


COMPARING KOTA KINABALU WITH GREATER KL, PENANG & ISKANDAR MALAYSIA

photograph taken on
14 May 2011

 **HO CHIN SOON**



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- 1. House Price Index**
- 2. Demographics: Population Study**
- 3. Plus points for Sabah
Connectivity of Kota Kinabalu**
- 4. Centre of Gravity for Kota Kinabalu's CBD
moving South-west towards Tanjung Aru**
- 5. Some aerial and site photographs of Sutera Avenue**
- 6. Conclusions**

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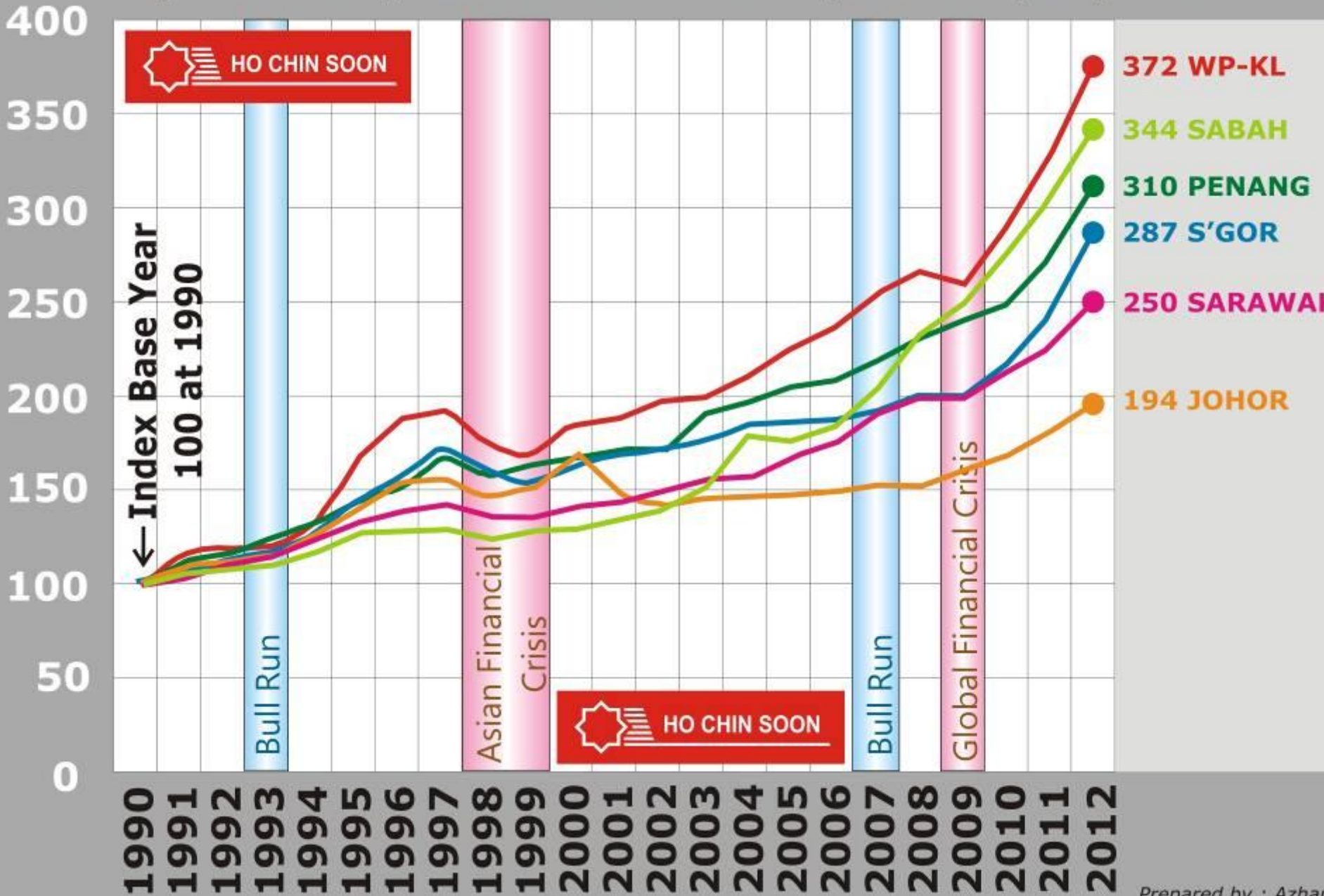
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6. Conclusions

Price Index : All Houses **SOURCE : www.jp-ph.gov.my**
A special 22 year series for comparison purposes



Price Index : All Houses

SOURCE : www.jp-ph.gov.my

A special 22 year series for comparison purposes



Price Index : All Houses starting at Year 2000 till 2012

SOURCE :
www.jp-ph.gov.my



HO CHIN SOON RESEARCH SDN BHD

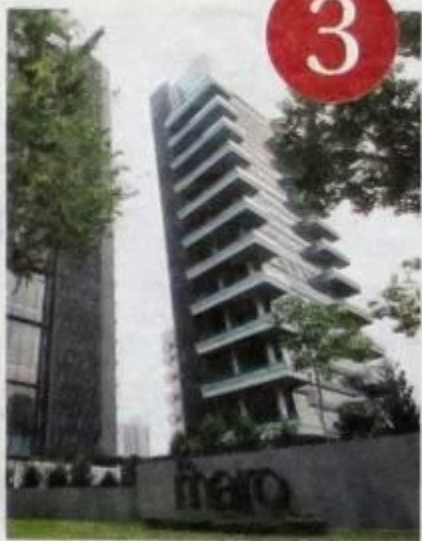
1 TwentyOne Angullia Park
 Address: 21 Angullia Park
 Average price transacted:
\$5,181 psf (per sq ft)
 The 36-storey building is not even finished, and
 site, liv-
 est
 is...
 and a fabulous choice of cosmopolitan dining
 and entertainment, all within walking distance
 whenever the mood takes you". The developer
 did not respond to our queries by press time.
Tenure: Freehold
No. of units: 54
Size of units: Approx 1,163 to 7,718 sq ft
TOP Year: 2014

RM13,400 psf

2 Hamilton Scotts
 Address: 37 Scotts Road
 Average price transacted:
\$4,132 psf
 The most famous part of this condo? Your car is
 on-
 ing
 as
 site
 elevated sky garages.

RM10,700 psf

In April it was reported that a Chinese firm,
 Reignwood Holding, acquired all 36 unsold
 units. The condo has since been renamed Reign-
 wood Hamilton Scotts.
Tenure: Freehold
No. of units: 56
Size of units: 2,756 to 7,115 sq ft
TOP Year: 2012



3

3 The Marq on Paterson Hill
 Address: 8 Paterson Hill
 Average price:
\$4,046 psf
 The larger-than-usual apartments boast spa-
 cious
 pools,
 whims
 library
 all managed by The Ritz-Carlton.
 There is also reportedly a stone sculpture by
 English artist Adrian Gray near its swimming
 pool.
Tenure: Freehold
No. of units: 66
Size of units: Approx 3,000 to 17, 500 sq ft
TOP Year: 2011

RM10,400 psf

4 Sage at Nassim
 Address: 11A & 11B Nassim Road
 Average price:
\$3,854 psf
 According to the interior designers, this estab-
 lish-
 floor
 find
 the
 the
 be-
 sized units are nestled in one of Singapore's pre-
 mium areas near the lush Botanic Gardens.
Tenure: Freehold
No. of units: 33
Size of units: From 2,800 to 4,700 sq ft
TOP Year: 2012
Developer: Hong Leong Holdings

RM9,900 psf

Prices RM psf
Exchange rate
say 2.58



5 The Ritz-Carlton Residences Singapore Cairnhill
 Address: 65 Cairnhill Road
 Average price:
\$3,815 psf
1ST DEC 2013
 The amenities include the usual swimming
 pools,
 whims
 library
 all managed by The Ritz-Carlton.
 There is also reportedly a stone sculpture by
 English artist Adrian Gray near its swimming
 pool.
Tenure: Freehold
No. of units: 58
Size of units: 2,831 to 6,501 sq ft
TOP Year: 2011

RM9,800 psf

6 Scotts Square
 Address: 8 Scotts Road
 Average price:
\$3,647 psf
 The residents live above Scotts Square mall,
 right in
 Each
Tenure: Freehold
No. of units: 84
Size of units: 624 to 1,249 sq ft
TOP Year: 2011

RM9,400 psf

7 The Scotts Tower
 Address: 38 Scotts Road
 Average price:
\$3,643 psf
 Each unit comes with premium designer bath-
 room
 and s
 Ontar
 pavil-
 need to go to a spa again.
Tenure: 99 Years
No. of units: 231
Size of units: 624 to 3,315 sq ft
TOP Year: 2016

