HB ADVISOR

JULY - SEPTEMBER 2024

PLUS

Penang 2024: Optimistic & Yet Cautiously Compelling **p5**

Malaysia's Ageing Society **p6**

A Slower Pace of Launches in Klang Valley in 1H 2024 **p10**

Appreciate Art, Art Appreciates! **p12**

When the judging criteria goes higher and higher, it defies the myth of "First Class Buildings, Third Class Maintenance" that plagues the country's property management industry.

PMgr Sr Low Hon Keong

Winning at The Edge Malaysia's Best Managed & Sustainable Property Awards (BMSPA) 2024 is a result of our clients' faith in us coupled with the dedication of our staff at Henry Butcher Malaysia Mont Kiara (HBMK).

Some of our clients have walked a steep and narrow path with us to reach the pinnacle of the awards. This included overcoming inconsistent administration practices, unsustainable financial models, weak upkeep & maintenance, gridlock at meetings, and so forth. To have come this far and secure the trophies, it is testament to a job well done. For that, I would like to record my sincere appreciation to our clients for investing faith into our brand as the designated manager to preserve and protect the prized assets you call home.

To our team, your unwavering commitment and dedication to go down to the ground has culminated into this result. It's a moment to cherish and a time to bask in the glory but let's not forget where we started from and what our professional responsibilities are to our clients. By that token, let's continue the good work and march on to raise our game just as the transparent and professional awards judging criteria have also been elevated every year.

Discerning Expectations

The BMSPA has proven to be a good platform for us to keep up with the global standards such as sustainability and compliance with ESG. It is also a forum where we can learn best practices from each other and together, improve the property management practice in unison.

But oftentimes, the scope of property management is looked upon as a Planned Preventative Maintenance (PPM) job, which can be just procedural. But those in the practice know full well we're dealing with much more than just scheduling.

For example, in managing upmarket properties, it comes bundled with the discerning expectations of the property owners and occupiers. These are people who have travelled the world and know what constitutes flawless property management. Cutting corners could very well turn out to be disastrous.

To meet such expectations, we have to be on our toes and be alert at all times. It is not a deskbound job that can afford one to troubleshoot remotely. It is also no easy feat to ensure the upkeep is spotless when the inhabitants are the VVIPs or honourable dignitaries. As such, to have received a signed testimonial from such an astute class citizen residing in one of the winning projects even before the awards this year is absolutely invaluable to us. It underscores our commitment to enhancing the value of these properties, whether intrinsically or otherwise for our clients.

In another example, we were praised for our peacekeeping role between parties at the meeting table for the benefit of the property. While it has taken a bit of time to get to where we are today, the formation of the Subsidiary Management Corporation (Sub-MC) has proven to be a sound remedy. For the record, although the Sub-MC seems odd, it is fully compliant with the Strata Management Act 2013 (Act 757). It is also only the second Sub-MC in the country.

Other interesting encounters we've faced include being roped in as early as the planning stage before construction began, a client's contractual request to be enlisted for BMSPA when the property is ready while under our care and also complimented by the judges for performing above certain properties overseas.

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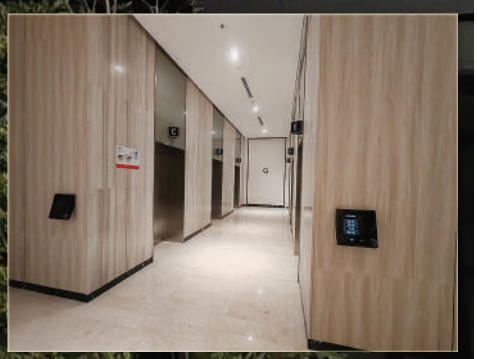

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HENRY BUTCHER REAL ESTATE SDN. BHD. (236461-W)

It's all thumbs up for the Henry Butcher Malaysia (Mont Kiara) team at The Edge Malaysia Best Managed & Sustainable Property Awards 2024.

