

# REAL ESTATE DYNAMICS & GROWTH CORRIDORS OF PENANG IMPACT OF 2ND BRIDGE, BUDGET 2014 AND OUTLOOK 2014



## TRANQUILITY AT YOUR DOORSTEP

*Actual view of Southbay City*

**28 NOV 2013**

### ENJOY BREATHTAKING SEA VIEWS BY PENANG'S UPCOMING SECOND BRIDGE

Southbay City is situated in a true centre of life, a vibrant location where it's arguably the most accessible hotspot in Penang, conveniently accessible via sea, ground and air. The Loft @ Southbay City is integrated with world-class amenities for live-work-play within a futuristic city, which will boast a spectacular seafront shopping mall, office tower, SoHo and more. Exquisitely detailed of supreme standards, The Loft is a freehold low density development consisting of 78 homes per tower with sweeping views of the ocean. 3-Bedroom suites are priced from SGD 525,000\*.

**ALSO AVAILABLE:**  
Commercial investments from SGD 645,000\*. Luxurious Bungalows from SGD 1,608,000\*

### WEEKEND PROPERTY PREVIEW SPECIAL A pair of return air tickets and a night accommodation in Penang\*



#### SEMINAR: REAL ESTATE DYNAMICS & GROWTH CORRIDORS OF PENANG – IMPACT OF 2ND BRIDGE, BUDGET 2014 AND OUTLOOK FOR 2014

By acclaimed speaker Mr Ho Chin Soon

Date: 30 Nov and 1 Dec (Sat & Sun) Time: 3pm

Venue: Mah Sing Property Gallery, TripleOne Somerset, #02-13

*(Next to Somerset MRT station - Open daily 9.30am to 9.30pm)*

**Limited seats available. For enquiries or RSVP, please call 6908 4888  
or email sales@mahsing.com.sg.**



Exclusive Privileges:



A Multi-Award Winning Developer



**Mah Sing Investment Singapore Pte Ltd**  
(A wholly-owned subsidiary of Mah Sing Group Bhd)

111 Somerset Road #02-13,  
TripleOne Somerset, Singapore 238164  
Tel: 6908 4888 Fax: 6836 3597  
Email: sales@mahsing.com.sg

# **REAL ESTATE DYNAMICS & GROWTH CORRIDORS OF PENANG IMPACT OF 2ND BRIDGE, BUDGET 2014 AND OUTLOOK 2014**

- 1. Quick House Price Index & Demographics:**
- 2. Infrastructure Updates for Penang Island  
State has power to alienate development lands**
- 3. Locational Centre of Gravity of Penang Island  
Obvious southwards shift just like Greater KL**
- 4. Corridors of Growth  
Gurney Drive, Tanjung Tokong, Tanjung Bunga, at sea  
Batu Ferringhi to Teluk Bahang  
Batu Maung to Teluk Kumbar to Balik Pulau**
- 5. Second Bridge and “Connectivity Landings”  
Batu Kawan, Batu Maung, Woodlands North and Tuas**
- 6. Budget 2014 & Outlook 2014 and Conclusions**

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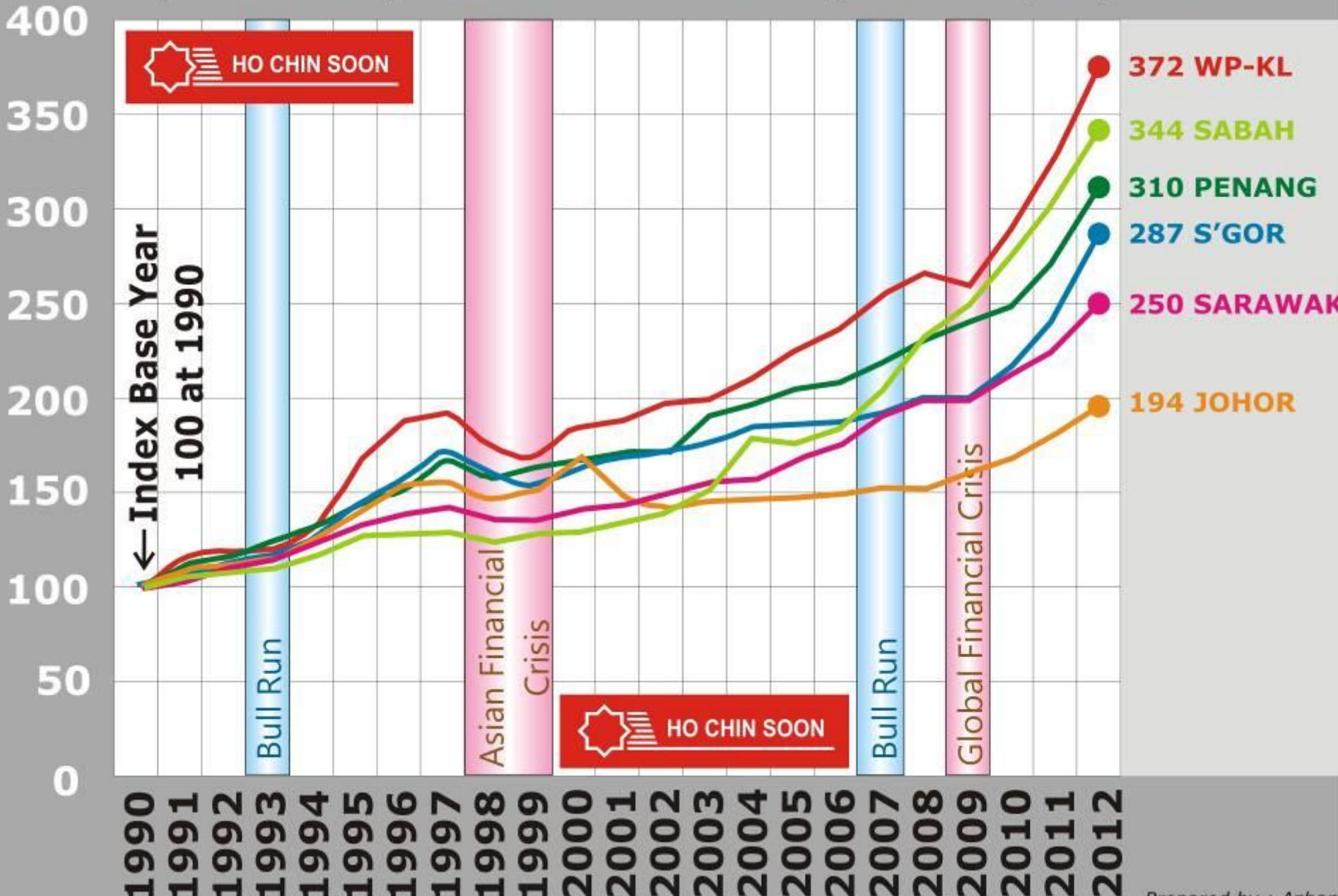
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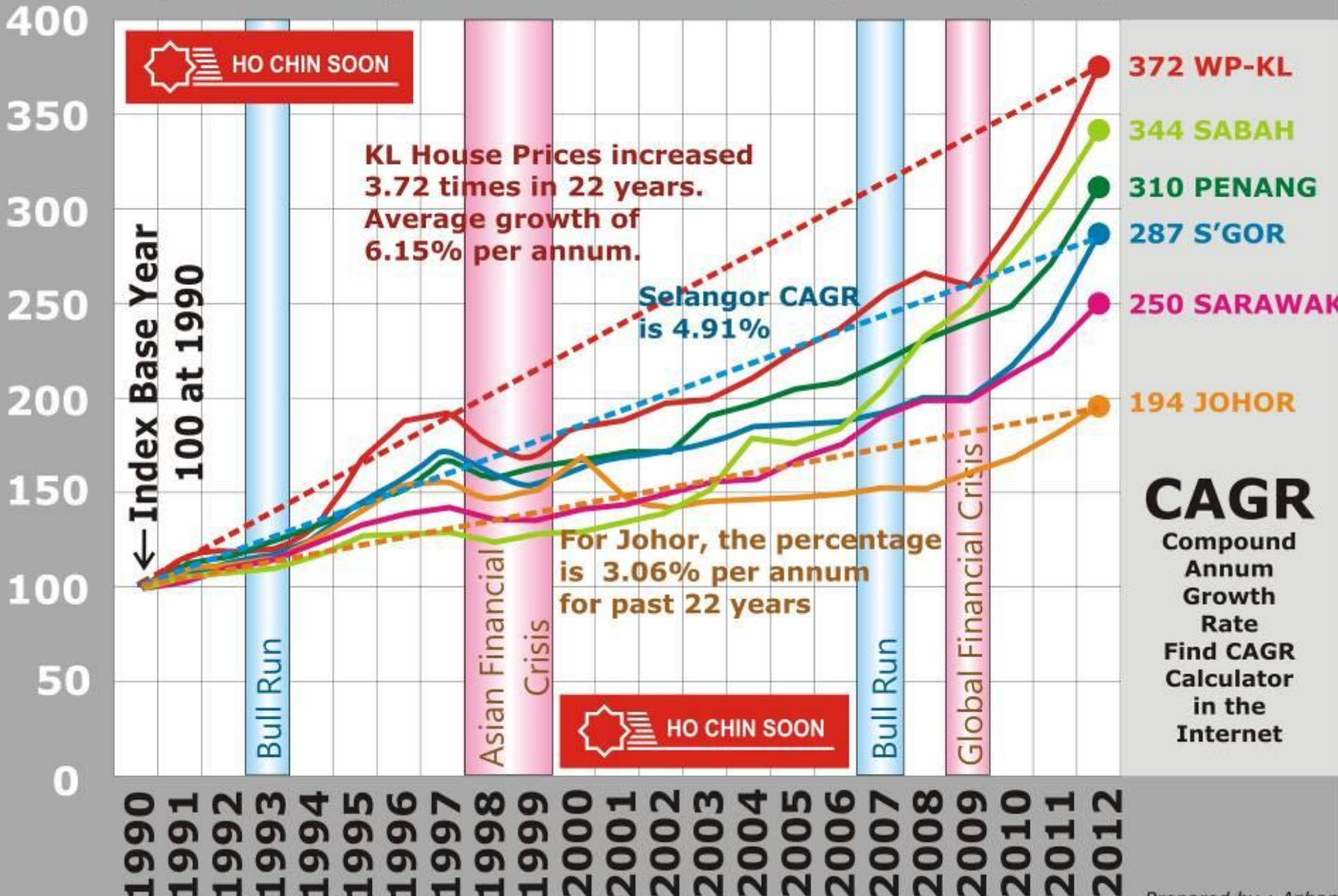
**Price Index : All Houses** SOURCE : [www.jp-ph.gov.my](http://www.jp-ph.gov.my)  
 A special 22 year series for comparison purposes





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A special 22 year series for comparison purposes



# Price Index : All Houses starting at Year 2000 till 2012

SOURCE :  
[www.jp-ph.gov.my](http://www.jp-ph.gov.my)

## Compound Annual Growth Rate

Sabah	8.46%
KL	5.90%
Sgor/Swak	4.77%
Johor	1.10%





413 Raffles PI/ Marina/ Chinatown Pte Apts For Sale

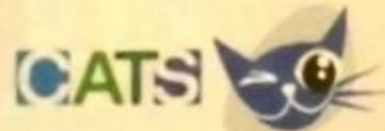
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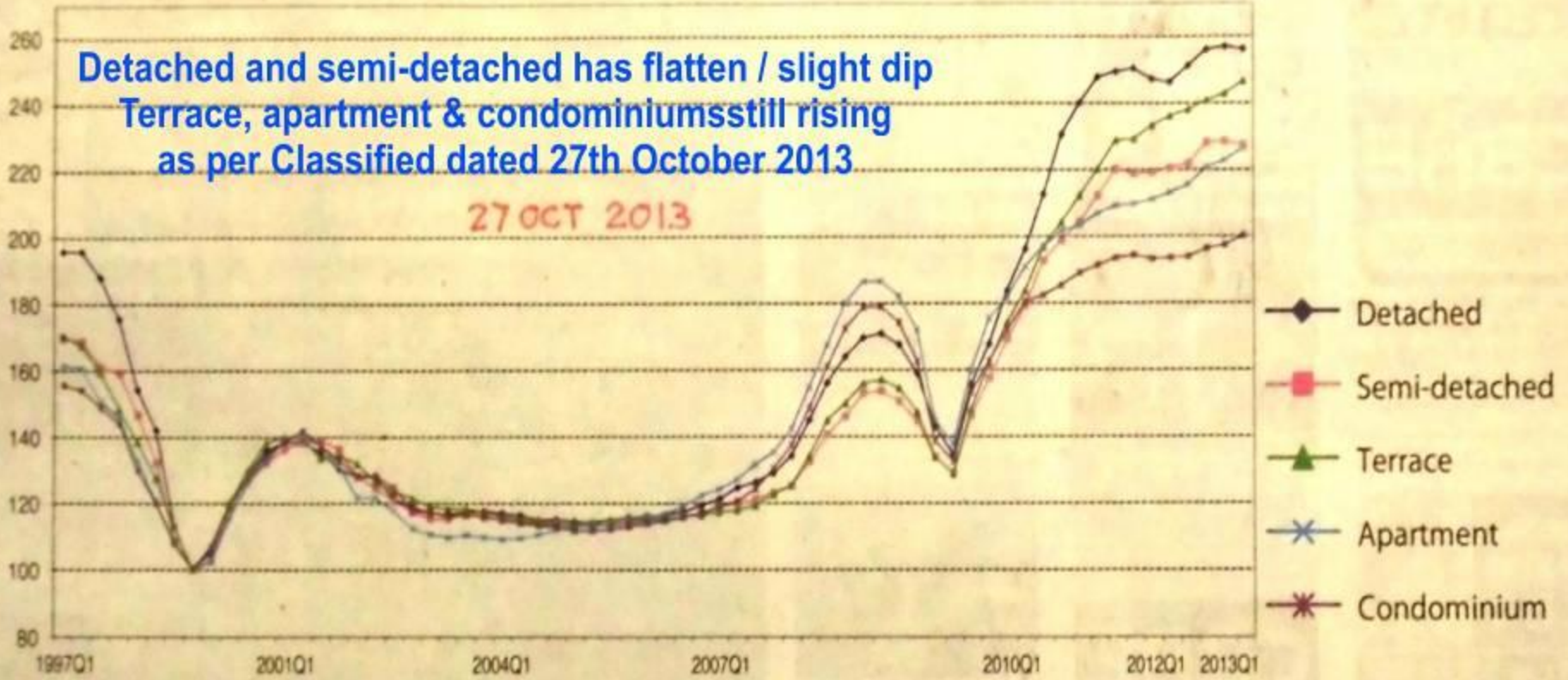
# Private Residential Price Index



Index (4Q98=100)

**Detached and semi-detached has flatten / slight dip  
Terrace, apartment & condominiums still rising  
as per Classified dated 27th October 2013**