RM9,400 psf

8 Ardmore Three
 Address: 3 Ardmore Park
 Average price:
\$3,485 psf
 It is yet to be officially launched says the devel-
 oper,
 there
 even
 units
 Despite that, information culled from URA
 Realis indicates that there have already been
 transactions.
Tenure: Freehold
No. of units: 84
TOP Year: 2015

RM9,000 psf

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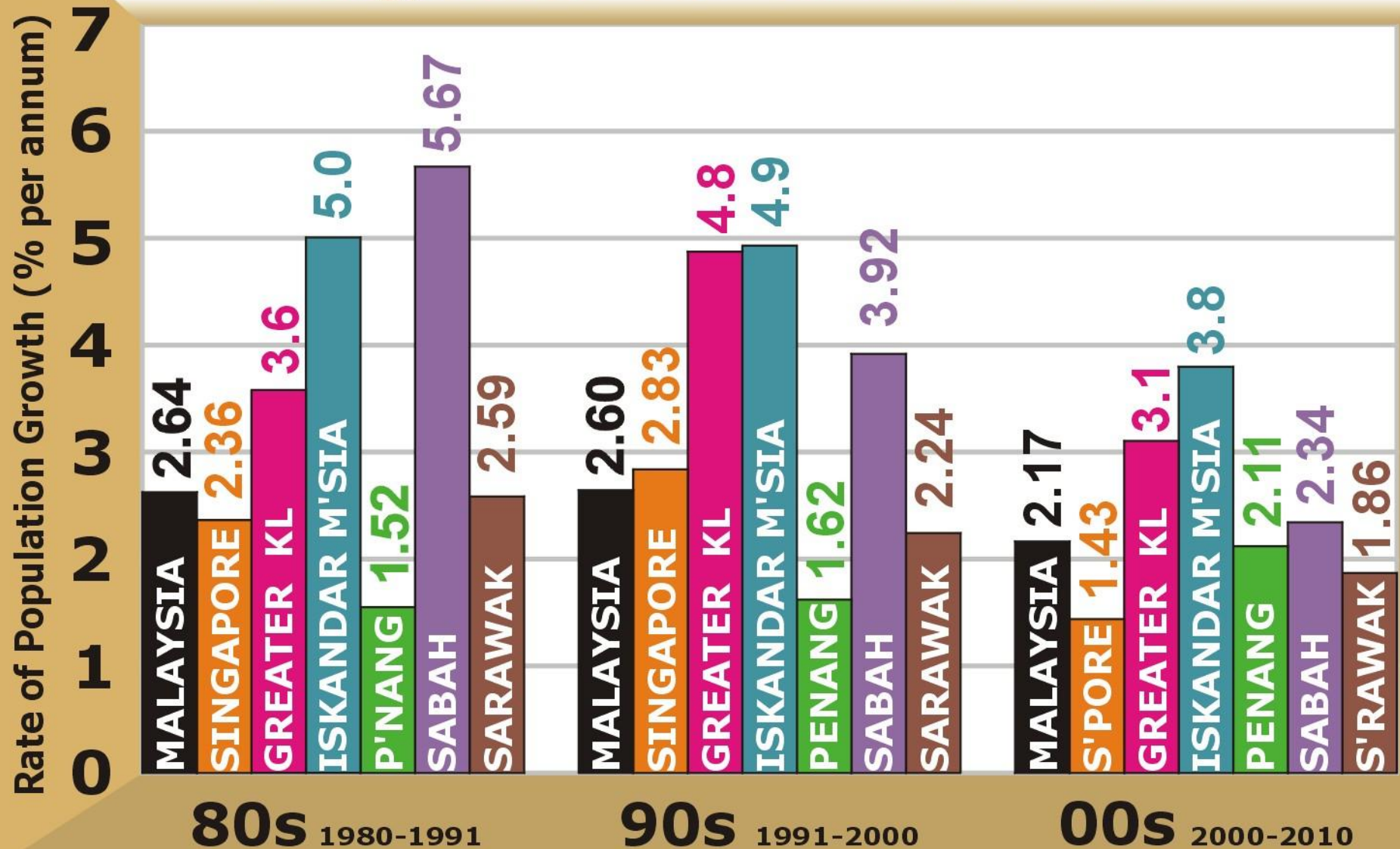
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Comparing M'sia, S'pore, Greater KL, Iskandar, Penang, Sabah & S'wak: Rate of Growth



Prepared by : Azhan

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SABAH



23rd January 2013, Wed 11:37:28 pm

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Petronas projects to boost Sabah's economy

5th August, 2011

KOTA KINABALU: Petronas is forging ahead with its upstream and downstream oil and gas projects as part of its plan to further develop the industry in Sabah.

"These projects which involved a combined capital expenditure of RM45 billion will see a spike in the oil and gas activities in Sabah, with various anticipated spin-offs along their value chain that would contribute significantly to the economy of Sabah and benefit the livelihood of its people," General Manager of Petronas Sabah and Labuan Regional Office, Joseph Podtung said yesterday.

