



BY **ALYSSA J. OON**

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WWW.HARPERSBAZAAR.COM

PANTONE, renowned authority on colour, recently collaborated with a popular British tea brand, to develop a new colour reminiscent of the naturally-occurring blues found in nature. They named the colour “Natural Optimism”.

Natural Optimism is described as “an airy and weightless blue shade with an undertone of sunny yellow warmth that uniquely conveys this feeling of delight”, explains Pantone Colour Institute vice-president Laurie Pressman.

Psychologically, blue has long been associated with confidence, serenity, spirituality and peace. An inaccurate balance of blues however, can have a more negative effect on our emotions – hence the saying “feeling blue”. Bringing in the right blue tones, or some at least into the home or office, is said to be able to help us find calm amid the chaos that is part and parcel of life and the world around us.

THE RIGHT BLUES

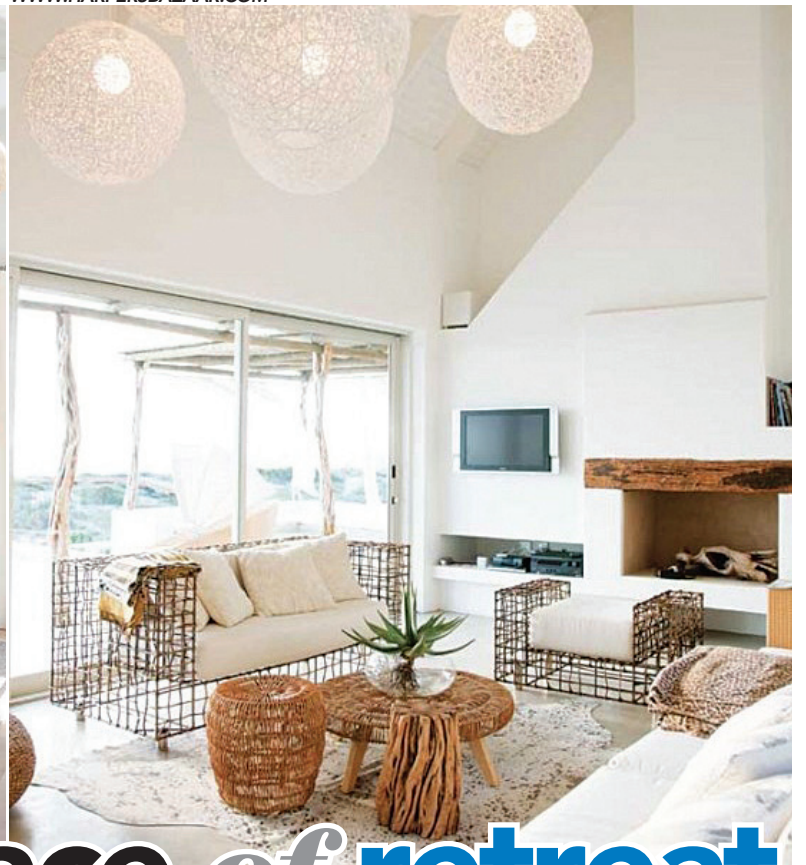
According to architectural paint and exterior wood care products supplier Behr, there are three palette types for paint, which are “Confident, Composed and Comfortable”. Each palette serves as a guide for homeowners of varying personalities. In their prediction of paint colours in trend for 2017, various shades of blue pop up in each of the three palettes.

Confident Dusky Blue

In the Confident palette there is “Dusky Blue”, a saturated and bright colour that captures attention and enlivens spaces. For a sporty edge, it is recommended to be paired with dark greys on anchor pieces of furniture such as the bed, thrown in with bright orange and spicy red accents. For an element of fun and adventure, Behr suggests using citrus-toned yellow and orange accents instead.

Composed Polished Aqua

The Composed palette on the other hand is made up of deep, earthy tones and rich jewel shades that are evocative of traditional grandeur. Still, these can be given a contemporary touch when paired



Home ... a place *of* retreat

> Putting calm into the home space

with greys, black or white. Behr uses “Polished Aqua” for a dining room’s walls, pairing it with natural wood and metal accents throughout the room. A dark blue entryway complemented the colour and proved that multiple shades of blue can dress the walls of a room without being too overwhelming.

Comfy Peek-a-Blue

Last, but not the least is Behr’s Comfortable palette featuring the ideal colours for a soft and tranquil look, perfect for small spaces and rooms with minimal lighting. With a light blue like “Peek-a-Blue”, neutral hues on the floor and furniture easily make the walls the focal point of the room. And when paired with bright accents of yellow, orange or bold green, a light blue-walled room is given a boost of energy, subtly

emanating the same positive vibes and feel among the occupants.