27 OCT 2013

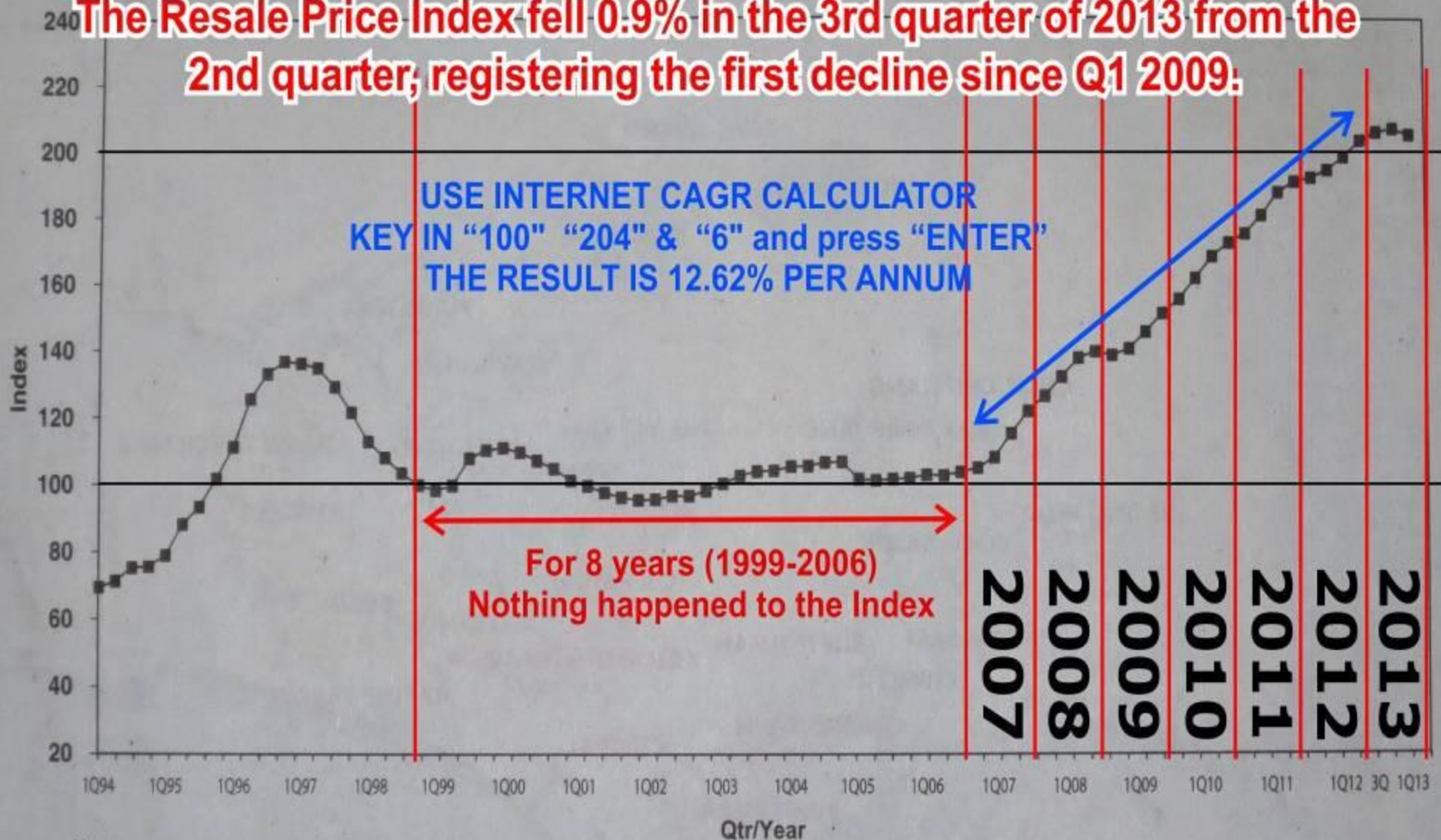


The property data is obtained from URA's website; any use in any manner of any data is subject to the terms and conditions specified in URA's webpage <http://www.ura.gov.sg/propertyinfo/#>



**25 October 2013: HDB Resale Price Index falls by 0.9% in Q3 2013**  
<http://sg.sg/housingdataq32013>

**The Resale Price Index fell 0.9% in the 3rd quarter of 2013 from the 2nd quarter, registering the first decline since Q1 2009.**



**Notes:**

- 1) The index is based on average resale price by date of registration.
- 2) 4Q98 is adopted as the base period with index at 100.
- 3) Weights are based on 12-quarter moving average transactions.



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About the blog

## A Surprise Visit From Our Old Planner

November 18, 2013

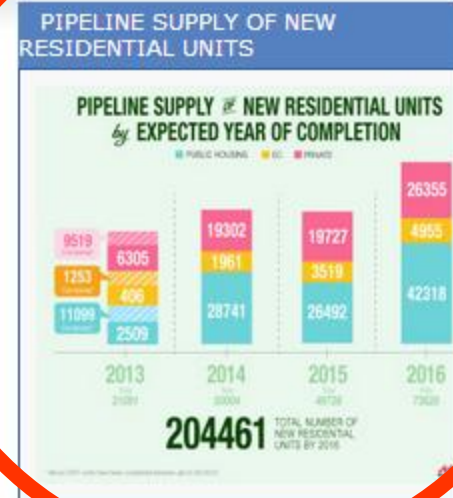


Last month, we had a surprise visitor. Mr Henry Wardlaw of Sydney, through his daughter, telephoned URA for a short visit to our City Gallery. This is no ordinary visitor.

Mr Wardlaw, now 91, headed a United Nations (UN) consultancy team to Singapore which in the late 60s was responsible for drawing up the first Singapore Concept Plan. Changi Airport Terminal One, the PIE and our first MRT lines were first conceptualised in this Concept Plan. This Concept Plan set the foundation of Singapore's physical development for the next 20 years.

Mr Wardlaw was a key player in the UN team.

We were thrilled and took the opportunity to have Mr Wardlaw interact with our young URA planners. Writing in the URA's guestbook, he said:



### CATEGORIES

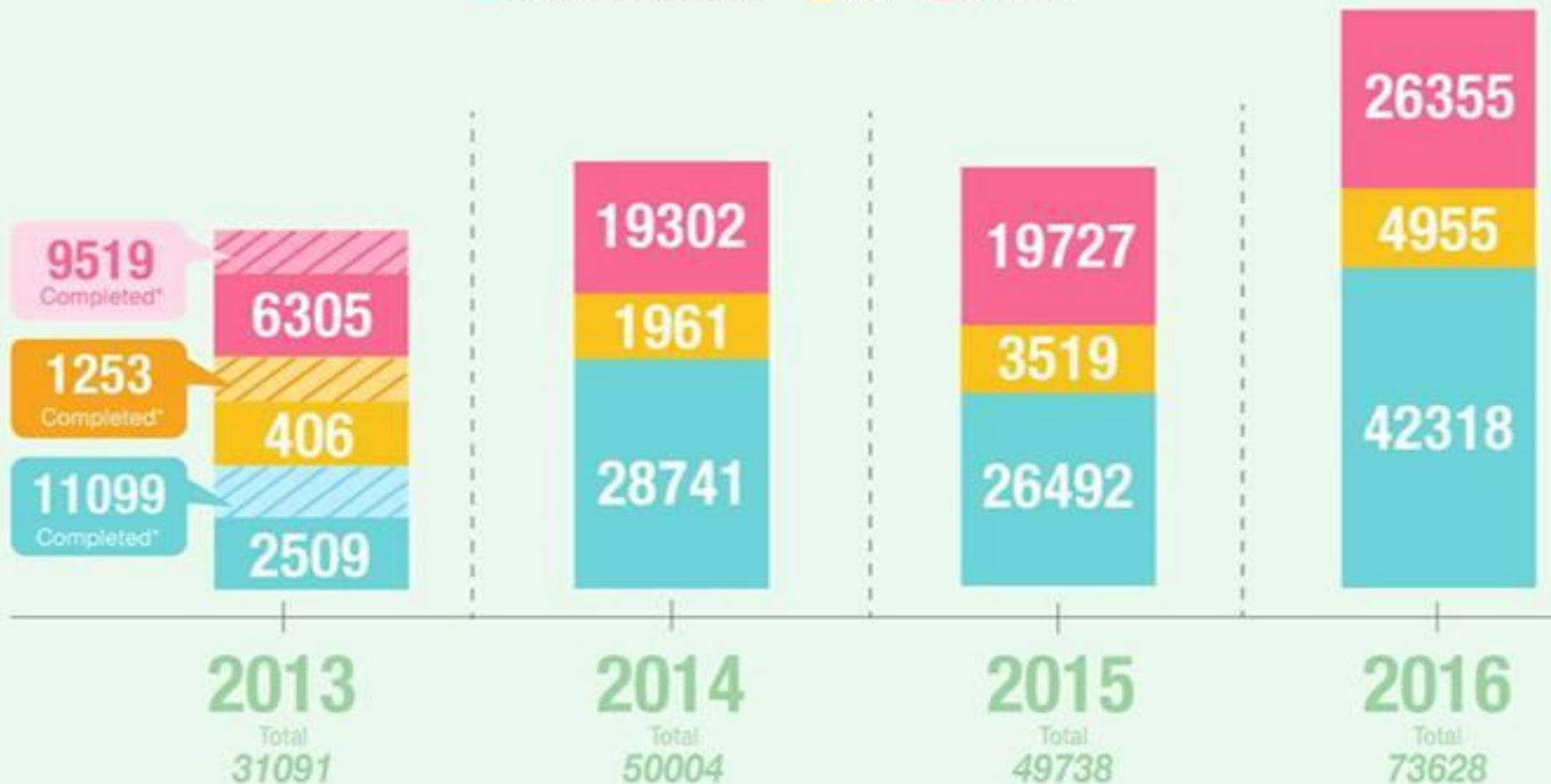
- Others
- Animal Welfare
- Building and Construction
- City in a Garden
- Estate Agents
- Food Safety and Supply
- Private Property
- Public Housing
- Urban Development

### BLOGROLL



# PIPELINE SUPPLY *OF* NEW RESIDENTIAL UNITS by EXPECTED YEAR OF COMPLETION

■ PUBLIC HOUSING ■ EC ■ PRIVATE



**204461** TOTAL NUMBER OF NEW RESIDENTIAL UNITS BY 2016

\* About 21871 units have been completed between Jan to Oct 2013.



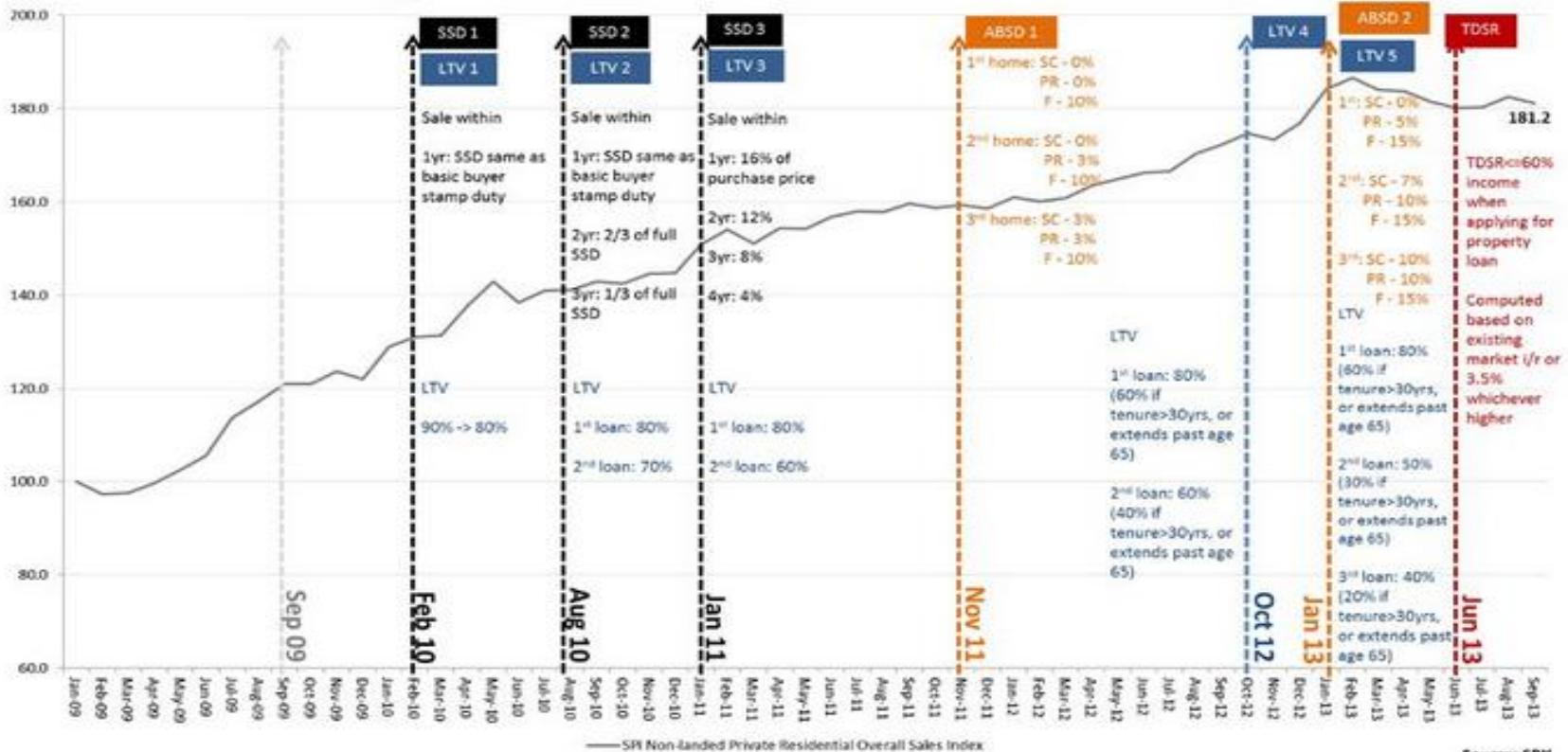
# Singapore Property Market Cooling Measures

Below is a comprehensive view of the latest government policies related to the residential property market. These policies are often referred to as the 'Property Market Cooling Measures'.

Select index benchmark: Non-landed Overall S

Index, Base Jan 2009

**Cooling Measures vs. SPI Non-landed Private Residential Overall Sales Index**



## PEOPLE

# Paterson Hill? Not the costliest street in S'pore

1ST DEC. 2013

Billionaire.com recently ranked Paterson Hill as the fifth most expensive street in the world with prices an average of \$65,000 a sq m or \$4,952 a sq ft. But the Singapore condo with the highest average price per square foot is not on this road.

With the help of S'Property.com, HENSON ANG took out the top 10 most expensive addresses per square foot in Singapore.

1

## 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 it already tops the list. According to its website, residents there will be able to "enjoy the privilege of dining a neighbourhood with the finest international designer stores, luxury hotels, 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 7,716 sq ft  
**TOP Year:** 2014

## 2 Hamilton Scotts

**Address:** 17 Scotts Road  
**Average price transacted:** \$4,132 psf  
The most famous part of this condo? You are in brought up to your flat by a basement-controlled lift, and parked right outside the living room. The 30-storey condo has been listed as the world's tallest luxury residence with on-site elevated sky garages.