Oil & Gas Terminal at Kimanis RM45billion



Photograph taken on
24 January 2013



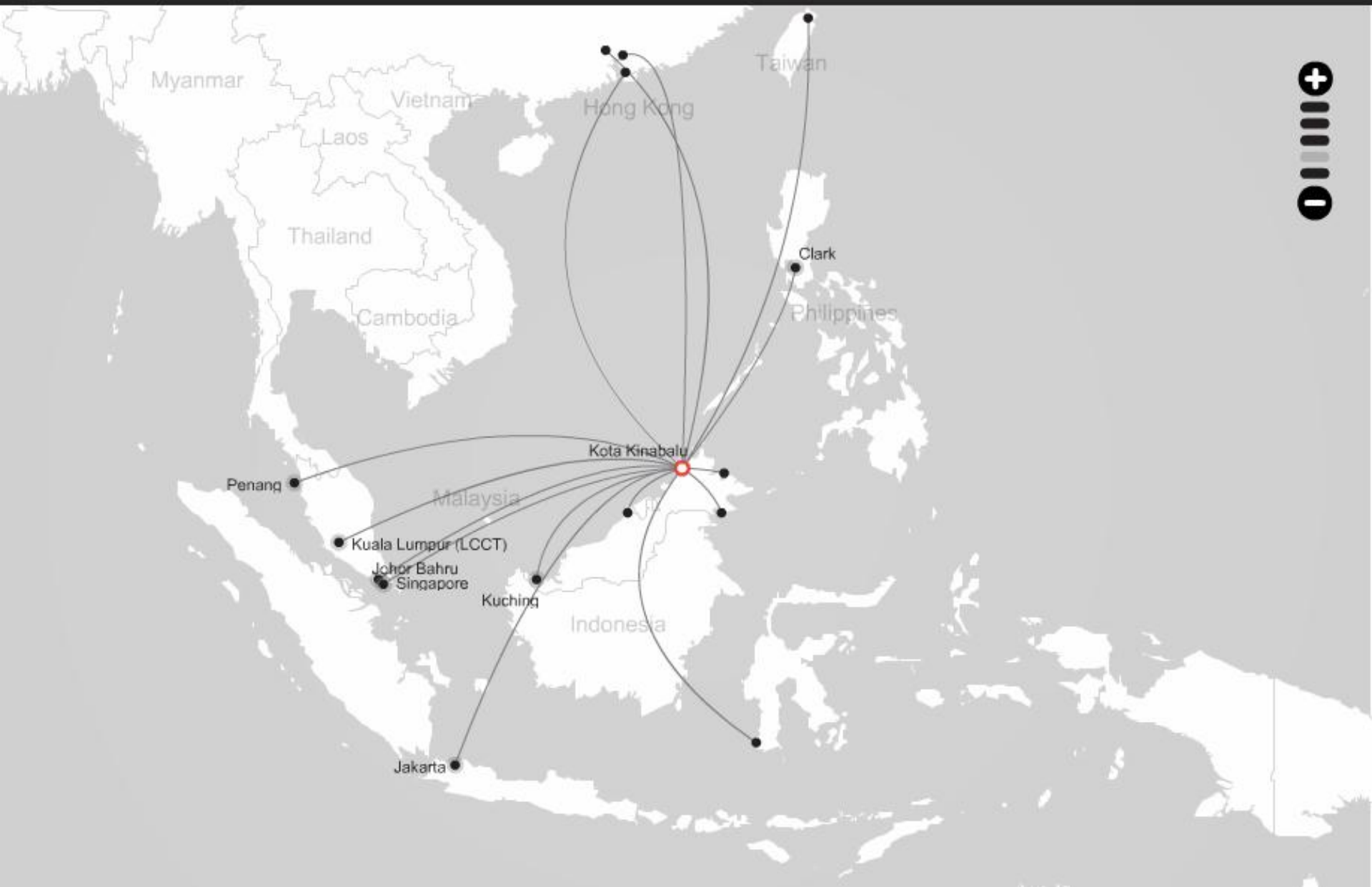


Top 10 retirement havens in 2013

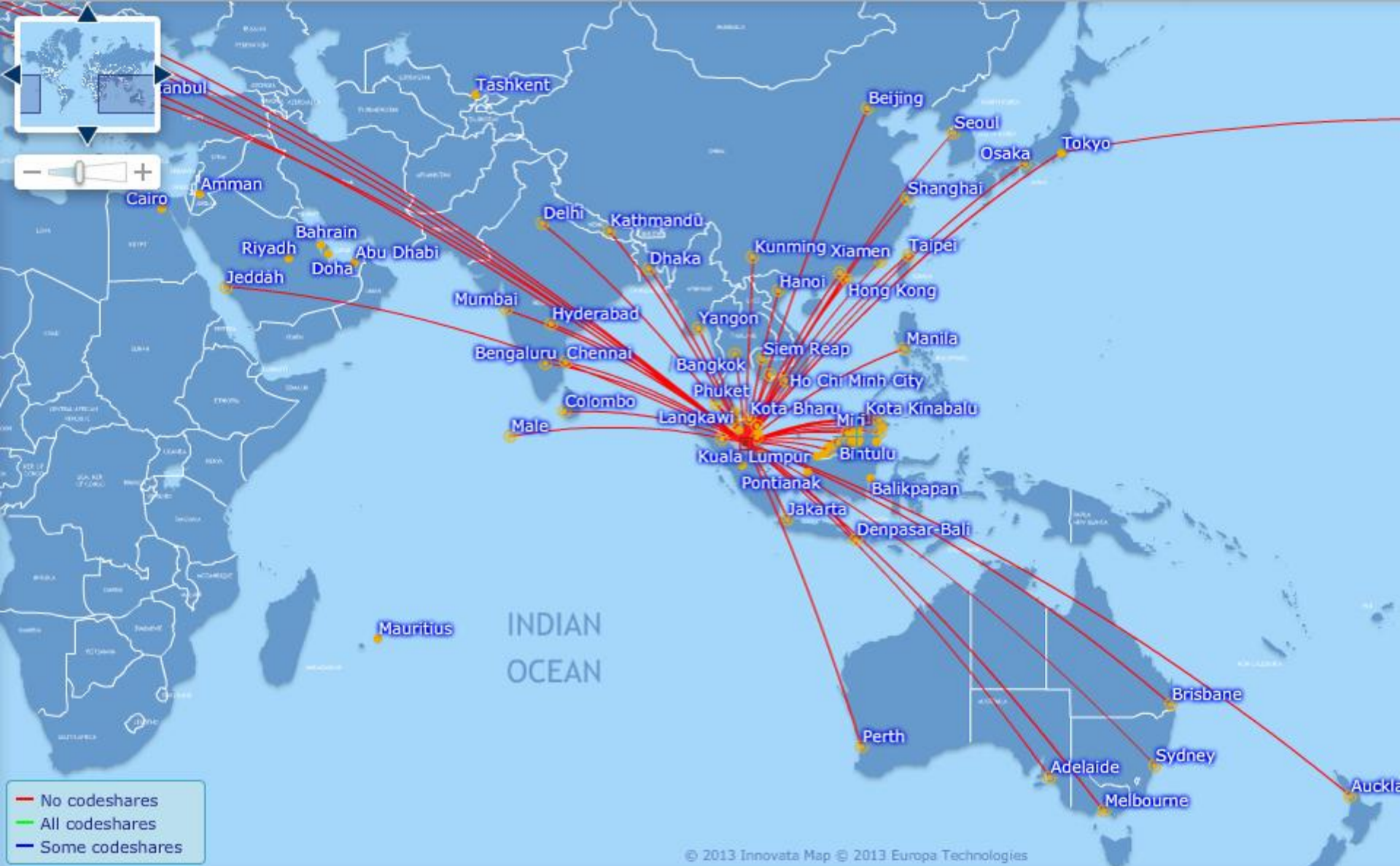
1. Ecuador
2. Panama
3. **Malaysia**
4. Mexico
5. Costa Rica
6. Uruguay
7. Colombia
8. Spain
9. Thailand
10. Malta

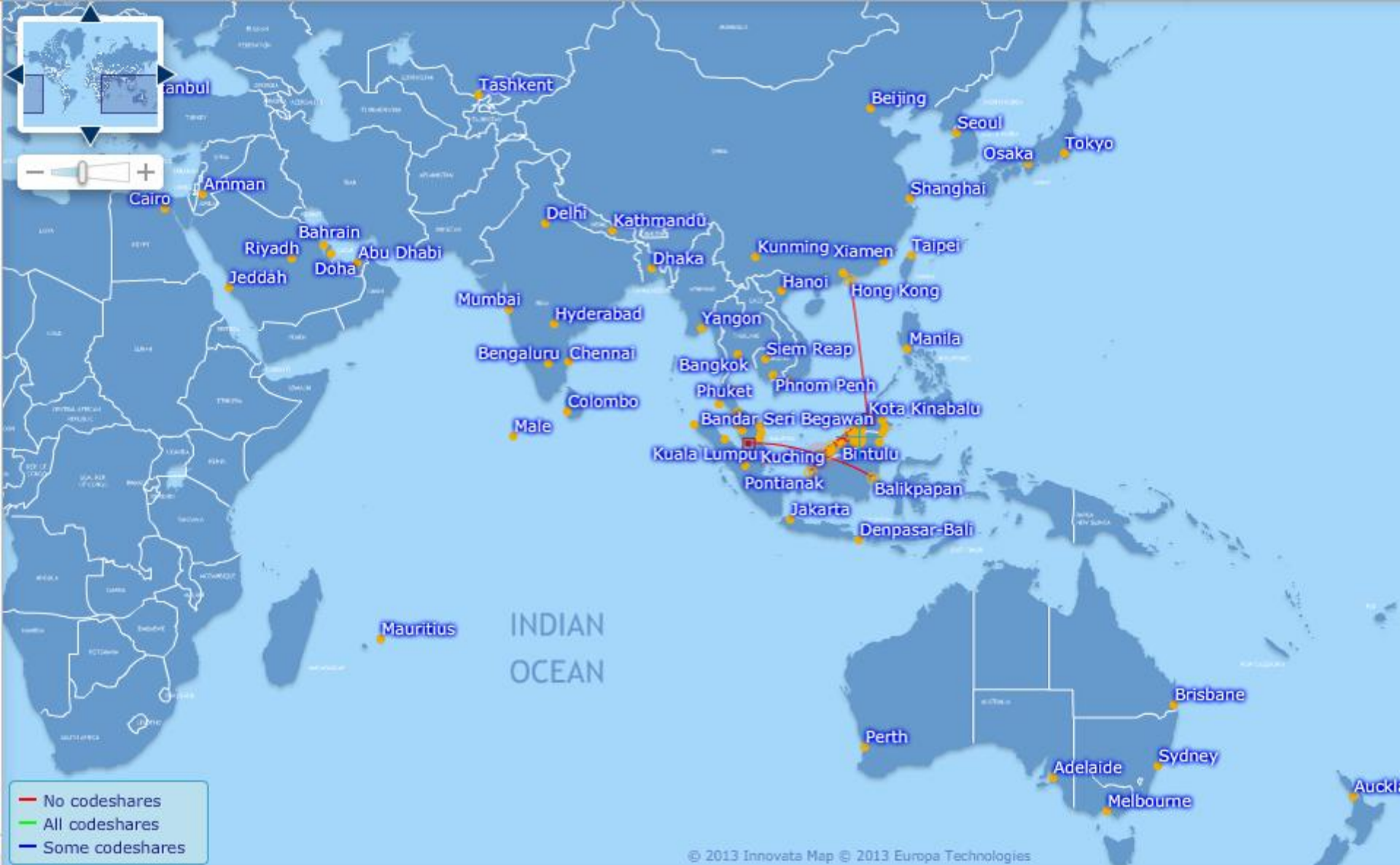
Source: [International Living.com](http://InternationalLiving.com)

