



Trending for 2017

> Highlighting Pinterest's decor ideas and more

BY ALYSSA JOON

WITH the new year comes new trends and for our property interior design article, we highlight fads that are expected to influence home owners and find their way into our private spaces. In early December, the team at Pinterest unveiled the "Pinterest 100 for 2017" board, sharing its "official" trend report for 2017.

PICKED AND PREFERRED

The description as stated on the board read – "Our insights team dug through a ton of data from the past year to identify the top emerging trends on Pinterest and the results are just too good to keep to ourselves". Hence, *theSun* shares these snippets of interior decor ideas that have become trends for 2017.

These trends that made it on Pinterest underwent a process and had to meet requirements and factors such as:

- ▶ year-over-year increase in interest of 25% and higher;
- ▶ critical mass of more than 500,000 saves on a topic; and
- ▶ a strong upward trend during the final three to six months of the

year, not including seasonal spikes.

As "home" is the third-largest category on Pinterest, with over eight billion ideas that cover the latest trends for a complete room renovation, we highlight some of these trends that can be applied locally.

WOOD TILES (+51%)

Wood tiles became the alternative to subway tiles. Its rustic look has become a common feature in kitchens and bathrooms. This trend should be nothing new to Malaysians as older houses and those in the rural areas are still built using wooden floor planks. Refresh these and give wooden flooring a touch of modern with new patterned wood tiles or swap them for porcelain or ceramic tiles for that extra gloss and luxe feel.



Nightstands.

PHOTO: WWW.PINTEREST.COM/PIN/450782243937552741

NIGHTSTANDS (+721%)

Nightstands were hugely favoured, as an item many people all over the world considered, to refresh their bedrooms. The bedroom essential can be easily replaced with a new design or DIY-ed to breathe new life into old pieces. Using self-adhesive wallpaper or paint are some of the ways DIY-ers are refreshing their nightstands. The staples of a nightstand include chic storage boxes or baskets, a small vase of flowers, night-time reading and a simple lamp. Though nightstands are not extensively used in this part of the world, it is much favoured and could work wonders for Malaysian homes too.

FARMHOUSE STYLE (+40%)

Farmhouse style is the latest go-to approach for "cosy family homes". Think neutral colours, distressed wood, natural textures, whitewashed decor and vintage decor and waah! You have yourself a home that expresses comfortable, snug, restful and easy-going interiors. Adorable cookie tins can be used as storage, old-school prints and distressed window shutters, as wall decor, and



Farmhouse style.

PHOTO: WWW.PINTEREST.COM/PIN/138345019782913197



Wood tiles.

PHOTO: WWW.PINTEREST.COM/PIN/450782243937552741

plump sofas are dressed with skirted linens. These along with linen rugs and throws give interiors a sense of warmth and fondness that simply make anyone feel quite at home.

HYGGE (+285%)

The "hygge" (pronounced as "hooga") communicates the lifestyle of the Danes which above all, mostly resemble a wave of hysteria than a trend, so much so the official Denmark tourism website even has a whole category dedicated to it! Dubbed the "New Scandinavian", hygge means "cosy warmth" and is loosely defined as "cosiness". While a hygge home could be expressed as one that is simple and serene, harmonious and never noisy or "chaotic" in decor, and colour schemes are mostly monochromatic or of tonal shades - a hygge home is something that you feel and can't be "bought". To help one further understand, the Danes are also known to be avid candlelighters, and candles radiate a glow that is inviting. It is also softer than using artificial lighting. Due to



Hygge.

PHOTO: WWW.PINTEREST.COM/PIN/313352086558807896

the warm feel emitted from the glow of candles, they have been linked to having a hygge-styled home - presenting an ambience that is perfect for relaxing in solitude or socialising with close friends.

INDOOR VINES (+200%)

2017 seems to be the year for being at one with nature as searches and saves for indoor vines surged. Mix creepers with geometrical metal wall trellises for a natural modern feel in living rooms. Vines have also been used to create accent walls, a great idea for homes with grey concrete walls. If you are following the pulse on interior trends, Pantone has also announced "greenery" and the sense of earthiness as the 2017 Colour of the Year. In Malaysia, plants have often



Home and property investment fair

FOR those keen on learning more about property, purchasing, investing, or if it is the right time to buy, maybe even just to understand the market or current property scene, register and secure a place at the upcoming iProperty.com Malaysia Home & Property Investment Fair.