COASTAL DREAM

It may come across as a little odd for a country like Malaysia, with our white sandy beaches and easy-to-reach beaches that sea-front homes are not a trend. Houses that face the sea usually take inspiration from natural colours and more often than not, take in textures of the beach into the home. Most importantly, these sea-front homes are the perfect place to escape to, especially when city life gets a little too hectic.

While some may claim that it is the sound of the waves that attract a calm, there is no denying that beach-inspired homes are commonly uncluttered or distressed, wear white shiplap walls, while other homes don light shades of blue or plain-white wall paint. Whether plain white or light, both give the home the same airy, open feel of the beach. Match these “innocent” shades with large white-panelled windows along with glass doors to allow sunlight to stream in, and you get yourself that sun-on-your-skin feeling indoors as well as out.

Natural textures are abundant within most homes. Kitchen countertops and cabinets, dining tables and coffee tables in light or honey-hued wood add a touch of raw yet warmth to an otherwise sterile white room. Alternatively, look for wooden furniture pieces in reclaimed wood, ideal for a rustic look. Large picnic baskets, which are reminiscent of summer picnics can also be used as storage bins to go under beds, on the side of settees on the floor or on shelves and at patios.



Use pastel or neutral colours on furniture pieces to complement the white or blue walls. Sofas with pleated skirts are a favourite in coastal-inspired homes. For a more Malaysian touch, the writer suggests getting armchairs made of rattan and using cushions in tropical prints or pastel hues.

For finishing touches, bring in leafy plants to freshen up the air indoors. Create centrepieces with glass vases filled with sand and seashells, which make perfect

decoration on the dining table or console by the entrance. Stringing pendant lights are a fun way to light up the home using natural textures that fit right into a coastal-inspired home. Rugs are also a great way to define space in an open-plan home. Often seen are flat-woven rugs that blend in with the coastal theme, often found in ocean-inspired homes painted blue or in natural hues.

CONTINUED ON NEXT PAGE >



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PROPERTY insights



► FROM PAGE 19

WORKS LIKE A CHARM

If large-scale renovation and redecorating projects are not feasible nor affordable to the pocket, then some minor changes in the home is enough to transform domestic interiors into the getaway that you need.

► Bring in more greenery into the house. Not only do they freshen up the air indoors, but green is also a restful colour for the eyes. When you have been working on your electronic device for a whole day, looking at some greens is said to help reduce the strain on the eyes caused by the reflection of the light and long-hours staring at the screen.

► Invest in a good lounge or armchair, one that should be comfortable enough that if you were to read a book or nap in it, you will not end up with sore limbs and aching muscles.

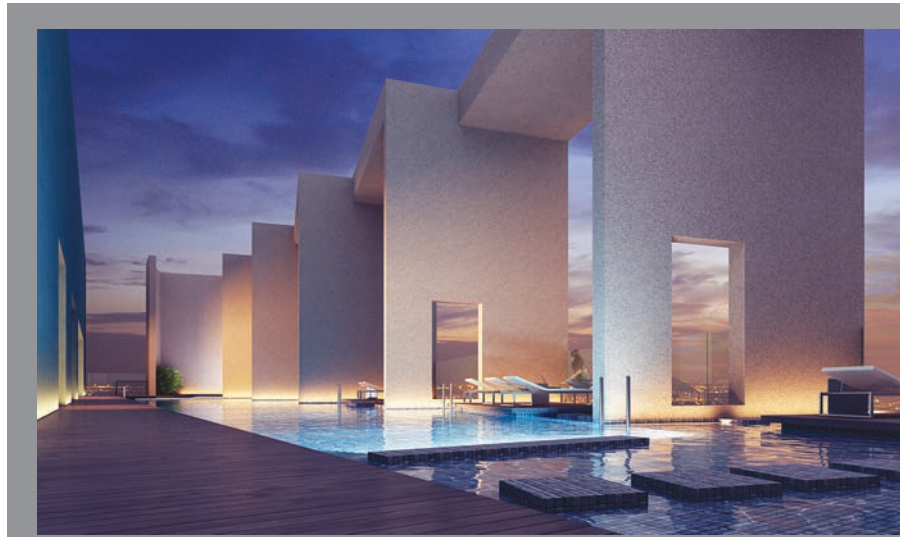
► Amp up the comfort factor with more fluffy pillows and soft throw blankets; this works for both beds and sofas. Use neutral or pastel shades to complement the rest of the room as an accent piece.