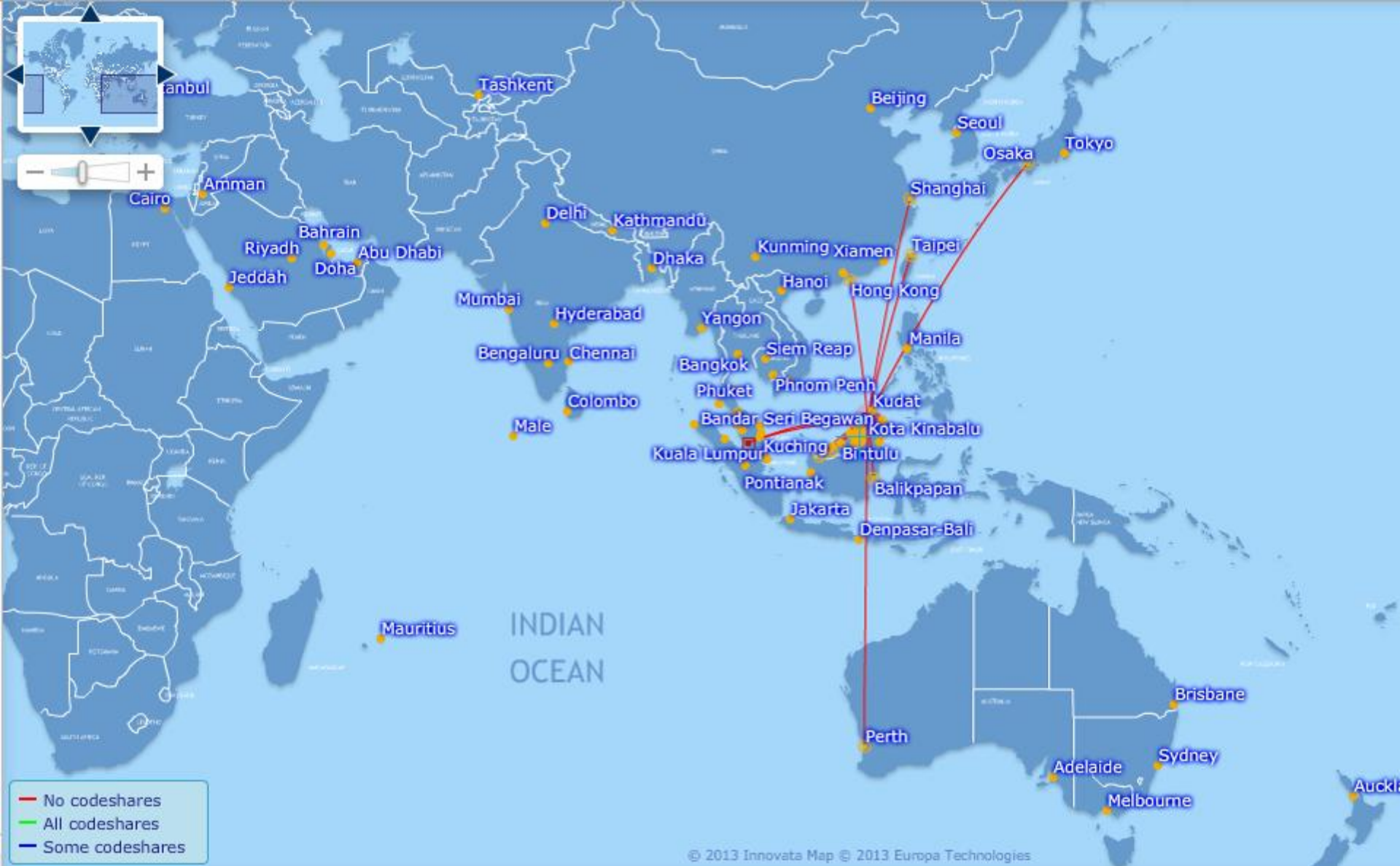












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GREATER KL CIRCLE & PUTRAJAYA MRT FAST TRAIN TO SINGAPORE

CONCLUDING THE GREATER KL MRT STORY:
THE CONFIRMED BLUE LINE and SPECULATIVE
MRT LINES 2 (CIRCLE) & MRT LINE 3 (PUTRAJAYA)

HIGH SPEED RAIL TO JOHOR BAHRU AND
WHERE TO PLUG INTO SINGAPORE

LATEST HOUSE PRICE INDEX
ASKING PRICES: LANDED & HIGH RISE



CONTRIBUTORS:
1. Ms Prudence Wong
2. Mr Chris Tan and
3. Ms Melissa Low

HO CHIN SOON

REAL ESTATE AGENTS TRUE STORIES REAL LIFE LESSONS FOR EVERYONE



Special Guest Appearance
MICHAEL GEH on
**AFFORDABLE
HOUSING**



GETTING STARTED IN THE REAL ESTATE INDUSTRY

Valuable tips & advice from Bosses, General Managers and
Professionals to young Malaysians getting into the work force

Bonus Chapter
Lessons from Father & Son backpacking trip



Chin Soon's Real Estate Mantra LOCATION, TIMING & BRANDING

Why the Location/Centre of Gravity for Klang Valley
won't move south so soon
Selling your land in Golden Triangle
in 2004 - 2006 causes heart pain
"Condominium Pattern" explains
why Mont Kiara Enclave sustainable
Who Makes Money from Real Estate
How YDU can be a Property Guru



HO CHIN SOON

ISKANDAR MALAYSIA A story of Singapore and Kuala Lumpur

Introducing Chin Soon's Real Estate Model



What does the LRT connection from
T1 Putrajaya to Woodlands MRT mean?
When is the Tipping Point
for Iskandar Malaysia?
Chin Soon's Real Estate Model
Equality & Emancipation
Most Kiara Development Land Data
Contributors:
Dr Iskandar Ismail, Laura Lee,
Habibullah Khoo, John Ching
& Carmen Lai

HO CHIN SOON

PENANG ISLAND NEW SOUTHERN ROAD TO PENANG HILL AND STRATEGIC TUNNELS: THE WAY FORWARD GOLDEN TRIANGLE 20 YEARS AGO TILL TODAY: CONDOMINIUM MARKET



HO CHIN SOON

Why Penang Hill Holds The Key &
Tunnels To Open Up Balik Pulau

Technical Report from Prof. Dr. Gue
& Dr. Jack Pan: GAP Geotechnics

Golden Triangle: 1990 to 2010
26 years of database & mapping

CONTRIBUTORS:
Dr Christopher Shun,
Mr Yoo Woon Chai, Dr Jason Teoh,
Ms Yvonne Low, Mr Jimmy Yeoh,
Mr Michael Goh, Mr Dave Lee,
FREDERICK'S Michael & Sandra,
Mr Johnny Ho, Mr Jeff Poo

Special Sharing
Ho Anson Tong SUNSHINE BERRAD

CROSS BORDER REAL ESTATE

In a Globalized World, Mega Regions and Mega Cities compete for Talent & Money,
invariably Cross Border Real Estate Transactions increase exponentially.

BONUS: SEMENYIH LAND OWNERS

128 plots of small buildings south of Semenyih identified - Satellite images,
Ownership Maps, Aerial Photos, Outlets, Site Inspection Pictures







CONTRIBUTORS: 1. Cameron Chong 2. David Koh
3. David Koh 4. David Koh 5. David Koh 6. David Koh
7. David Koh 8. David Koh 9. David Koh 10. David Koh
11. David Koh 12. David Koh 13. David Koh 14. David Koh
15. David Koh 16. David Koh 17. David Koh 18. David Koh
19. David Koh 20. David Koh 21. David Koh 22. David Koh
23. David Koh 24. David Koh 25. David Koh 26. David Koh
27. David Koh 28. David Koh 29. David Koh 30. David Koh
31. David Koh 32. David Koh