To be held at Mid Valley Exhibition Centre from Feb 17 to 19 between 11am and 9pm, the three-day expo has much to offer. Be one of the first to view upcoming property project launches, especially with some of the top developers participating in this exhibition, 40 exhibitors in all.

The exhibition is free and open to the public.

Visitors can gain valuable insights and tips on property from renowned industry experts who will be delivering talks.

Speakers include Ahyat Ishak, Ishmael Ho, Gary Chua, Alan Poon, Chris Tan and others. There will also be a Millionaire Forum by

Mastery Asia on Feb 18. Only platinum cardholders of any bank will be eligible to attend. To join this forum, subscribe for a platinum card with your bank.

All registered visitors will also stand a chance to win exciting prizes via lucky draw sessions that will run throughout the expo.

Prizes include home appliance products, Apple Watch Series 1, cash vouchers and more.

There will also be a special lucky draw session exclusively for property purchasers on Feb 19 where property buyers stand to win roundtrip tickets to Bali for two, Samsung 50" Smart UHD LED televisions, gadgets like iPad Pro 32GB and Apple Watch Series 2 and more.

Free plant giveaways await the first 100 visitors daily.

With so many reasons to be part of this property purchase and investment fair, save the dates and stay tuned to iProperty.com or its Facebook page for updates.

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Indoor vines.

PHOTO: WWW.PINTEREST.COM/PIN/499125571184602109



Navy.

PHOTO: WWW.PINTEREST.COM/PIN/374572893990318724

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become part of one's home decor, on the exterior as well as the interior. Pods and plants can be placed in any part of the home to give private spaces a more homely feel. Hang them in pods and capsules or have them in vases and vessels of any shape and size – greens and flora are known to make people happier, help one recharge and even become more productive, apart from bringing a sense of "life" into interiors.

MARBLE WALLPAPER (+303%)

Wallpapers continue to be a trusted ally in interior design, but marbled textures take centre stage for 2017. The faux texture provides a quick and easy solution to creating a room that oozes luxury and leaves a lasting impression. Self-adhesive wallpapers also mean that marble motifs can be used on kitchen countertops for a quick fix to old furniture pieces. Once before, marble would radiate a sense of coldness, aloofness or without emotion, but today, the marble effect is seen in a new light. Whether using wallpaper or paint, marble itself and the marble effect on interiors is said to bring drama, luxury and personality to a space. Claimed "the material of the moment" by the *Nottingham Post* and many interior designers, marble disseminates a powerful atmosphere and an elevated mood.



Marble wallpaper.

PHOTO: WWW.PINTEREST.COM/PIN/23636868042474417

chic. The clear pieces are perfect for creating bright and airy homes as they do not add any visual weight to the eyes. Also known as Perspex, Plexiglas or Lucite, start out with small ornamental pieces such as



Acrylic deco.

ACRYLIC DECOR (+50%)

From tables to floating frames, acrylic decor is slowly climbing the ranks of home decor "must-haves". Some call it the "sister of glass" – acrylic now comes in many colours, is made from synthetic polymer and moulded as furniture and accessories that are undeniably

PHOTO: WWW.PINTEREST.COM/PIN/188447565636015393

accessory organisers, nightstands, bookends or photo frames to see if this style works for you. Acrylic clear ornaments make great for compact spaces as they appear as "there but not there" and give a sense of added space.

COPPER (+90%)

Copper is the new gold in 2017 with designers moving towards the muted metallic colour. When paired with neutral and pastel tones, copper fits in seamlessly for a room that is dramatic but not displeasing to the eyes. Try it out as accent pieces such as geometrical vases or photo frames, trinket dishes and trays, or complement copper with pastel pink and grey anchor pieces.

For those who have no clue of how to dress interiors with copper, check out Crate & Barrel's wide range of copper-coloured home accessories and copper-finished home accessories. The colour is the perfect accent to add a touch of warm and luxe to interior spaces.