To this, I am humbled by their recognition and for our clients' willingness to partner with us at HBMK. It is my sincere hope that together as an industry, we can continue raising the practice with the infusion of new technology such as AI to stay ahead of the curve in the face of the rapidly changing world of property management.

PMGR SR LOW HON KEONG
Managing Director of HBMK

July - September 2024

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by Henry Butcher Malaysia

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HONOURING COMMITMENT AT THE EDGE MALAYSIA BEST MANAGED & SUSTAINABLE PROPERTY AWARDS 2024

Low Hon Keong (front row, middle) together with the HBMK Team and esteemed clients.

According to The Edge, the Best Managed & Sustainable Property Awards 2024 (BMSPA 2024) received a record 75 entries from across the country, surpassing last year's 52 submissions. Of these, 49 were shortlisted and 34 projects were honoured for their exceptional property management.

This year's awards featured 10 categories, encompassing residential, office, mixed development, shopping mall and specialised properties, with each category divided into above and below 10 years.

The following are the awards clinched by Henry Butcher Malaysia Mont Kiara (HBMK).

(From left) The Edge Malaysia Editor-in-Chief Kathy Fong, The Edge Malaysia Editor Emeritus and the Awards' Chief Judge Au Foong Yee, Associate Director of HBMK Jessie Koh, Chairman of Menara UOA Bangsar Khaw Chay Tee, City & Country Editor Jacqui Chan and The Edge Media Group Publisher & Group CEO Datuk Ho Kay Tat.

Menara UOA Bangsar, Bangsar, Kuala Lumpur
Editor's Choice Award – Sterling Stakeholders Partnership 2024
Above 10 Years: Mixed Development (Entire)

Through HBMK'S recommendation, a Subsidiary Management Corporation (Sub-MC) was formed to better manage the commercial property. The Sub-MC went down in history as the only second of its kind in the country fully compliant with Strata Management Act 2013 (Act 757).

The most admirable distinction out of this time consuming effort is that the same people who represented the developer and the unit owners at the beginning continued helming their respective roles until the end. This is a display of commitment from all the stakeholders for the benefit of a greater good of Menara UOA Bangsar.

(From left) The Edge Malaysia Editor Emeritus and the Awards' Chief Judge Au Foong Yee, The Edge Media Group Publisher & Group CEO Datuk Ho Kay Tat, Project Manager of HBMK Kamen Lee, Chairman of 11 Mont' Kiara Ian Leong, The Edge Malaysia Editor-in-Chief Kathy Fong and City & Country Editor Jacqui Chan.

11 Mont' Kiara, Mont Kiara, Kuala Lumpur
Gold - Above 10 Years: Multiple-Owned Strata Residential

As an exception rather than the rule, 11 Mont' Kiara's (MK11) Management Corporation (MC) expressed its "dream" of winning the BMSPA. This tall order was consequently inscribed into the appointment agreement. HBMK nevertheless asserted that it would strive to raise the standards to qualify for awards submission but winning the trophy would be another story altogether.

With MK11's great support, the necessary rectification works and upgrades were carried out in stages over a two-year period. By the time the call for entry to BMSPA 2024 was announced, MK11 was fully ready for the pageantry.

(From left) The Edge Malaysia Editor Emeritus and the Awards' Chief Judge Au Foong Yee, The Edge Media Group Publisher & Group CEO Datuk Ho Kay Tat, Managing Director of HBMK PMgr Sr Low Hon Keong, Finance Director of Pavilion Datuk Lee Whay Hoong, The Edge Malaysia Editor-in-Chief Kathy Fong and City & Country Editor Jacqui Chan.

Pavilion Suites Kuala Lumpur, Kuala Lumpur
Gold - Below 10 Years: Multiple-Owned Strata Residential

Arguably one of the most coveted properties in the country, Pavilion Suites Kuala Lumpur's residents are made up of the upper echelon of the society that defines VVIPs and the ultra high net worth. As such, the astute class expects nothing less from HBMK.

