had been strong during the beginning of 2002 and slowing down towards the end of the year.*

## BINTULU

**The overall property market in Bintulu had been strong during the beginning of 2002 and slowing down towards the end of the year.**

### RETAIL/OFFICES

The Northern Corridor of the existing Bintulu Town, namely the integrated Bintulu Township, Bintulu Commerce Square (Phase 1 and II) developed by Sarawak Land (Kemena Park) Sdn Bhd are fully completed and occupied. The developer launched Phases III & IV comprising 82 units of 3-storey shophouses with more than 70% of these units sold.

### RESIDENTIAL

Our survey shows that during the period from 1997 to first quarter of 2002, the average annual addition of housing units in Bintulu is about 471 units.

There are more than a 1,000 units under construction, with the highest number of 648 units at projects along Jalan Tun Hussein Onn. Terraced houses form the major bulk of the additional units.

Prices and rentals for residential properties had increased slightly as compared to the levels recorded in 2001.

Selling prices as and rentals of the various types of residential properties are as follows:-

## INDUSTRIAL

The demand for Kemena Industrial Estate (KIE), developed by Bintulu Development Authority (BDA) had remained slow due to the slowdown of timber activities and downstream development. KIE Phase II's industrial lands were sold at between RM54.12 to RM75.35 per square metre.

BDA is also developing industrial lands in Kidurong for petro-chemical related industries to assist in the development of small and medium industries (SMIs). Industrial lands at the Kidurong Industrial Area (KINDA's) were opened for sale at RM54.40 to RM77.42 per square metre by BDA.

### HOSPITALITY AND LEISURE

No new hotel was built in Bintulu in 2002. The occupancy rates were reported to range between 50% and 90%.

The current supply of hotels/inns in Bintulu is as follows:-

Class	Hotel/Inns	No. of Rooms
Class 1	Hotels	478
Class 2	Budget Class Hotel/Inns	698
Class 3	Low Class Inns/Lodging Houses	62
Total		1,238

Type	Selling Price (per unit)	Monthly rental (unfurnished)
Flats (2-bedroom)	RM50,000 - RM60,000	RM300 - RM400
Flats (3-bedroom)	RM60,000 - RM75,000	RM350 - RM500
Single-storey terraced (Intermediate)	RM90,000 - RM120,000	RM500 - RM600
Single-storey terraced (Corner)	RM120,000 - RM165,000	RM550 - RM700
Double-storey terraced (Intermediate)	RM130,000 - RM170,000	RM700 - RM800
Double-storey terraced (Corner)	RM160,000 - RM230,000	RM800 - RM900
Double-storey Semi-detached	RM180,000 - RM360,000	RM900 - RM1,800
Double-storey detached	RM350,000 - RM500,000	RM1,300 - RM2,800



**C H Williams Talhar Wong & Yeo Sdn Bhd**

1<sup>st</sup> Floor, 35BDA  
Shahida Commercial Centre  
Lebuhraya Abang Galau  
P O Box 363  
97008 Bintulu  
Tel : 086 - 335 531  
Fax : 086 - 335 964  
E-mail: bintulu@wtwy.com

International  
Container  
Terminal and  
Innner Harbour  
of Bintulu Port



## 2003 MARKET OUTLOOK

**With several Petro-Chemical projects (such as the construction of MLNG 3 Plant, Rejuvenating of the MLNG 1 project, Bakun Hydro Electrical Dam, the expansion of ABF Plant and Shell**

**MDS's Debottlenecking Project and others still under construction), the property market is expected to move at a moderate rate in terms of demand and activities in the year 2003.**

*The property market is  
expected to move at a  
moderate rate in terms  
of demand and  
activities in the year  
2003.*



**WTW**  
INTERNATIONAL

**C H Williams Talhar Wong &  
Yeo Sdn Bhd**

1<sup>st</sup> Floor, 35BDA  
Shahida Commercial Centre  
Lebuhraya Abang Galau  
P O Box 363  
97008 Bintulu  
Tel : 086 – 335 531  
Fax : 086 – 335 964  
E-mail: [bintulu@wtwy.com](mailto:bintulu@wtwy.com)

# WTW Bovis Property 2003

SERVING THE PROPERTY INDUSTRY NATIONWIDE SINCE 1960

## SUMMARY OF THE CONSTRUCTION SECTOR

*The Malaysian economy picked up from a 1.1% growth in the first quarter of 2002 to 3.8% in the second quarter, recording the first half growth of 2.5%. Growth in the third quarter, based on industrial output and export data, is estimated to be about 5.0% or more. Even if the fourth quarter growth (quarter-on-quarter) is stagnant, year-on-year growth will still be positive due to statistical base effect. Domestic demand, which is buoyed by expansionary fiscal and monetary policies, coupled with statistical gain from the low base, would probably more than offset other external factors which are adversely affecting growth in the second half of this year. Budget 2003, which delivers bonus to civil servants and incentives to certain sectors, would probably have a fairly mild impact on the economy. However, the increasing uncertainty related to the slowing down of the US economy, port closures in the US, weak financial markets and the rising risk of war with Iraq, will all pose a threat to Malaysia's GDP growth in the near term.*

*In the 2003 Budget, the Government is focusing on improving infrastructure in rural areas, with a proposed 36% increase in the rural development with an allocation of RM2.5 billion. The allocation would include building and upgrading major roads, village roads, bridges and providing basic facilities, such as electricity and water supply, health, education and housing as well as telecommunication facilities.*

*The construction sector is forecast to record a higher growth of 4.5% in 2003 from 3.8% in 2002. Public sector projects in health and education as well as rural development would continue to drive the sector. Massive projects like the Bakun Hydro-electric Dam and the on-going double tracking rail projects will further drive the sector. Housing development would also contribute to growth in view of increasing demand for low and medium cost houses. (MGCC & MIER)*

## WTW BOVIS AND OUR POINT OF DIFFERENCE

WTW Bovis is a member of the Bovis Lend Lease Group, in turn a division of Lend Lease Corporation which is listed on the Australian Stock Exchange in Sydney. Bovis Lend Lease is acknowledged as one of the world's leading companies in management services and construction activities. Globally together with Bovis Lend Lease we have 7,000 employees in 93 offices worldwide. Large and small projects are undertaken for a client base that represents many of the world's leading brands. At regional level we

- offer a delivery service that guarantees on-time, on-budget project completion and an enhanced commercial result for our clients.

