

# MALAYSIAN RESIDENTIAL PROPERTY MARKET



Sr. Khuzaimah Abdullah National Property Information Centre Valuation & Property Services Department Ministry of Finance, Malaysia



### **AGENDA**



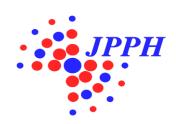
#### BACKGROUND

- •The main objective of presentation is to provide an overview of residential property market in Malaysia from 2007–2013.
- •In the context of property transactions and various stages of housing development, references were made to data collected and reported by National Property Information Center (NAPIC), Valuation and Property Services Department.





# RESIDENTIAL PROPERTY TRANSACTIONS





## Malaysia Property Market 2007-2013 Volume of Transactions By Sub-sector

| SUB-SECTOR   | 2007    | 2008    | 2009    | 2010    | 2011    | 2012    | 2013E   |
|--------------|---------|---------|---------|---------|---------|---------|---------|
|              |         |         |         |         |         |         |         |
| RESIDENTIAL  | 199,482 | 216,702 | 211,600 | 226,874 | 269,789 | 272,669 | 246,225 |
|              |         |         |         |         |         |         |         |
| COMMERCIAL   | 27,900  | 31,749  | 33,329  | 39,798  | 43,674  | 41,082  | 34,292  |
|              |         |         |         |         |         |         |         |
| INDUSTRIAL   | 7,919   | 8,126   | 8,058   | 9,838   | 10,479  | 9,984   | 8,418   |
|              |         |         |         |         |         |         |         |
| AGRICULTURAL | 60,155  | 68,954  | 69,187  | 81,054  | 84,726  | 80,679  | 70,698  |
|              |         |         |         |         |         |         |         |
| DEVELOPMENT  | 13,971  | 14,702  | 15,656  | 18,922  | 21,713  | 23,029  | 21,455  |
| TOTAL        | 309.427 | 340.233 | 337.830 | 376.486 | 430.381 | 427.443 | 381.088 |

- The total volume of property transaction started to moderate in 2012, after experiencing steady growth in the past years.
- Volume contraction cuts across the board for all sub-sectors in 2013.

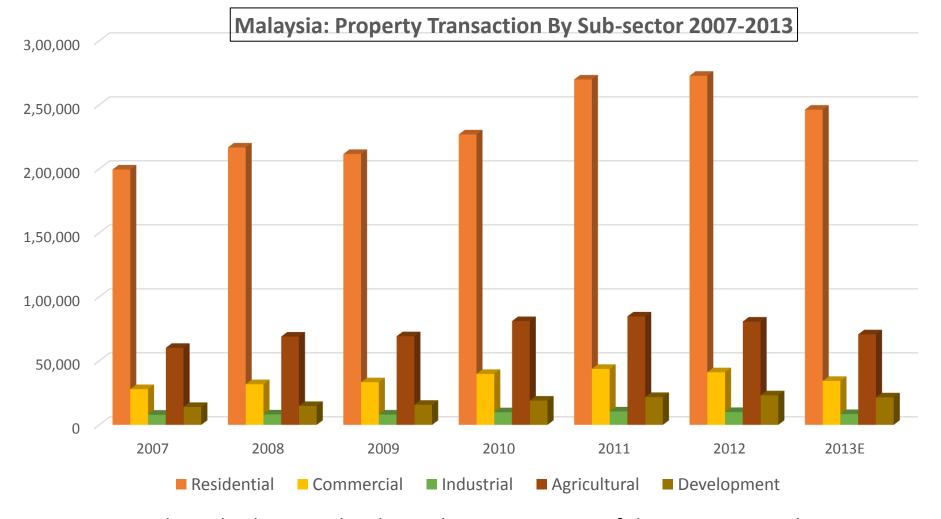


## Malaysia Property Market 2007-2013 Value of Transactions (RM million)

| SUB-SECTOR   | 2007      | 2008      | 2009      | 2010       | 2011       | 2012       | 2013       |
|--------------|-----------|-----------|-----------|------------|------------|------------|------------|
| RESIDENTIAL  | 36,490.61 | 41,303.97 | 41,848.38 | 50,654.16  | 61,831.56  | 72,060.41  | 77,143.14  |
| COMMERCIAL   | 16,350.75 | 16,615.92 | 16,388.99 | 23,840.26  | 27,636.22  | 27,792.16  | 31,061.94  |
| INDUSTRIAL   | 7,080.17  | 7,897.42  | 6,833.34  | 9,829.83   | 11,542.23  | 12,005.93  | 12,328.57  |
| AGRICULTURAL | 6,910.19  | 8,512.11  | 8,340.44  | 11,377.83  | 18,822.92  | 14,278.87  | 13,283.43  |
| DEVELOPMENT  | 10,302.09 | 14,009.46 | 7,588.82  | 11,611.18  | 17,978.05  | 20,955.30  | 19,121.53  |
| TOTAL        | 77,133.81 | 88,338.88 | 80,999.97 | 107,313.26 | 137,810.98 | 147,092.67 | 152,938.61 |

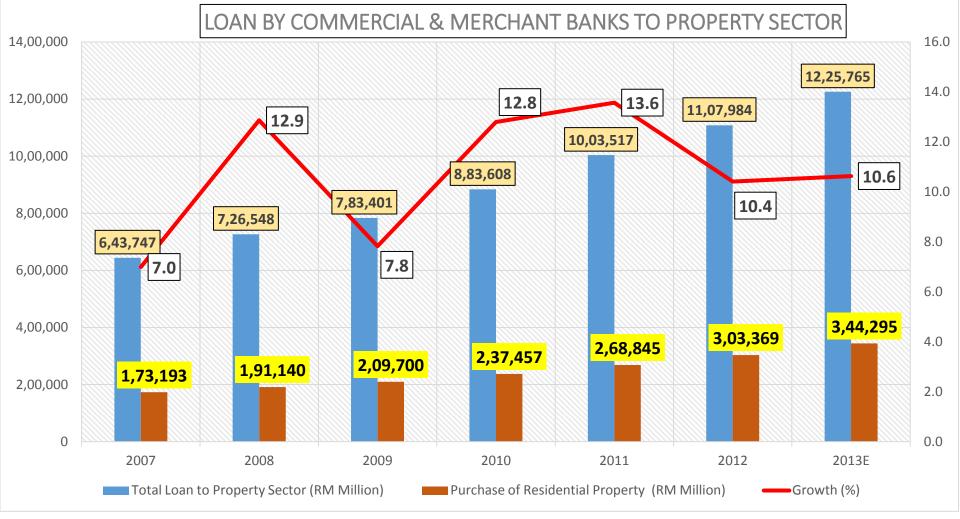
Tremendous expansion in the total value of transaction, from RM77.13 billion in 2007 to RM152.94 billion in 2013.