In April, it was reported that a Chinese firm, Regwood Holding, acquired all 36 ground units. The condo has since been renamed Regwood Hamilton Scotts.  
**Tenure:** Freehold  
**No. of units:** 56  
**Size of units:** 2,756 to 7,215 sq ft  
**TOP Year:** 2012



3

## 3 The Marq on Paterson Hill

**Address:** 5 Paterson Hill  
**Average price:** \$4,046 psf  
The largest-in-kind apartments boast spacious double-height ceilings. There are 140 lap pools, hot every unit and in the tower. Famous well-known designers include Facebook co-founder Eduardo Saverin and former Miss Singapore and Miss Universe Rachel Nam. The lift shafts are reportedly lined with expensive black cowhide.  
**Tenure:** Freehold  
**No. of units:** 66  
**Size of units:** Approx 3,000 to 17,560 sq ft  
**TOP Year:** 2011

## 4 Sage at Nassim

**Address:** 11A & 11B Nassim Road  
**Average price:** \$3,854 psf  
According to the interior designers, this establishment features exquisite polished marble flooring in the living and dining rooms while the finest walnut solid timber floor is used in the bedrooms. At just five stories, the generously sized units are situated in one of Singapore's premier areas near the lush Botanic Gardens.  
**Tenure:** Freehold  
**No. of units:** 33  
**Size of units:** From 2,900 to 4,700 sq ft  
**TOP Year:** 2012  
**Developer:** Hong Leong Holdings



5

## 5 The Ritz-Carlton Residences Singapore

**Address:** 85 Cairnhill Road  
**Average price:** \$3,815 psf  
The amenities include the usual swimming pools, tennis courts and gym, but it also has a whimsical manicured rose garden, coffee shop, library, wine cellar, and open gourmet kitchen, 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:** 53  
**Size of units:** 624 to 6,501 sq ft  
**TOP Year:** 2011

## 6 Scotts Square

**Address:** 3 Scotts Road  
**Average price:** \$3,647 psf  
The residents live above Scotts Square mall, right in the heart of the shopping district.  
Each flat is served by a private lift and lobby.  
**Tenure:** Freehold  
**No. of units:** 238  
**Size of units:** 624 to 1,249 sq ft  
**TOP Year:** 2011

## 7 The Scotts Tower

**Address:** 31 Scotts Road  
**Average price:** \$3,643 psf  
Each unit comes with premium designer built-in furniture from Farnini Milano, Cosca Nova and Super pools kitchen fittings from Regina Chrome and Guggenheim. There is also a massage jacuzzi and hydrotherapy pool - you will also need to go to a spa again.  
**Tenure:** 99 years  
**No. of units:** 231  
**Size of units:** 624 to 3,275 sq ft  
**TOP Year:** 2016

## 8 Ardmore Three

**Address:** 3 Ardmore Park  
**Average price:** \$3,485 psf  
It is not to be officially launched says the developer, Wheelock Properties, which explains why there are no images they can share. They did not even answer our queries about the size of the units.  
Despite that, information culled from URA records indicates that there have already been transactions.  
**Tenure:** Freehold  
**No. of units:** 84  
**TOP Year:** 2015

## 9 Ardmore Park

**Address:** 8, 11, 13, 15 Ardmore Park  
**Average price:** \$3,445 psf  
Its eight acres makes this one of the largest freehold sites in a prime residential location in Singapore. Besides the award-winning and marble floors, there is an extensive collection of original art pieces - both paintings and ceramic works - by renowned artists and sculptors.  
**Tenure:** Freehold  
**No. of units:** 330  
**Size of units:** 2,585 to 6,740 sq ft  
**TOP Year:** 2011

## 10 Relios Residences

**Address:** 15 and 17 Cairnhill Road  
**Average price:** \$3,360 psf  
This condo has a rooftop-level recreation deck and pool. An entertainment wing features an indoor fitness theatre.  
**Tenure:** Freehold  
**No. of units:** 140  
**Size of units:** 2,281 sq ft to 4,329 sq ft  
**TOP Year:** 2011

## Highest prices paid for condos in S'pore

The highest amounts paid for condominiums in Singapore. By Dec 2013.

1. <b>TwentyOne Angullia Park</b> (7,716 sq ft) Transacted at: <b>\$42,912,080</b> When: Jan 18, 2013	6. <b>The Boulevard Residences</b> (7,072 sq ft) Transacted at: <b>\$30,000,000</b> When: Oct 7, 2010
2. <b>Boulevard Vay</b> (8,251 sq ft) Transacted at: <b>\$33,411,650</b> When: Nov 16, 2009	7. <b>Ardmore Park</b> (8,741 sq ft) Transacted at: <b>\$30,000,000</b> When: July 28, 2010
3. <b>The Marq on Paterson Hill</b> (8,157 sq ft) Transacted at: <b>\$31,400,700</b> When: July 11, 2011	8. <b>The Marq on Paterson Hill</b> (8,203 sq ft) Transacted at: <b>\$29,413,489</b> When: Dec 28, 2010
4. <b>The Marq on Paterson Hill</b> (8,207 sq ft) Transacted at: <b>\$30,400,000</b> When: July 16, 2012	9. <b>The Ritz-Carlton Residences Singapore Cairnhill</b> (6,501 sq ft) Transacted at: <b>\$28,000,000</b> When: Feb 25, 2011
5. <b>The Marq on Paterson Hill</b> (8,207 sq ft) Transacted at: <b>\$30,003,000</b> When: Dec 25, 2011	10. <b>St Regis Residences Singapore</b> (6,119 sq ft) Transacted at: <b>\$28,000,000</b> When: May 3, 2007

Source: S'Property.com



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 The 36-storey building is not even finished, and...  
**RM13,400 psf**



**Prices RM psf  
 Exchange rate  
 say 2.58**

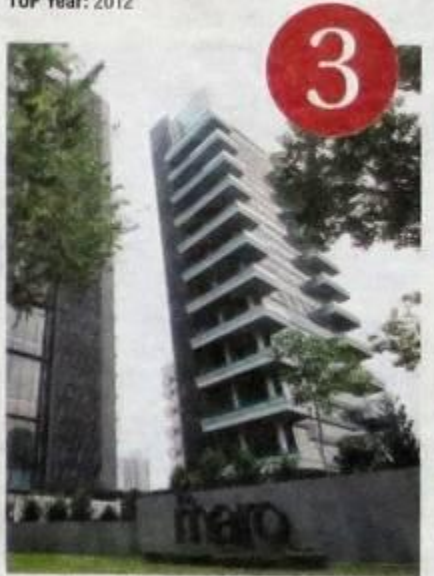


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**RM10,400 psf**

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Prices in  
absolute figures  
Exchange rate  
say 2.58

RM111 million

RM86 million

RM81 million

RM78 million

RM77 million

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Hill (6,157 sq ft)  
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When: July 13, 2007

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When: July 26, 2010

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When: Dec 28, 2007

9. The Ritz-Carlton  
Residences Singapore  
Cairnhill (6,501 sq ft)  
Transacted at:  
**\$28,000,000**  
When: Feb 25, 2011

10. St Regis Residences  
Singapore (6,018 sq ft)  
Transacted at:  
**\$28,000,000**  
When: May 9, 2007

RM77 million

RM77 million

RM76 million

RM72 million

RM72 million

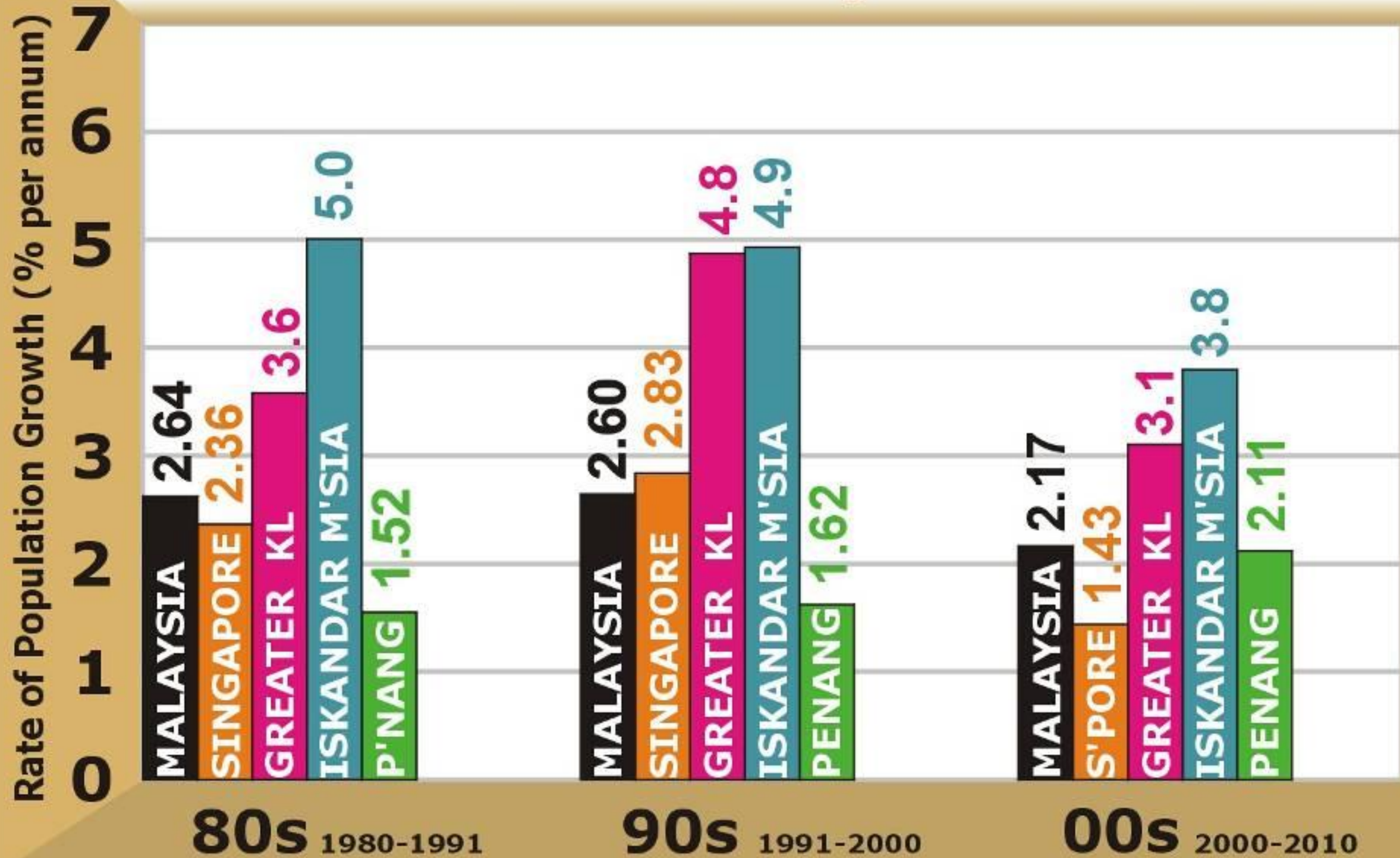


**DEMOGRAPHICS: According to United Nations,  
in the year 2008 more people staying in urban areas than rural  
Greater KL will reach 10 million people by 2020  
Status of Mega City!**





# Comparing Malaysia, Singapore, Greater KL, Iskandar M'sia and Penang : Rate of Growth



Prepared by : Azhan

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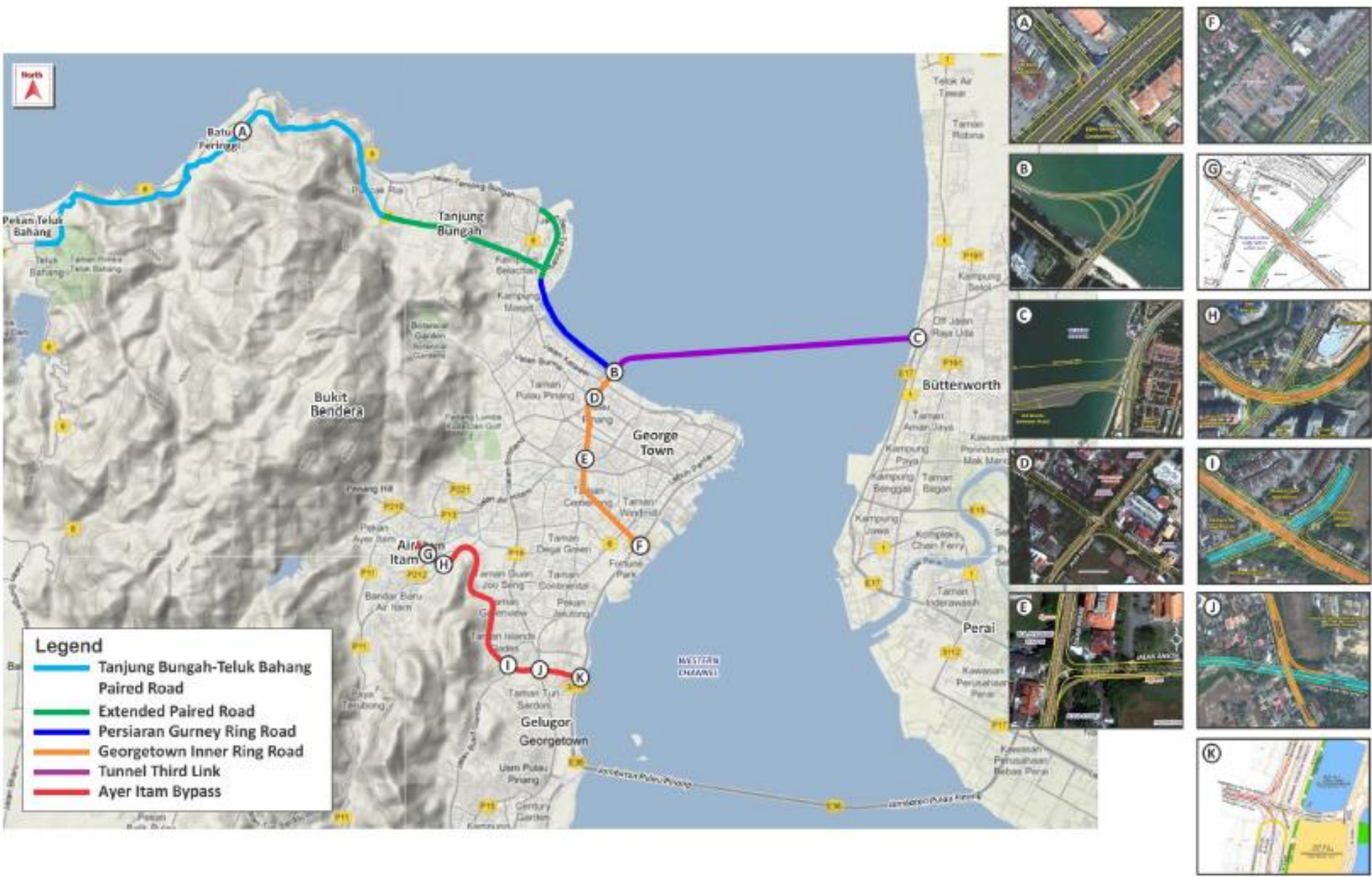
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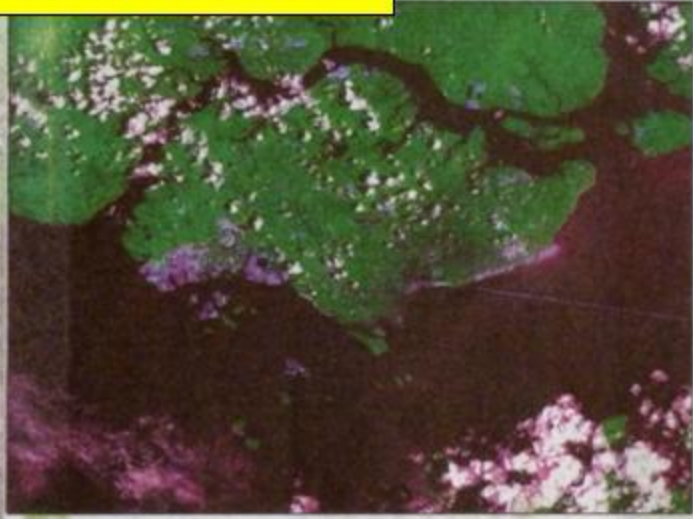
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# MAJOR ROADS AND TUNNEL PROJECTS IN PENANG