- WTW Bovis has a rich history of service delivery for nearly two decades, focusing on customer service and value creation. Our project experience covers broad industry sectors. Currently we are undertaking projects ranging from hotel refurbishment, retail centres, railway stations and office upgrades. Our depth of knowledge is unmatched in the industry.



**WTW Bovis Sdn Bhd**

Level 11, Tower 1  
MNI Twins, 11 Jalan Pinang  
50450 Kuala Lumpur  
Tel: 603 – 2163 4511  
Fax: 603 – 2161 5421  
E-mail:  
wtwb@ap.bovislendlease.com

We provide our employees with a stimulating and supportive work structure where they are encouraged to achieve their maximum potential. In this flexible and innovative environment we are able to provide our clients with a level of service few of our competitors can match.

WTW Bovis provide qualified expertise and proven professional management systems that give particular advantages to a project. Our philosophy is to work closely with our clients, sometimes becoming an extension of our clients' operations, to ensure delivery of a quality development in a timely and cost effective way.

We provide construction solutions to accommodate our client needs, our core services include:

- **Project/programme Management**
- **Construction Management**
- **Design & Build**
- **Management Contracting**
- **Technical Consultancy**

Our scope of services includes new services and have mobilised Business Units in the region who are ready to provide the said services, none of our competition can offer this: Our Point of Difference. Some of the mentioned services include the following:

● **Retail Business Unit :**

Concept Design and Retail Planning Services including retail master planning.

● **Pharma Business Unit:**

Total Pharmaceutical design, planning, procurement & construction services (turnkey).

The business units' specialization coupled with our in-house construction and engineering expertise provides superior value to our clients, especially clients who require specific knowledge in certain market sectors. i.e. pharmaceutical, retail, etc.

In addition to project management and construction, the Group also undertakes real estate funds management and property development. Total funds under management and administration for the Group is in excess of US\$48 billion, with over US\$33 billion in property assets under management in five continents. Lend Lease Corporation's global real estate investment management ranks as one of the largest in the world with market capitalisation at approximately US\$3 billion (October 2002).

WTW Bovis have amassed a strong portfolio of experiences in the management of development projects in Malaysia, amongst others:

- Office Buildings (Petronas Twin Towers, Securities Commission Building, MNI Twins)
- Shopping Malls & Retail Centres (Suria KLCC, Lot 10, Mid Valley, Putrajaya Parcel Z)
- Hotels (Puteri Pan Pacific, Holiday Inn Shah Alam, Mandarin Oriental)
- Process Plants (NS Cement Plant, Press Plants for NSTP, MAS Catering)
- Industrial/Manufacturing Facilities (Intel, EAC Logistics, MAS Complex, Fibertex non-wovens)
- Engineering Facilities (MAS Hangar, Advanced Cargo KLIA, Ipoh Water Scheme)
- Transport (KL Sentral Station)
- Hospitals (Ampang Puteri Hospital)
- Leisure (Staffield Country Resort, Samaworld, Selangor Turf Club)
- Residential (Housing schemes)
- Building Refurbishment (K & N Kenanga, Mutiara Hotel KL)
- Due Diligence study (Plaza Perangsang, Mutiara Hotel KL)
- Industrial-Design&Build(EAC Logistics, Dumex Milk Packaging, Nilai)

*WTW Bovis provide  
qualified expertise and  
proven professional  
management systems  
that give particular  
advantages to a project.*



**Bovis**  
WTW  
A LEND LEASE COMPANY

**WTW Bovis Sdn Bhd**

Level 11, Tower 1  
MNI Twins, 11 Jalan Pinang  
50450 Kuala Lumpur  
Tel: 603 – 2163 4511  
Fax: 603 – 2161 5421  
E-mail:  
wtwb@ap.bovislendlease.com

*WTW Bovis is the  
Retail Planner &  
Concept Designer and  
Project Manager for  
this 186,000 square  
metre retail centre  
located at Parcel Z,  
Putrajaya. This  
Greenfield site  
measures 53 acres and  
is situated beside the  
Putrajaya lake.*



**WTW Bovis Sdn Bhd**

Level 11, Tower 1  
MNI Twins, 11 Jalan Pinang  
50450 Kuala Lumpur  
Tel: 603 – 2163 4511  
Fax: 603 – 2161 5421  
E-mail:  
wtwb@ap.bovislendlease.com

## ON-GOING PROJECTS

WTW Bovis is providing a full range of services to its esteemed clients including :

### ● **The Construction Management of The Refurbishment of Mutiara Hotel, Kuala Lumpur**

WTWB is the Construction Manager (CM) for the total hotel refurbishment of this over 500-room hotel. Some of the works which include total Mechanical, Electrical & Plumbing changes and upgrade, guest bedroom refurbishment, including bathroom enlargements, corridor and common area improvements and re-engineering will be undertaken whilst the hotel is in operation. As the CM, WTWB will ensure that good quality workmanship is implemented and proper co-ordination of all trades is conducted, whilst ensuring that safety & security is adhered to.

### ● **Design & Build of Industrial Facilities for Fibertex non-wovens in Nilai, Negeri Sembilan**

WTW Bovis Sdn Bhd has been engaged as the Design & Construct contractor for Fibertex Nonwoven's new factory located at Nilai, Negeri Sembilan. This is the Danish company's first plant outside Europe. The site measures approximately 6 acres and is located in a prominent industrial park. The new facility is circa 10,600 square metres in size and consists



of production and storage areas, services to accommodate the Client's equipment, cabinet rooms, administration building, landscape and general infrastructure works. The extremely short duration of 9 calendar months is aggressive but achievable with the completion of the building envelope in Nov 2002 to receive the Client's equipment from Denmark.