Residential sub-sector has been the prime mover of the property market, contributing more than 60% of the total property transactions.





- Banks have been supportive towards property sectors.
- Loans for purchase of residential property increased annually between 7% to almost 14%.



#### **Volume & Value of Residential Property Transactios 2007 - 2013** 3,00,000 80,000.00 70,000.00 2,50,000 60,000.00 2,00,000 50,000.00 1,50,000 40,000.00 30,000.00 1,00,000 20,000.00 50,000 10,000.00

• Ease in financing, low interest regime, low entry and exist costs favours residential market.

2009

2,11,653

41,848.38

• Sharp increase in transaction value from RM29.45 billion in 2007 to RM72.06 billion in 2013.

2010

2,26,874

50,654.16

2011

2,69,789

61,831.56

Volume of transaction moderated in 2013.

2007

1,99,482

36,490.61

2008

2,16,702

41,303.97



0

Volume

Value

2006

1,82,555

29,446.88

2012

2,72,669

67,762.20

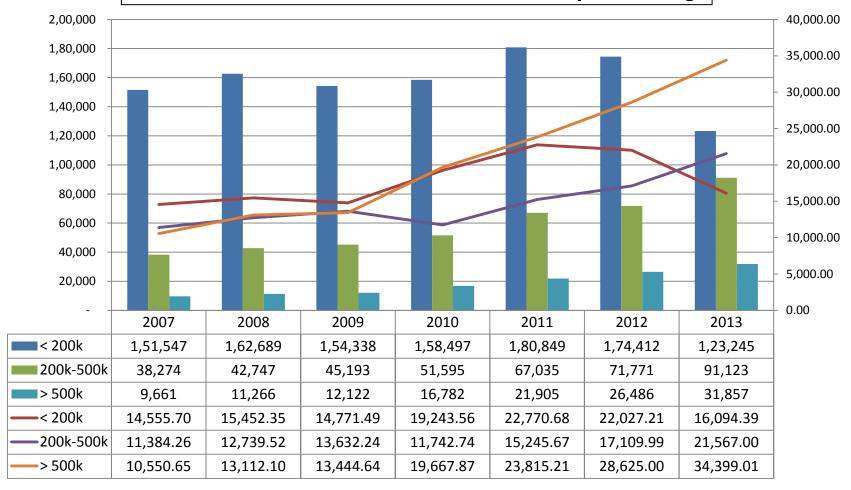
0.00

2013

2,46,225

72,060.41

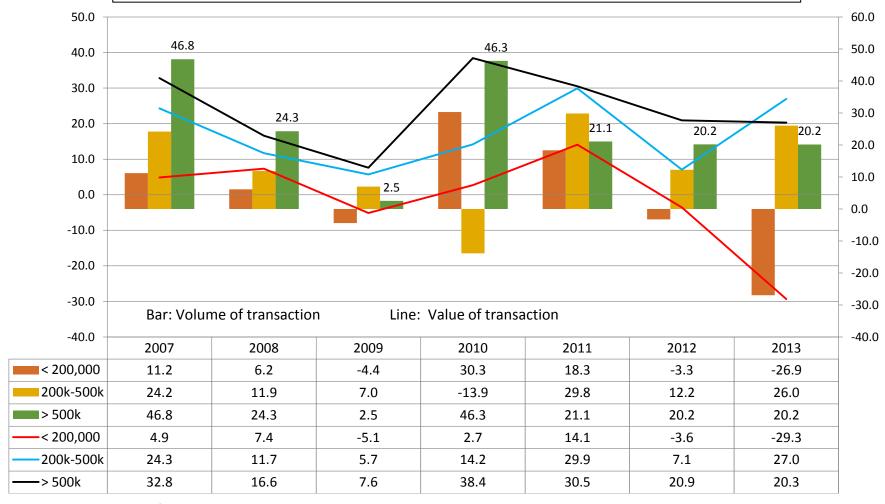
#### **Volume & Value of Residential Transactions By Price Range**



Whilst transactions of houses priced above RM200k showing an upward trend, houses priced below RM200k recorded otherwise.



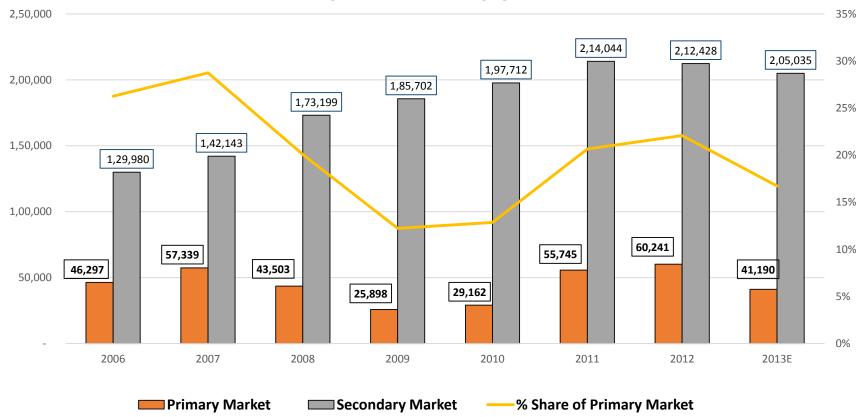
#### % CHANGE IN VOLUME AND VALUE OF TRANSACTION BY PRICE RANGE



- Transaction of houses priced more than RM500k registered double digit growth since 2010.
- Contraction in volume and value of transaction at price below RM200k detected in 2012 onwards.
- Houses in the price range of between RM200k -500k indicated steady growth.