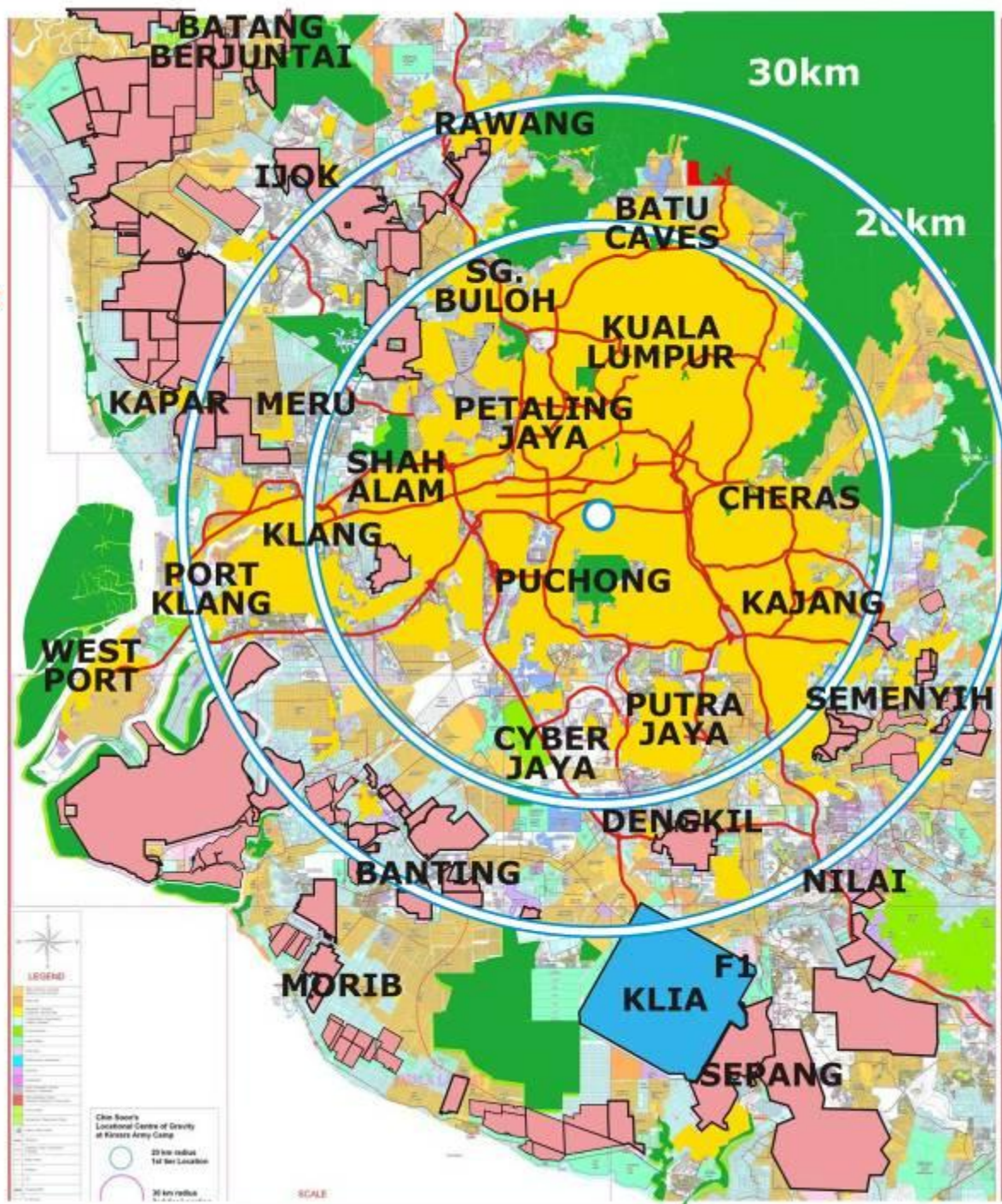
HO CHIN SOON

**Klang Valley 2011
1st Tier 20km
& 2nd Tier 30km
Locations from LCG
KINRARA ARMY CAMP**


-  **Built-Up Areas**
-  **Forests**
-  **KLIA**
-  **Plantations
Sime Darby &
Others**



HO CHIN SOON

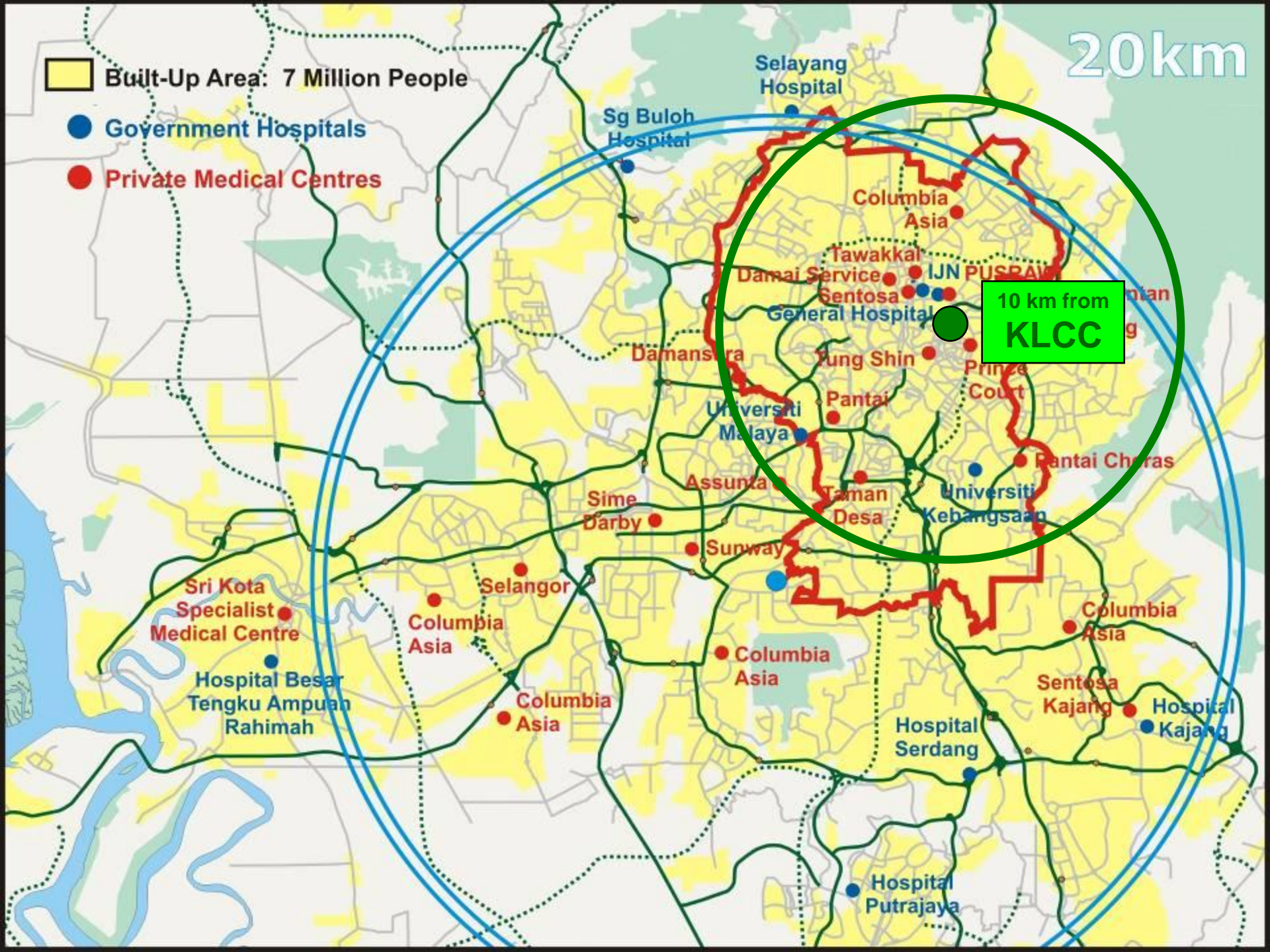


20km

 Built-Up Area: 7 Million People

 Government Hospitals

 Private Medical Centres



10 km from
KLCC



KLCC

Petaling
Jaya

Subang
Jaya

Klang

KESAS

MAJU

SOUTH KV

Puchong

Putrajaya

Kajang

Teluk
Panglima
Garang

Senyih

Cyberjaya

SEREMBAN H.