NAVY (+80%)

Black is out and in its place is navy. The versatile deep blue is an elegant yet serious colour that can be paired in many ways to evoke different feelings. The most common pairing with navy blue would be white, to create a maritime-themed room. Navy can also be paired with bright colours for a vivacious and modern look. To create a room that exudes elegance, try repainting the walls with navy blue. Balance out the room with lighter interior design ornamental pieces in whites or neutral colours and use mirrors for maximising light. While navy may not come across as the favourite choice for many Malaysian homes, you should give it a try as the shade is said to conjure a sense of dependability, power and authority, reeling in a sense of classic to any common space. However, take heed when using navy in interiors. Do research to check out various ways to pair and complement other colours with this deep hue that can evoke feelings and emotions.

The trends for 2017 have shifted from something that is just about the outlook to decorating a home that provides a sense of calm and relaxation. Far from just impressing



Copper.

PHOTO: WWW.PINTEREST.COM/PIN/473652085786548832

the visual, instead, stirring a whole sensorial experience in its entire decor, colour scheme, material and composition of things. After a tumultuous 2016, elements of soothing tranquillity will surely be warmly welcomed within the home. Check out the full list of Pinterest trends by visiting the site online.

▶ Email your feedback and queries to: propertyqs@thesundaily.com



Tanzania

PHOTO: WWW.EXPOGR.COM/TANZANIA/BUILD EXPO/COUNTRY INFO

Property outlook 2017

– global perspective **PART 1**

> Brief look at the property scene across the world

AS in the start of getting into anything new, the new year included, there are bound to be uncertainties, reservations and fears, not knowing what to expect. In terms of the property market, it is the same. With that, *theSun* compiles information gleaned from various sources on real estate landscapes around the globe, including local views on what can be expected in Malaysia.

GLOBAL PERSPECTIVE

According to reports, transformation and change is expected where global economy is concerned. And as the economy is related to and affects the real estate industry, we can expect to see new developments, with new “players” said to be emerging in the global real estate arena.

Sources say the traditional favourites who have earned their place at the top are expected to continue maintaining their strong positions due to high economic activities and employment opportunities. However, new “players” are sprouting up across the globe, said to be attracting institutional and individual investors.

A recent article by JLL’s David Green-Morgan reported that Q4 of 2016 saw global investment activity at US\$196 billion (RM876 billion), 7% lower than Q4 in 2015. “While this also mirrors the full-year decline against 2015, much of this annual underperformance can be attributed to the first quarter, after which markets were playing catch-up for the remainder of the year. We must remember that 2015 was one of the most active years on

record so, while global transaction volumes are down year-on-year, the market has held up well, particularly given the uncertain political and economic environment,” said Green-Morgan.

His take on 2017: “As President-elect Trump takes office, the UK battles on-going Brexit negotiations and several European nations head to the polls, 2017 is unlikely to see an end to political and market uncertainty. However, the amount of capital targeting real estate across the world remains a constant. For 2017, we forecast volumes slightly exceeding the US\$650 billion of 2016, with the possibility of a move towards the US\$700 billion mark of 2014 and 2015 on the back of stronger global growth.”

NEW REALTY MARKETS

With surging new economies and the compulsion to identify high-yield investments spawning new markets, the up and coming new “players” in the field are said to be Tanzania, Vietnam and Myanmar.

According to Vietnam’s FDI report for 2016, total inflow in real estate industry amounted to US\$1.3 trillion with luxury properties, townhouses and villas among the most sought after residential types and the bulk of investment mostly institutional. Reasons for Vietnam’s positive growth was attributed to the shift in its governance from military-run dictatorship

to a democratic civilian government.

Insiders share that Myanmar is active and rising in the investment scene. Reports said that real estate rocketed in the first 11 months of 2016, receiving FDI of over US\$3 billion. Yangon, the capital, is expected to flourish two-fold and arrive at a population of 10 million in the next 15 to 20 years, with



Dubai

PHOTO: WWW.ASIAGREENBUILDINGS.COM

further international investment expected in Myanmar’s thriving real estate sector.