► Make the bedroom a technology-free space. Studies have shown that using phones or other electronic devices can lead to disturbed sleep and ill health. A little technology detox can also lead to better mental wellness and more effective preparation for sleep where you will wake up

feeling refreshed.

Making home a place of retreat can help one cope better with life and all the stresses that come with it. Kudos to those who can say they find refuge and happiness in returning to a house with all the comforts of home. But more to the few who can attest to finding solace and peace in a home that can help recharge emotionally and physically drained minds and bodies day-in, day-out. Leverage on the tips mentioned on colour and decor for home interiors that bring peace and joy in returning to.

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



HUBBA BUBBA HUB

... Keep your eyes and ears peeled on a mixed commercial development project soon to change the landscape and skyline in the confines of SS2. Offering single-level, loft-configured, stylish signature suites; this new address in Petaling Jaya will be a breath of fresh air and surely the talk of the town with its facilities and frills.

PropertyGuru, PHD tie up

PROPERTYGURU Group has recently announced its tie-up with PHD who will handle its media agency work throughout Southeast Asia. The online property company shared that the partnership “adopts a future-facing, non-traditional, client-agency business model”.

The new alliance is founded on a bespoke econometric “Brand Equity Attribution Model”, otherwise known as



BEAM, claimed to assure media effectiveness. PHD will not just act as PropertyGuru Group’s media planning agency, but drive insights on buying optimisation through BEAM, said the online property company’s CMO Bjorn Sprengers.

PHD Singapore’s managing director Wangyn Ang (pix) shared her delight on the new appointment and is excited in delivering increased accountability and ROI for the group.

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

20'x75'/80'

Phase 7.3(1)

Nature in the Midst of living

Find us on WAZE to Bandar Seri Botani Ipoh
GPS Coordinate: 4°31'49.62"N 101°5'55.69"E

Completed with CCC

Phase 7.3(2)

Phase 6.1A(1)

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

Double Storey Semi-Detached
Standard lot size: from **40'x90'** Price: from RM 860,000
Built-up area: from 3,375 sq.ft

- #### 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)



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Phase 7.3(1) | Developer's License: 9429-34/01-2018/008(L) Validity Period: 07.01.2016 - 06.01.2018 Advertising Permit: 9429-34/01-2018/008(P) Validity Period: 07.01.2016 - 06.01.2018 Approving Authority: Majlis Bandaraya Ipoh MBI Approved Plan No.: BIL (14)LB01/0001208/0032/15 F00P00/L00 Land Tenure: Freehold Land Encumbrance: Nil Expected Completion Date: May'18 Unit: 304units(DSTH), 1unit(DSB) Selling Price: RM371,586-RM1,064,745(DSTH), RM1,090,000(DSB) Phase 6.1A(1) | Developer's License: 9429-33/02-2018/0765(L) Validity Period: 06.02.2017-05.02.2018 Advertising Permit: 9429-33/02-2018/0765(P) Validity Period: 06.02.2017-05.02.2018 Approving Authority: Majlis Bandaraya Ipoh MBI Approved Plan No.: (10)OSC(183-A) LB/149/744/11 Land Tenure: Freehold Land Encumbrance: Nil Expected Completion Date: Feb'17 Unit: 80 units Price: RM798,000 - RM1,563,975(DSSD), RM1,480,000 - RM1,853,000(DSB) 5% / 7% (phase 7.3(1)) discount for bumputra on bumputra lot.



Property online

> Searching for property/real estate via the internet

WHILE you could say that almost everyone is on the ball and agreeable that digital technology is the way forward, we find that those in the property industry, including buyers, sellers and leaseholders, are also singing the same tune.

In fact, looking for property, whether to buy, sell or rent via the internet, has indeed become quite effortless, thanks to digital technology and, of course, the tech experts and computer science geniuses who piece together property search engines, websites and web pages. Thanks to the likes of these, our lives are less stressful and not as demanding, giving more time for other pursuits.

QUICK, EASY AND CONVENIENT

Today, information is quite literally at one's fingertips – available via verbal command or at the touch of a few buttons or keys on smartphones and electronic gadget keyboards and keypads. This easy access to a wide range of relevant information can benefit those on all sides of the property arena – land owners, the property developer, buyers, sellers, tenants, agents, etc.

The internet would be very useful to those mentioned above, and the insights that can be gleaned online is really vast, with data that can be used to the advantage of all in the entire property industry spectrum. With that, we highlight some of today's user-friendly portals, websites and web pages that some claim takes the stress out of physically searching for a piece of property or real estate, whether buying, selling or renting.