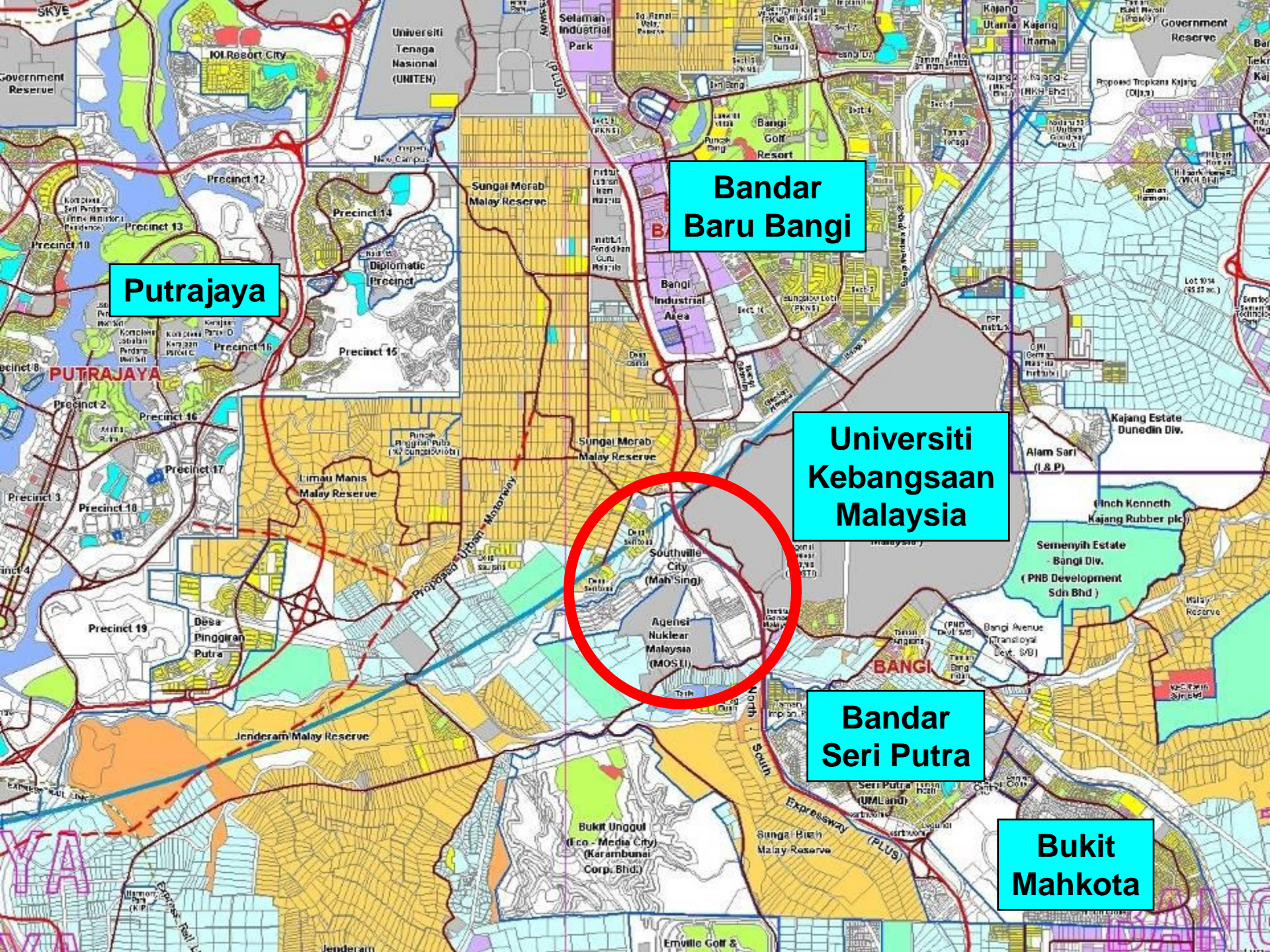
LEKAS

Jenjarom

Dengkil

Nilai

Banting



Putrajaya

**Bandar
Baru Bangi**

**Universiti
Kebangsaan
Malaysia**

**Bandar
Seri Putra**

**Bukit
Mahkota**

Panoramic View of the KL City from the Vantage Point of Southville City







Suria Sabah

Hyatt Regency Kinabalu

Sinsuran Kompleks

Mega Pavillion Cinemas Kk

Taman Fantasi

Likas Golf Club

Kompleks Sukan Likas

Taman Maju Kota

Taman Tai Tet

Taman Damai

Taman Sinar b

Taman Alpha

Taman Seputih

KOTA KINABALU

Taman Town House

Taman Lumaku

Taman Beauty Garden

Sri Gaya

Berjaya Palace

Star City Mall

Api api Centre

Karamunsing Complex

Karamunsing Capital

Sutera Avenue

Proposed Gleneagles

KK Time Square

Sutera Harbour Golf Club & Country Club

The Pacific Sutera

Sutera Harbour Marina

Sutera Harbour Golf Club

Hospital Queen Elizabeth

Rainforest Park

**Year 1986 – Suria Sabah was just the sea!
Background: Harrisons & Crosfield building
and Hap Seng Building under construction**

**28 years ago when my daughter
was born in KK, my parents from
Penang came for a visit... ☺**



Photograph taken on
24 January 2013

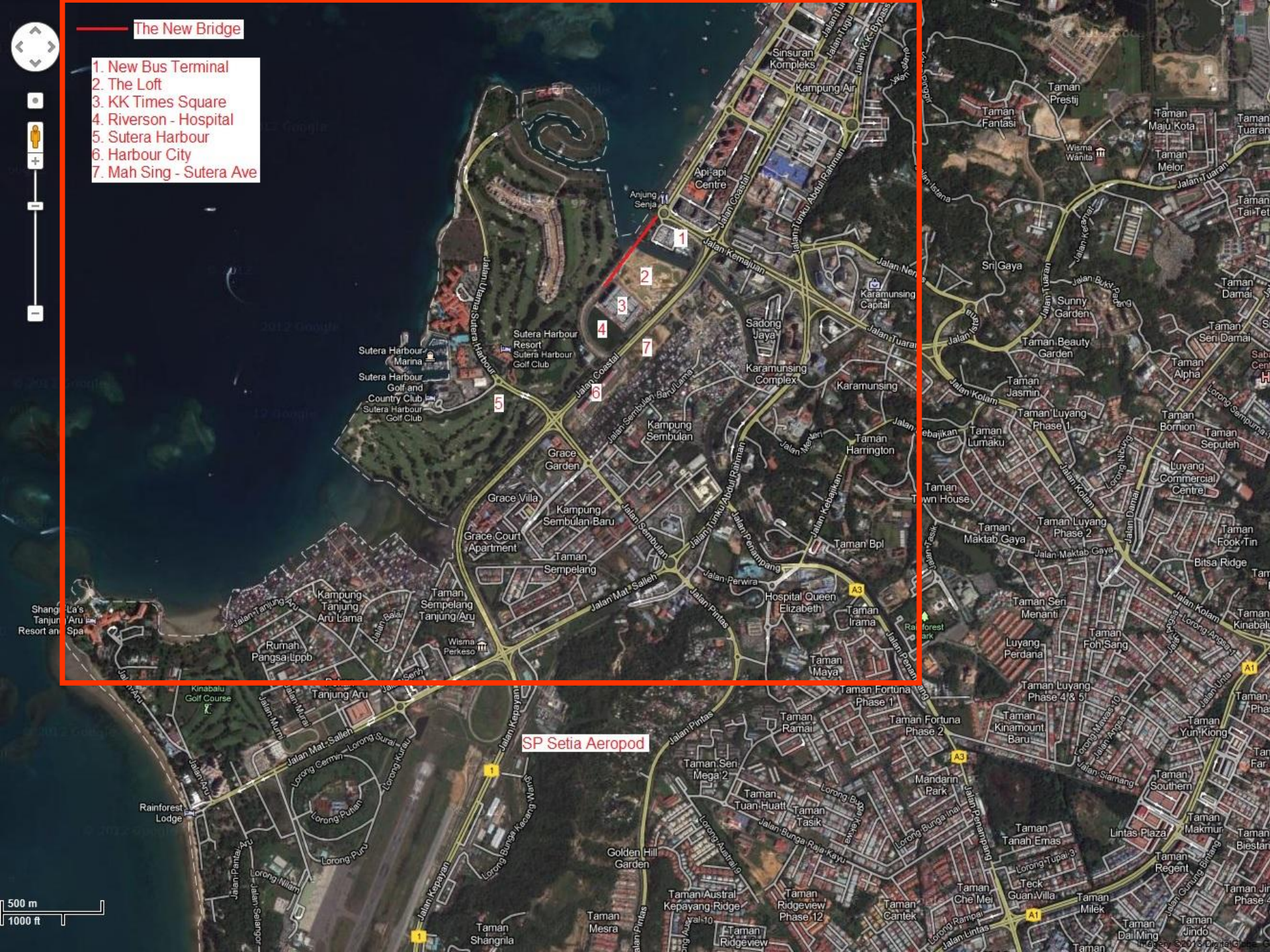


Photograph taken on
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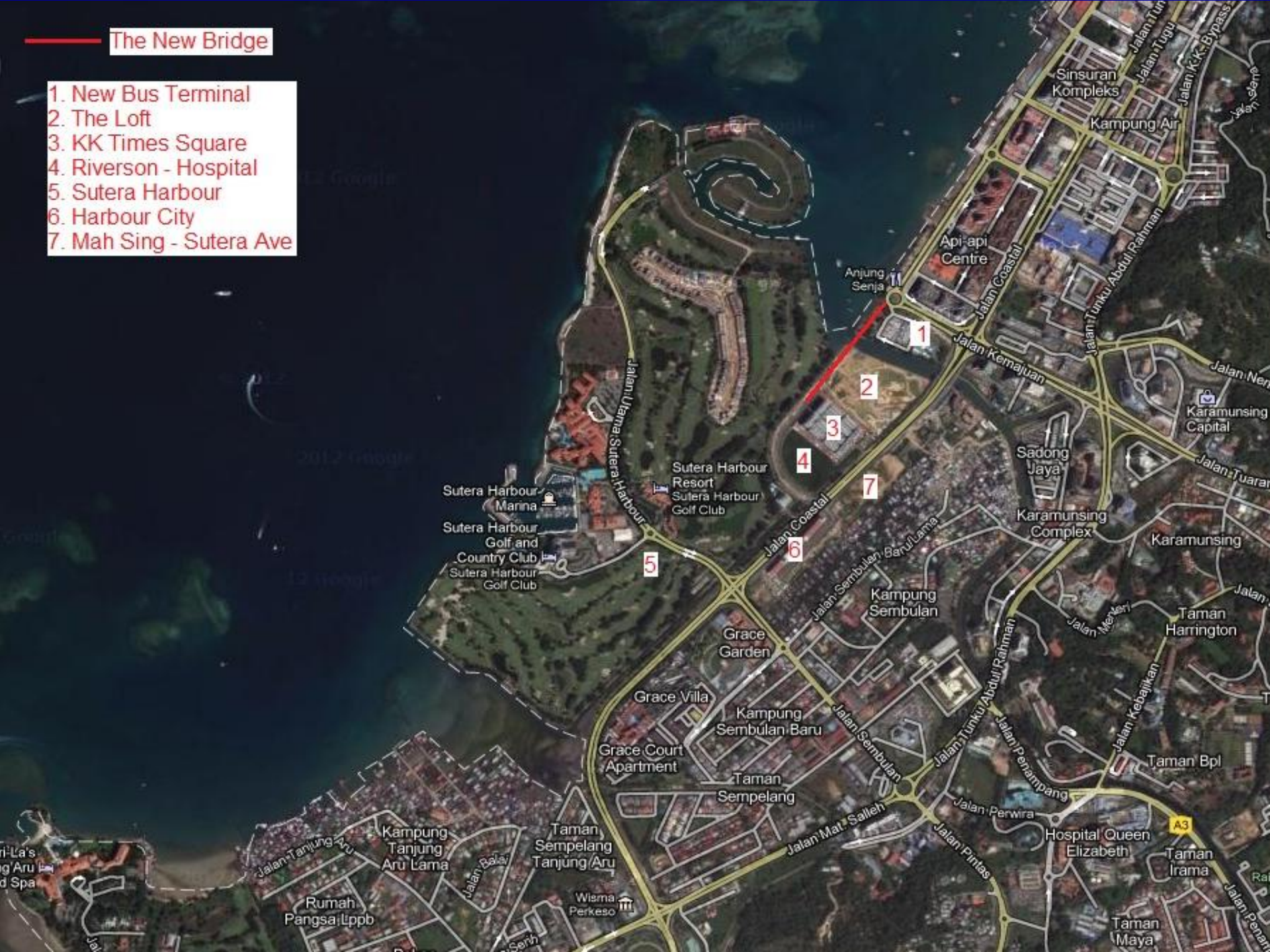
The New Bridge