According to reports on Kenya, it has been capitalising on its tenacious urbanisation rate and construction boom over the last decade, and will likely maintain its strong position in the global marketplace. Tanzania, Nigeria and Angola are expected to receive demand from international investors.

POLITICAL TRANSFORMATION

On the political front where property is concerned, realignments like Brexit, Trump’s presidency and the Chinese decision to regulate its capital flow will, if not already, affect domestic markets and have repercussions.

Reports state that “the real estate industry in the US has been rallying ahead, driven by strong internal and international demand catalysed by continuously dwindling employment and expanding wage rates”. The scene is reported to be similar over in Canada where property prices are rising.

London has been resilient, as its real estate market is reported to have “showcased recovery”. Still, it is expected that “the industry will linger in the doldrums”. Below is the scene in other countries.

- ▶ Germany: Strong position with a buoyant residential and commercial real estate sector.
- ▶ Poland: Outsourcing boom fuelling the commercial real estate sector. Cities to look out for include Krakow, Wroclaw,

Tri-City, Poznan, Katowice, Lodz and Szczecin.

- ▶ Russia: Office market moving up, especially in Moscow, but shadows are cast over the residential market due to economic woes and enlarging societal inequalities, which will leave the residential market subdued.
- ▶ Dubai: Reported to have slowed down but with its disposition over the years to re-invent and rebuild itself, the Emirates is looking very positive, set to pioneer a new kind of real estate that will attract designers, creative professionals and entrepreneurs from around the world.
- ▶ China: A formidable force in the global real estate industry – the Chinese contributed some US\$18 billion in property investments around the globe. With that the Chinese government has decided to regulate capital outflow, where now state-owned China enterprises are not allowed to invest over US\$1 billion in international real estate.

The bottom line – global real estate investment is expected to rise. However, one is urged to do careful research, map all essential investment drivers and look hard at long-term capital gains before making a decision.

Follow our column next week to learn the regional view and what to expect in Malaysia.

▶ Email your feedback and queries to: propertyqs@thesundaily.com



Myanmar

PHOTO: WWW.MYANMARINSIDER.COM/MYANMARS-PROPERTY-BUBBLE



Vietnam

PHOTO: WWW.WORLDPROPERTYJOURNAL.COM/REAL-ESTATE-NEWS/VIETNAM/



PHOTO: HTTP://WWW.WORLDPROPERTYJOURNAL.COM

Property market outlook **PART 2**

China

> Reports on property markets in the region and here in Malaysia

WHILE last week we published views on the global outlook, this week we explore the market in various regions as well as the local scene.

It's a new year and looking at how the property market and our local currency fared in 2016, many are sceptical. With that, we have compiled views and comments from various industry specialists and market professionals for a

better idea of what can be expected in the Year of the Rooster.

REGIONAL OVERVIEW

According to JLL's forecast for 2017 delivered by its global capital markets research director, David Green-Morgan, the amount of capital targeting real estate across the world will remain constant, with volumes expected to exceed slightly. However, political and market uncertainty will likely

perpetuate into the year. Green-Morgan shares that performance in two of the region's biggest markets, Australia and Japan, was down by 17% and 1% respectively, with China recording a 19% increase.

Over in the UK, it was a rollercoaster with Brexit, which saw a decline in currency terms and overall volume, yet the English managed to battle it out and end the year with just a 11% drop. Outperformers for the year were Germany (up by 11%) and Central and Eastern Europe (up by 70%) - notably Poland and the Czech Republic.

In the Americas, the market ended 9% lower than the previous year with Canada slightly outperforming the rest of the region by ending the year just 3% below its figures for 2015.

LOCAL LANDSCAPE

According to property experts at a forum conducted by PropertyGuru, as rising living costs and smaller income growth are still concerns that are being carried into the new year, these will likely cause



USA

PHOTO://WWW.ZILLOW.COM/DETROIT-MI

affordability issues and high loan application rejection rates to persist, which will, if not already, lead to falling property prices. Moreover, with oversupply in some segments of high-rise residences - this will likely cause a drop in the selling price of property, especially for those who do not have holding power and may need to liquidate their properties.