NO INFORMATION OVERLOAD

When looking for a piece of real estate or property to buy, sell or rent, no information is considered too much. In fact, the more information one receives prior to a decision to buy, sell or rent, the better the result.

Informed decisions are no doubt quality decisions and informed choices require research.

ONLINE PROPERTY SEARCH TIPS

As it is THE biggest purchase in one's life (in most cases) where the smallest of mistakes could be very costly, here are some advice to take heed of.

- Choose a good and reliable property site.
- Always double check with a reliable agent or source.
- House prices vary, so take your time when searching.
- Negotiate.
- Learn about the neighbourhood. Better still, talk to the neighbours.
- Take note of flood-prone areas, dump sites nearby or sewage treatment plants.
- Check with town council on upcoming plans for the area.
- Physically view the property at different times of day.
- Check price of property across the years.
- Put tabs on preferred areas and locations.
- Compare prices across websites and apps to get the best deals.
- Ensure all information online gels with that in reality.

Before the internet, one would have to actually go through a number of classified ads in various dailies before identifying a few possibilities, then contact the owner/agent to get additional information, followed by personally viewing each of the properties/real estate plots to physically view what is and isn't in the agreement.

Today, in the era many refer to as "The Internet Of Things", research is merely a few clicks, taps and scrolling of the mouse at almost any location that has internet connection.

Search portals and websites like iProperty.com make it all the more

convenient for its users, allowing easy access to its user-friendly and info-extravagant website via iOS and Android system apps. Whether your intention is to buy, sell, rent or simply keep tabs on the property and real estate markets, do visit these online sites to experience the convenience they bring, along with the vast amounts of useful information they provide.

For those who are new to carrying out searches on property/real estate online, here is the long and short of the all-encompassing information one can get,

while possibly sitting at one's desk on their computer, or even out sipping coffee at a cafe while scrolling through a property website on their smartphone.

EVOLVING WITH THE TIMES

According to surveys and feedback from analyses conducted by the people behind iProperty.com Malaysia, the firm reports that the way consumers search for property has evolved and is changing even further as the world develops.

"The need for quality information and content that helps them make informed decisions has never been more crucial. But aside from this, we also know that being the perfect marketing partner for our customers is just as important," said a source from the firm.

Hence, generating quality leads and ensuring their projects get the visibility they need has become core priority for which it recently introduced its new search experience on iProperty.com.my

"This new search experience will now feature a combination of

new developments and sub-sale listings together in the search results under the "buy" tab.

"The enhanced search experience is set to offer unprecedented ease of use, delivering extraordinary customer and consumer satisfaction. It is a one-stop solution to showcase property listings in the market on every platform including desktop, m-site and mobile, which really means more visibility and more leads for your projects as you are able to engage with property buyers and investors anywhere and at any time."

These improvements are also said to focus on building new ways to help make it easier for the over 1.4 billion property buyers and investors who visit the firm's site (on a monthly basis) to find their dream property.

CONVENIENCE VIA CLICKS

iProperty.com Malaysia hopes that the enhancements on its website and mobile app will see an increase in traffic on new development listings.

"We are expecting growth of as much as 23 times on the website and by 57% on our mobile app," the company representative said.

Some of the information one can receive on the iProperty.com.my website includes content on sale, rent, auction, sub-sale and new launch property, more focused searches based on areas or locations (countries and states included), number of rooms or built-up areas, and also price range and affordability. You can even tab and store searches for reference later to and shortlist listings to follow-up. Other information provided includes price tags over a

number of years, loan calculator, as well as information on the surrounding area and conveniences.

According to findings from the recent iProperty.com Asia Property Market Sentiment Survey HI 2017, 40% of respondents are looking at purchasing newly developed properties.

As such, the firm believes that with such high demand for newly developed property, this new search feature will provide its users more ease to reach these target markets effectively.

To experience the convenience that comes from using online methods for property search, download the new mobile app, iProperty.com.my Malaysia, available on the Play Store and App Store.

Alternatively, there are other property portals, websites and apps to explore, including Brickz.my, PropertyGuru.com.my, PropWall.my and PropertyInMalaysia.com.