#### RESIDENTIAL MARKET SEGMENT

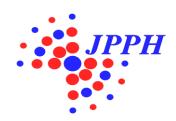


- Secondary transactions (second sales/sub-sales) dominated the residential market.
- Primary market (first transfer from developer) constituted less than 30% of the market share.



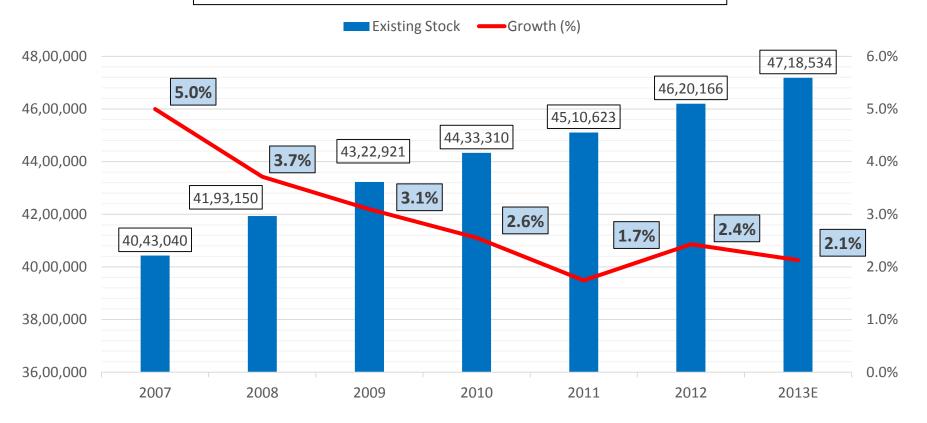


## MALAYSIAN HOUSING SUPPLY





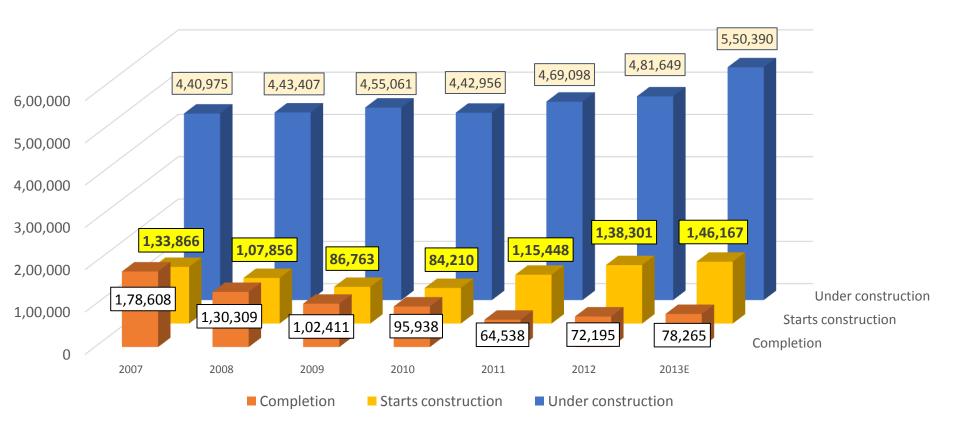
#### Existing Residential Stock and Supply Growth



- Housing stock stood at 4.7 million units in 2013, increased by around 17 % from 2007.
- Annual growth of housing supply between 1.7% and 5.0% and it is on reducing trend since 2007.
- (Note: Annual population growth estimated by Department of Statistics at 2.3%. Demand for housing is estimated to be around 150,000 units per year.)

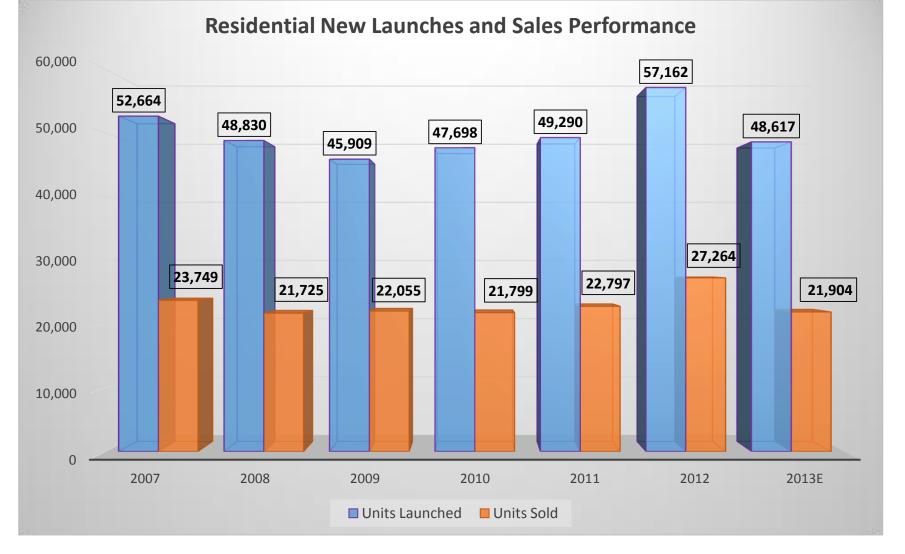


#### **Residential Construction Activities**



- Lesser number of completions compared to 2007.
- Starts and under constructions units slightly improved.



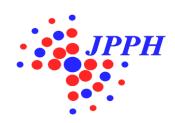


- Around 50,000 units of new launches for the past seven years.
- Sales performance within 9 months after launching registered less than 50%.