With many in the oil and gas and banking industries who have been given the pink slip (especially

foreigners/expats), renters will be spoiled for choice, even more, as the number of vacant leased homes/properties increase, causing landlords to drop rates. Then again, depending on which "side of the fence you're on", there will be losers and gainers unless one has had the foresight and considered a long-term investment plan beforehand.

HOTSPOTS AND MANTLE PLUMES

The effect from rejected bank loans and those needing to cash out on their properties will most likely see a rise in the number of rentals, especially those situated in strategic locations, facilitated with good public transportation or located in easily connected/accessible areas.

Areas to take note of are the Transit Oriented Developments (TODs) - property development projects that are connected or located in close proximity to MRT, LRT or monorail stations. And with Prasarana's seven additional TOD projects (in Selangor alone) expected to be completed within the next four years, plus construction of the High Speed Rail scheduled in 2018, not forgetting the MRT line that will soon connect the north and south sectors of Greater Kuala Lumpur - the property scene here is expected to be bustling.

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Three celebrations to welcome a perfect year

S P Setia Berhad hosted the first of its three Chinese New Year celebrations to welcome the Year of the Fire Rooster at the Setia Welcome Centre, SPICE Penang.

More than 500 guests comprising Astro celebrities and Penangites, attended the party. The theme for the party this year was based on "a home is made complete when all family members reunite".

The party saw guests partaking in fun games and activities together with their favourite celebrities, as well as rainbow calligraphy, dough doll-making, fortune-telling, caricature drawing sessions and more.

The "God of Prosperity" was also present to hand out mandarin oranges and Setia ang pows, while Setia staff were seen distributing traditional Chinese candies and sweets.

Eight lucky winners walked away with limited-edition plush toys produced by Astro in collaboration with S P Setia.

The second of its festive celebrations was held at the Setia Tropika Welcome Centre in Johor, with the final one taking place this Saturday at the Setia City Convention Centre in Setia Alam.

For more information, visit www.spsetia.com



The view after Brexit in the UK.

PHOTO://WWW.IBTIMES.CO.UK

PROPERTY insights



BANE FOR SOME, BOON FOR OTHERS

Ultimately, the general consensus on the property outlook for 2017 is interesting. Apart from all the excitement that will come about from the above mentioned, as prices slump, more so with the Selangor Housing and Property Board (LPHS) implementing a price cap on Sohos, Sofos and Sovos, plus serviced apartments – the local market will become even more attractive to foreigners (considering the fate of our currency).

Our neighbours in Singapore are expected to have a field day buying their second/third homes, weekend getaway haunts or properties for

investment. As it is, word has it that the Chinese and Indonesians, apart from other foreign nationals have already secured their property purchases and looking to invest in more. Bottomline – tenants and landlords will have “their days” and cash-rich investors are expected to be the biggest beneficiaries, bargain hunting and negotiating for the best rock-bottom deals in the most advantageous locations.

Follow our column next week on a more in-depth outlook of our local property market.

▶ Email your feedback and queries to: propertyqs@thesundaily.com

PUBLIC VIEW ON THE LOCAL SCENE

- ▶ With the amendment to the Stamp and Strata Title Act, there will be fundamental changes to the way property dealings are done.
- ▶ It is a good time for developers with strong and stable standing, as well as foreigners looking to purchase/invest in Malaysian properties.
- ▶ Optimistic view on 2017 especially with a few known deals signed between China and Malaysia, which will influence and set off a chain of events.
- ▶ A lot of good deals are expected with the fine-tuning of primary markets and competitive sub-sales.
- ▶ Make use of the many government and public/private house-owning schemes made available like PR1MA for example.
- ▶ A good time to hone your negotiation skills to get

- the best property deals.
- ▶ For the local buyer with cash, it's your market; for the local seller, best lease/rent to the foreigner.
- ▶ The market is expected to be soft and challenging, looking at the slow economic growth and high cost of living.
- ▶ Expect a subdued market on the whole but anticipate more sales activity from mid-year on, especially in commercial and investment properties.
- ▶ Looking at the global economic uncertainty and the weak ringgit, it's going to be a challenging year for property developers. A renters market with the increase in vacated leases/rentals and a buyers' market for those who are able to negotiate good deals.