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



Sub-sale property market

> Overview and statistics on the local scene

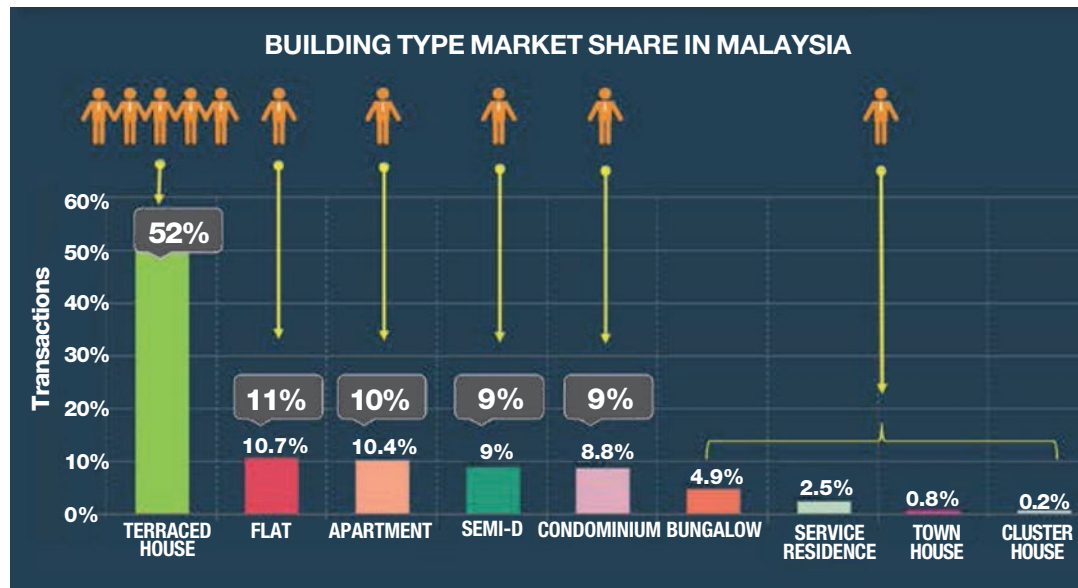
In view of the current lacklustre real estate market and challenging economic times, it makes sense for housebuyers to consider the secondary market when purchasing property. Also known as sub-sale property, there is huge advantage in buying a piece of real estate from this market segment, especially now when the market is slow. The biggest benefit – handsome discounts, better still if one is skilful in negotiating.

Besides the good deal where price is concerned, which at times can hold below the market value, don't forget that secondary market real estate provides an accommodation you, in most cases, can readily move into.

Another positive point to take note of is that most secondary market properties are situated in matured townships. These thrive with amenities and facilities, altogether breeding demand in the sub-sale/secondary market. Moreover, what you see is what you get. Investors buying sub-sale property to rent can also collect rental almost immediately.

THE LOCAL SCENE

For a start, let's define the understanding of sub-sale or



secondary property. In Malaysia, these refer to "completed" residential property one buys from a previous owner. In certain countries, properties nearing completion come under the sub-sale/secondary property market as well.

As explained by a real estate professional on sub-sale – the sale of a unit by one who has signed an

agreement to purchase a piece of real estate from a developer or a subsequent purchaser before the issuance of the Certificate of Statutory Completion and the Subsidiary Strata Certificates of Title or the Certificates of Title for all the units in the development.

Follow our column next week on tips and advice on purchasing

sub-sale residential property in Malaysia.

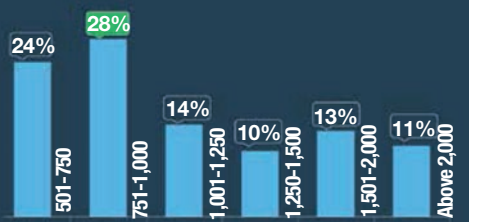
[Graphs/stats/data in this article are extracted from iPropertyIQ.com, which provides interesting insights on the said market.]

TOP RESIDENTIAL TRANSACTED TOWNS IN MALAYSIA (ABOVE 1,000 TRANSACTIONS)

RANK	STATE	TOWN	QTY
1	Selangor	Klang	2583
2	Perak	Ipoh	2256
3	Selangor	Shah Alam	2155
4	Selangor	Puchong	1767
5	Kedah	Sungai Petani	1681
6	Sarawak	Kuching	1514
7	Johor	Johor Baru	1485
8	Selangor	Seri Kembangan	1313
9	Selangor	Ampang	1310
10	Johor	Skudai	1294
11	Pahang	Kuantan	1253
12	Selangor	Cheras	1215
13	Selangor	Kajang	1201
14	Selangor	Petaling Jaya	1145
15	Selangor	Subang Jaya	1094
16	Selangor	Kapar	1074

28% of total residential transactions in Malaysia

SIZE MARKET SHARE



SUMMARY OF FINDINGS

(Y-O-Y CHANGE FOR THE LAST 12 MONTHS AS AT SEPTEMBER 2016)