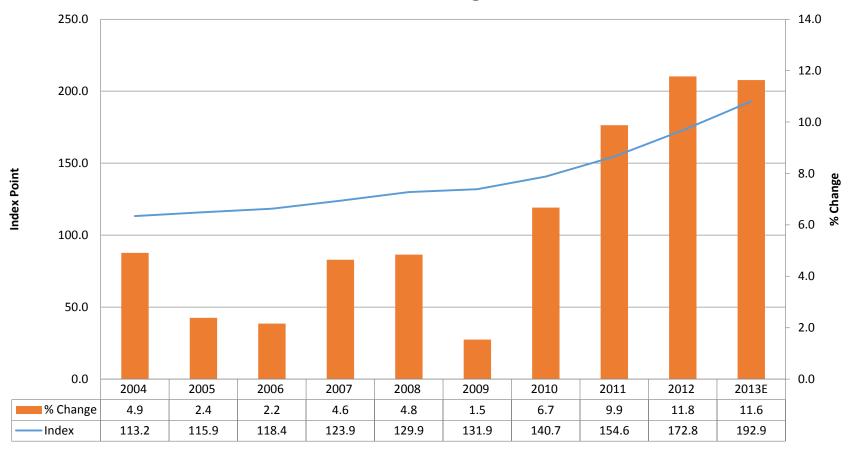


## MALAYSIAN HOUSE PRICE INDEX





## Malaysia All House Price Index and Annual Changes



- MHPI registered upward trend from 113.2 point in 2004 to 172.8 point in 2012.
- The index grew between 1.5% and 11.8%.
- Sharp increases were noted from 2010 to 2012.
- As at 2013, yearly index <u>expected</u> to be at 192.9, increase further by 11.6% compared to 2012.

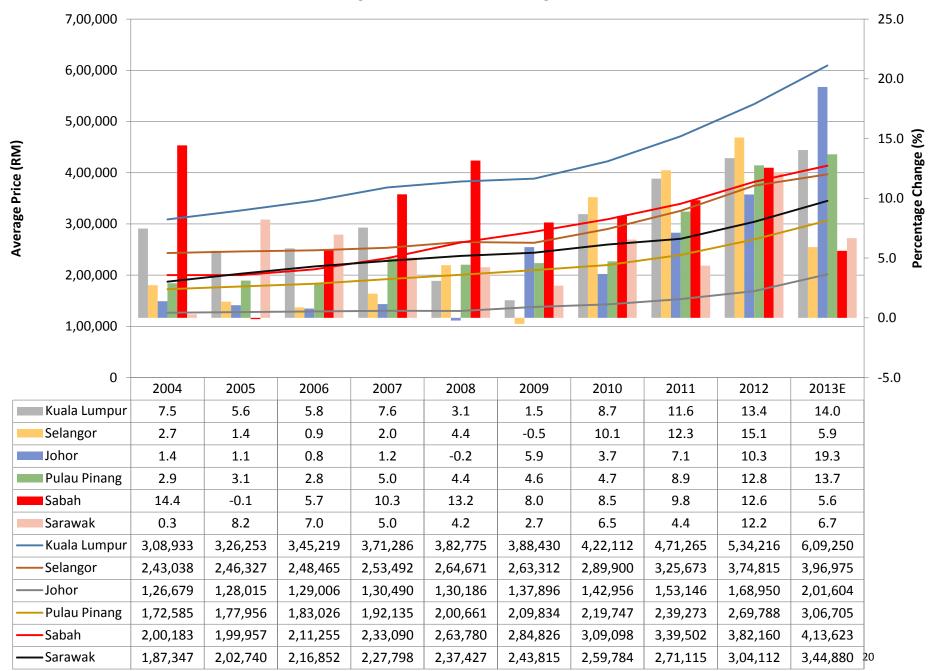
#### MALAYSIAN 'ALL HOUSE' AVERAGE PRICE

| All House Average P | rice (RM) |         |         |         |         |         |         |         |         |                          |
|---------------------|-----------|---------|---------|---------|---------|---------|---------|---------|---------|--------------------------|
| State/Year          | 2004      | 2005    | 2006    | 2007    | 2008    | 2009    | 2010    | 2011    | 2012    | <b>2013</b> <sup>E</sup> |
| Malaysia            | 157,538   | 161,681 | 165,998 | 172,466 | 179,359 | 184,005 | 196,618 | 216,034 | 241,591 | 266,304                  |
| Kuala Lumpur        | 308,933   | 326,253 | 345,219 | 371,286 | 382,775 | 388,430 | 422,112 | 471,265 | 534,216 | 609,250                  |
| Selangor            | 243,038   | 246,327 | 248,465 | 253,492 | 264,671 | 263,312 | 289,900 | 325,673 | 374,815 | 396,975                  |
| Johor               | 126,679   | 128,015 | 129,006 | 130,490 | 130,186 | 137,896 | 142,956 | 153,146 | 168,950 | 201,604                  |
| Pulau Pinang        | 172,585   | 177,956 | 183,026 | 192,135 | 200,661 | 209,834 | 219,747 | 239,273 | 269,788 | 306,705                  |
| Negeri Sembilan     | 108,494   | 112,088 | 113,311 | 118,491 | 120,260 | 123,906 | 129,703 | 143,708 | 155,062 | 163,758                  |
| Perak               | 95,877    | 97,712  | 100,805 | 105,717 | 110,491 | 112,620 | 117,940 | 131,236 | 144,097 | 153,698                  |
| Melaka              | 104,990   | 108,229 | 108,949 | 111,363 | 118,090 | 122,896 | 127,138 | 132,853 | 141,929 | 156,006                  |
| Kedah               | 99,642    | 100,348 | 100,877 | 103,215 | 109,980 | 115,951 | 123,366 | 132,349 | 136,435 | 149,538                  |
| Pahang              | 107,303   | 109,492 | 117,419 | 123,759 | 127,792 | 132,849 | 136,232 | 153,288 | 171,424 | 182,604                  |
| Terengganu          | 105,553   | 109,672 | 115,036 | 116,488 | 123,066 | 128,857 | 141,067 | 157,218 | 175,165 | 191,503                  |
| Kelantan            | 95,052    | 92,397  | 98,678  | 101,959 | 108,189 | 113,642 | 124,478 | 134,162 | 140,069 | 159,813                  |
| Perlis              | 83,182    | 86,507  | 88,346  | 97,011  | 99,625  | 99,405  | 105,416 | 118,621 | 122,096 | 137,221                  |
| Sabah               | 200,183   | 199,957 | 211,255 | 233,090 | 263,780 | 284,826 | 309,098 | 339,502 | 382,160 | 413,623                  |
| Sarawak             | 187,347   | 202,740 | 216,852 | 227,798 | 237,427 | 243,815 | 259,784 | 271,115 | 304,112 | 344,880                  |
| • 'All bouse' r     |           | H 4     | - 6 1   |         |         |         | _1      | : _     |         |                          |