Project completion is scheduled for Feb 2003. The contract value of RM18.6 million includes concept, schematic and detail design, construction works including, EIA & topographical studies and authority approvals.

### ● **Retail Planning & Project Management of a Retail Centre located at Parcel Z, Putrajaya.**

WTW Bovis is the Retail Planner & Concept Designer and Project Manager for this 186,000 square metre retail centre located at Parcel Z, Putrajaya. This Greenfield site measures 53 acres and is situated beside the Putrajaya lake. The facilities will include cinemas, food courts, boulevards, bowling alleys, and recreational areas and will eventually be connected to hotel facilities. Our expertise in Retail Planning & Concept design is very much appreciated by the client and has enabled them to enhance the development. The WTWB stringent Safety procedure is being implemented along with our Environmental & Health Management Plan.

### ● **Kuala Lumpur Sentral Station**

Engaged as Employers Representative for the station facilities, WTW Bovis will complete our services in end 2001. The station has been successfully completed



and is open to the public. Final account and closing out issues are currently being addressed, all facilities, track systems and infrastructure works are fully operational.

● **Retail Planning, Design & Construction of KL Pavilion Retail Centre at Jalan Bukit Bintang, Kuala Lumpur.**

WTW Bovis has been engaged as retail planners & project managers for this development & is seeking to convert our involvement to a construction role.

● **Project Managers for a Luxury Condominium Project in Bangsar.**

WTW Bovis has been appointed Project Manager for a luxury apartment development in Bangsar, Kuala Lumpur, Malaysia. The site measures 1.75 acres and is located in the upmarket suburb of Bangsar, near Kuala Lumpur city.

The development encompasses low density, large luxury apartments with an approximate construction cost of RM90 million.

*WTW Bovis has been engaged as retail planners & project managers for this development & is seeking to convert our involvement to a construction role.*



**WTW Bovis Sdn Bhd**

Level 11, Tower 1  
MNI Twins, 11 Jalan Pinang  
50450 Kuala Lumpur  
Tel: 603 – 2163 4511  
Fax: 603 – 2161 5421  
E-mail:  
wtwb@ap.bovislendlease.com

# International BRUNEI Property 2003

SERVING THE PROPERTY INDUSTRY NATIONWIDE SINCE 1960

**The property market in 2002 has more or less stabilized. However, investors remained cautious. The general market sentiment is that there is no clear indication of a forthcoming market recovery.**

## RETAIL/OFFICE

The Bangunan Persatuan Guru-Guru Melayu Brunei (PGGMB) was officially opened in May. This latest landmark in the town centre houses commercial space on the ground and first floors. It also accommodates foodcourts, business suites and offices. Apart from this, the building has its own multi-storey car park building which is being leased from the Municipal Board.

The rentals for this building are as follows:

Floor	Rental Rates per month
Ground & First (Commercial)	B\$48 – B\$75 per square metre
Second (Food Court)	B\$1,500 per stall
Ninth (Business Suites)	B\$1,500 per suite
Tenth (Business Suites)	B\$1,350 per suite
Eleventh – fourteenth (Offices)	B\$38 per square metre

Two other new additions to the town centre are the Dar Takaful IBB Utama and the Dar Takaful IBB 2.

Dar Takaful IBB Utama comprises 10 floors including a basement car park. This building houses office space on its first to sixth floors, most of which are being owner-occupied by Takaful IBB. The Dar Takaful IBB 2, which is constructed adjacent to the Dar Takaful IBB Utama, accommodates shops, offices, restaurants, residential units and sports facilities.

The asking rentals for these two buildings are as follows:

	Dar Takaful IBB Utama Rental per square metre	Dar Takaful IBB 2 Rental per square metre
First Floor	B\$60-B\$70	Shops: B\$50-B\$60 Food courts: B\$20-B\$23
Second	B\$54-B\$64	B\$31-B\$36
Third	B\$47-B\$55	B\$22-B\$25
Fourth	B\$47-B\$55	B\$33-B\$40 (Health Club)
Fifth	B\$47-B\$55	Pools: B\$1,900-B\$2,200 per month Badminton/Squash: B\$6,300-B\$7,500 per month
Sixth	B\$47-B\$55	
Ninth		Gym: B\$1,600-B\$1,800 per month
Tenth		Restaurant: B\$12,200-B\$14,300 per month
Eleventh		Apartment: B\$3,400-B\$4,00 per month
Penthouse		B\$6,200-B\$7,300 per month

Notwithstanding the above, however, the general market rent for retail and office space remained competitive in the region of B\$50 to B\$70 per square metre and B\$10 to B\$25 per square metre respectively.

A major ongoing development project is The Mall in Gadong. By the last quarter of 2002, the project is over 50% completed. It boasts 150 hotel apartments, 170 shop units, four cineplexes, three international conference rooms and a ballroom (banquet hall). The Mall is scheduled for soft launching in August 2003.

## RESIDENTIAL

There were no major residential developments throughout 2002 except for the National Resettlement Housing Schemes within the Brunei Muara and Belait districts.

There were still very limited transactions. Although the number of property auctions has increased, very few of these auctions were successfully concluded. Owing to declining rentals and limited scope of capital growth, residential properties are no longer an attractive option for investment.



**C H Williams Talhar & Wong  
(B) Sdn Bhd**

Shop 11, 3<sup>rd</sup> Floor Jalan McArthur  
Bandar Seri Begawan BS8711  
Negara Brunei Darussalam  
Tel : 673 – 228 050 / 234 695  
Fax : 673 – 228 050 / 243 695  
E-mail: wtwb@brunet.bn

## INDUSTRIAL

The scope of industrial developments in Brunei Darussalam is very limited. The Government grants long leases to individuals and companies at nominal annual premiums to promote industrial developments in the Sultanate. Several areas have been earmarked for this purpose including Serasa, Lambak and Beribi. A fair number of these plots are utilized for auto dealers' showrooms and service centres, garment factories and food processing plants; and to a much lesser extent, brick and floor tile factories. These properties are exclusively granted to specific individuals or companies for specific purposes. No transfers or sub-leases are allowed.