Keeping this property spotless to win the award has been one of the main hallmarks of HBMK including a personal testimony given by one of its most important residents.

(From left) The Edge Malaysia Editor Emeritus and the Awards' Chief Judge Au Foong Yee The Edge Media Group Publisher & Group CEO Datuk Ho Kay Tat, Senior Area Manager of HBMK Kathrine Yong, Chairman of 11 Mont' Kiara Vincent Loew, The Edge Malaysia Editor-in-Chief Kathy Fong and City & Country Editor Jacqui Chan.

Ryan & Miho Residence, Petaling Jaya, Selangor
Gold - Below 10 Years: Multiple-Owned Strata Residential

The steep climb that followed a year ago after taking over as the property manager is now considered a journey worth taking. The victory at the BMSPA would not have been possible without the support of the developer OSK Property Holdings Bhd. For example, although the Defects Liability Period (DLP) had expired and upon consultation with HBMK, the developer went out of its way to make good the defects.

(From left) The Edge Malaysia Editor-in-Chief Kathy Fong, The Edge Malaysia Editor Emeritus and the Awards' Chief Judge Au Foong Yee, Executive Director of HBMK Ronny Yong, Project Manager of Kaginic Corporation Sdn Bhd Venus Chai, City & Country Editor Jacqui Chan and The Edge Media Group Publisher & Group CEO Datuk Ho Kay Tat.

UOA Business Park Tower 7, Glenmarie, Selangor
Gold - Below 10 Years: Single-Owned Office & In A Mixed Strata

Through the experience of managing a commercial tower by a respected brand like UOA Holdings Bhd, it further cements HBMK's conviction for the separation of duties between the property owner and a professional management company. The delineation of responsibilities enables the client to concentrate on what its does best and the property management company like HBMK to carry out its obligations with greater effectiveness

(From left) The Edge Malaysia Editor Emeritus and the Awards' Chief Judge Au Foong Yee, The Edge Media Group Publisher & Group CEO Datuk Ho Kay Tat, Associate Director of HBMK Lee Siang Ling, Chairman of The Pearl KLCC Chong Yoke Leong (Ben), The Edge Malaysia Editor-in-Chief Kathy Fong and City & Country Editor Jacqui Chan.

The Pearl @ KLCC, Kuala Lumpur
Silver - Above 10 Years: Multiple-Owned Strata Residential

It is HBMK's honour to be recognised once again for The Pearl KLCC having previously won the Below 10 Years Multi-Own Strata Residential category in 2019. This award shows that consistency is crucial and this is also demonstrated through its strong balance sheet. Case in point, the ability to incentivise property owners with rebates owing to the owners' prompt contribution of the maintenance fees.

(From left) The Edge Malaysia Editor Emeritus and the Awards' Chief Judge Au Foong Yee, The Edge Media Group Publisher & Group CEO Datuk Ho Kay Tat, Chairman of Panorama KLCC Gaudenz Adrian Sturzenegger, Executive Director of HBMK Ho Kim Heung, The Edge Malaysia Editor-in-Chief Kathy Fong and City & Country Editor Jacqui Chan.

Panorama KLCC, Kuala Lumpur
Silver - Above 10 Years: Multiple-Owned Strata Residential

While the journey with every project is different, the experience with Panorama KLCC included site visits to new projects, meetings with architects and activities that contribute to "thinking from a new perspective." Such new ideas led to a roadmap that included the refurbishment of the lobby that paved the way for a spot at BMSPA.

(From left) The Edge Malaysia Editor Emeritus and the Awards' Chief Judge Au Foong Yee, The Edge Media Group Publisher & Group CEO Datuk Ho Kay Tat, HR Manager of HBMK Shirleen Wong, Area Manager of HBMK Cyanne Lim, The Edge Malaysia Editor-in-Chief Kathy Fong and City & Country Editor Jacqui Chan.