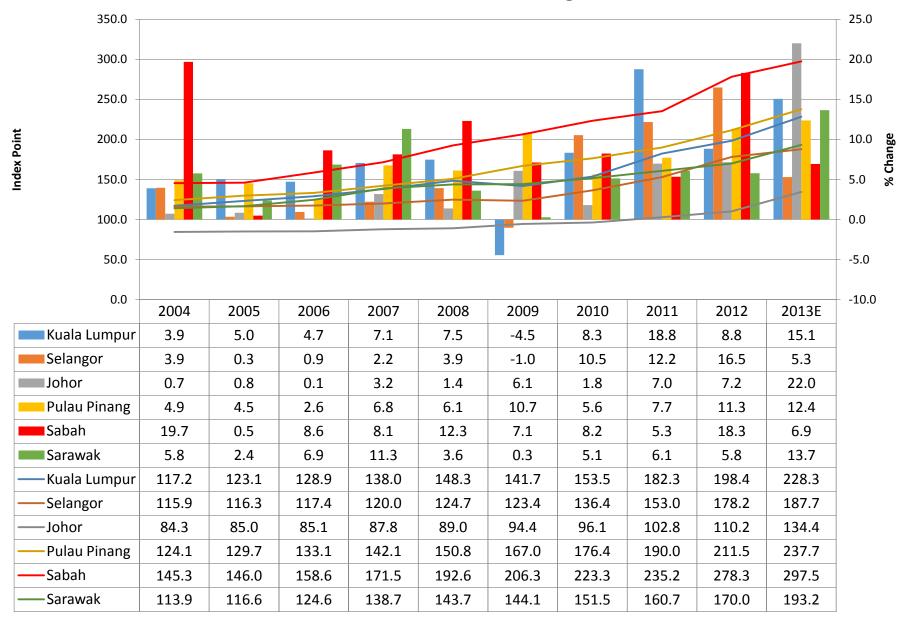
- 'All house' means all types of houses which include low cost and high end units.
- Observed that Sabah is second highest after Kuala Lumpur.



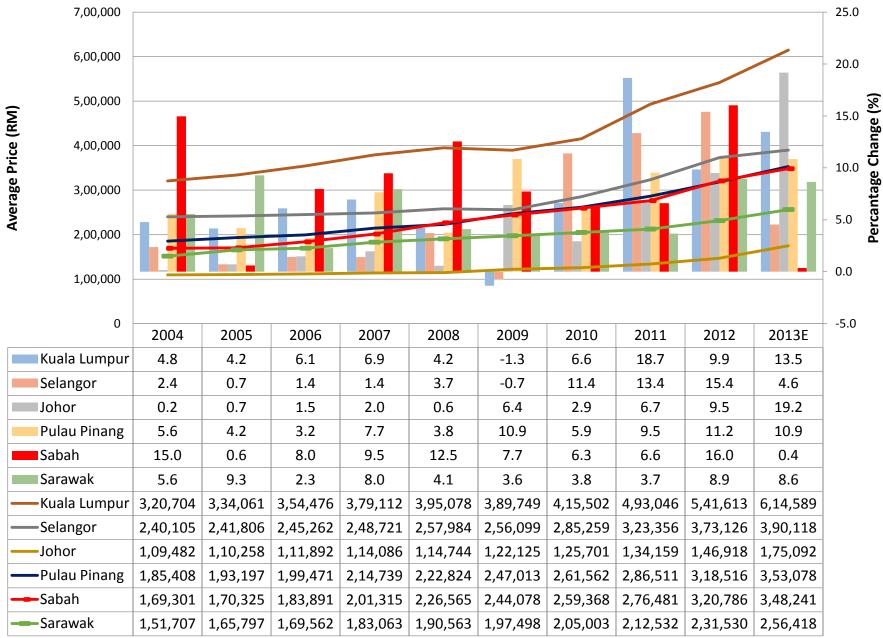
#### **All Houses Average Price and Annual Change on Selected States**



#### **Terraced House Price Index and Annual Changes on Selected States**



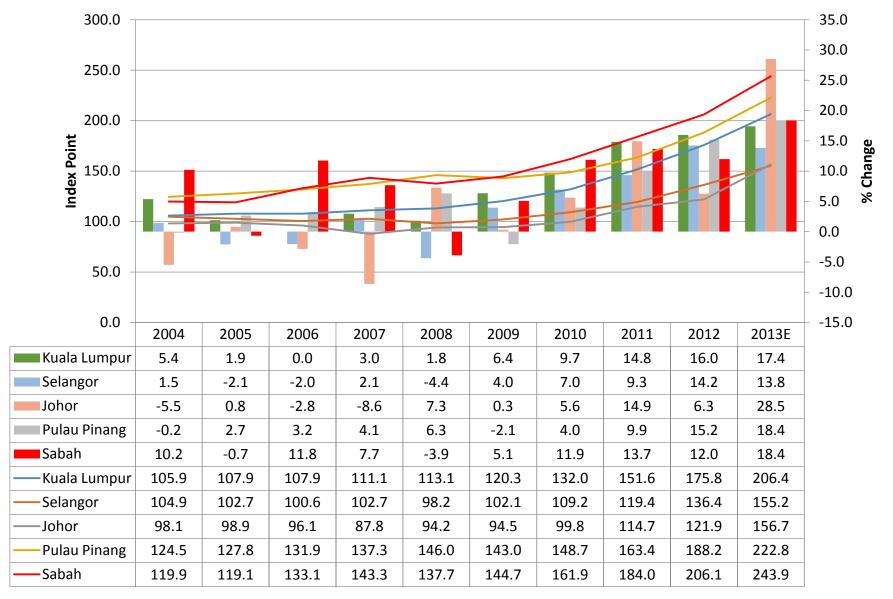
#### **Terraced House Average Price and Annual Changes on Selected States**