THUMBS UP ... Malaysia-China Kuantan Industrial Park (MCKIP) recently launched its Kuala Lumpur office to showcase its development in the East Coast Economic Region (ECER). The office will serve as a point of contact for potential investors and provide the necessary assistance and information on investing there. Present at the launch were (from left) Sime Darby Property Berhad COO Datuk Wan Hashimi, Pahang State Development Corp (PKNP) CEO Datuk Haji Abdul Rahim Mohd Ali, Malaysia External Trade Development Corp (MATRADE) CEO Datuk Zulkifli Mahmud, East Coast Economic Region Development Council (ECERDC) CEO Datuk Jebasingam Issace John, MCKIP Sdn Bhd chairman Datuk Soam Heng Choon, Guangxi Beibu Gulf International Port Group chairman Zhou Xiao Xi, Ministry of International Trade and Industry (MITI) second minister Datuk Ong Ka Chuan and Malaysia Investment Development Authority (MIDA) CEO Datuk Azman Mahmud.



Double Storey Terrace Houses
Built-up area: from 2,225 sq.ft Price: from RM373,000

20'x75'/80'



Nature in the Midst of living



Double Storey Terrace Houses
Standard lot size: **24'x80'** Price: from RM480,000
Built-up area: from 2,625 sqft



Double Storey Semi-Detached
Standard lot size: from **40'x90'** Price: from RM798,000
Built-up area: from 3,375 sqft

Special Feature

- 1,254 acres of integrated township development
- A green leafy pleasant suburb with Ipoh City's charm
- Located approximately 4km from Simpang Pulai interchange
- Freehold virgin land
- 2 recreational lake parks (32 acres Eco Park 1 and 24 acres Eco Park 2)
- Security features
- Practical and functional design with renovation free concept

SHOWHOUSES OPEN FOR VIEWING

Weekday (10am - 6pm) • Weekend / Public Holiday (10am-7.30pm)
Chinese New Year 2017 - Close on 28/01/17
29/01/17 - 05/02/17 (10am - 7.30pm)



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PHOTO: HTTP://WWW.PROPERTYGURU.COM.MY

Malaysia real estate market outlook for 2017

> CBRE / WTW report on 2016 overview and 2017 forecasts

HAVING over the past two weeks written on the global and regional real estate outlook, this week we feature CBRE / WTW's overview of 2016 and what can be expected in 2017.

2016 OVERVIEW

Fundamentally, you could say that the property industry runs alongside the economy of the country. As reported in CBRE / WTW's report, domestic consumption rose, driven by spending in areas that include F&B, transportation and communication. Government consumption also grew (according to year-on-year basis) – with expenditure owing to infrastructure.

Net exports saw mixed results – slower demand from China and reduced exports from the US but the weakening ringgit enticing and increasing Malaysian exports even further. The weak ringgit also opened opportunities for foreign investment.

Other than the global rout in oil prices that has led to a significant number of layoffs in the oil and gas sector, the weakening business sentiment and slowdown in the overall trading is also expected to be more apparent, but in the short term.

Looking positive was the growth rate of retail sales which remained buoyant despite softer consumer spending and the rising costs of living. According to the report, strong support was seen from tourists in retail spending from shopping. The weakening ringgit is expected to encourage tourists' spending.

2017 OUTLOOK

In the Year of the Rooster, the country's economic growth is expected to be slower due to

the challenging global economic and financial landscape. Domestic demand is said to be the key driver of growth, sustained primarily by economic activity from the private sector. Due to the well diversified nature of our country's exports, positive growth is projected into the year. However, inflation is expected to remain flat although pressured by increase of several price-administered items and the weak ringgit exchange rate.