Residensi Duta Kiara, Kuala Lumpur
Silver - Below 10 Years: Multiple-Owned Strata Residential

A major highlight of managing Residensi Duta Kiara is that there are close to 1,000 units. This is made more challenging by the owners' mix which comprises a sizable number of foreigners from China and Hong Kong. Among the victories at Residensi Duta Kiara is the successful claim from a utility company that double billed by mistake. This helped tip the books back into the black. Another is the process of educating the foreign owners about the Strata Management Act, which performs differently from the way properties are managed in their respective home countries.

(From left) The Edge Malaysia Editor-in-Chief Kathy Fong, The Edge Malaysia Editor Emeritus and the Awards' Chief Judge Au Foong Yee, WCT Land Bhd's Chew Ann Boon, Senior Building Manager of HBMK Gladys Sikop, WCT Land Bhd's Loh Tian Loon, City & Country Editor Jacqui Chan and The Edge Media Group Publisher & Group CEO Datuk Ho Kay Tat.

Paradigm PJ, Kelana Jaya, Selangor
Bronze - Above 10 Years: Mixed Development (Entire)

HBMK was drafted in as early as the planning stage by the developer WCT Land Bhd. This opened up the opportunity for HBMK to study and make recommendations for a solution that allows for the tripartite co-existence between hotel, retail mall and residences without compromising each other's well-being, privacy and safety. HBMK's job scope also expanded to include the social and tech aspects due to the younger generation's interest for convenience at Paradigm PJ.

PENANG 2024: OPTIMISTIC & YET CAUTIOUSLY COMPELLING

Maybank's flagship event Invest ASEAN was held from 10 to 13 June 2024 in Penang for the first time, with the theme "Penang: Malaysia's High-Tech Powerhouse."

Henry Butcher Malaysia Penang's Dr. Jason Teoh was invited to share about the property market in Penang or "Silicon Valley of the East" as dubbed by the event's host. Present at the event were Chief Minister of Penang Chow Kon Yeow, MITI Deputy Minister Liew Chin Tong, MIDA Board Member Dr. Ong Kian Ming, Penang State Exco Member Zairil Khir Johari, InvestPenang CEO Dato' Loo Lee Lian, Maybank's Chief Economist Suhaimi Ilias and head honchos of Penang's semiconductor industry.

Penang's Property Market

Penang's property market improved in all sectors after the Covid-19-stricken dip experienced in 2020. Both the volume and value of transactions have risen past 2019's pre-pandemic statistics to demonstrate a promising return and momentum coming into 2024.

Another boost in the property sector is the foreign's interest in Malaysian properties such as those from China, Hong Kong and Singapore. The latter in particular have shown a continued liking for Penang's pre-war properties.

Chip Ambition

Penang's prowess in the semiconductor industry is globally recognised, contributing up to 7% to global trade. It was no surprise then when Penang received RM71.9 billion, the highest approved investments by state in the country's industrial sector in 2023. Out of this, RM63.4 billion were targeted at manufacturing according to Maybank Investment Bank Bhd's post-event report.

Three more industrial parks with a total investment of RM3.2 billion and another RM5 billion strategic plan from the Penang Development Corporation (PDC) are also set to enhance Penang's already robust manufacturing and supply chain ecosystem.

Just in May this year, Prime Minister Anwar Ibrahim stepped up to launch the National Semiconductor Strategy (NSS) with a fiscal support of RM25 billion. Among NSS' ambition is the establishment of 10 Malaysian companies in design and advanced packaging with revenues of up to RM4.7 billion, 100 semiconductor-related companies with revenues close to RM1 billion, attracting RM500 billion of investments to its shores and to train 60,000 engineers/STEM graduates in IC design, manufacturing, assembly, test and packaging.