## **TERRACED HOUSE Terraced House Price by District/Region**

|                |                         |         |         | 1       | 1       | 1       |         |         |          |
|----------------|-------------------------|---------|---------|---------|---------|---------|---------|---------|----------|
| State          | Region                  | Q1 2012 | Q2 2012 | Q3 2012 | Q4 2012 | Q1 2013 | Q2 2013 | Q3 2013 | Q4 2013E |
|                | KL Central <sub>a</sub> | 576,678 | 592,565 | 622,102 | 747,870 | 786,642 | 791,038 | 839,762 | 859,480  |
| Kuala Lumpur   | KL North <sub>b</sub>   | 366,307 | 361,175 | 381,970 | 397,688 | 369,878 | 382,285 | 430,969 | 426,707  |
|                | KL South <sub>c</sub>   | 434,843 | 459,358 | 449,899 | 418,342 | 414,328 | 429,792 | 445,290 | 441,862  |
|                | Petaling                | 454,313 | 478,902 | 498,908 | 451,197 | 459,267 | 471,304 | 491,586 | 486,983  |
| Selangor       | Kelang                  | 189,579 | 206,625 | 213,009 | 209,402 | 213,668 | 231,251 | 226,218 | 235,794  |
| Selarigor      | Gombak                  | 240,643 | 242,708 | 245,628 | 260,249 | 244,286 | 225,946 | 273,627 | 289,871  |
|                | Hulu Langat             | 218,414 | 240,926 | 249,102 | 258,074 | 251,882 | 271,367 | 289,611 | 277,712  |
|                | Johor Bahru             | 131,040 | 137,536 | 140,280 | 153,931 | 159,669 | 178,970 | 189,313 | 181,666  |
|                | Batu Pahat              | 170,605 | 182,028 | 183,571 | 184,842 | 192,372 | 202,291 | 202,297 | 204,915  |
| Johor          | Muar                    | 166,467 | 164,687 | 172,136 | 183,431 | 190,501 | 189,346 | 199,848 | 200,752  |
|                | Keluang                 | 143,367 | 141,048 | 150,511 | 150,503 | 157,860 | 153,363 | 149,248 | 151,324  |
|                | Segamat                 | 114,588 | 122,412 | 127,158 | 142,169 | 134,825 | 131,089 | 133,000 | 145,438  |
| Pulau Pinang   | Pulau Pinang(Island)    | 693,117 | 652,300 | 731,893 | 714,868 | 726,721 | 758,129 | 770,853 | 791,981  |
| Fulau Filialig | Seberang Perai          | 178,460 | 179,125 | 187,884 | 193,689 | 202,764 | 208,210 | 219,366 | 209,809  |
| Sabah          | KK-Penampang            | 333,748 | 326,653 | 319,313 | 323,723 | 325,643 | 317,349 | 336,067 | 349,825  |
|                | Sandakan                | 227,267 | 226,360 | 237,371 | 263,121 | 297,751 | 288,479 | 297,303 | 297,155  |
|                | Tawau                   | 344,949 | 302,112 | 347,583 | 382,540 | 377,778 | 375,724 | 394,713 | 393,835  |
|                | Kuching                 | 220,007 | 231,662 | 237,524 | 272,521 | 257,856 | 261,490 | 264,258 | 256,812  |
| Sarawak        | Miri                    | 224,062 | 237,777 | 236,876 | 243,431 | 262,514 | 258,262 | 266,323 | 264,669  |
|                | Sibu                    | 212,972 | 211,488 | 229,026 | 209,229 | 224,349 | 230,149 | 247,254 | 241,613  |

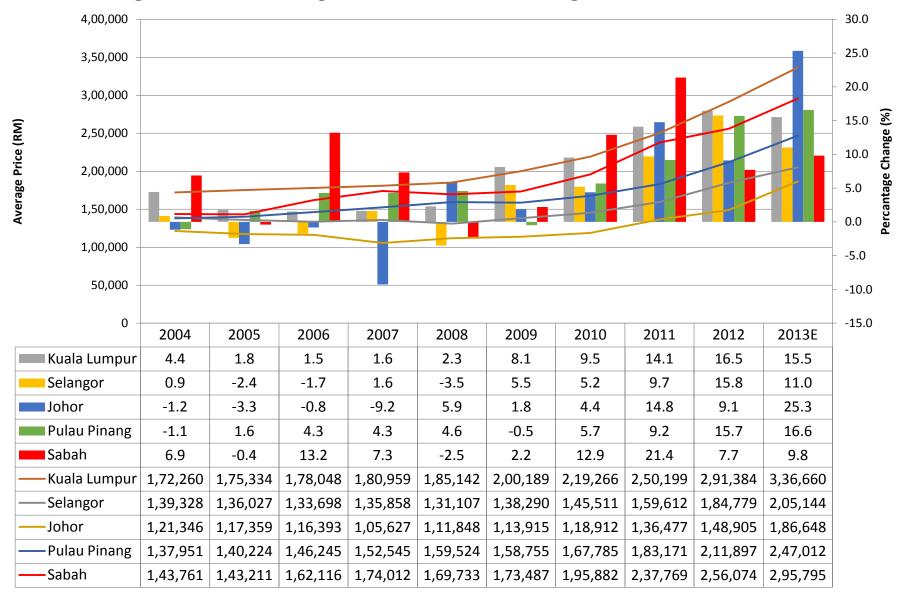
#### **High-Rise Unit Price Index and Annual Changes on Selected States**