The term 'light-industrial' is commonly used in Brunei Darussalam, which relates to two to four storey shophouses. These shophouses are intended for 'light-industrial' activities such as auto repairs and service centres, hardware shops and small-scale food processing shops. However, most of these premises are used for a wide range of commercial activities.

Despite the apparent over-supply of shophouses, the Kiulap, Serusop and Lambak areas proceeded with developments as planned. At least 80 units were completed in 2002, and another 68 units are expected to be completed in 2003. Reportedly, more shophouse developments are in the pipeline.

The prices and rentals of these shophouses remained more or less consistent with the previous year. A typical 3 storey shophouse in Kiulap is selling between B\$400,000 and B\$450,000 and at a rental of B\$3,500 per month; whereas a similar unit in Serusop is selling at B\$450,000 and at a rental of B\$4,500 per month. However, a fair number of shophouses on the outskirts of Bandar Seri Begawan are still vacant.

## HOSPITALITY/LEISURE

2002 was another difficult year for hoteliers in Bandar Seri Begawan. Despite aggressive campaigns by the Government to lure tourists into the Sultanate, the number of tourist arrivals is still short of offsetting the supply of over 2,000 rooms.

Hotels on the outskirts suffered the most with occupancy rates of 20% and below, in spite of discounts of up to 50% of the published room rates.

## 2003 MARKET OUTLOOK

***The market is expected to remain passive. Property investors are not in a hurry to close deals. Most developers are apt to stay away from new developments, while other projects will remain on hold at the blueprint phase.***

*The market is expected to remain passive.*

*Property investors are*

*not in a hurry to close*

*deals. Most developers*

*are apt to stay away*

*from new*

*developments, while*

*other projects will*

*remain on hold at the*

*blueprint phase.*



**WTW**  
INTERNATIONAL

**C H Williams Talhar & Wong  
(B) Sdn Bhd**

Shop 11, 3<sup>rd</sup> Floor Jalan McArthur  
Bandar Seri Begawan BS8711  
Negara Brunei Darussalam  
Tel : 673 – 228 050 / 234 695  
Fax : 673 – 228 050 / 243 695  
E-mail: wtwb@brunet.bn

# Professional Services

# International Property 2003

SERVING THE PROPERTY INDUSTRY NATIONWIDE SINCE 1960

**WTW, with extensive experience and its large research capability and local knowledge offers to the market place, reliable advice with a commitment to serve over a wide geographical area. The WTW Property Market Report released since 1977 and the CEO Property Sector Opinion Surveys compiled since 1990, continues to provide reliable information to the market place. A full range of professional services are available.**

## VALUATION

Valuation of all real properties for various purposes including mortgage credit security, fire insurance, taxation, liquidation/receivership. Valuation for investment decisions such as sale, purchase and letting. Asset valuation for corporate accounting and financial statements, and submission to the Securities Commission.

Valuation and consultancy for compulsory acquisition compensation claims including appearance as expert witness in judicial proceeding. Valuation of "going concern" and special purpose properties such as timber concessions, mining lands and quarries.

## RESEARCH

Undertake market studies - surveys and market intelligence. Provide analyses to determine demand and supply. Conduct marketability studies - pricing levels and strategies. Undertake viability studies - assessment of feasibility of projects. Assess development proposals on their suitability to client's needs.

Provide continuous market research capabilities. Provide investment and economic analysis. Undertake property market forecasting. Provide market research and develop property indices. Prepare development plans/schemes. Advice on planning of comprehensive development and redevelopment schemes. Make recommendations on highest and best use.

## PROPERTY MANAGEMENT

Management of buildings from a single residential unit to a property portfolio consisting of various types of properties. Recommendations on rental, service charges, sinking fund and sale policies. Collection of rent and payment of all outgoings. Maintaining rent-rolls and accounts.

Control and supervision of repairs, maintenance and redecoration. Advice on insurance and valuation for fire insurance. Ensuring performance of tenancy agreements and implementing rent reviews.

## AGENCY / MARKETING

Sale, purchase and letting of all types of real estate ranging from vacant lands and individual houses to high-rise office blocks, shopping complexes, hotels, industrial schemes, development lands and plantations. Locating, identifying and securing sites for special users. Advice on and implementation of marketing strategies of commercial, retail, industrial and office space.

## DEVELOPMENT MANAGEMENT

Advice on property development process with emphasis on environmental concerns. Evaluation of existing property portfolio. Acquisition of lands, which are ripe for development. Facilitate applications to state and relevant authorities for alienation of land and other approvals.



Determine the most appropriate layout for subdivision to achieve the optimum return. Consider relevant forms of development for a particular site including the development concept, mix, layout design and expected marketability. Advice on the most effective mechanism of development through Joint-Venture. Development Right, Sale & Leaseback, etc.

Source for and recommend joint-venture partners. Conduct project tendering and evaluate development proposals to achieve the best use. Monitor progress, costs and quality. Consider special interests in environment, tourism, aviation, maritime, energy, agriculture, science, education and taxation where they relate to property.

### **PLANT & MACHINERY**

Valuation of plant & machinery for various purposes including insurance, finance, sale, credit security and foreclosure. Valuation of building services plant and fit-out for depreciation purposes. Chattel valuation such as office furniture and fixtures, hotel operating equipment and accessories.

### **CORPORATE REAL ESTATE**

Redefine strategic plans, processes and activities for both public and private sector organisations. Produce improvements in operating efficiencies and performance of real estate holdings. Develop and apply technology to corporate real estate. Provide corporations with an edge over competitors by focusing on improved productivity ie people, space and capital.

Consider real estate as a major component of an organisation's balance sheet. Translate growing pressures to contain and reduce costs. Outsource corporate real estate management functions to enhance shareholder value.

### **STRATEGIC CONSULTING**

The early success or failure of any investment, proposed occupation and use of project depends greatly on the strategy adopted. Advice on the appropriate strategies to adopt in maintaining a property portfolio to maximise return over the long term.

### **AUCTION**

To act for High Courts, Land Administrators and other clients to conduct auctions of land, buildings and chattels. To act for clients in bidding for properties at public and private auctions.