Penang on its own initiative also announced a RM655 million IC Design and Digital Park and a Penang Chip Design Academy to bolster front-end IC design and STEM talent development.

Catching on fast to woo MNCs and emerging local enterprises is also the Global Business Services (GBS), akin to business process outsourcing supported by central service providers. The first GBS By The Sea is already fully occupied while the second GBS Tech Space has a 40% occupancy. Gearing up next is the largest GBS@Technoplex earmarked for completion in 2027 with 400,000 to 500,000 sq ft of total NLA, larger than the former two combined.

Catalytic Infrastructure

While the innovative spirit continues to thrive in Penang, the state government has also pledged to fuel growth through a host of mega projects, they include:

- **Penang International Airport Expansion** - RM93 million approved budget by the Malaysian government to increase capacity from 6.5 to 12 million passengers annually by 2028. Direct flights will increase from 13 to 25 destinations in 2024.
- **Penang's Mutiara Line LRT** - Managed by MRT Corp and estimated at RM10 to RM13 billion, it will proceed on schedule with minor route changes over 22 stations from Silicon Island to Penang Sentral in Butterworth linking the national rail network. It will spur growth for Transit Oriented Development (TOD) and Transit Oriented Areas (TOA) property products along its routes. The project involves 3 packages with no new environmental impact assessment needed. Expected completion is 2029, operational in 2030.
- **Ayer Itam-Lebuhraya Tun Dr. Lim Chong Eu Bypass** - 6km to ease the island's traffic congestion, scheduled for completion in 2026.
- **Penang Hill Cable Car Project** - boosting tourism, construction to begin soon.

Islands in the Straits

Aside from the catalytic projects, Penang's upcoming iconic landmark is the Silicon Island at the southern end of Penang Island. Spanning 2,300 acres, the reclamation project will feature sustainable components such as residential, commercial to industrial zones as well as tourist hotspots and a state government administrative centre. 17.5% of the island has also been set aside for green spaces.

The planned 700 acres Green Tech Park will see the first 100 acres open for sale in 2026 for industrial development. It is also expected to be fully powered by renewable energy, targeting net zero carbon emissions by 2030.

In terms of housing, 5,000 from the planned 20,000 have been earmarked for the affordable segment on free reclaimed land for the developers.

Another island taking shape is the 760 acres Andaman Island by Eastern & Oriental Bhd (E&O). The developer's first three launches (2 service apartments, 1 semi-detached) in Phase 1 valued at RM1.4 billion in GDV received strong take-ups of 90 to 100% since 2022. Coming on the back of this strong take-up, it is set to launch up to 4 residential and 1 mixed use development valued at RM6.1 billion from July 2024 to 2025.

Penang Outlook 2024

Malaysia's GDP slowed down in 2023 to 3.7% but Bank Negara Malaysia expected it to improve to 4% or 5% in 2024. This is likely to be supported by the overnight policy rate (OPR) at 3.0% which is expected to hold steady throughout 2024.

On the flip side, while the weaker Ringgit has yet to translate to a boost in exports, it has impacted the property market owing to the higher imported building materials costs. REHDA nevertheless voiced confidence for the market in 2H24 underscored by the more active market comprising more property launches, better take-up rates at choice projects and land banking activities.

Externally, geopolitical tensions from the Middle East and the Russia-Ukraine war, including the uncertainty in China's economy, remain factors of concerns. Whilst relatively stable given the distance from Penang, investors eyeing action in the Silicon Valley of the East are advised to continue keeping tabs of such global movements moving forward.

MALAYSIA'S AGEING SOCIETY

By Fahariah Abdul Wahab, Director, Research, Henry Butcher Malaysia

Malaysia's population is estimated at 34.67 million as of 1Q 2024, registering a 2.3% increase over the corresponding period from the previous year. Malaysia's ageing population on the other hand has been increasing where in 2020, the country was termed as an aged nation with 7.4% of the population having reached the age of 65 years and above.