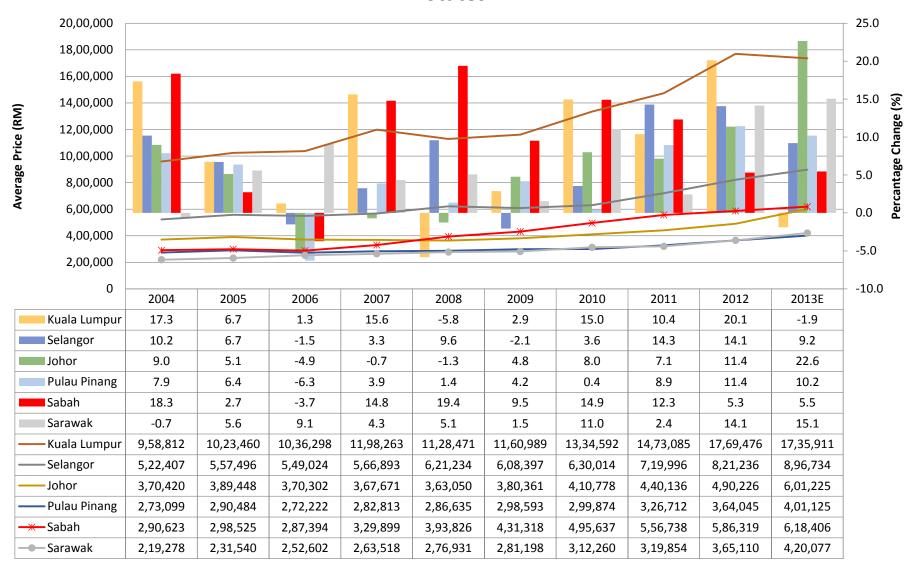
Bar : Annual change

Line: Index

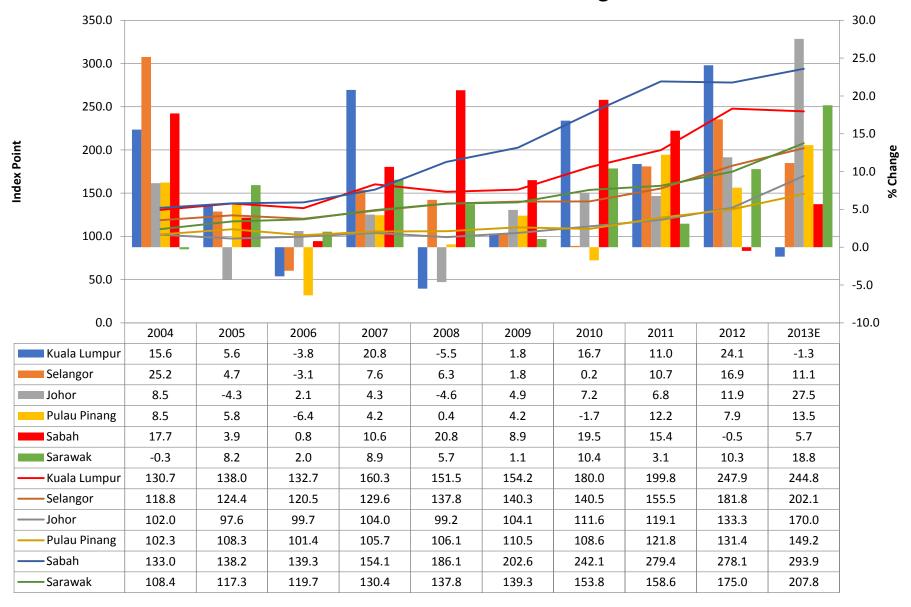
#### **High-Rise Unit Average Price and Annual Changes on Selected States**



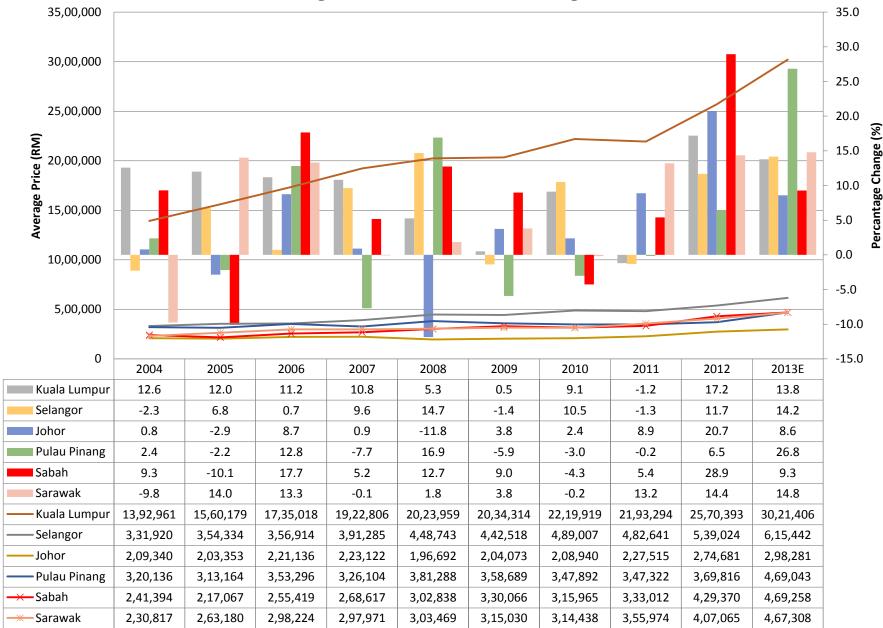
## Semi-Detached House Average Price and Annual Changes on Selected States



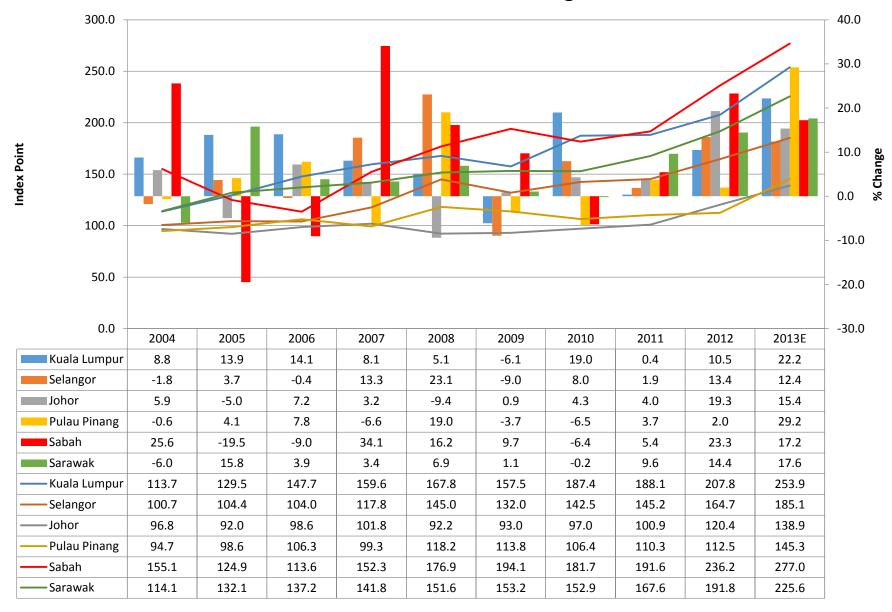
#### **Semi-Detached House Price Index and Annual Changes on Selected States**