### **FACILITIES MANAGEMENT**

Managing business support services, workplace audits and benchmarking, service level measurement, procurement and management of support services.

### **PROJECT AND CONSTRUCTION MANAGEMENT**

'Single point' commercial management expertise in the coordination of the project team involved in the design and construction of development project to meet clients' objectives in terms of time, cost and quality. The scope of work includes design management, value engineering, cost control techniques, time control procedures, quality management, contracting and procurement strategies to design, construct and commission the project.

### **INVESTMENT CONSULTANCY**

Advice on property investment strategy and the right mix for real estate portfolio. Advice on asset diversification and risk management. Advice on the acquisition and holding of property for long or short term investment. Consider aspects of property taxation. Assessment of viability of each project. Facilitate foreign investments. Help in the understanding of the real estate market.



**WTW**  
INTERNATIONAL

# WTW Network *International* Property 2003

SERVING THE PROPERTY INDUSTRY NATIONWIDE SINCE 1960

## BRANCHES

### *KUALA LUMPUR*

#3228, Menara Tun Razak  
Jalan Raja Laut  
P O Box 12157  
50768 Kuala Lumpur  
Tel : 03 – 2693 8888  
Fax : 03 – 2693 6565  
E-mail: wtw@wtw.po.my

### *ALOR SETAR*

2<sup>nd</sup> Floor, Kheng Chew Assc.  
38 Jalan Putra  
05100 Alor Setar  
Tel : 04 – 730 3300  
Fax : 04 – 730 2200  
E-mail : wtwas@po.jaring.my

### *BUTTERWORTH*

No. 33, Jalan Todak 4,  
Pusat Bandar Seberang Jaya  
13700 Seberang Jaya  
Tel : 04 – 398 1188  
Fax : 04 – 397 1188  
E-mail: wtwbw@po.jaring.my

### *PENANG*

35, Green Hall  
P O Box 1161  
10850 Penang  
Tel : 04 – 263 3377  
Fax : 04 – 263 0359  
E-mail: wtwpg@po.jaring.my

### *IPOH*

13A, 1<sup>st</sup> Floor,  
Jalan Panglima  
P O Box 562, 30760 Ipoh  
Tel : 05 – 241 0611  
Fax : 05 – 255 6536  
E-mail: wtwipoh@po.jaring.my

### *PETALING JAYA*

15.03 15<sup>th</sup> Floor, Menara MPPJ  
New Town Centre  
46200 Petaling Jaya  
Tel : 03 – 7956 9211  
Fax : 03 – 7957 8049  
E-mail: wtwpj@tm.net.my

### *SEREMBAN*

1<sup>st</sup> Floor, Kompleks Negeri  
7-A, Jalan Dr Krishnan  
70000 Seremban  
Tel : 06 – 763 7373  
Fax : 06 – 765 3360  
E-mail: wtwsbn@po.jaring.my

### *MELAKA*

178 Jalan Merdeka  
Taman Melaka Raya  
75000 Melaka  
Tel : 06 – 281 2288  
Fax : 06 – 284 6399  
E-mail : wtwmlc@po.jaring.my

### *BATU PAHAT*

37-4B, Jalan Rahmat  
83000 Batu Pahat  
Tel : 07 – 434 6122  
Fax : 07 – 431 6921  
E-Mail: wtwbp@po.jaring.my

### *JOHOR BAHRU*

Unit 18B Level 18  
Menara Ansar  
65 Jalan Trus  
P O Box 320  
80000 Johor Bahru  
Tel : 07 – 224 3388  
Fax : 07 – 224 9769  
E-mail: wtwjb2@po.jaring.my



### ***KUALA TERENGGANU***

4<sup>th</sup> Floor, 98, Jalan Banggol  
20100 Kuala Terengganu  
Tel : 09 – 626 2760  
Fax : 09 – 622 2788  
E-mail: wtwkt@tm.net.my

### ***KOTA BHARU***

PT 1185, Level 2  
Jalan Kebun Sultan  
15350 Kota Bharu  
Tel : 09 – 748 7070 / 743 1006  
Fax : 09 – 744 7545  
E-mail: wtwkb@po.jaring.my

### ***KUANTAN***

5<sup>th</sup> Floor, Bangunan Hongkong Bank  
Jalan Mahkota  
25000 Kuantan  
Tel : 09 – 515 0000  
Fax : 09 – 514 5793  
E-mail: wtwktn@po.jaring.my

## **ASSOCIATED OFFICES**

### ***KOTA KINABALU***

2<sup>nd</sup> Floor,  
EONCMG Life Building  
No. 1, Jalan Sagunting  
P O Box 14414  
88850 Kota Kinabalu  
Tel : 088 – 248 801  
Fax : 088 – 230 826  
E-mail: wtwskk@pc.jaring.my

### ***SANDAKAN***

Room 602, 6<sup>th</sup> Floor  
Lai Piang Kee Building  
Jalan Lima, WDT No. 110  
90009 Sandakan  
Tel : 089 – 217 025  
Fax : 089 – 272 850  
E-mail: rchung@pc.jaring.my

### ***LABUAN***

1<sup>st</sup> Floor, Wisma Chee Sing  
48 Jalan Merdeka  
P O Box 82229  
87032 Federal Territory of Labuan  
Tel : 087 – 416 341  
Fax : 087 – 416 342  
E-mail: wtwslbn@tm.net.my

### ***TAWAU***

305, 1<sup>st</sup> Floor  
Leong Hua Building  
Dunlop Street,  
P O Box 60394  
91013 Tawau  
Tel : 089 – 774 349  
Fax : 089 – 762 287  
E-mail: wtwstwu@tm.net.my

### ***LAHAD DATU***

2<sup>nd</sup> Floor, Lot 2, Block A  
RHB Building  
Metro Commercial Centre  
Jalan Kiambang  
P O Box 60600  
91115 Lahad Datu  
Tel : 089 – 882 393  
Fax : 089 – 885 088  
E-mail: leongsy@tm.net.my