1973



1989

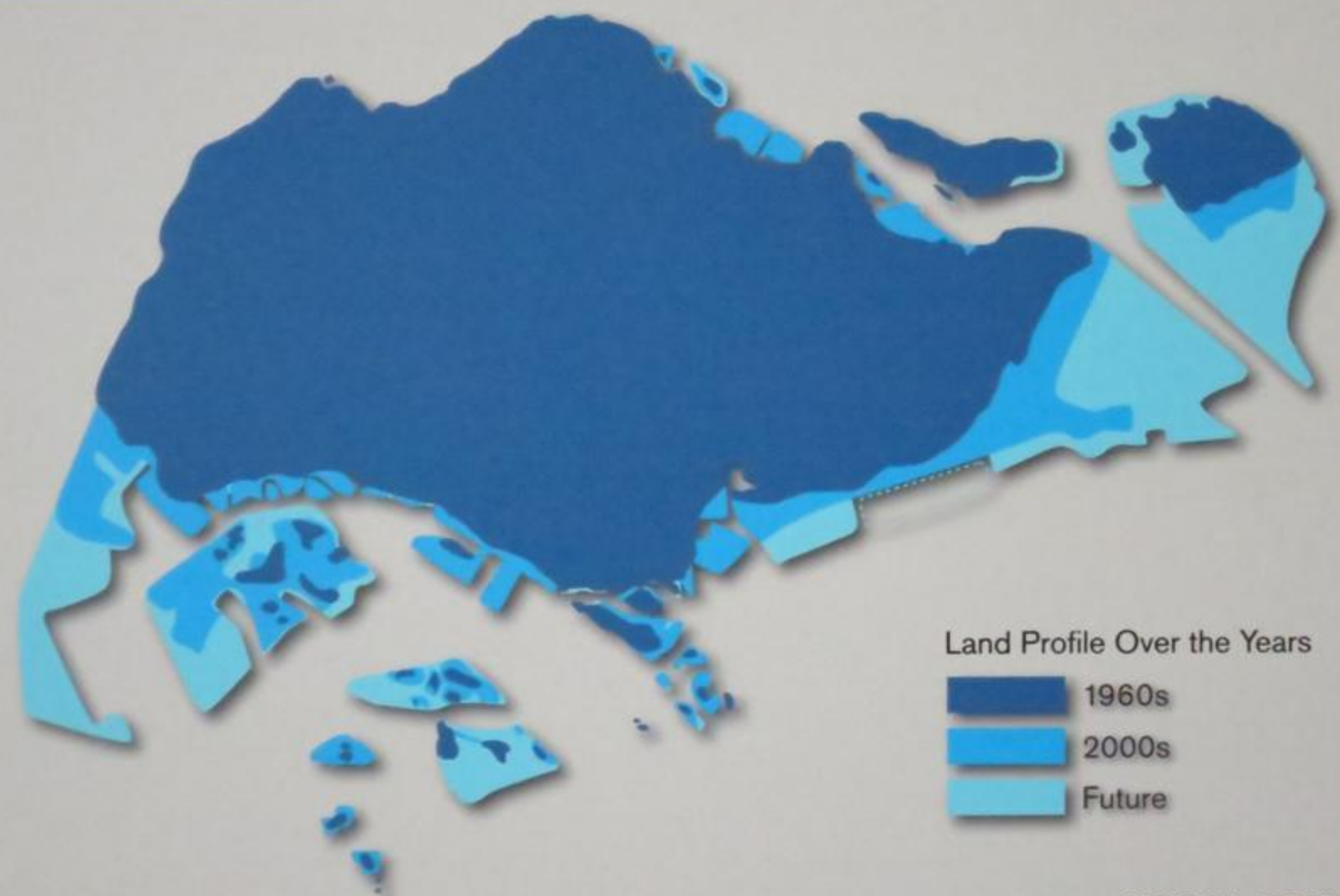


2002



2009





28/11/2013

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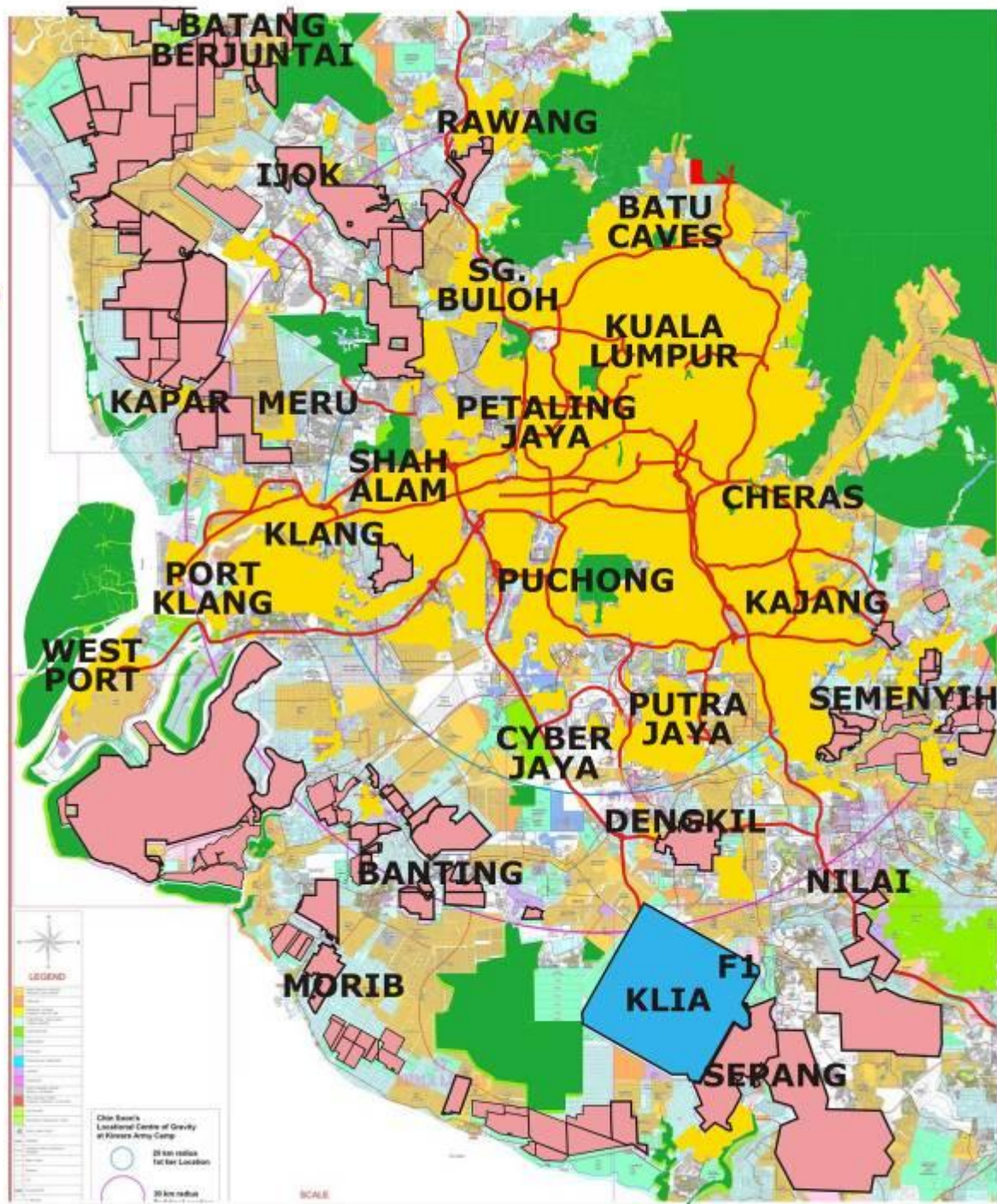
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# Klang Valley 2011 1st Tier 20km & 2nd Tier 30km Locations from LCG KINRARA ARMY CAMP




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



**HO CHIN SOON**







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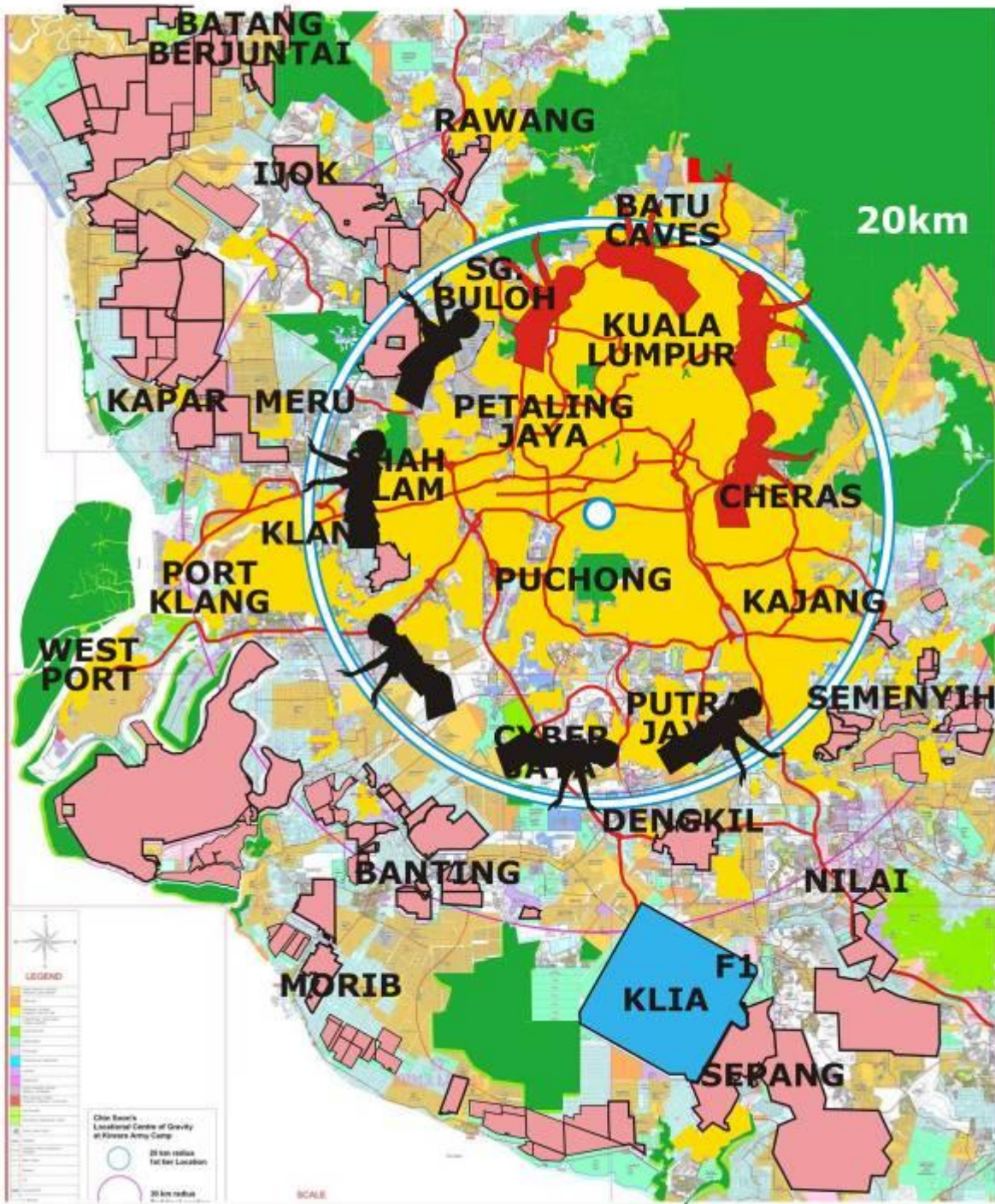
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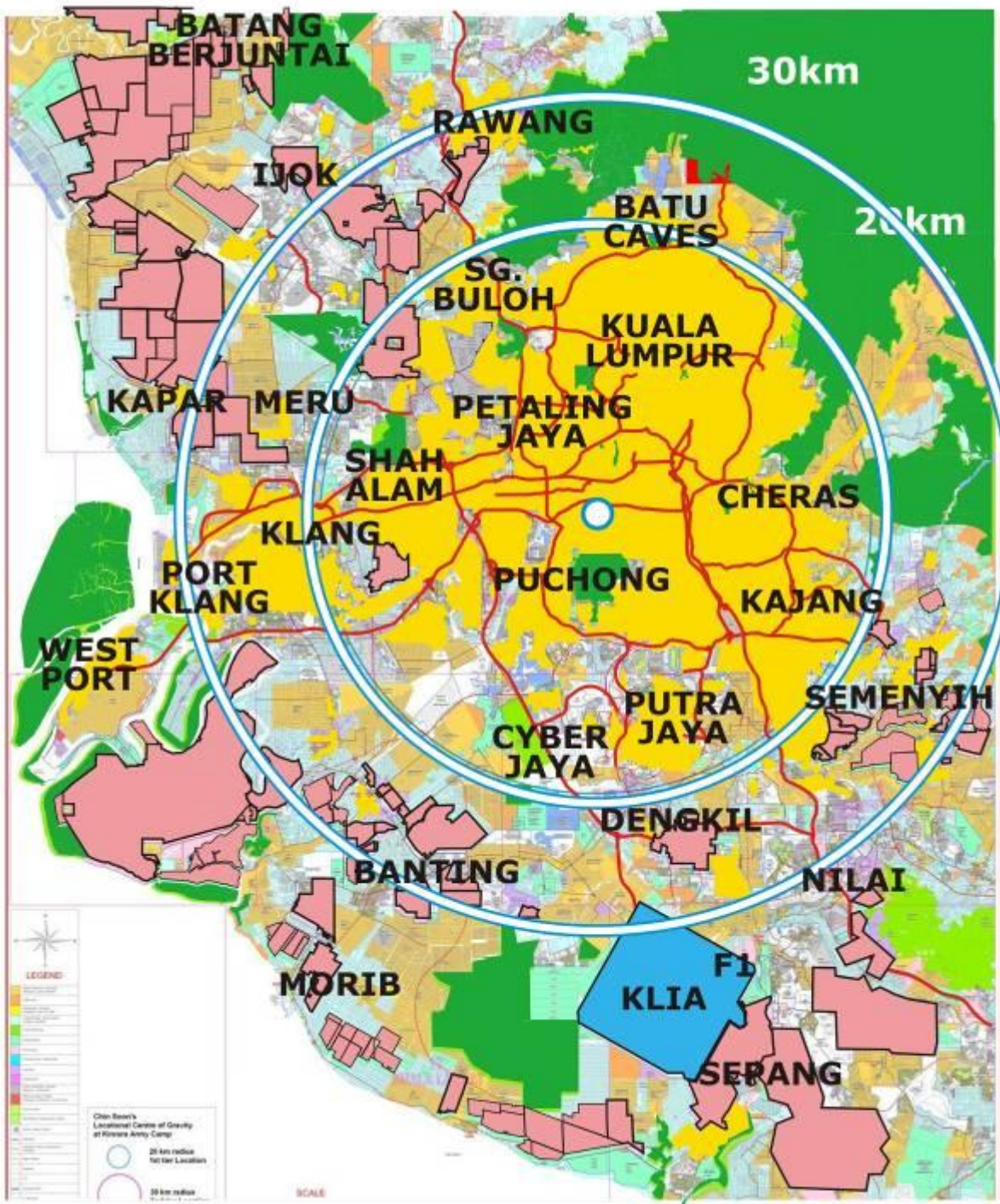
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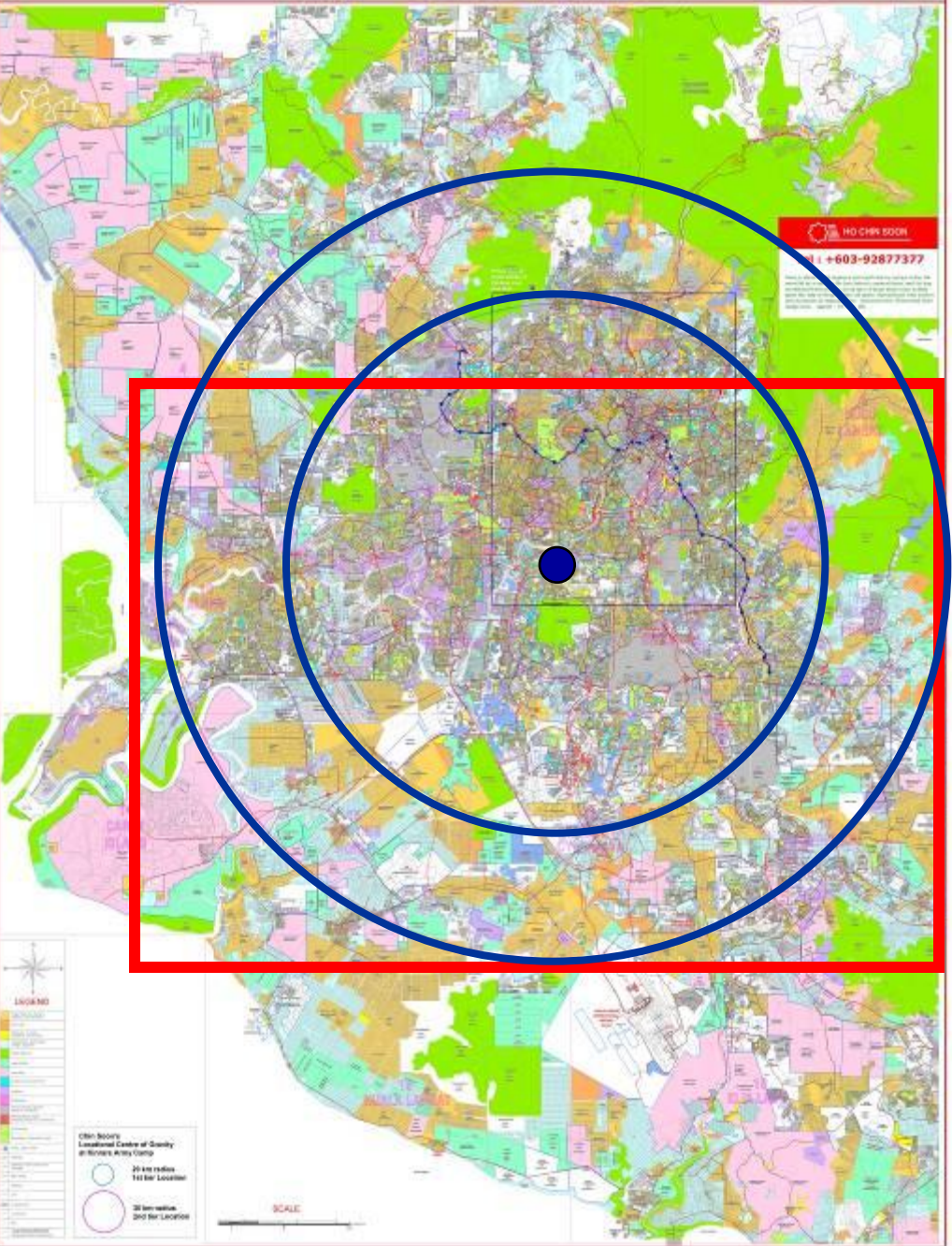