1. New Bus Terminal
2. The Loft
3. KK Times Square
4. Riverson - Hospital
5. Sutera Harbour
6. Harbour City
7. Mah Sing - Sutera Ave



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Photograph taken on
24 January 2013

PROPERTY
H U N T E R

PROPERTY INVESTMENT & HOME EXPO
PIH *ex*



Photograph taken on
24 January 2013

PROPERTY
H U N T E R

PROPERTY INVESTMENT & HOME EXPO
PIH *ex*



Photograph taken on
24 January 2013

PROPERTY
H U N T E R





SOHO DUPLEX PENTHOUSE
from RM 778,000 onwards
RETAIL SHOPS from RM460,000 onwards

Gleneagles
KOTA KINABALU
Dana
Houng Leong





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8 December 2012

HO CHIN SOON



HO CHIN SOON



The Brezza

Desa Tanjung

Fettes Residence

The Brezza

24 March 2012 view from Straits Quay

Horizon
Tower

Diamond Villa

The Cove


Sri
Golden
Bay



Photograph taken on
18 December 2012

 HO CHIN SOON



 HO CHIN SOON

photograph taken on
18 December 2012

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 HO CHIN SOON

22 October 2012



HO CHIN SOON



HO CHIN SOON

22 October 2012



New benchmark price for Danga Bay land

IWH sells 15ha of seafront land to Singapore firm at RM998 psf

27 DEC 2013

PETALING JAYA: Iskandar Waterfront Holdings Sdn Bhd (IWH) has sold 15ha of seafront land in Danga Bay for RM1.6bil to a Singaporean firm, which is planning an RM8bil development featuring, among others, Peninsular Malaysia's tallest tower.

The master planner for Danga Bay said in a statement yesterday that it had signed the sale and purchase agreement with Hao Yuan Investment Pte Ltd for six parcels of land, which would be developed by Pristine Sun Properties Sdn Bhd, a 60:40 joint-venture (JV) between Hao Yuan and IWH.

The price tag of RM1.6bil works out to a land cost of 20% of the RM8bil gross development value, within the range of 15%-20% typically paid to a landowner in Malaysia.

At some RM998 per sq ft (psf), the sale set a new benchmark for commercial land transactions in Johor Baru, besting even the landmark RM4.5bil deal between the Johor Sultan and China's Guangzhou R&F Properties Co Ltd, which was agreed at RM891 psf.

Hao Yuan has drawn up plans for several high-end residential, commercial and retail properties for its project, including the tallest tower in Peninsular Malaysia and a "landmark tower".

Hao Yuan's portfolio in Singapore includes the Forestville Executive Condominiums, Sea Horizon and the Woodlands New Executive Condominium. The little-known firm is believed to be a China-linked company registered in Singapore.

This marks yet another JV for IWH's Danga Bay land-bank, which is undergoing rapid development as part of Iskandar Malaysia.

A spokesperson for IWH said he could not disclose details on the plot ratio, gross floor area and net saleable area of the project, but property executives estimate a plot ratio of up to 10 times, allowing its owners to extract maximum value from the prized land along Johor's coastline.

IWH was also expected to ink more property deals in the coming months, as interest picked up in Iskandar Malaysia despite the curbs on speculation announced in recent months, market observers said.

"Danga Bay hasn't seen much development in the past 20 years. Up to now, it's mostly



Hao Yuan director Du Jia Nam (2nd from left) exchanging documents with IWH chairman Datuk Mohd Othman Yusof. With them are Hao Yuan president Du Zhen Zeng (left) and IWH managing director Tan Sri Lim Kang Hoo.

Danga Bay needs to be transformed and developed faster, and this is made possible by new entrants

- PA International's V. Sivadas

been reclamation work," PA International Property Consultants Sdn Bhd executive director V. Sivadas told *StarBiz*.

"There are only a few blocks of shoplots currently. It is good to have new and foreign developers entering the market and providing new ideas and products.

"Danga Bay needs to be transformed and

developed faster, and this is made possible by new entrants," he said.

But Sivadas also underscored concerns about the pricing, which he felt would likely exceed what most of the local population could afford.

"Almost every single development here is targeting the high-income group, which in Iskandar Malaysia isn't large, as well as foreigners. Whether this is sustainable is a question mark.

"A lot of the hype in buying over the past two years is riding on the expectation of the MRT (mass rapid transit) being built, but this is many years down the line," he said.

Johor Baru-based Sivadas added that he was puzzled by the proposed skyscrapers. "It doesn't make sense, considering that Danga Bay is a low-density township," he said.

IWH, which is developing 1,700ha in Danga Bay, Desaru, Tebrau and Johor Baru, has shelved its US\$300mil (RM957mil) listing to the final quarter of next year on worries that measures to rein in property prices could crimp demand from foreigners.

RM4.5bil land deal in Johor

China-based Guangzhou R&F buys 47ha from royalty

3 DEC 2013

By NG BEI SHAN

beishan@thestar.com.my



Developers from China buying land in Malaysia

PETALING JAYA: China-based developer Guangzhou R&F Properties Co Ltd is buying six plots of land in Johor Baru for a whopping RM4.5bil from the Johor Sultan, making it a record deal.

The investment, comprising high-rise residential units, low-density housing, retail properties, offices, a hotel and a shopping mall, is the Hong Kong-listed firm's maiden overseas venture.

"Malaysia, with a sizeable Chinese community and favourable government policy attracting foreign purchasers, is well-suited for the first venture of the group outside China," said the company in a filing with the Hong Kong stock exchange.

It also said it came to the RM4.5bil consideration through direct negotiation with the vendor and that its board considered the price to be fair and reasonable, given the market condition in Malaysia, location, development cost and potential of the land.

The developer said it had paid a RM100mil deposit, which would be deducted from the first installment payment of the consideration.

According to Zerine Properties' chief executive officer Previn Singhe, the estimated sellable floor area of about 3.5 million sq m worked out to a plot ratio of 7.5 times, which is considered high, given that the land is worth about RM891 per sq ft.

Previously, another developer from China, Country Garden Holdings Co Ltd, had bought 22.26ha in Danga Bay for RM376 per sq ft. Comparing

Year	Name of developer	Vendor/ Joint Venture (JV)	Land price	Land size	Location
September 2011	Zhuoda Real Estate Group	80: 20 JV with Iskandar Investment Bhd	RM158mil	7.34 ha	Medini North, Iskandar Malaysia
December 2012	Country Garden Holdings Ltd	Iskandar Waterfront Holdings Sdn Bhd	RM900mil	22.26 ha	Danga Bay, Iskandar Malaysia
November 2013	Guangzhou R&F Properties Co Ltd	Sultan of Johor	RM4.5bil	46.94 ha	Four plots of vacant freehold land and two plots of reclaimed freehold land in Johor Baru

Sources: Reports, statements

In China, people are talking about Iskandar because of its proximity to Singapore.

— Datuk Lim Hock San

both, Previn said the latter's plot ratio was lower at 5.22 times.

"This is very good for Malaysia. Not only would it spur (our) real estate sector, but there would also be spillover effects in terms of other industries such as education, tour-

ism, agriculture and many more.

"We are now an investment hotspot for companies from China," he told *StarBiz*.

Henry Butcher Malaysia president Lim Eng Chong said investors from China were buying property in Malaysia because of the infrastructure, relatively affordable health sector, education facilities and cheaper land cost here.