### ***KUCHING***

No.9 (1<sup>st</sup> Floor)  
Jalan Song Thian Cheok  
P O Box 2236  
93744 Kuching  
Tel : 082 – 246 262  
Fax : 082 – 416 909  
E-mail: kuching@wtwy.com

### ***MIRI***

Lot 1139 Miri Waterfront  
Commercial Centre  
98000 Miri  
Tel : 085 – 432 821  
Fax : 085 – 411 786  
E-mail: miri@wtwy.com

### ***SIBU***

No. 11 & 12, 2<sup>nd</sup> Floor  
Lorong Kampung Datu 3  
P O Box 1467  
96008 Sibu  
Tel : 084 – 319 396  
Fax : 084 – 320 415  
E-mail: sibu@wtwy.com

### ***BINTULU***

1<sup>st</sup> Floor, 35BDA  
Shahida Commercial Centre  
Lebuhraya Abang Galau  
P O Box 363  
97008 Bintulu  
Tel : 086 – 335 531  
Fax : 086 – 335 964  
E-mail: bintulu@wtwy.com



**WTW**  
INTERNATIONAL

***BRUNEI***

Shop 11, 3<sup>rd</sup> Floor Jalan McArthur  
Bandar Seri Begawan BS8711  
Negara Brunei Darussalam  
Tel : 673 – 228 050 / 234 695  
Fax : 673 – 228 050 / 243 695  
E-mail: wtwb@brunet.bn

***WTW BOVIS SDN BHD***

Level 11, Tower 1  
MNI Twins, 11 Jalan Pinang  
50450 Kuala Lumpur  
Tel: 603 – 2163 4511  
Fax: 603 – 2161 5421  
E-mail: wtwb@ap.bovislendlease.com



**WTW**  
INTERNATIONAL

C H Williams Talhar & Wong

# Professional Staff

# International Property 2003

SERVING THE PROPERTY INDUSTRY NATIONWIDE SINCE 1960

## ALOR SETAR

Muzlini Said  
B.Sc Land Mgt (Reading) MISM  
**Branch Manager**

Fazida Amir  
BLE (Hons) (Aberdeen)

Norrushidah Zakaria  
Adv Dip in Est. Mgmt. (ITM)

Rosli Mansor  
Dip in Est. Mgmt. (ITM)

## BATU PAHAT

Tew You Kian  
B.Surv (Hons) Prop. Mgt (UTM) MISM  
APEPS  
**Director**

## BUTTERWORTH

Tony Lee Eng Kow  
B.Sc (Hons) Est. Mgt. MISM APEPS  
**Director**

Fook Tone Huat  
B.Sc (HBP) (Hons) MISM  
**Senior Assistant Manager**

Mohd Radi B. Hj. Mohd Noh  
B.Surv (Hons) Prop. Mgt (UTM)

Azlan Bin Yusof  
B.Surv (Hons) Prop. Mgt. (ITM)  
Dip. Est. Mgt. (ITM)

## IPOH

Heng Kiang Hai  
B.Surv. (Hons) Prop. Mgt. (UTM)  
MBA (Real Estate, UWS) MISM APEPS  
**Director**

Asnida Isa  
Adv Dip. Est. Mgt. (UiTM)  
**Assistant Manager (Valuation)**

Gerard Arthur Pereira  
Licenced Auctioneer

Tham Wai Ping  
B. Sc (Hons) Const. Mgt. (USM)

Chong Ying Haan  
B.Sc (Hons) Prop. Mgt. (UTM)

## JOHOR BAHRU

Mohd Talhar Abdul Rahman  
FRICS FISM MSISV APEPS  
**Group Chairman**

Danny S K Yeo  
Assoc. Dip in Val (RMIT) MISM APEPS  
**Director**

Goh Boon Guan  
B.Surv (Hons) Prop.Mgt. (UTM)  
**Senior Assistant Manager (Valuation)**

Abdul Jalil bin Hashim  
B.Surv (Hons) Prop. Mgt. (UTM)  
**Assistant Manager (Valuation)**

Kho Jit Keau  
B.Surv (Hons) Prop. Mgt (UTM)  
**Assistant Manager – Project/Investment Market**

Linda Lee Choon Huay (E428)  
**Assistant Manager (Estate Agency)**

Norsiyati Mamat @ Nawi  
B.Sc (Hons) Est.Mgt. (Liverpool)

Mohd Rasyidi Bin Mohd Salleh  
B.A (Hons) Est. Mgt (ITM)

Cheng Wui Kiang  
B.Surv(Hons) Prop.Mgt. (UTM)



Nawal Dato' Khudzairi  
B.(Hons) Est. Mgt (UM)

Mohd Diah Md Tahir  
B.Sc (Hons) Prop. Mgt. (UTM)

Lee Kun Thye  
B.Sc (Hons) Prop. Mgt. (UTM)

## KOTA BHARU

Muhd Kamal bin Mohamad  
Adv Dip. Est. Mgt. Reg. Valuer & Reg. Est.  
Agent. MISM APEPS  
**Branch Manager**

Wan Alida Fairuz Bin Wan Daud  
B.Surv (Hons) Prop. Mgt (UTM)  
**Assistant Manager**

Mat Nori Bin Mat Yusoff  
Dip in Est. Mgt. (UiTM)

## KUALA LUMPUR

John S C Loh KMN SSA PJK  
M.Sc (NUS), MBA(Finance) (Hull) FRICS  
FISM APEPS  
**Managing Director**

Goh Tian Sui  
B.Sc (Hons) Est. Mgt (Reading) FRICS FISM  
APEPS  
**Deputy Managing Director**

P.A. Chong SMP  
B.Sc Est.Mgt (Leicester) FRICS FISM APEPS  
**Director**

Muhammad Baharuddin Mustafa  
B.Surv (Hons) Prop. Mgt (UTM) MISM  
MMIM APEPS  
**Director**

Aziah Mohd Yusoff  
BLE (Hons) (Aberdeen)  
MBA (Real Estate, UWS) MRICS MISM  
APEPS  
**Director**