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Others











KLCC

Petaling  
Jaya

Subang  
Jaya

Klang

KESAS

MAJU

Kajang

SOUTH KV

Puchong

Putrajaya

Teluk  
Panglima  
Garang

Senyih

Cyberjaya

SEREMBAN H.I.

LEKAS

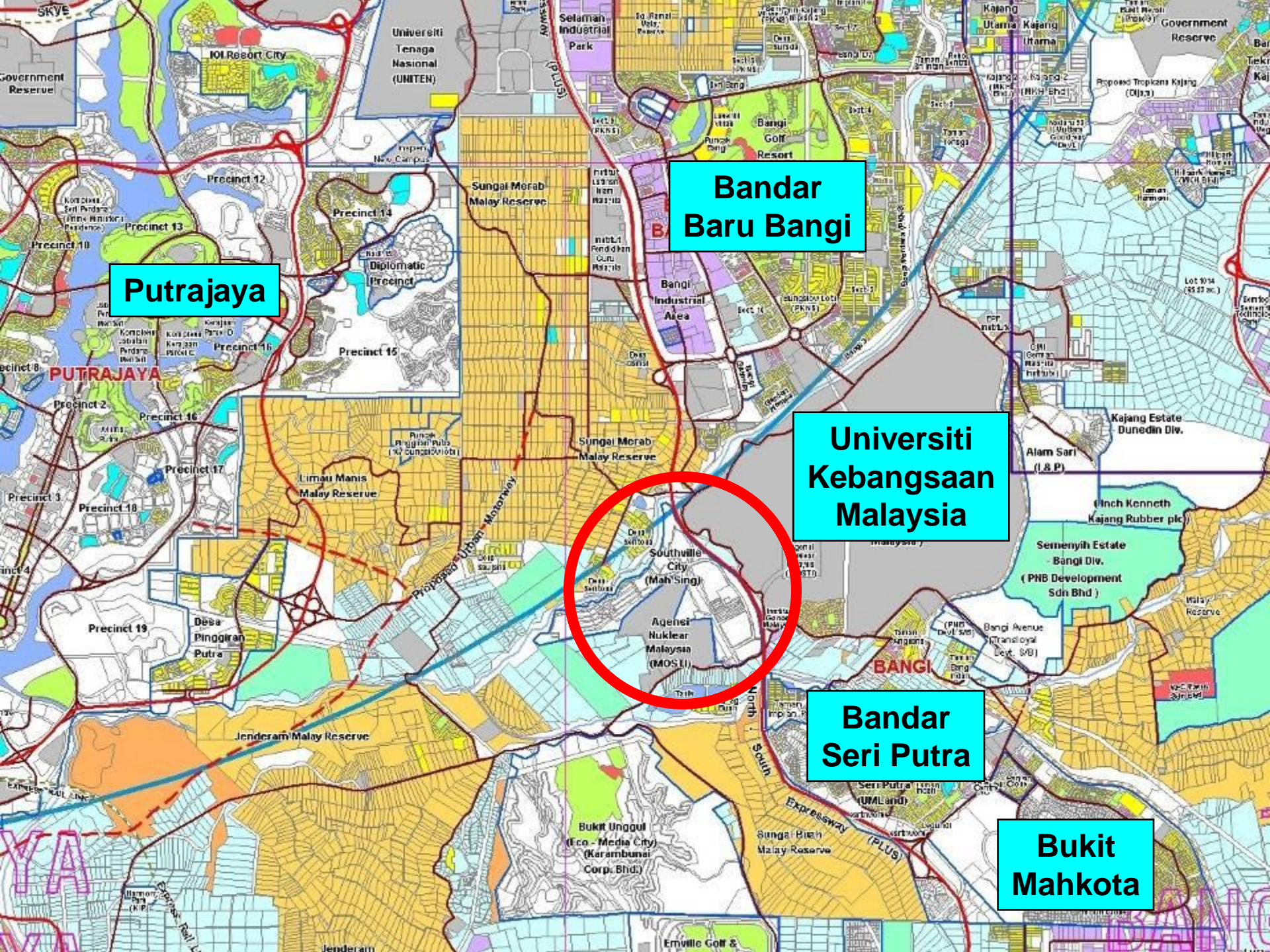
Jenjarom

Dengkil

Banting

Nilai





**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



KL City

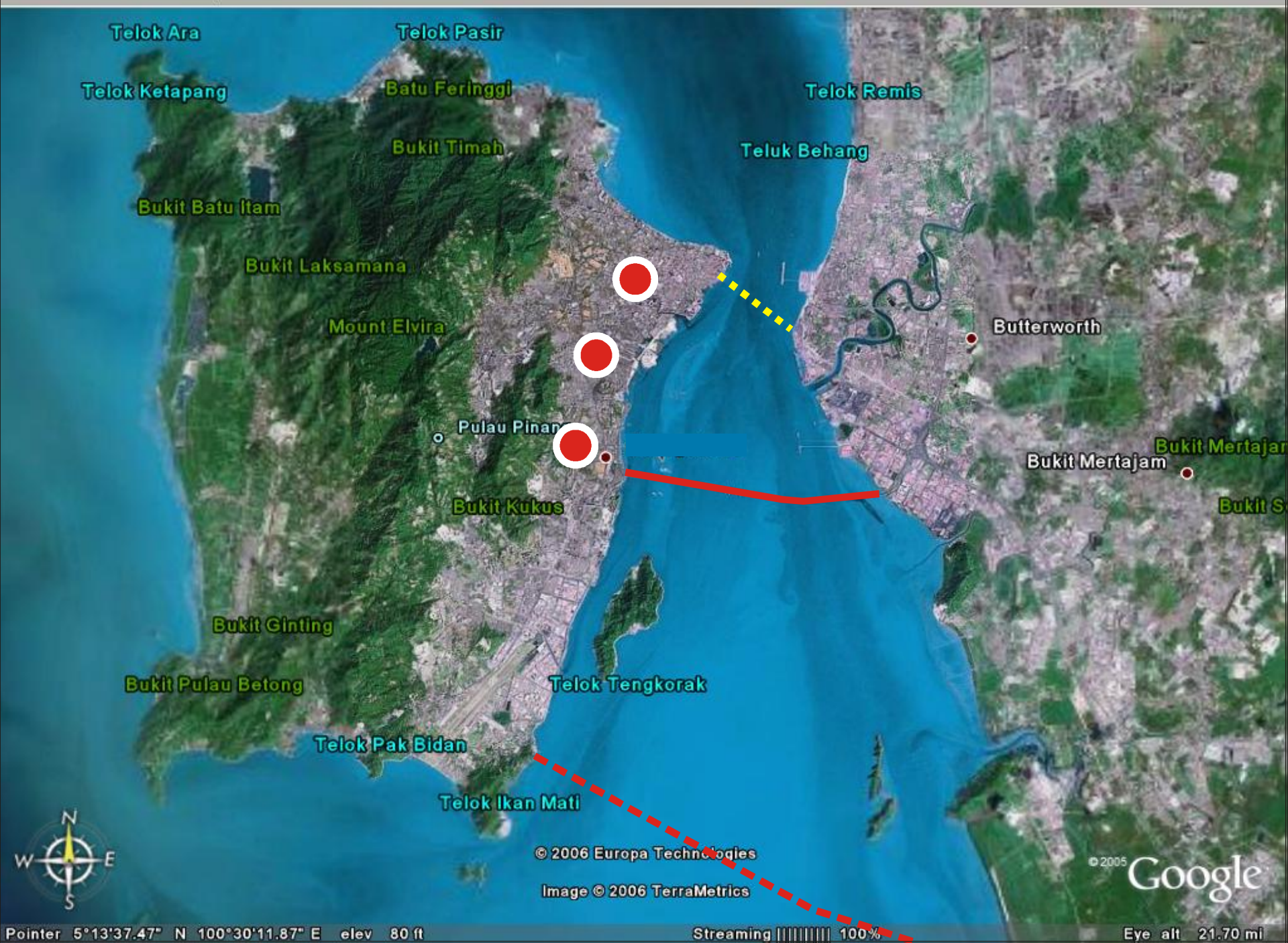
Upcoming  
Southville City  
Sales Gallery

Proposed  
Direct Interchange

Proposed  
Toll Plaza

KL North-South Highway  
Nilai





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Image © 2006 TerraMetrics

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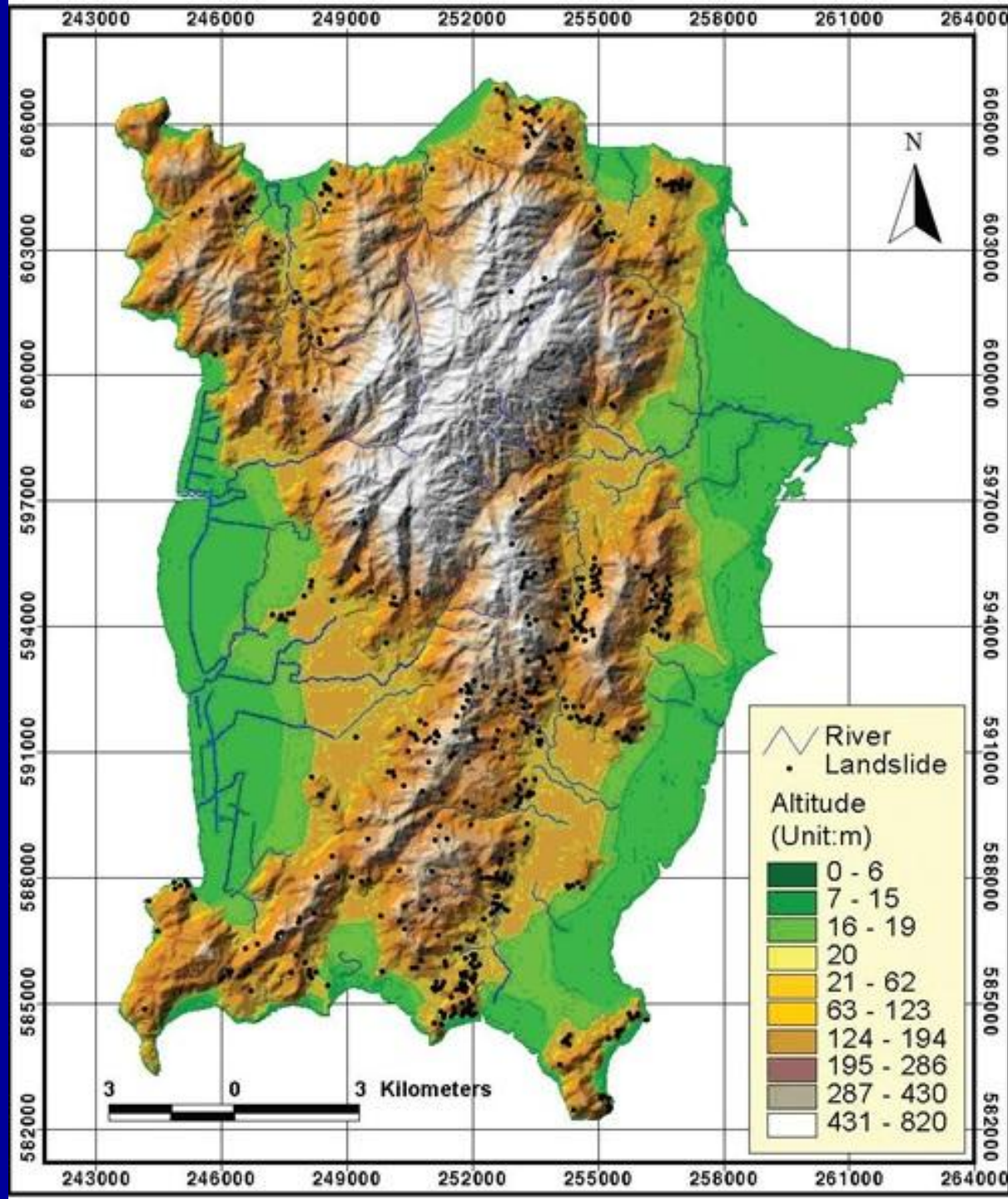
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24 March 2012