- ▶ Transaction volume decreased by 23%.
- ▶ The median price per sf rose by 8%.
- ▶ States that received the bulk of the market share – Selangor, Johor, Kuala Lumpur and Penang.
- ▶ Top 10 residential transacted towns in Malaysia – Klang, Ipoh, Shah Alam, Puchong, Sungai Petani, Kuching, Johor Baru, Seri Kembangan, Ampang and Skudai
- ▶ Top areas for purchases within Kuala Lumpur – Cheras, KL City Centre, Old Klang Road, Setapak, Mont'Kiara, Bukit Jalil, Kepong.
- ▶ Most favoured residential building type on the whole – terrace houses (52%).
- ▶ Building type market share – flats (11%), apartments (10%), semi-d (9%), condominiums (9%), bungalows (4.9%), serviced residences (2.5%), town houses (0.8%), cluster houses (0.8%).
- ▶ Preferred building type in top states – KL 40% for condos; Selangor 50% for terraced houses; Johor 70% for terraced houses; Penang 30% for terraced houses.
- ▶ What most buyers paid for residential property in Malaysia – 80% bought property below RM500k (48% below RM250; 34% between RM250k and RM500k; 11% between RM500k and RM850k; 7% above RM850k).
- ▶ Below RM500k market share in top states – KL 50%, Selangor 80%, Johor 80%, Penang 80%.
- ▶ Size wise – 50% bought property below 1,000sf.
- ▶ Size wise below 1,000sf in top states – KL 40%, Selangor 50%, Johor 50%, Penang 50%.

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

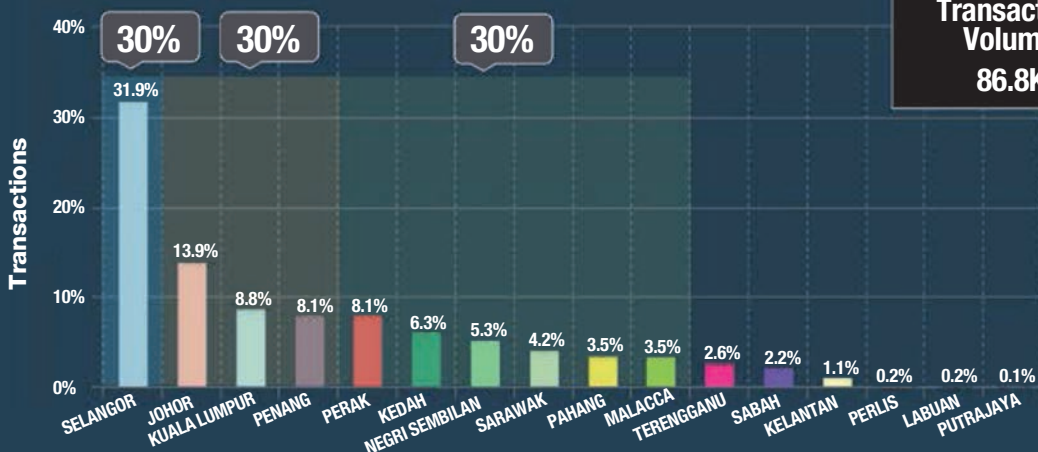
MARKET SHARE OF TRANSACTIONS IN MALAYSIA



60%

Bought in:
1. Selangor
2. Johor
3. KL
4. Penang

Transaction Volume
86.8K



FAVOURITE AGENTS... It is that time of the year again when consumers and property purchasers get to vote for their preferred housing real estate agents – those who have displayed high levels of excellence in helping you with your housing inquiries and needs. "Consumers are also able to vote for agencies or individuals in a number of categories. We want to provide people with the opportunity to recognise agencies or individual professionals for their role in helping them in their property journey," said iProperty.com Malaysia & Singapore CEO Haresh Khoobchandani. Visit <https://www.iproperty.com.my/AgentsAwards> to see the categories and awards. Here's your chance to recognise the agent and negotiator who has provided you with the best customer service, and the real estate agency that helped you find your dream home. Voting is open until June 30, 2017 at <https://www.iproperty.com.my/AgentsAwards/vote-now>

Sub-sale property market PART 2

> Residential buy checklists, tips and advice

CONTINUING from last week's article on the sub-sale market in which we defined the term and disclosed the local scene and statistics, this week we highlight dos and don'ts in purchasing a sub-sale residential property in Malaysia.