Abdul Halim Othman  
B.Sc Est.Mgt (Reading) FRICS FISM APEPS  
**Consultant**

Carol Chin  
B.A. Econs (Hons) (B'ham) MIM  
**Manager (Business Development)**

Eva David  
B.A (Hons) Adelaide  
**Manager (Research & Corporate)**

Ang Nooi Kiang  
**Manager (Finance)**

Ma Ying Shy  
ACIS  
**Manager (Human Resource)**

Michelle Chong Sau Ying  
**Manager (Administration)**

Vincent Wong Yuen Koong  
**Head (Commercial & Industrial)**

Anna Wong Kok Ling  
**Head (Residential)**

Shuraiya Abdul Rahman  
B.LE (Hons) (Aberdeen)  
**Head (Marketing)**

Mokhtar Hj Mahmud  
Adv. Dip. Est. Mgt (ITM)  
**Senior Assistant Manager (Relationship)**

Tan Ka Leong  
B.Surv (Hons) Prop. Mgt (UTM)  
**Senior Assistant Manager (Valuation)**

Celine Tan Paik Hoon  
ACIS ACSM  
**Senior Assistant Manager  
Personal Assistant (Finance Director)**

William Wan Chee Pan  
Dip. in Prop Mgmt  
**Senior Assistant Manager (Prop Mgmt)**

Carol Billy Spencer  
B.Sc (Hons) Urb Est. Mgt (Northumbria)  
**Senior Assistant Manager**

Marlene Padan  
B.Com (Hons) Prop. Econ (UWS)  
**Senior Assistant Manager**

Chen Chee Weng  
B.(Hons) Est. Mgt. (UM)  
**Assistant Manager (Webmaster)**

Wong Fook Choy  
Dip. in. Electrical / Electronics  
**Assistant Manager (P & M)**

Ainuddin Jalaini Ismail  
B.Sc (Hons) Urb. Est. Mgt. (Liverpool)  
**Assistant Manager**



**WTW**  
INTERNATIONAL

Yeo Kian Aun  
MBA (Finance) (CSU) B. (Hons) Est. Mgt.  
(UM)

**Assistant Manager**

Tan Shu Yuen  
B.(Hons) Est. Mgt. (UM)

**Assistant Manager**

Alexander Manyin  
B.Sc (Hons) Land Mgt (Reading)

**Assistant Manager**

Burhan Salleh  
B.Bs (Prop. Mgt.) (RMIT)

**Assistant Manager (Valuation)**

Wong Huey Feng  
B.Sc (Hons) Est. Mgt. (UM)

**Assistant Manager (Development & Consulting)**

Azizul Rahman Bin Mohammad  
B.Sc (Hons) Est. Mgt. (UiTM)

Azam Abdul Aziz  
B.Sc (Hons) Est. Mgt.(UK)  
Dip.in HE (Law) UK

Lim Chai Yin  
B.(Hons) Est. Mgt. (UM)

Lam Tuck Kiong  
B.Sc (IT) (Queesland)

Nathalene Bong Sim Peng  
B.Bs (Tasmania)

Vasantakumar Machap  
B.Sc Real Est. Mgt. (UTM)

Wendy Choy Ching Woon  
M.Com (Funds Mgmt) UNSW  
B.Com (Prop Econ) UWS

Mohd Fazli A Majid  
B.Sc Est. Mgt. (UiTM)

Yong Sook Fun  
B (Hons) Est. Mgt. (UM)

Tan Say Keat  
M.Sc Real Estate (UK)  
B.Sc Est. Mgt. (UM)

Yap Kin Ling  
M.Sc (Housing) USM  
B.Soc Science (Econ) USM

Irwati Mas Ayu Binti Dahili  
B.Sc (Prop Mgmt) (UTM)

## KUALA TERENGGANU

Mohd Firdaus Bin Idris  
B.Sc (Hons) Est.Mgt. (Lond) MISM APEPS  
**Branch Manager**

Hasniyati Hamzah  
B. Sc Land Mgt (Reading)  
**Assistant Manager**

Muhamad Haneef Bin Ali  
B.Sc. Real Est. Mgt. (UTM)

Nik Mohd Nazirin Nik Zakaria  
Dip. in Val (UTM)

## KUANTAN

Hj Wan Nordin Hj Wan Salleh  
Dip Val. (Auckland) Dip Est. Mgt. (UiTM)  
MISM APEPS  
**Director**

Pek Kok Hing  
B A Econs (Hons) UM

Liom Hong Sang  
Registered Estate Agent (E-535)

Md Anizam Bin Md Muis  
B.Sc Prop. Mgt. (UTM)

Fauzan Bin Ismail  
B.Sc Prop. Mgt. (UTM)

## MELAKA

Foo Gee Jen  
B.Surv (Hons)Prop,Mgt (UTM)MISM APEPS  
**Director**

Hazni bin Hassan  
B.Sc ULE (Sheffield)

Mok Thai Thong  
Dip. Val (UTM)

Ab. Razak Bin Abdullah  
Dip. Est. Mgt (ITM)

Azlan Abd. Hamid  
Dip. Est. Mgt (ITM)  
BBA Hons (Marketing) (UiTM)



## PETALING JAYA

P'ng Soo Theng  
B.Sc Val. & Est. Mgt (Bristol) FRICS MISM  
APEPS

### **Director**

Sabariah Bte Eni  
Adv. Dip. in Est. Mgt (ITM)

### **Assistant Manager**

Mujahid Bin Sulaiman  
B.Sc in Est. Mgt. (UiTM)

Khaw Eng Leng  
B.Sc (Land Mgmt) (UK)

Ramlee Bin Hj Puteh  
Dip. in Est. Mgt (ITM)

Wong May San  
ACCA

## PENANG

David Khoo Tiang Huat  
FRICS FISM APEPS

### **Director**

Kenny Koay Chin Kean (E888)  
**Senior Assistant Manager (Property Management)**

Ooi Huey Fen  
B.Sc (Hons) Est. Mgt (UM)

Tee Shy Ming  
B.Sc (Hons) Land Admin & Devt (UTM)

## SEREMBAN

Ku Fuziah Ku Hamzah  
B. Sc (ULA) (P'mouth) MISM APEPS  
**Director**

Azahari Bin Alias  
B.Sc (Prop Mgmt) (UTM)

Abd Razak Bin Mohd Haron  
Dip in Val (UTM)

Kunasuntaree a/p Purumal  
B.Sc Prop. Mgmt (UTM)

## SABAH

### KOTA KINABALU

Chong Choon Kim  
B.Sc Est. Mgt. (Reading) MRICS FISM  
**Managing Director WTW (Sabah)**

Agnes Lee Siew Ngoh  
B.Sc (Hons) (UM) B.Sc (Hons) Est. Mgt  
(Reading) MISM  
**Business Development Manager**

Victor Yong  
B.Eng (Mech Eng) (Oxford Brookes)

Anna Vun Mei Na  
B.Sc (Land Admin & Dev)

Azizan Bin Idris  
Dip – Est. Mgt.