HO CHIN SOON



The Brezza

Desa Tanjung

Fettes Residence

The Brezza



Horizon Tower

Diamond Villa

The Cove

Sri Golden Bay







HO CHIN SOON

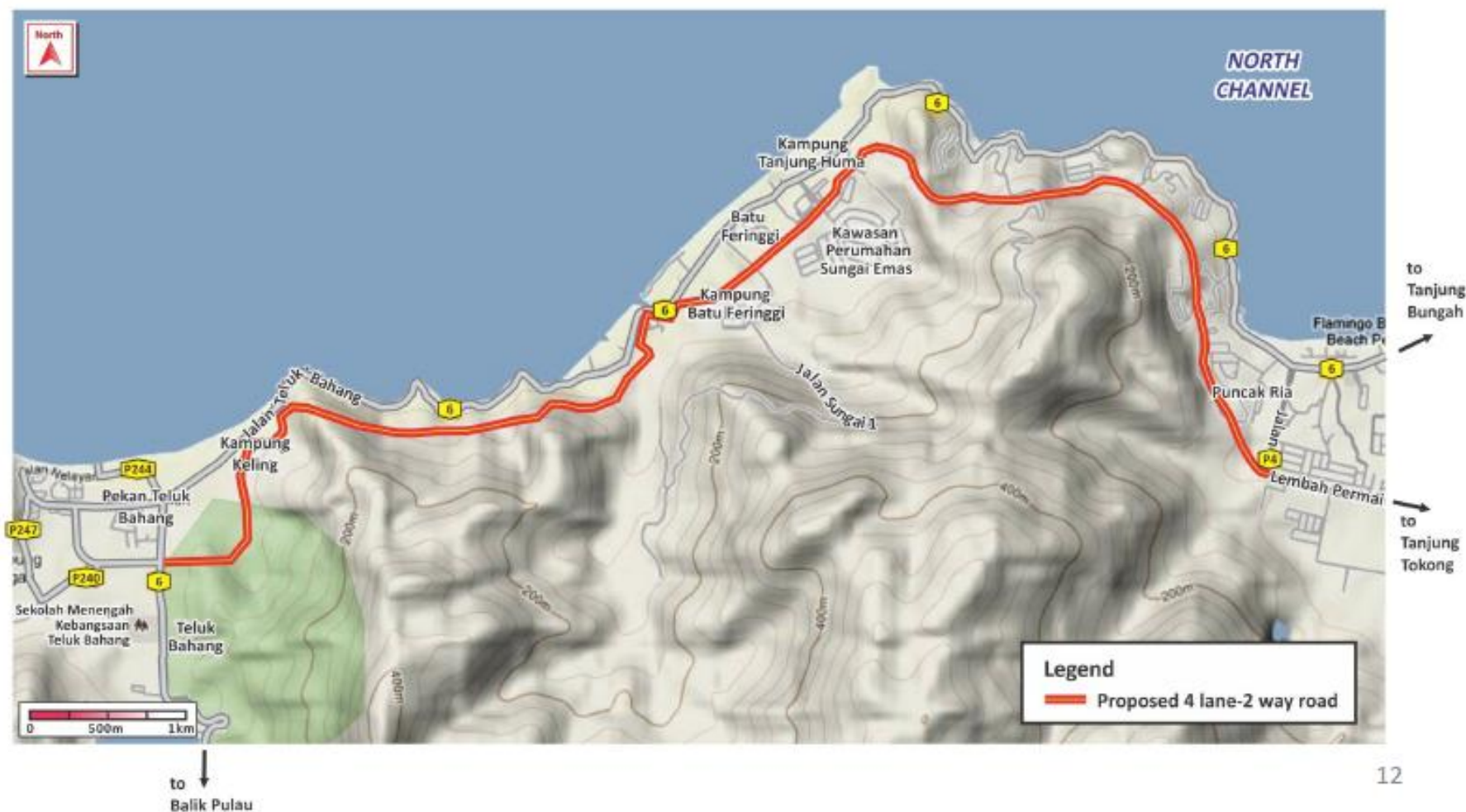


# TANJONG BUNGAH – TELUK BAHANG PAIRED ROAD

LENGTH: 12 km

Width : Dual Carriageway (4 lanes)

**NO TOLL**







HO CHIN SOON





photograph taken on  
5 April 2013

 HO CHIN SOON



 HO CHIN SOON



photograph taken on  
6 April 2013





photograph taken on  
6 April 2013

 HO CHIN SOON



 HO CHIN SOON



photograph taken on  
6 April 2013





photograph taken on  
7 April 2013

Teluk Kumbar

 HO CHIN SOON

 HO CHIN SOON

 HO CHIN SOON





photograph taken on  
**7 April 2013**

**Teluk Kumbar**

 **HO CHIN SOON**

**Gertak  
Sanggul**



 **HO CHIN SOON**

 **HO CHIN SOON**



# REAL ESTATE DYNAMICS & GROWTH CORRIDORS OF PENANG

## IMPACT OF 2ND BRIDGE, BUDGET 2014 AND OUTLOOK 2014

1. Quick House Price Index & Demographics:

2. Infrastructure Updates for Penang Island  
State has power to alienate development lands

3. Locational Centre of Gravity of Penang Island  
Obvious southwards shift just like Greater KL

4. Corridors of Growth

Gurney Drive, Tanjung Tokong, Tanjung Bunga, at sea  
Batu Ferringhi to Teluk Bahang

Batu Maung to Teluk Kumbar to Balik Pulau



5. Second Bridge and “Connectivity Landings”  
Batu Kawan, Batu Maung, Woodlands North and Tuas

6. Budget 2014 & Outlook 2014 and Conclusions





8 December 2012





photograph taken on  
22nd May 2013



photograph taken on  
22nd May 2013

 HO CHIN SOON



 HO CHIN SOON



# 20-year impasse ends

## Najib and Lee all smiles after sealing KTMB land deal

By **MERGAWATI ZULFAKAR**

merga@thestar.com.my

25 MAY 2010

**SINGAPORE:** Malaysia and Singapore have broken a 20-year impasse on the status of KTM Berhad (KTMB) land in the island republic, with leaders of both countries declaring they could now smile and move their bilateral relationship forward.

Malaysia will move its railway station at Tanjung Pagar to Woodlands. In exchange, three parcels of KTMB land — at Tanjung Pagar, Kranji and Woodlands here — would be jointly developed by a company.

Announcing the deal, Prime Minister Datuk Seri Najib Tun Razak and his Singapore counterpart Lee Hsien Loong told a press conference that the Points of Agreement (POA) signed by both countries in 1990 would have "enhanced features" and final details would be hammered out when they met again in a month's time in Malaysia.

Najib said the agreement reached at yesterday's retreat was historical and "we see light at the end of the tunnel."

"We are both smiling," he said.

Standing beside Najib, Lee said it was an occasion to rejoice.

"Both of us got a good deal. I think both of us are quite happy and it benefits both sides.

In a joint statement issued after the leaders'



**Good buddies:** Najib and Lee at the press conference in Singapore yesterday.

retreat, they announced that the KTMB station would be relocated to Woodlands by July 1, 2011. Malaysia's customs, immigration and quarantine facilities will also be located there.

A company known as M-S Pte Ltd would be set up by Dec 31, with Khazanah Nasional Berhad holding a 60% stake and Singapore's Temasek Holdings Limited holding 40% to develop six parcels of land totalling 271ha.

Three of the parcels are in Tanjung Pagar, Kranji and Woodlands.

The other three are in Bukit Timah.

The developed KTMB land could in turn be swapped, on the basis of equivalent value for land in Marina South and Ophir Rochor in Singapore.

The leaders also said a rapid transit system (RTS) between Tanjung Puteri in Johor Baru and Singapore would be jointly developed and integrated with public transport services in Johor Baru and Singapore.

The RTS would be operational by 2018.



> Reports by NELSON BENJAMIN, ZAZALI MUSA, EILEEN NG, YEE XIANG YUN and DANIEL KHOO

# Malaysia-S'pore high-speed rail link

## Mass 'people mover' projects to cut travel time to 90 minutes

20 FEB 2013

**SINGAPORE:** Malaysia and Singapore have agreed to build a high-speed rail link between the city state and Kuala Lumpur.

The link will cut travelling time between the two destinations to just 90 minutes, from the hours it now takes by rail and road.

The two countries also agreed on a rapid transit system linking Singapore's Mass Rapid Transit system with Johor Baru.

Both Prime Minister Datuk Seri Najib Tun Razak and his counterpart Lee Hsien Loong described the speed-link project as a "game changer".

"This project will change the way we do business, look at each other and interact," said Najib.

"We hope to meet the 2020 deadline for the project," he told a joint press conference after the annual leaders retreat here.

The two mass "people mover" projects are part of multi-billion ringgit business deals between the two countries.

These include a wellness project at Nusajaya in Johor and a mixed development project between Iskandar Waterfront Holdings Sdn Bhd and the Singapore Government investment arm Temasek in Danga

Bay worth RM8.1bil.

Najib said the high-speed rail link would be built via public-private partnership with strong government participation.

"It will be on the basis of private sector funding with the government providing structural support and participation."

Lee said the project would make it faster to travel between Kuala Lumpur and Singapore by rail than by air, including waiting time.

He recalled that Najib mooted the idea of the link at a meeting some months ago and he felt that it was a good idea.

On the rapid transit system, Lee said the two countries had 12 months to decide on whether to build a bridge or an undersea tunnel between the two countries.

Later the two leaders unveiled the Marina One project, which is in the heart of Singapore's new central business district undertaken by M+S Pte Ltd, a company owned 60:40 by Khazanah Holdings Bhd and Temasek.

They were also updated on the integrated development DUO joint venture. The two projects have a gross development value of S\$11bil (RM26.4bil).



isnap me for more photos > <http://thestar.com.my/isnap>



**It's a deal:** Najib and Lee shaking hands following a press conference in Singapore. — EPA

The leaders lauded the excellent progress in relations between the two countries since the Points of Agreement was settled in 2010.

In a three page statement, they agreed to intensify existing coopera-

tion and explore new ways to leverage on the complementarities between Singapore and Iskandar, just across the island republic.

They agreed among others to look into the feasibility of a third road

link between the two countries in the long term, and establishing new ferry terminal and Customs, Immigration and Quarantine facilities at Puteri Harbour in Johor this year.



# NEW ERA IN TIES

5 OCT 2013

**PACE SETTER:** Relations to scale new heights with comprehensive strategic, economic partnership

- Malaysia-China trade set to double in five years
- China expresses keen interest in high-speed rail project
- Tycoon to donate RM100m to build Xiamen University Malaysia library in Salak Tinggi

"There is a Malay proverb that means flowing water cannot be severed (air dicincang tidak akan putus). **No other words can better describe the relationship between our two countries.**"

*China's President  
Xi Jinping*



# Thomson Line Fact Sheet



Route Length	30 km (underground)
Number of Stations	1 Depot 22 Stations (including 6 interchanges)
Projected Daily	400,000
Commence Construction	3Q 2013





OUR FUTURE  
OUR HOME

DRAFT  
**MASTER PLAN**  
2013

**WELCOME**

REGIONAL HIGHLIGHTS AND PLANS ↑  
KEY FOCUSES →  
MASTER PLAN OVERVIEW ↑  
CENTRAL AREA ↑

28/11/2013



# WOODLANDS REGIONAL CENTRE

"A vibrant live-work-play business hub set in a lush green northern waterfront"

## THE NORTHERN GATEWAY

With new transport connections, fresh commercial spaces and room to grow, Woodlands Regional Centre is set to realise its full potential as Singapore's Northern Gateway. Comprising the districts of Woodlands Central and Woodlands North Coast, Woodlands Regional Centre has 700,000sqm of new commercial space planned and more than 100ha of diversifiable land for expansion, which is comparable to other regional hubs such as Jurong East District and Tampines Regional Centre. The Woodlands Regional Centre will be directly connected to the city centre through the Thomson MRT Line, which will also host an interchange station with the future cross-border rail line to Hong Kong.

### WOODLANDS CENTRAL

• A Hub of Opportunities

- 30 ha of land available
- 2 new office developments to be completed in Dec 2013
- 350,000 sqm of new office and retail space

Intimate Retail Streets

### WOODLANDS NORTH COAST

Woodlands North MRT Station and Cross-border Station in 2016

Woodlands North Coast MRT Station and Bus Interchange

Woodlands North Coast MRT Station and Bus Interchange

28/11/2013





Woodlands North MRT Station  
and cross-border rail link to Johor

# WOODLANDS NORTH COAST

“A pedestrian mall connects  
Woodlands Central and  
Woodlands North Coast”

ate Retail Streets

Woodlands MRT Station  
and Bus Interchange

New Office  
Developments

Future Integrated  
Development

# WOODLANDS CENTRAL

28/11/2013



Woodlands North MRT Station  
and cross-border rail link to Johor

# WOODLANDS NORTH COAST

“A pedestrian mall connects  
Woodlands Central and  
Woodlands North Coast”

Streets

28/11/2013



# WOODLANDS REGIONAL CENTRE

A vibrant live-work-play-business hub set in a lush green northern waterfront

## WOODLANDS NORTH COAST

Waterfront and Garden Living

Opening Up The Waterfront

New Business Opportunities

70 ha of land in 4 unique precincts available

Office, retail spaces

Waterfront and park living

Lush Waterfront Business and Housing

First business park cluster in the North

Land set aside for the needs of SMEs

### New Business Opportunities

Woodlands North Coast is intended as a regional business centre and is expected to attract a significant amount of investment. The area is a strategic business node, well-served by the existing and planned infrastructure. The area is also well-served by the existing and planned infrastructure. The area is also well-served by the existing and planned infrastructure.

### Key Strategies

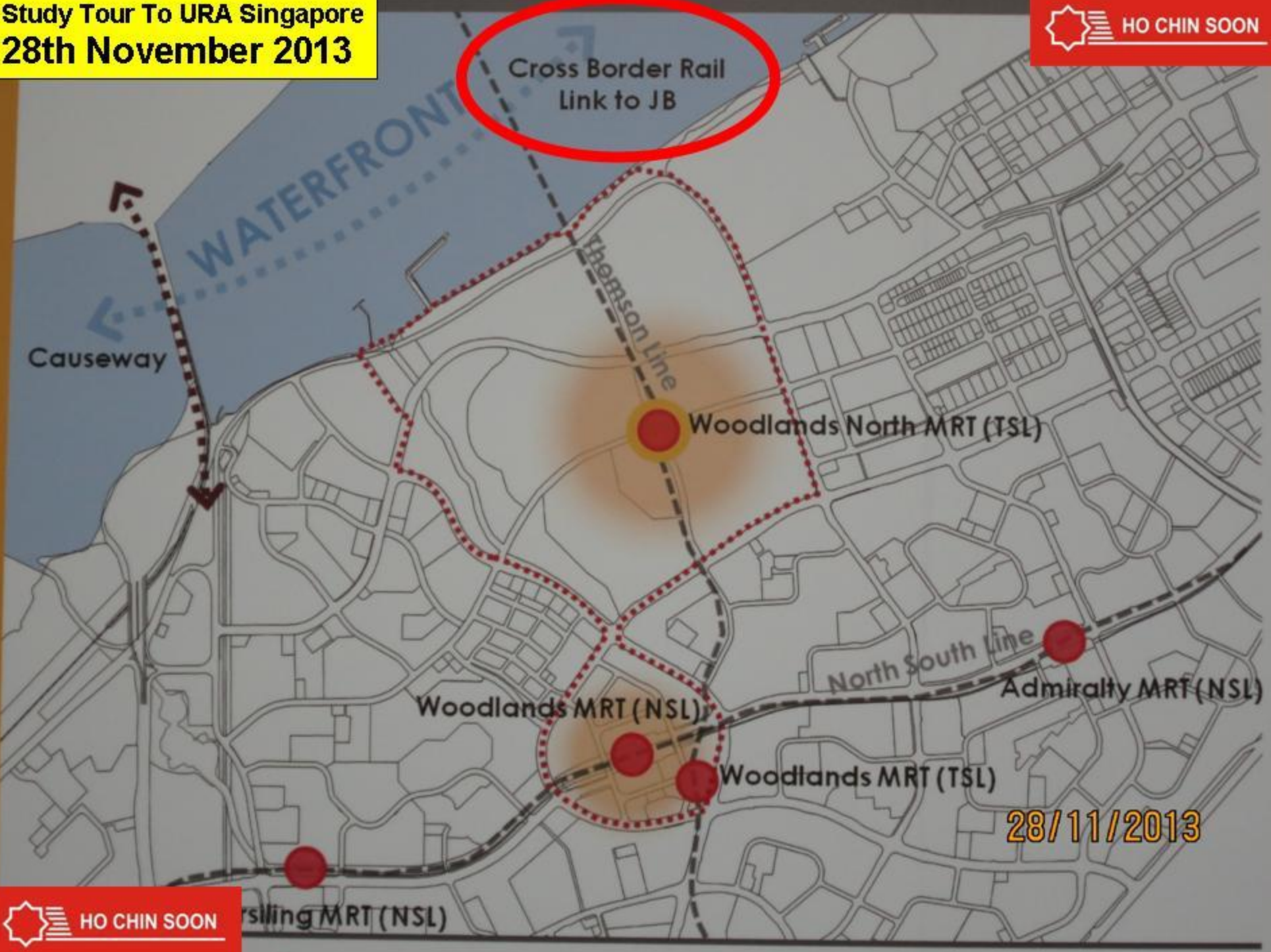
- Creating Transport Oriented Development
- Capitalising On The Waterfront
- Creating Distinctive Districts And Precincts
- Enhancing Connectivity And Green Networks

