

# LUXURY CONDOMINIUMS

Kuala Lumpur  
1H 2008



## SUPPLY as at 1H 08:

- The existing supply stood at 6,343 units as at 1H 2008 with the completion of Suasana Sentral Loft, Kiaraville, Mont' Kiara Banyan, Hijauan Kiara, Taragon Puteri Yap Kwan Seng and Park Seven contributing a total of 1,484 units.
- Five (5) projects offering a total of 795 units were launched during the period, i.e.:-
  - Suasana Bangsar in BGSR by United Malayan Land Bhd
  - Kiara 9 in MK / SH by Kina Bijak Sdn Bhd
  - 9 Madge in AH / UT by Rodem Sdn Bhd
  - Sunway Vivaldi in MK / SH by Sunway City Berhad
  - Kiara 3 in MK / SH by HR United Sdn Bhd
- The recent launches of luxury condominiums predominantly offer larger unit sizes. Typical units have built-up areas of between 1,518 sq ft – 4,242 sq ft, with exception of Suasana Bangsar offering 1,112 sq ft – 2,147 sq ft whereas penthouses have built-up areas of between 3,845 sq ft – 8,085 sq ft.

## DEMAND/OCCUPANCY as at 1H08:

- The average occupancy rates of luxury condominiums has slightly increased to 85.6% in 1H 2008, with the exception of the newly completed Suasana Sentral Loft, Kiaraville, Hijauan Kiara, Mont' Kiara Banyan and Park Seven.
- Developer's sales prices of newly launched luxury condominiums ranged between RM650 – RM1,180 per sq ft of built-up area.
- Selected developers have revised the selling prices of their luxury condominiums from the initial launch price of between RM600 – RM1,000 per sq ft of built-up area to RM700 – RM1,200 per sq ft of built-up area.
- Sub-sales of luxury condominiums were noted to be transacted at an average price range of RM557 – RM620 per sq ft of built-up area mainly in Bangsar, Mont' Kiara / Sri Hartamas and Damansara Heights whilst luxury condominiums in Kuala Lumpur City Centre were transacted at a higher average price of RM858 per sq ft of built-up area.
- Asking prices of luxury condominiums in Kuala Lumpur City Centre, Ampang Hilir / U-Thant and Kenny Hills ranged between RM681 – RM1,684 per sq ft, RM652 – RM1,150 per sq ft and RM515 – RM882 per sq ft of built-up area respectively in the secondary market.
- In Bangsar, Damansara Heights and Mont' Kiara / Sri Hartamas, the asking prices of luxury condominiums ranged between RM570 – RM900 per sq ft, RM589 – RM850 per sq ft and RM516 – RM729 per sq ft of built-up area in the secondary market.

## SUMMARY/OUTLOOK

- New supply of luxury condominiums with possible completion in end 2008 are expected to contribute a total of about 1,447 units.
- The luxury condominium sector is anticipated to slow down as developers are expected to take a more conservative stance amidst higher construction cost and uncertain demand. Furthermore, the incoming supply is anticipated to create further pressure on occupancies and rental levels.
- The global and local political uncertainties are expected to be key deciding factors in investment decisions with many adopting a wait-and-see attitude.

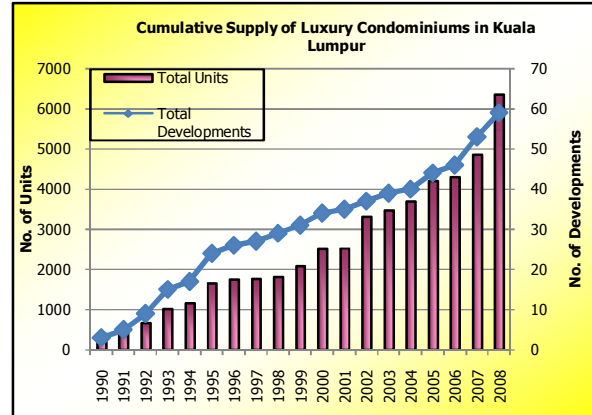
## PERFORMANCE

Second Half 2007

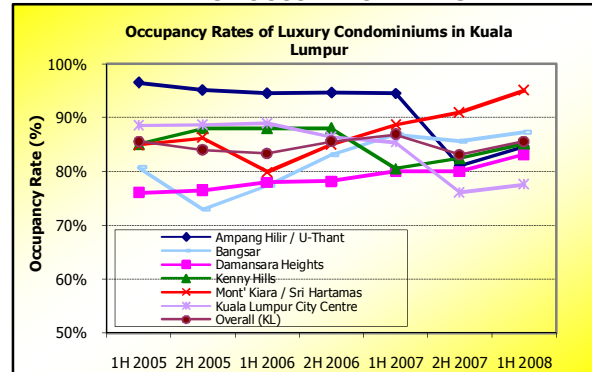
First Half 2008



## CUMULATIVE SUPPLY



## AVERAGE OCCUPANCY RATES



Note: The WTW luxury condominium price benchmark is defined as a minimum price of RM500 per sq ft.

For more information and advice, please contact:

**C H Williams Talhar & Wong Sdn Bhd**

32<sup>nd</sup> Floor, Menara Tun Razak

Jalan Raja Laut

Kuala Lumpur

T: 03 2693 8888

E: marketupdate@wtw.com.my

F: 03 2693 6565

W: wtw.com.my

*This market overview is intended for general purposes only as an introduction to current market conditions. Real estate is a long term investment and requires careful consideration of financial objectives and independent research before investing.*

**No statement in this issue is to be construed as a recommendation or as advice to buy or sell any investment.**

*The information contained herein has been derived from sources which we believe to be reliable and as such we do not guarantee its accuracy or completeness. This report may not be reproduced, copied or circulated without the prior written agreement of WTW.*

*Unless otherwise stated, all currencies are expressed in Ringgit Malaysia (RM)*

*All dimensions are expressed in square feet. (1 square metre = 10.7639 square feet)*