He said many small and medium-sized mainland China developers were positive about Malaysia.

"China-based developers looking for businesses elsewhere are seeing Malaysia as an alternative investing destination, as the property prices in the markets that the mainland Chinese were familiar with, such as Taiwan, Hong Kong and Singapore, are beginning to cool down after having gone up considerably," he said.

Based on his experience, he said, the latest property ceiling price of RM1mil for foreigners had little impact on these investors, as most of them preferred established high-end areas which were selling above that price.

LBS Bina Group Bhd managing director Datuk Lim Hock San said: "In China, people are talking about Iskandar because of its proximity to Singapore. The high prices there have prompted investors to look at Malaysia as a cheaper alternative."

Property analysts, however, are more cautious on the property market in the Iskandar region now due to high valuations and the possibility of an oversupply.

Maybank IB Research analyst Wong Wei Sum pointed out that developers who emphasised on a fast turnaround and supplied a massive amount of similar products to the market could result in a glut.

"It depends on how they are going to launch it."

Guangzhou R&F Properties noted in the announcement that its preliminary plan was to develop the land in phases, but did not elaborate.

Analysts also noted that the China-based developers could be targeting mainland Chinese as buyers for their properties and warned of the more speculative nature of such investments.

photograph taken on
14 May 2011

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 **HO CHIN SOON**

Photo Courtesy from
PROPERTY HUNTER
Michael Hiew



Photo Courtesy from
PROPERTY HUNTER
Michael Hiew



China firm is new owner of Sutera Harbour

By RUBEN SARIO

sario@thestar.com.my

3 JAN 2014

KOTA KINABALU: One of Sabah's premier resorts is beginning the new year with a change of ownership after China property developer GSH Corp Ltd has acquired a 77.5% stake in Sutera Harbour Group Sdn Bhd, the owner and operator of the Sutera Harbour Resort here.

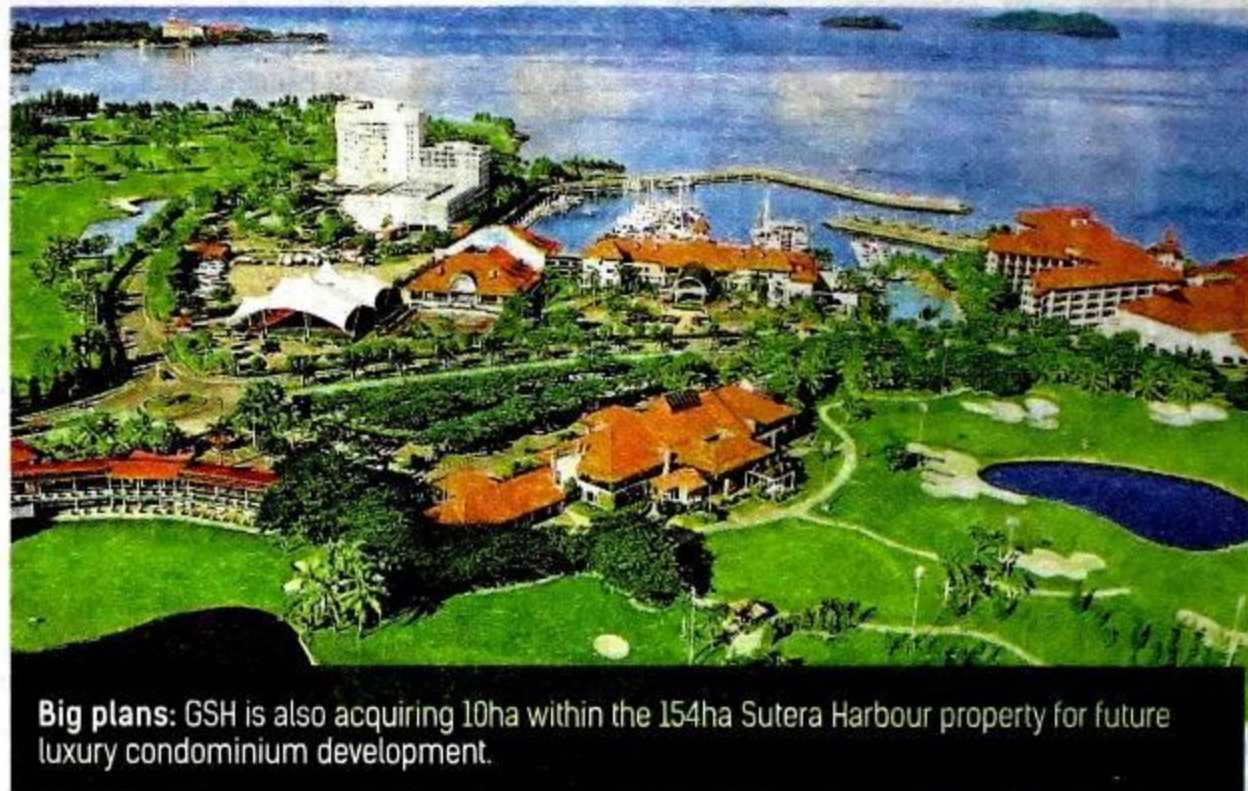
GSH, through two of its wholly-owned subsidiaries Ocean View Ventures Pte Ltd and Ocean View Point Pte Ltd, is also acquiring two separate land parcels totalling nearly 10ha within the 154ha Sutera Harbour property for future luxury condominium development.

The main board Singapore Exchange listed GSH is a property development company with interests in China and Malaysia and is headed by Sam Goi, the executive chairman of Tee Yih Jia Group.

Tee Yih Jia is a global food and beverage group with operations in Singapore, Malaysia, the United States, Europe and China.

"Kota Kinabalu is a rising property hotspot in Malaysia and we see robust potential for prime real estate in the city, fuelled by strong tourism growth from South Korea, Japan, Hong Kong and China," said GSH chief executive Gilbert Ee yesterday.

"The number of visitors from these countries is growing exponentially and accounts for more than half of total international arrivals to Sabah, with more than a third of them from



Big plans: GSH is also acquiring 10ha within the 154ha Sutera Harbour property for future luxury condominium development.

Hong Kong and China," he said.

"Apart from tourism, the Sabah has experienced strong gross domestic product growth in 2012, thanks to its key sectors of agriculture and oil and gas. With such strong fundamentals, we see great potential in Kota Kinabalu's luxury hospitality sector as well as premier resort homes," Ee added. He said Sutera Harbour and its surrounding properties were positioned to benefit from this growth.

"Its location is within 10 minutes from the

city and yet provides a quiet, exclusive and secure ocean-front property with spectacular scenery. "This is a rare find anywhere in Asia and we are excited at the opportunities that this property will bring to GSH," Ee added.

Sutera Harbour Resort group president Datuk Edward Ong Han Nam, the founder and developer of Sutera Harbour, said he was excited with the deal as it would propel the resort to the next level of tourism development in Sabah.

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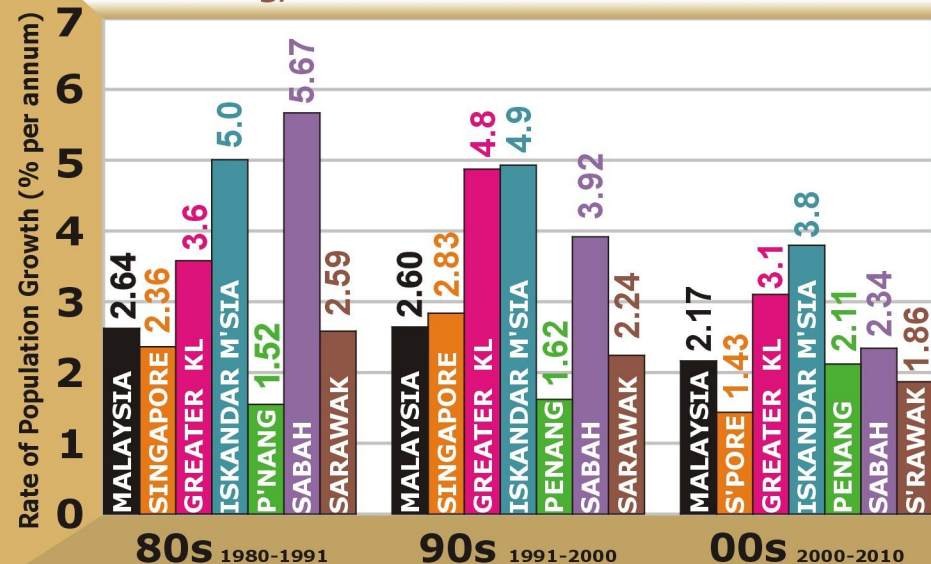
10th October 2013

Price Index : All Houses starting at Year 2000 till 2012

SOURCE : www.jp-ph.gov.my



Comparing M'sia, S'pore, Greater KL, Iskandar, Penang, Sabah & S'wak: Rate of Growth



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