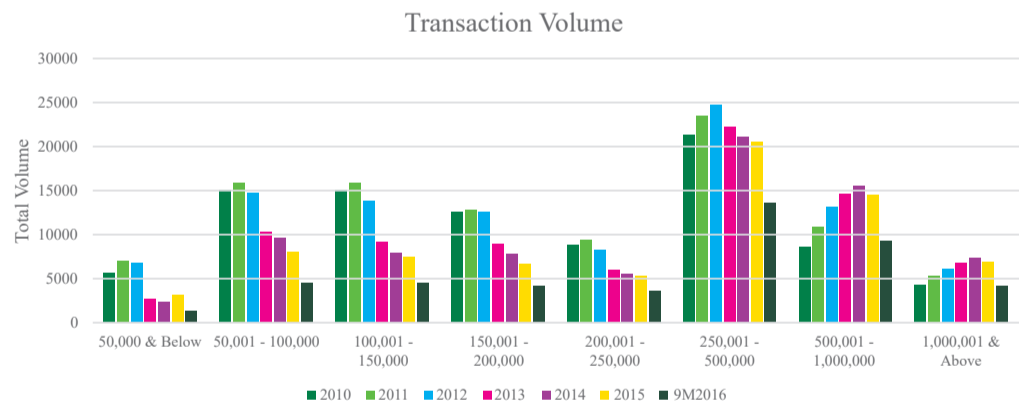
The impact of these cost factors on inflation is expected to be mitigated by continued low global energy prices, generally subdued global inflation and more moderate domestic demand. Supportive fiscal and monetary policies are also expected to help steady the ship for economic growth. GST will strengthen the government's revenue source to accommodate its fiscal measures.

With the overall weakening ringgit, low crude oil prices coupled with worldwide geo-political issues will continue to plague the economy in 2017. No doubt, the year will be a challenging one, but Malaysia's economy is anticipated to remain stable with GDP growth estimated at 4.2%.

REAL ESTATE MARKET OUTLOOK IN MALAYSIA

As uncertainties and concerns over

INCREASING SHARE OF UNITS ABOVE RM500K, HOWEVER, UNITS WITHIN RM250K-RM500K PRICE RANGE REMAIN HIGH IN DEMAND



Source: NAPIC, CBRE | WTW Research

the large market supply remains unabated, loan growth is expected to slow further as the weak credit cycle continues.

Apart from the stringent loan requirements from financial institutions that are said to have caused the drop in the number of property transactions, the increasing cost of living and economic uncertainties have led to an upswing in worries about job security, resulting in more cautious consumer spending. These and more will have led the market to

consist of more genuine purchasers with speculative sentiments not as strong as during the boom period.

As such, supply has remained resilient with greater activity in larger cities. The proposal to boost public servants' housing loan

eligibility proposed by the government, may stimulate some residential sales, apart from other plans to increase the number of units of low and medium cost,

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UNCERTAINTIES AND CONCERNS OVER LARGE MARKET SUPPLY REMAINS UNABATED

	2012	2013	2014	2015	2016
Overview	▲	▶	▶	▶	▶
Landed Residential	▲	▲	▶	▶	▶
High-Rise Residential	▶	▲	▶	▶	▶
Purpose built Office	▶	▶	▶	▶	▶
Retail	▲	▶	▶	▶	▶
Hotel	▶	▲	▶	▶	▶
Industrial	▲	▲	▶	▶	▶

BOON

- ▶ Property investment will remain one of the safest forms of investment.
- ▶ The demand for affordable housing is likely to become acute.
- ▶ Genuine demand will lead the market.
- ▶ The market is expected to cool down with prices becoming more negotiable.
- ▶ Areas with good transportation connectivity (near MRT I & II, HSR, highways) will continue to be hotspots.
- ▶ Demographic forces will continue to drive underlying demand for residential properties.

BANE

- ▶ On-going concerns on the overall weak ringgit, low crude oil prices and worldwide geo-political issues will continue to plague the economy.
- ▶ Challenging year for developers.
- ▶ More savvy home buyers.



PHOTO: HTTP://WWW.PROPERTYPRICETAG.COM



effected from new infrastructure, residential hotspots to take note of include – Selangor Vision City, Nilai/Pajam, Semenyih/Kajang, Putrajaya/Cyberjaya, Rawang/Ijok/Kuang, Sungai Buloh and Kuala Selangor.