28/11/2013





Cross Border Rail  
Link to JB



28/11/2013





28/11/2013



# GROWTH AREAS & COMMERCIAL CENTRES OUTSIDE CITY CENTRE



GROWTH  
AREA



NEW  
HOUSING  
AREA



COMMERCIAL  
CENTRE

## ACTIVITY NODES



EXISTING  
BUILDING



PROPOSED  
BUILDING

## CITY CENTRE

Study Tour To URA Singapore  
28th November 2013



EXTENSION OF CBD  
AT MARINA BAY



LANDMARK &  
GATEWAY SITE



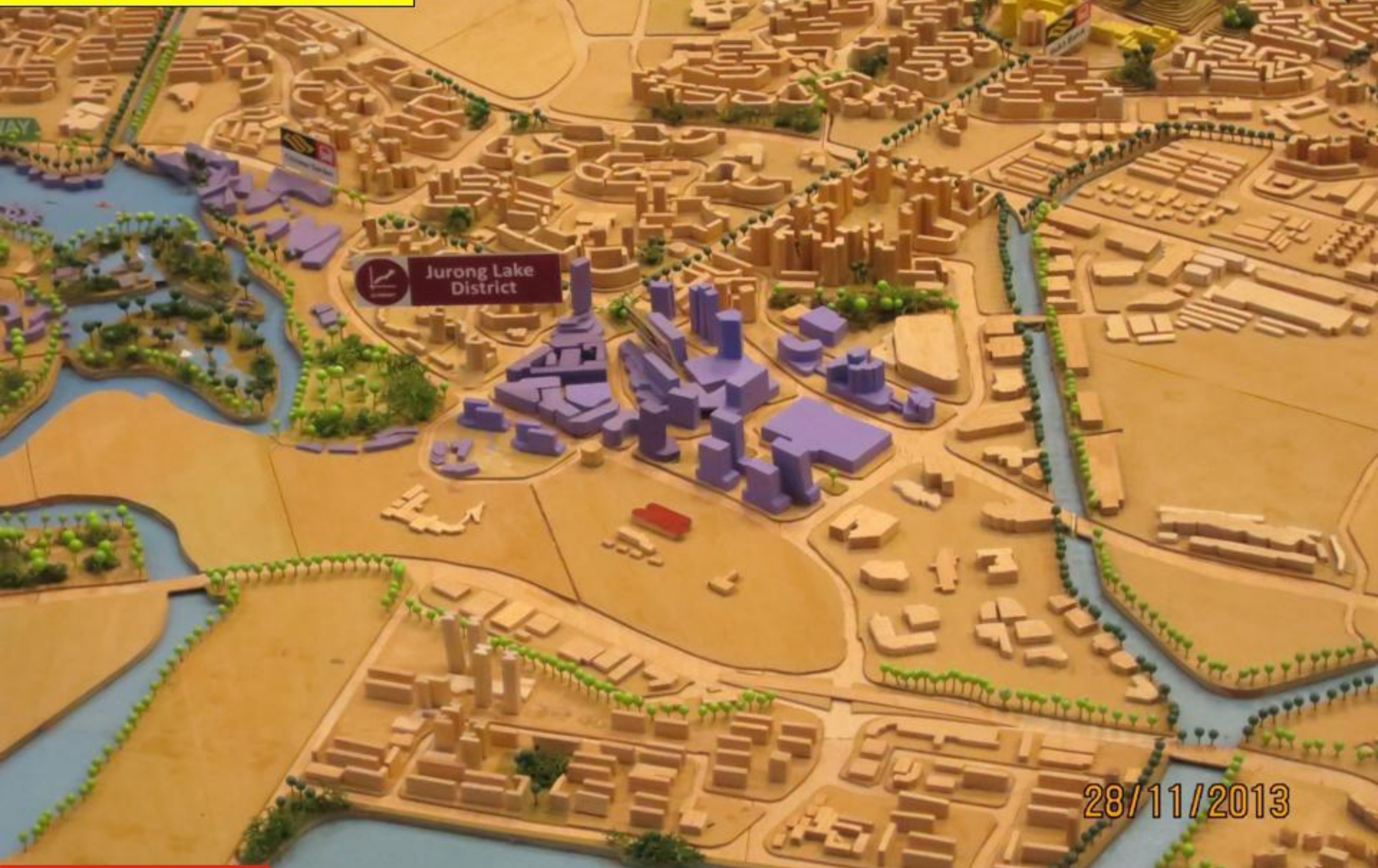
# PUNGGOL




28/11/2013



# JURONG LAKE



 Jurong Lake District

28/11/2013



# KALLANG RIVERSIDE



Kallang Basin

Kallang Riverside

Sports Hub

Stadium

MOUNTBATTER

28/11/2013



# PAYAR LEBAR



28/11/2013





**WOODLANDS  
NORTH**

**Straits of Johor**

**28/11/2013**

**Causeway**





# PUNGGOL

28/11/2013



# KALLANG RIVERSIDE



# PAYAR LEBAR

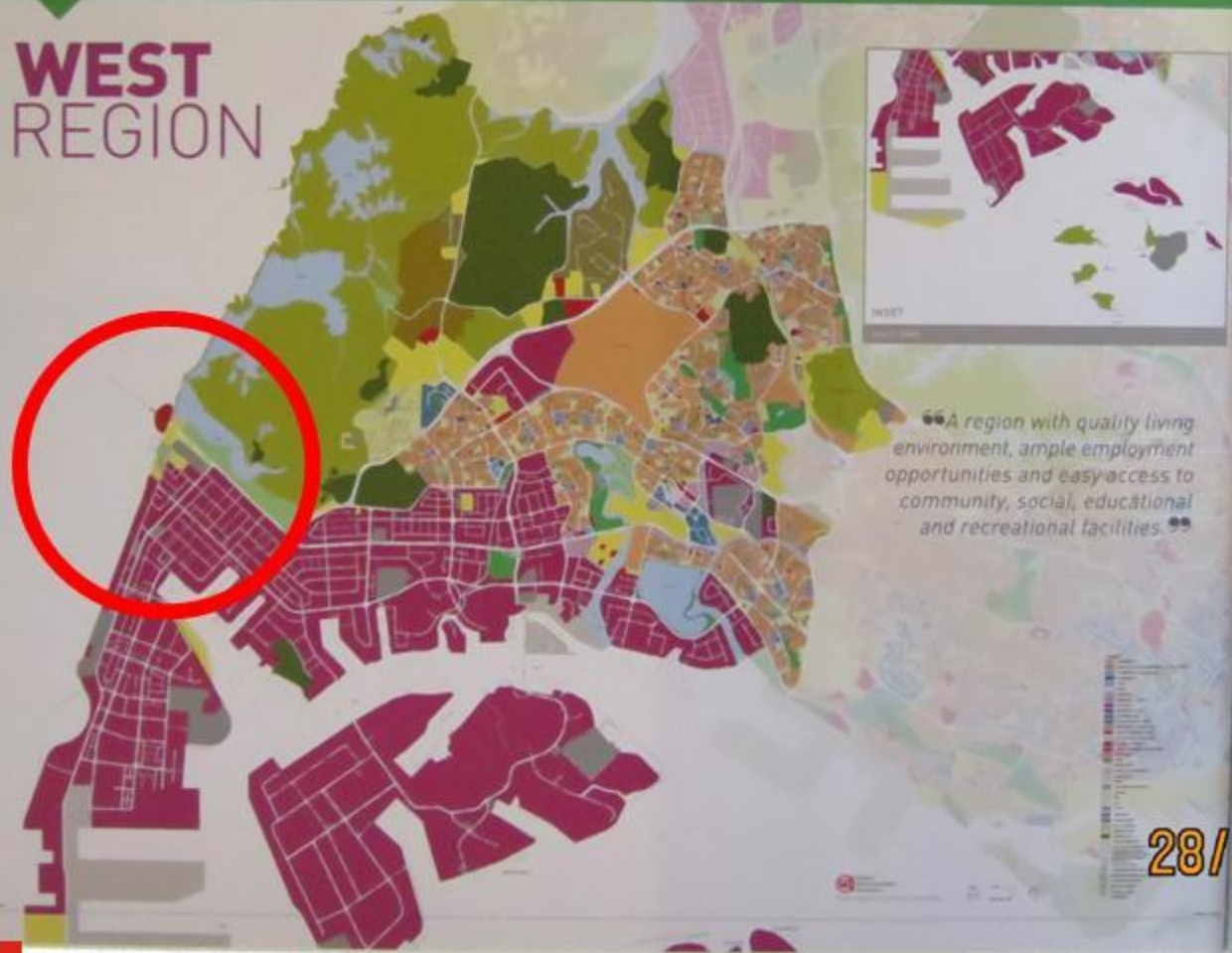
28/11/2013



# REGIONAL HIGHLIGHTS AND PLANS



## WEST REGION



“A region with quality living environment, ample employment opportunities and easy access to community, social, educational and recreational facilities.”

28/11/2013

CREATION  
our Natural Green Assets

City Gallery  
Permanent Exhibition  
Theatrette

City Gallery  
Permanent Exhibition  
Central Area Model  
Reception Counter

City Gallery  
Temporary Exhibition  
Islandwide Model



Second Link

Existing  
CIQ

Tuas Link  
(MRT Station)



TENGEH  
RESERVOIR

28/11/2013



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Celebrating the 10th year  
THE **EDGE**  
*Top Property  
Developers Awards  
2012*

THE **EDGE**  
MALAYSIA

Property  
Excellence





# Congratulations

to the winners of

**THE EDGE** MALAYSIA **Property Excellence Awards 2013**



10th October 2013



The wind map study, which started at the end of last year, will take about 24 months to be completed. We are expected to have a comprehensive wind map for Malaysia by end-2014.

- Sustainable Energy Authority Malaysia CEO  
- Badryyah Abdul Malek

Budget Day  
25th October 2013

[www.yes.my](http://www.yes.my)

Sign up now! RM 21 Dec 2013  
total amount to wish up to

90 HOLIDAY  
PACKAGES.



Submit your entry daily to increase your chances of winning.

yes  
AMAZING  
HOLIDAYS  
contest

# Impact of budget on property sector



Real property gains tax at 30% within first 3 years of disposal for all. Companies and non-citizens taxed 5% in 6th and subsequent years



Foreigners can only buy properties priced from RM1mil, double the previous minimum of RM500,000



Developers to provide detailed house prices and cost of freebies



National Housing Council established to oversee social housing



Developers interest bearing scheme projects barred from financial funding

SEB in talks on fuel supply for power plant  
>3

SP Setia to launch RM10.3bil projects  
>4

SMEs just need a gentle push  
>6



# RPGT



Real property gains tax at **30%** within first 3 years of disposal for all. Companies and **non-citizens** taxed **5%** in 6th and subsequent years

# RM1,000,000



Foreigners can only buy properties priced from **RM1mil**, double the previous minimum of **RM500,000**



Developers to provide **detailed house prices** and cost of freebies



National Housing Council established to oversee social housing

# DIBS



Developers interest bearing scheme projects **barred from financial funding**



# 'No dent in Johor housing market'

**2PC LEVY:** Sentiment may be affected in short term but foreigners will continue to invest in properties, says MIDF

14 NOV 2013

SHAREN KAUR

KUALA LUMPUR

sharen@mediaprima.com.my

NEW initiatives imposed by both the state and federal governments to cool the housing sector are unlikely to dent the Johor market, say analysts.

MIDF research head Zulkifli Hamzah said sentiment may be affected in the short term but foreign buyers are still purchasing properties in Johor due to the huge disparity between property prices in their home countries and Malaysia.

"We believe the addition of two per cent levy will not affect foreign buyers' investment decisions," Zulkifli told *Business Times*.

Johor plans to impose a two per cent levy on foreign buyers across all segments of the market in the state, including the secondary market, starting May next year. The rate is lower than the four per cent to five per cent mooted earlier but will still amount to more than twice the current RM10,000 fee foreigners pay to buy properties in the state.

The levy comes on top of the recent cooling measures announced in the 2014 Budget, which will require foreigners to pay a 30 per cent

tax for properties sold within years of purchase.

"We should not over-react to precautionary measures announced by the government.

"These measures will safeguard the long-term sustainability of the property market," Zulkifli said.

Mah Sing Group Bhd group managing director Tan Sri Leong Kum said initiatives in the nation's

"These measures will safeguard the long-term sustainability of the property market."

Zulkifli Hamzah  
MIDF research head

budget may remove speculative elements but not fundamental

The developer has seven projects in Johor, including Meridin@Medini.

Leong told *Business Times* that as Meridin@Medini is more upper end as it is located next to Legoland and near

Educity, the new measures will not dampen property sales.

He said pricing for the products is attractive for both local and foreign investors with the Meridin Suites and Meridin Linx iSova indicatively starting from RM309,000 and RM298,000, respectively.

Mercury Securities head of research Edmund Tham said the new measures may deter speculators but foreigners will continue to buy properties in Johor as their second home.

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## ■ AT A GLANCE

### ■ Changes to financing

	1st housing loan	2nd	3rd onwards
<b>Loan-To-Value Limits</b>			
Existing rules	80% or 60%*	60% or 40%*	60% or 40%*
Revised rules	No change	50% or 30%*	40% or 20%*
<b>Minimum Cash Down Payment</b>			
Existing rules	5% (for LTV of 80%) 10% (for LTV of 60%)	10%	10%
Revised rules	No change	25%	25%
<b>Non-Individual Borrowers</b>			
Existing LTV limit	40%	40%	40%
Revised LTV limit	20%	20%	20%

\*If the loan tenure is more than 30 years or extends past age 65.