POINTS TO CONSIDER

According to personal finance guide KC Lau, there are a few important matters one needs to consider when intending to purchase a sub-sale or "secondhand" residential property. Other than the location, which is numero uno, one needs to deliberate on these other important issues:

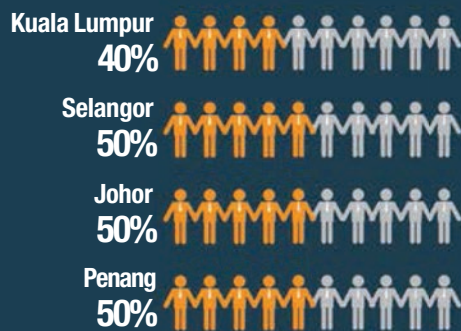
- ▶ Property type i.e. landed property or high-rise/serviced
- ▶ The size
- ▶ Number of bedrooms
- ▶ Facilities
- ▶ The age and "lifespan" of the property
- ▶ The tenure
- ▶ Purpose of purchase i.e. investment to rent or re-sell, or stay
- ▶ Amenities and conveniences
- ▶ Safety features
- ▶ Market value
- ▶ Selling price

Once all the above are contemplated and decided on, the next thing to do is check the sub-sale listings, one of which we recommend being iproperty.com.my, under the REA Group, recently tying up with India's Elara Technologies. The online property site gives access to 4.5 million property listings across 72 countries via various portals.

In the meantime, while hunting for that perfect place to call home or to invest in, it is best to check with the banks if you plan on taking up a loan. Do research to find the best home loans.

Websites like iproperty.com.my makes life easier by providing a "loan

PURCHASED PROPERTY BELOW 1,000 SQ FT – TOP STATES



calculator". You could also check with individual banks on loan packages and offers, and get the bank to do a valuation and assessment on the property you intend to buy. It is advised that you get three "independent" banks to do the valuation.

PLAN AND BUDGET

Next step is to plan your budget, irrespective of buying cash or taking a bank loan. This is due to the various fees and charges incurred when buying sub-sale property.

According to Lau, the proportion or percentage of down payment is crucial. This will give the buyer a sense of how much cash he needs to put upfront. Other payments that need to be considered include:

- ▶ Legal fees
- ▶ Property stamp duty charges
- ▶ Loan agreement stamp duty
- ▶ Disbursement fees which cover registration of charge, land search and bankruptcy search
- ▶ Loan processing fee

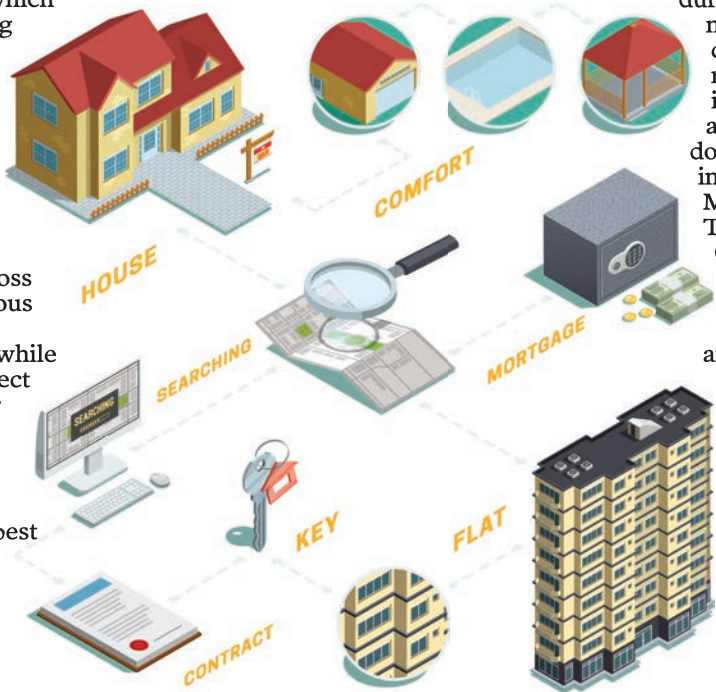
An earnest deposit is usually required when one has already decided to buy a particular sub-sale property. The amount is usually 1% to 2% of the agreed property price. Once this sum is paid, a deal is made and buyer and seller are bound.

As the purchaser, you will need to appoint a lawyer to act on your behalf.

In the meantime, your bank loan/mortgage plan will need to be settled. This covers loan type, amount, description of property, duration of loan, fees, monthly service charge, interest and repayment, instalments, security and insurance documents, excess interest rates, Mortgage Reducing Term Assurance (MRTA) or Group Mortgage Term Assurance (GMTA) if any, and other conditions.