#### **Detached House Average Price and Annual Changes on Selected States**



#### **Detached House Price Index and Annual Changes on Selected States**





## **GOVERNMENT INTERVENTIONS**





#### **GOVERNMENT INTERVENTIONS**

| NO. | EFFECTIVE DATE | MEASURES   |
|-----|----------------|--|
| 1.  | April 1, 2007- | Waiver of RPGT.  |
|     | 31 Dec. 2009   |  |
| 1.  | 1 January 2010 | Re-introduce RPGT with 5% for properties disposed within the first 5 years of purchase.  |
| 2.  | November 2010  | Bank Negara Malaysia announced the implementation of a maximum loan-to-value (LTV) ratio of 70%, applicable for the third and subsequent house financing facility taken out by a borrower.   |
| 3.  | December 2011  | Imposed LTV of 60% for housing loans by non-individuals to curb circumvention of maximum LTV measures  |
| 4.  | 1 January 2012 | In 2011, the government in the 2012 Budget increased RPGT to 10% for properties disposed within the first two years of purchase and 5% for properties disposed within a period exceeding 2 and up to 5 years. Properties held and disposed after 5 years were not subject to RPGT. |

| 5. | January 2012   | Loan applications for the purchase of properties were based on net income instead of gross income, after payment for income tax, SOCSO, Employees Provident Fund (EPF) deductions and other loans.  |  |  |  |  |  |  |
|----|----------------|---|--|--|--|--|--|--|
| 6. | 1 January 2013 | Budget announced in September 2012, the Government revised RPGT for the disposal of properties within the first two years from the date of purchase to be taxed at the rate of 15%. Within the third to the fifth year the rate was fixed at 10%. Disposal of properties in the 6 <sup>th</sup> year onwards are not subject to RPGT. |  |  |  |  |  |  |
| 7. | July 2013      | Bank Negara Malaysia announced the maximum tenure of housing loan capped at 35 years compared to the previous 45 years (two generation loan).   |  |  |  |  |  |  |
| 8. | July 2013      | Responsible lending limits. New borrowers, especially those with lower incomes, can only take on debt amounting to 60% of their monthly take home pay (i.e Debt Service Ratio not more than 60%).   |  |  |  |  |  |  |

| 9.   | 1 January<br>2014 | Budget announced in October 2013, the Government revised RPGT:- |                 |  |  |  |  |
|--|-------------------|---|-----------------|--|--|--|--|
| Disposal                                   |                   | Proposed RPGT Rates   |                 |  |  |  |  |
|  | Companies         | Individuals   | Individuals     |  |  |  |  |
|  |                   | (Citizens & Permanent Residents)                                | (Non- Citizens) |  |  |  |  |
| Within 3                                   | 30%               | 30%   | 30%             |  |  |  |  |
| years                                      |                   |   |                 |  |  |  |  |
| 4 <sup>th</sup> year                       | 20%               | 20%   | 30%             |  |  |  |  |
| 5 <sup>th</sup> year                       | 15%               | 15%   | 30%             |  |  |  |  |
| 6 <sup>th</sup> and<br>subsequent<br>years | 5%                | 0%  | 5%              |  |  |  |  |

| 10. | Budget 2014 | Increase the minimum price of property that can be purchased by foreigners from RM500,000 to RM 1,000,000;   |
|-----|-------------|--|
| 11. | Budget 2014 | Increase transparency in property sales price, where property developers will have to display detailed sales price including all benefits and incentives offered to buyers such as exemption or legal fees, stamp duty, sales agreements, cash rebates and free gifts; and   |
| 12. | Budget 2014 | Prohibit developers from implementing projects that have features of Developer Interest Bearing Scheme (DIBS), to prevent developers from incorporating interest rates on loans in house prices during the construction period. Therefore, financial institutions are prohibited from providing final funding for projects in the DIBS scheme. |



# MOVING FORWARD: GOVERNMENT INTERVENTIONS IN INCREASING THE SUPPLY OF HOUSES .....as announced in the 2014 Budget

- 223,000 units of new houses will be built by the Government (133,000 units) and the private sector (90,000 units).
- RM578 million allocated to National Housing Department (JPN) for the development of *Program* Perumahan Rakyat (16,473 units).
- •RM146 million for JPN to develop 600 units of Program Perumahan Rakyat Disewa and Perumahan Rakyat Bersepadu.

## MOVING FORWARD: GOVERNMENT INTERVENTIONS IN INCREASING THE SUPPLY OF HOUSES

.....as announced in the 2014 Budget

- SPNB will build 26,122 unit of affordable houses, comprises 15,122 affordable houses, 3,000 units *Rumah Idaman Rakyat* and 8,000 units of *Rumah Mesra Rakyat*. Subsidy between RM15,000-RM20,000 per unit for *Rumah Mesra Rakyat*.
- Introduction of Private Affordable Ownership Housing Scheme (MyHome) to encourage private sector to build more low and medium-cost houses. Subsidy of RM30,000 for each unit to the private developers. Preference will be given to developers who build low and medium-cost houses in areas with high demand and 10,000 unit will be built in 2014.

# MOVING FORWARD: OTHER GOVERNMENT INTERVENTIONS .....as announced in the 2014 Budget

- RM4 billion fund allocation for Facilitation Fund as an initiative to promote private, high strategic impact projects. RM1 billion will be allocated to Housing Facilitation Fund under Public Private Partnership (UKAS). Developers to bide the rules and sales price set by the Government.
- RM100 milliion for 1Malaysia Maintenance Fund to carry out refurbishment and improve living quality in low-cost housing. RM82 million to rehabilitate 20 abandoned housing projects involving 8,197 houses.
- The establishment of National Housing Council to develop strategies and action plans in a holistic manner, coordinate legal aspects and property price mechanism and ensure provision of homes in a more efficient and expeditious manner.



## **FUTURE OUTLOOK**





### OUTLOOK FOR RESIDENTIAL PROPERTY SECTOR

- •Malaysian residential property market will remain resilient in the coming few years, based on its growing young population, severe undersupply of houses in major cities due to migration and urbanization.
- Houses are not just shelter but also as a means of wealth creation thus, generating demand.
- Active housing construction activities in the next two to three years.





## **END OF PRESENTATION**