Key drivers that will push these areas are scarcity of land in the city centre, high land costs in the city as well as the improved connectivity in view of new infrastructure.

In his message at the launch of the 2016/2017 report, CBRE / WTW managing director Foo Gee Jen shared that on-ground

consensus among practitioners throughout all its branches across Malaysia is that market conditions have become much more challenging in 2016 and that 2017 will not get any better.

Transaction activity is down in many urban centres, especially in the residential sector, which Foo said is a common barometer to gauge the overall property market. However, although figures in CBRE / WTW's outlook report are discouraging, there is still a glimmer of hope for the year to correct itself once the mass rapid transportation system in Kuala Lumpur and other similar transport systems are up and running.

BOTTOMLINE

Foo's view on the whole: "Another flattish period pulled down by mostly low commodity prices, continued slow economic growth in most major countries, especially with political uncertainties like Brexit, Trump's presidency and other referendums in Europe."

His advice: "Reduce portfolios of non-strategic assets to reduce loan gearing and be aware of liquidity needs if and when credit tightens. Investors and developers should focus on taking calculated risks where markets are strong, pursue developments in strong, supply-constrained markets and bid on strategic long-hold assets that are most likely able to withstand a downturn."

Information and charts/graphs were retrieved from the CBRE / WTW 2017 Malaysia Real Estate Market Outlook. Follow our column next week on interior design, followed by office space in KL and market direction across various regions in Malaysia.

▶ Email your feedback and queries to: propertyqs@thesundaily.com

KLANG VALLEY IN 2017 OUTLOOK

	2016	2017
Overview	▶	▶
Landed Residential	▶	▶
High-Rise Residential	▶	▶
Purpose built Office	▶	▶
Shop office	▶	▶
Retail	▶	▶
Hotel	▶	▶
Industrial	▶	▶

CBRE

LANDED RESIDENTIAL

Market is anticipated to observe more launches of residential products within the affordable price range. Properties in the secondary market are expected to stay active.

HIGH-RISE RESIDENTIAL

Rental market for condominiums in central KL will compress further, attributed by increasing supply.

PURPOSE BUILT OFFICE

The office market is expected to sustain interest from foreign investors who are exploring and interested to invest in Malaysia. It is made more attractive by the weak ringgit and slower growth in the European countries, China and US.

RETAIL

Stiff competition is expected, with more ongoing-construction of retail malls slated for completion, which is expected, with more ongoing-constructions of retail malls slated for

HOTEL

Hotel sector is expected to stay stable, underpinned by growing tourist arrival, yet stiff competition is expected with the increasing popularity alternative accommodation options such as Airbnb.

INDUSTRIAL

Industrial remained a sector that is underrated, but strong growth is anticipated especially in term of rental and prices.

affordable housing. No doubt residential development will continue to be active beyond the KL fringe, especially supported by the rapid infrastructure development.

CONCLUSION

Looking at the real estate outlook in the Klang Valley for 2017 (refer boons and banes), key drivers to a positive year are expected to come from infrastructure – HSR, MRT and LRT additional lines and stations, new highways and expressways. While Johor and Seremban are expected to gain from the "spillover"



MALAYSIA REAL ESTATE MARKET OUTLOOK ...

Sharing an overview of the local real estate scene, discussing the market outlook for 2017 and 'Malaysia – opportunities in the new normal' were (from left) CBRE-WTW director Tan Ka Leong, managing director Foo Gee Jen and director Peh Seng Yee at a press conference at Menara Multi Purpose in Kuala Lumpur. A summary of the overview/forecast is reported in our property article today. More detailed information will be released over the next couple of weeks.



UPDATE AND OUTLOOK ...

The question was 'Is Malaysia still an attractive real estate investment destination?' And there to answer were (from left) JLL's associate director of research & consultancy Veena Loh, associate director of capital markets Nick Charlton, Malaysia country head YY Lau and InvestKL CEO Datuk Zainal Amanshah at a media briefing at InvestKL's office in Sentral Kuala Lumpur. Follow our property column to learn the answer to the 'burning question' and other relevant nuggets of information gleaned from the talk by the panelists at the Q&A session.