### ■ Changes to additional buyer's stamp duty

	Rate on 1st purchase	2nd purchase	3rd & subsequent purchase
<b>Singapore citizens</b>			
Existing	N/A	N/A	3%
Revised	N/A	7%	10%
<b>Permanent residents</b>			
Existing	N/A	3%	3%
Revised	5%	10%	10%
<b>Foreigners and non-individuals**</b>			
Existing	10%	10%	10%
Revised	15%	15%	15%

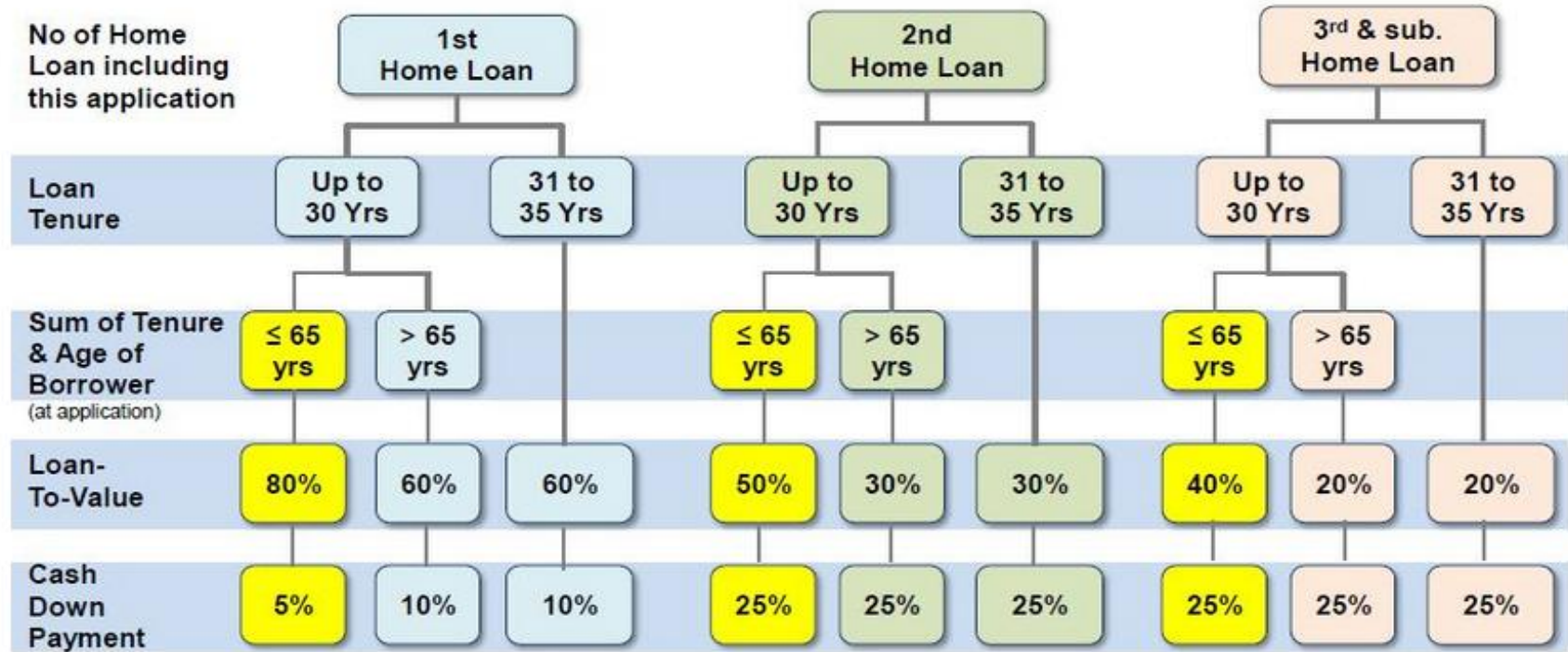
\*\*Corporate entities

Sources: Ministry of Finance, Ministry of National Development, Monetary Authority of Singapore and Ministry of Trade & Industry

# January 2013 Singapore's Real Estate Industry Cooling Measures



**How the Property Cooling Measures (w.e.f. 12 Jan 2013) will affect the purchase of Executive Condominium (EC) in Singapore? How much minimum Cash Downpayment you need?**



**from [www.executivecondominiumsingapore.com](http://www.executivecondominiumsingapore.com)**

Note: LTV for corporate entities is 20%

**Good News! Additional Buyer's Stamp Duty is not applicable to the purchase of Executive Condominium (EC) in Singapore!**

Additional Buyer's Stamp Duty	1st Property Purchase		2nd Property Purchase		3rd Property Purchase	
	Previous	New	Previous	New	Previous	New
Singapore Citizens	Nil	Nil	Nil	7%	3%	10%
PRs	Nil	5%	3%	10%	3%	10%
Foreigners & Corporate Entities	10%	15%	10%	15%	10%	15%



# Medini gets big tax break

Government move likely to provide support to developer's IPO

5 DEC 2013

**KUALA LUMPUR:** Malaysia has granted a substantial tax break to a zone in a showpiece investment project near Singapore, a move likely to provide crucial support to a US\$800mil (RM2.58bil) initial public offering (IPO) of the area's developer next year.

The Medini area in the southern state of Johor is the only section of the US\$30bil Iskandar Development Region (IDR) to get an exemption from a 30% property gains tax announced in October to cool soaring property prices, government officials said.

The area is being developed by Medini Iskandar Malaysia, a company that is 60% owned by Iskandar Investment, a corporation controlled by sovereign fund Khazanah Nasional Bhd.

Japanese conglomerate Mitsui & Co Ltd and Dubai-based realtor United World Infrastructure each own 20%.

**It (the exemption) certainly gives it an edge over others in Iskandar.**

- Banker

"Medini in 2006 and 2007 was a sparsely populated area and not a preferred investment location," Datuk Ismail Ibrahim, chief executive of the Iskandar Regional Development Authority (Irda), told *Reuters* when asked why the area received an exemption.

"The objective is to provide the catalyst to

drive investments into Medini," he said.

Since its inception in 2006, Medini has been exempt from property gains taxes. Medini Iskandar declined to comment about the latest tax exemption. The tax break, however, means the company should be able to attract more funds into the Medini area, helping the prospects for its IPO as well as the Government, which is seeking to lure more investors, especially from cash-rich Singapore, into the Iskandar region without inflating a broader property bubble.

"It (the exemption) certainly gives it an edge over others in Iskandar," said a banker involved in Medini Iskandar's IPO, which is expected to be launched in the first half of 2014.

Bank of America Merrill Lynch, Goldman Sachs and Malayan Banking Bhd have been chosen to manage the planned listing, according to *Thomson Reuters* publication *IFR*.



# REAL ESTATE OUTLOOK 2014

- 1. SENTIMENT:** If the world economy is stable, sentiment in Malaysia will be alright. Effect of GST 6% year 2015 too early to tell.
- 2. BUDGET:** In view of the recent budget, real estate prices across the board are expected to increase at inflation rate and not double digit as in the past.
- 3. DIBS:** Strong Impact – Financing is key to investment  
Creative arrangement by property developers? Bank Negara strict!
- 4. RPGT:** Average impact – genuine buyers not affected  
Foreigners: 30% for 5 years then 5%  
Malaysians: sliding scale then 0% after 5<sup>th</sup> year  
(additional stamp duty 2% for Iskandar Malaysia – May 2014)
- 5. MINIMUM RM1,000,000 :** small impact  
More impact on Iskandar, less impact on Penang Island  
Weak Ringgit: only S\$390,000

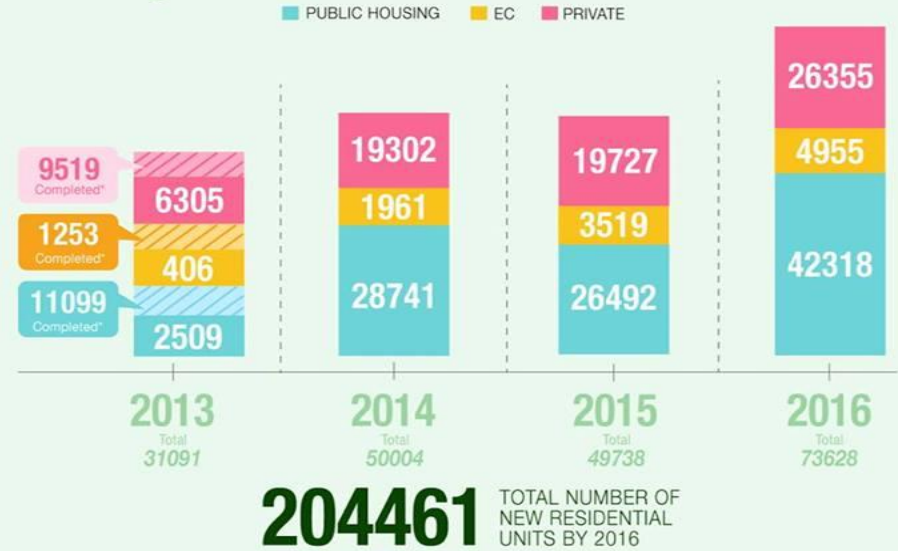


**Price Index : All Houses starting at Year 2000 till 2012**

**SOURCE : www.jp-ph.gov.my**



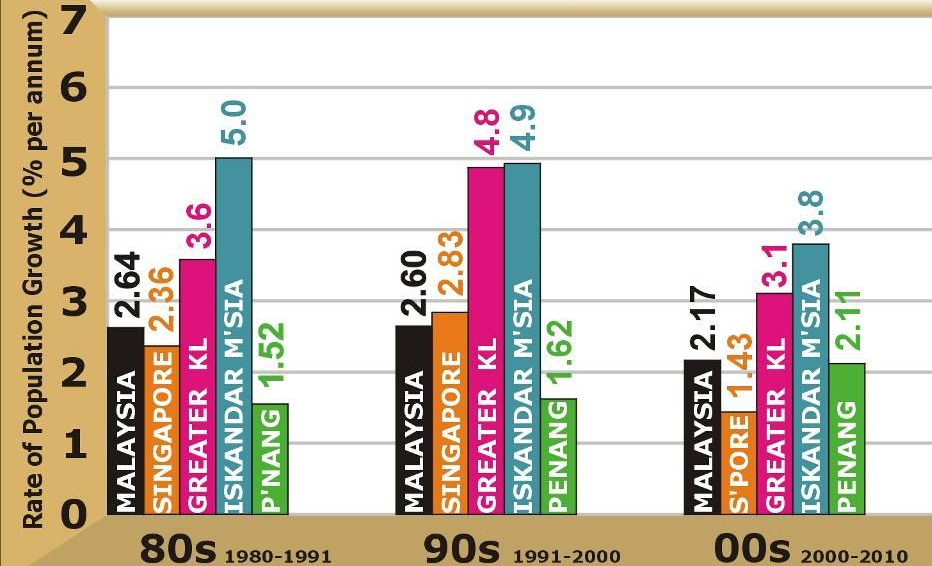
**PIPELINE SUPPLY OF NEW RESIDENTIAL UNITS by EXPECTED YEAR OF COMPLETION**



\* About 21871 units have been completed between Jan to Oct 2013.

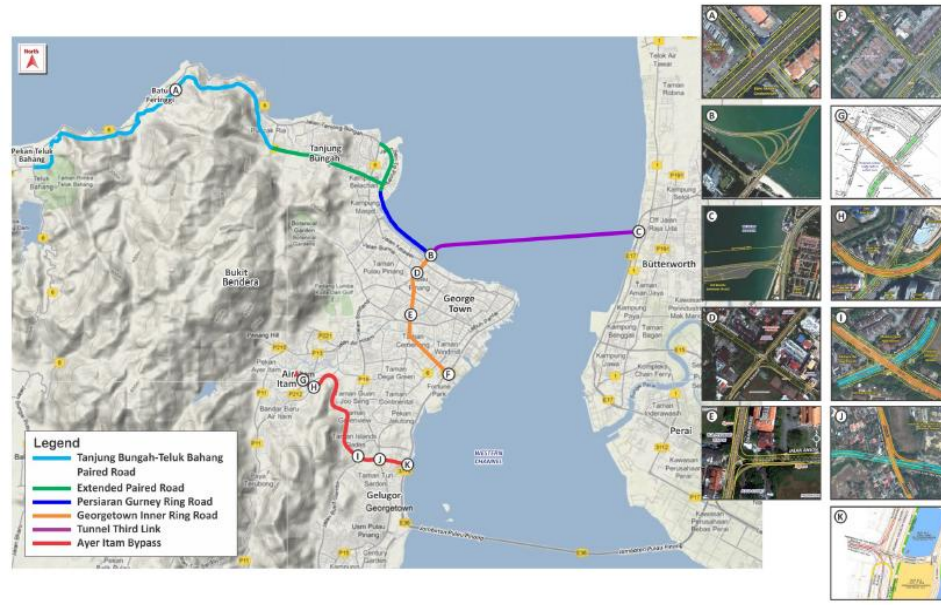
**HO CHIN SOON RESEARCH SDN BHD**

**Comparing Malaysia, Singapore, Greater KL, Iskandar M'sia and Penang : Rate of Growth**



**HO CHIN SOON RESEARCH SDN BHD**

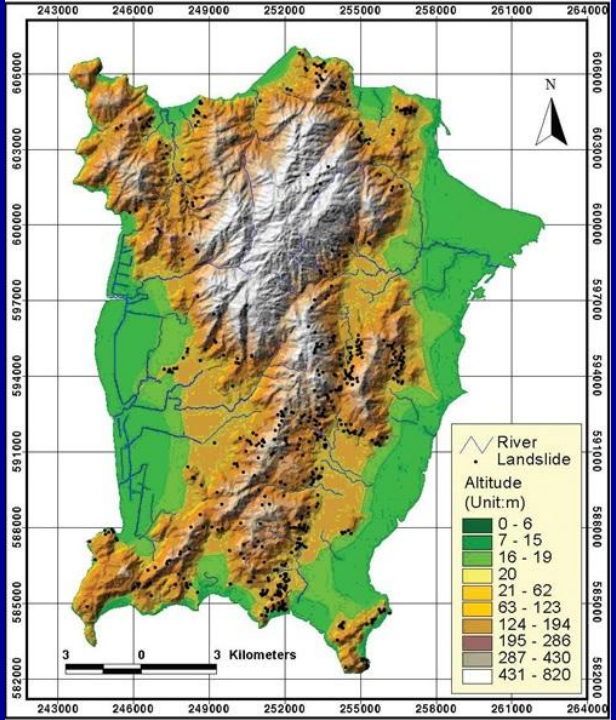
Prepared by : Azhan



**MAJOR ROADS AND TUNNEL PROJECTS IN PENANG**

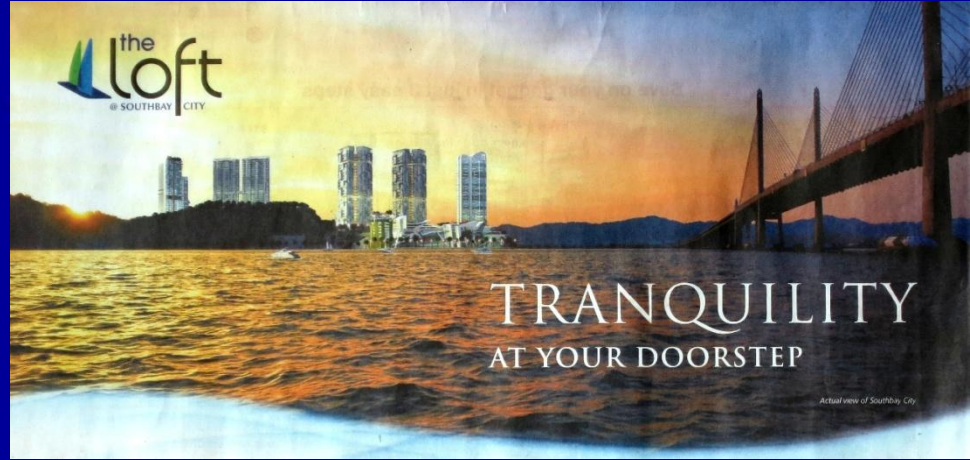


photograph taken on 22nd May 2013



## REAL ESTATE OUTLOOK 2014

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THANK YOU  
FOR YOUR  
KIND ATTENTION

谢谢



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