The Department of Statistics Malaysia (DOSM) projects that by 2040 the ageing population will reach 14.5% while the younger population is estimated to be at 18.6%, almost at par with one another. This transformational shift in population dynamics is attributed to two major factors affecting the country - the decreasing fertility rates and the increase of life expectancy.

Decreasing Birth Rates

Over the years, Malaysia's annual population growth rates have decreased significantly, from 1.8% in 2010, it is projected to slow down to 0.8% by 2040. Evidently, the World Bank's statistics also showed that Malaysia's birth rates have been slowing down over several decades where in 1980 there were 31 births per 1,000 population, it dropped to 28 in 1990, 23 in 2000 and only 15 in 2022.

Although the declining trend of Malaysia's birth rates are somewhat startling compared to other countries, it is still quite high in terms of absolute numbers in comparison to Singapore and Thailand, each with 8 births per 1,000 population. Countries in the region with higher birth rates are India and Indonesia, both at 16 births per 1,000 population.

Dependency Ratio

The impact of an ageing population will affect the working-age population where there will be fewer workers in the market against the higher retirement-aged population, not forgetting the high costs to support the ageing group. The dependency ratio as such becomes a form of a yardstick for the industry where it is referred to as the proportion of the dependent population (aged below 14 and above 64 years) against the total population.

Over at the World Bank, dependency ratio refers to the proportion of dependents per 100 working-age population where the working-age is regarded as between the ages of 15 to 64 years.

The dependency ratio is an important measurement for the country as it provides useful information to the government, health care services and educational institutions in terms of the number of people that may need to be taken care of or as a planning tool to facilitate the preparation of facilities and amenities in the future.

Generally, a lower dependency ratio is a result of better healthcare and as a consequence causes less strain on the country's economy. But when the dependency ratio is high, it means a large dependent population has to be supported by a limited workforce which inadvertently will induce more stress on the country's economy.

Malaysia's age dependency ratio is 43% against a global average of 55% which comparatively is still not too bad. Singapore's age dependency ratio is at 37%, the lowest amongst her neighbours while Thailand is at 44% and both Indonesia and India are higher at 47% (all mentioned statistics are based on available data for 2022).

Singapore's lowest age dependency ratio in the region is attributed to its working-age population. At 73%, it is the highest compared to most other neighbouring countries which hover approximately 68% to 70%.

Green Acres

Image from greenacres.com.my

Age Dependency Ratio of Selected Countries & Regions in 2022

Area	Age Dependency by %
World	55%
East Asia & Pacific	47%
Malaysia	***43%***
Thailand	44%
Indonesia	47%
India	47%
Singapore	37%
Euro Area	57%
Central Europe & Baltics	53%

Source: World Bank

Working-Age Population of 15-64 Years in Selected Countries in 2022

Country	Population in Age Group 15-64 Years	Total Population	% of Working Age Population
Malaysia	***23,697,233***	***33,940,000***	***69.8%***
Thailand	49,663,030	71,700,000	69.2%
Indonesia	187,165,550	275,500,000	67.9%
India	960,804,390	1,417,000,000	67.8%
Singapore	4,117,460	5,637,000	73.0%

Source: World Bank

Life Expectancy

Another aspect to look at is life expectancy and it has been on the rise over the last few decades.

In 1960, Malaysia's life expectancy was around 59.90 years but 63 years later, it rose to 76.42 years. Interestingly, this is higher than the global average of 73.4 years.

Life expectancy has generally improved due to advances in medicine (antibiotics, vaccines), public health, higher living standards, better hygiene, nutrition and healthy lifestyles. However, it should be noted that many first world countries enjoy much longer life expectancies than Malaysians. Among them are Switzerland (84.38 years), Sweden (83.65 years), Australia (83.73 years), Singapore (84.27 years), Japan (84.95 years), France (83.35 years) Germany (82.18 years) and the UK (82.31 years). Compared to Malaysia, life expectancy in these countries extend 6 to 9 years longer.