HOUSE CONTENTS AND CONDITION

A major area many overlook when buying sub-sale property is the recce, also known as the "fact finding visit"



List of documents required for standard bank loan application

- ▶ Copy of IC
- ▶ 3 months' payslips (fixed salary)
- ▶ 3 months' bank statement showing crediting of salary
- ▶ Previous year's income tax return with payment receipt
- ▶ Latest EPF statement
- ▶ Liquidity backup i.e. fixed deposit, saving/current account
- ▶ Other source of income such as rental income substantiated by stamped tenancy agreement and bank statement
- ▶ Booking form
- ▶ Application form

List of disbursements and legal fees involved

Legal Fees

- ▶ Sale and Purchase Agreement
- ▶ Entry & withdrawal of private caveat
- ▶ Submission of Borang CKHT 2A
- ▶ 6% government tax.

Disbursements

- ▶ Stamp duty on the Sale and Purchase Agreement
- ▶ Stamp duty on the transfer
- ▶ Title search
- ▶ Registration fee on the transfer
- ▶ Registration fee on the entry and withdrawal of private caveat
- ▶ Bankruptcy/winding up search
- ▶ Affirmation fee on surat akuan
- ▶ Transport charges
- ▶ Telephone charges

according to Lau. One needs to draw up an inventory list, stating items the seller will leave within the property and those he/she will remove. Best state the condition the said "items" are in.

The signing of the "Sales and Purchase Agreement", otherwise known as the SPA, is next, along with settlement of any outstanding payments, and the solicitor's bill. As the buyer, it is good to ensure that the condition of the premises and its contents are correctly described in the SPA.

A valuation report will be conducted by the bank of which you will need to bear the report charges. A home loan account will be set up along with the bank loan agreement.

If buying a high-rise sub-sale unit i.e. condominium unit, there should be a master insurance policy maintained by the company in charge of managing the

building, of which the charges are usually incurred in your monthly condominium maintenance fee.

Partial and full disbursements will need to be settled by this time. This is when the seller will need to settle all outstanding loans/amounts with his/her bank on the property and you, the buyer, will need to make all necessary payments between your bank and the seller's bank.

This is also a crucial period when the seller will need to deliver "vacant possession" of the sold premises within a specified timeframe according to the SPA.

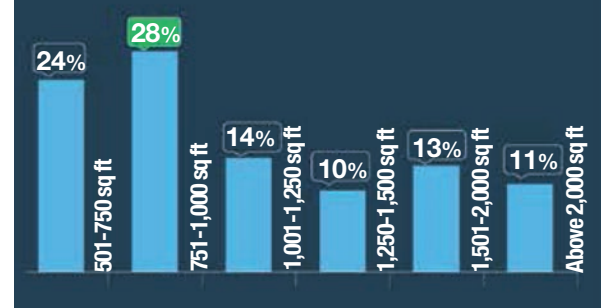
For a detailed step-by-step guide, samples of forms and checklists, visit the KCLau.com website. For a comprehensive listing of sub-sale properties, visit iproperty.com.my

Follow our property section next week for additional information on the sub-sale market.

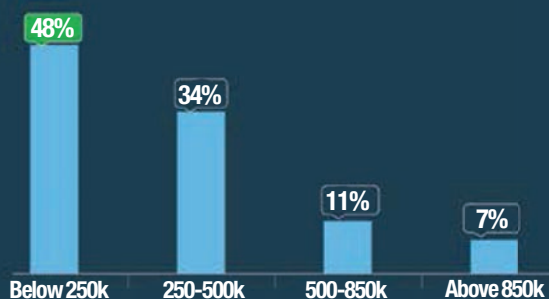
[Lists, information and charts retrieved from KC Lau and iProperty.com]

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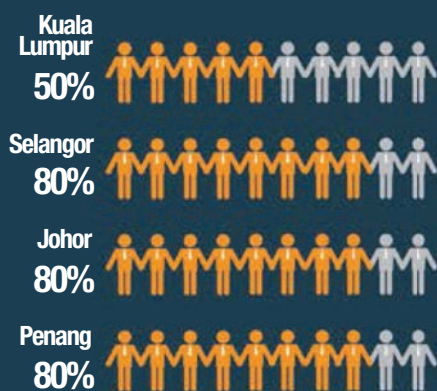
SIZE MARKET SHARE – MALAYSIA



WHAT BUYERS PAID FOR A RESIDENTIAL PROPERTY IN MALAYSIA



BELOW RM500K MARKET SHARE IN TOP STATES



DOES SIZE MATTER?



50%
Bought a property below
1,000 sq ft