Benjamin V K Mu  
B.Sc (Hons) Urban Prop Surveyor

Chen Yen Ping  
B.Bus Economics & Finance

Eric Chong Chen Loong  
BBs (Val & Prop Mgt)

Vivian Cham Sen Yun  
B.A (Hons) Marketing

Chan Mon Hueg  
B.Sc (Hons) Est. Mgt.

Chua Teck Ong  
B.Com (Prop)

### LAHAD DATU

Leong Shin Yau  
B.Comm (Canterbury) MISM APEPS  
**Director**

### SANDAKAN

Robin Chung York Bin  
BSc (Est.Mgt.) (CNAAB) MBA (Reading)  
Dip. Proj. Mgt. MRICS FISM  
**Director**

Raymond Chu Tai Keung  
B.Sc (London)

Al Fazli Bin Mohd Salleh  
B.Surv (Hons) & M.Sc (Prop.Mgt.) (UTM)



**WTW**  
INTERNATIONAL

C H Williams Talhar & Wong

## TAWAU

Frederick Victor Kilos  
B Sc (London) IRRV MISM APEPS  
**Director**

Desmond Liew Vui En  
Bsc Est. Mgt (London)

## LABUAN

Doreen Lee  
BSc Est. Mgt. (Herriot – Watt) MISM APEPS  
**Director**

## SARAWAK

Henry Yeo Hap Soon  
B.Sc Est. Mgt (Reading Dip. SCM FRICS  
IRRV MISM APEPS MMIEA  
**Founder Managing Director**

## KUCHING

Alan Chew  
B.Sc Est. Mgt (Reading) FRICS FISM APEPS  
MMIEA  
**Director**

Sim Guan Hiong  
Dip. Mech. Eng & Dip. Rub. Process (IPM)  
**Manager (Plant & Machinery)**

Elaine Tan Li Hui  
B.A Econs (UM)  
Prop Management & Research

Chan Jui Hui  
B.Bus Prop. (RMIT)

Shafiza Jaya  
B.Sc. (Land Mgt) (P'mouth)

Kenneth Wong Cheng Ai  
B.Bus (Prop) (RMIT)

Nurul Shaffiza Mohammad  
B Sc (Hons) Urban Land Economics

Ho Liew Chin  
B Computer Science (Wollongong)

## SIBU

Wong Ing Siong  
B.Sc. (Hons) Est. Mgt (Reading) MISM IRRV  
ARICS APEPS MMIEA  
**Managing Director WTWY (Sarawak)**

## MIRI

Hj Radzali Bin Hj Alision  
B.Sc. Est. Mgt (Southbank) MRICS MISM  
APEPS  
**Director**  
Vincent Tiong Eng Ming  
B.Sc. (Valuation & Est Mgt) (Bristol) MISM  
Registered Valuer

Teri Lee Yun Chew  
B.Com (Banking, Finance & Risk Mgmt)  
(Queensland)

Stanley Anyie  
Dip. Investment Analysis (ITM)

Samsudin Abang  
Dip in Banking (UTM)

Lee Yun Chew  
B. Com (Banking & Fin) (Queensland)

## BINTULU

Robert Ting Kang Sung  
B.Bus (VLE) (Perth)  
**Director (Alternate to Henry Yeo)**

William Kong  
B.Sc(Hons) Urban & Regional Planning  
(UTM)  
Registered Planner with the State  
Planning Authority

## WTW BOVIS SDN BHD

Mohd Talhar Abdul Rahman  
FRICS FISM MSISV APEPS  
**Chairman**

Dinesh K. Nambiar  
B.Sc (Hons) Bilg. Econs & Q.S. PMI (USA)  
**Managing Director**

Muhammad Baharuddin Mustafa  
B.Surv (Hons) Prop. Mgt (UTM) MISM MMIM  
APEPS  
**Director**



Leonard Lee  
B.Econs (Accounting)  
**Chief Accountant**

Goh Han Siang  
B.Tech (Hons)  
**Senior Operation Manager**

Rajeevan K.  
**Senior Construction Manager**

Oh Teik Min  
B.Sc (Hons) QS ARICS  
**Senior Commercial Manager**

David Goh  
B.Sc (Eng)  
**Project Manager – MEP**

Clarence Boudville Chong  
Dip Elect. Eng  
**Project Manager – IT**

See Hunt Soon  
B. Applied Sc ANZIQS  
**Project Manager**

Suresh Thambyiah  
B.Eng (Hons) Civil MBA  
**Project Manager**

Edwin Yip  
B Bldg  
**Project Manager**

Roslan Othman  
B.Sc(Hons) QS RICS  
**Cost Manger**

Azami Ismail  
B .A. (Hons) Architectural  
**Assistant Project Manager**

Rakesh Aravind  
B.Sc (QS)  
**Manager - Business Development**

Andre Kadarusman  
Cert. of Technology in Building  
Construction  
**Construction Manager**

## BRUNEI

Cornelius Koh  
B.Sc (Hons) Est. Mgt. (Reading) MRICS IRRV  
**Associate Director**

Kathy Lim Cheau Chiann  
B.Sc (Hons) Prop Mgmt & Inv



**WTW**  
INTERNATIONAL

C H Williams Talhar & Wong