Median Household Incomes

When it comes to income, Malaysia's median income amongst households is quite low which puts a burden on these lower income households to take care of their aged family members.

DOSM reported in its updated Household Income & Basic Amenities Survey Report 2022 that 16.1% of households are in the B40 group earning a median income of RM3,440 whilst the M40 group median household income is RM7,694 against a household size of 3.8 persons per household.

Most aged people live with their families and for those who do not earn a pension, they are supported by their working-aged children. Higher cost of living has put a strain on many working households and with limited funds, their ageing family members may not enjoy quality of life in the last years of their lives.

Life Expectancy Among Selected Countries

Country	Life Expectancy in 2023
Malaysia	***76.42 years***
Thailand	79.91 years
Indonesia	71.10 years
India	72.03 years
Singapore	84.27 years

Source: World Bank

Sunway Sanctuary

Image from sunwaysanctuary.com.my

Eden on the Park

Image from www.propertyguru.com.my

Komune Living & Wellness

Image from komunewellness.com

For many aged people, living with the family is a norm because Malaysians by and large still have a stigma over placing their elderly family members into assisted living facilities. This is due to the strong family ties and the cultural practice of caring for the elderly by the immediate family members. This however is about to change as families begin to shrink and the working-age adults have little choice but to attend to work on-site, leaving the aged family members home alone most of the time.

Assisting Living Facilities

In Malaysia, aged care facilities are varied and there is a wide array of arrangements for the elderly either in the form of dependent or independent living. These arrangements are as follows:

Co-Housing
It is a concept of community-focused housing that aims to address the issues of aged persons and encourage active ageing among them. Co-housing has been implemented in many countries but it is a new concept in Malaysia.

Multi-Generational Homes
There are properties now designed to accommodate immediate and extended family members (example aged persons) to live together either within the same spaces (same unit) or in separate spaces but within the same area of a housing estate. The development is custom-designed for multi-generational families to live together with the provision of space to safely accommodate the aged individuals.

Independent Living
Independent living communities (retirement communities) are where the elders live independently and do not require help with their daily living or any medical assistance. The management of the estate may however offer transportation, organise activities or meal preparation depending on the services afforded by the different establishments.

Assisted Living
The aged person lives in their own rooms or apartments with the management organising meals, activities, medical visits and

other forms of facilities and social interactions for their community. Assisted living generally offers more care compared to the independent living arrangement.

Old Folks Homes
These are assisted living or retirement homes with independent facilities where minor nursing support and limited medical treatment are available. This is communal living for the independent elderly who want to live a decent lifestyle with some social activities amongst those in similar age groups.

Nursing Homes
Elderly people who require more serious medical care and who are dependent on full-time treatment and care are generally placed in nursing homes with registered nurses present round the clock.

In the last few years most developers in the Klang Valley and other states have begun developing properties catering to the senior living in various shapes and forms ranging from the large integrated commercial developments to condominiums, serviced apartments and landed residential units which are either available for sale or rent.

In recent years also, developers of assisted living accommodation tend to focus on the higher spectrum of the market which unfortunately are beyond the affordability of most aged citizens. Prices presented by these developments however appear to commensurate with the facilities and services offered, including the quality of its environments which are superior to many existing nursing and old folks homes around the country. Admittedly the older establishments are limited by the quality of amenities and facilities that a new development can provide.

Conclusion

There has been an upsurge of interest in the assisted living sector with most new projects focusing on the real estate part of the arrangement to attract aged persons to the development.

With a growing number of households becoming smaller in the future, some with no children to care for them in their old age or whose children are residing overseas, the need for assisted living is becoming increasingly important.

However, supply in the market is currently targeting the high-end aged persons although there exists a bigger demand from the more affordable assisted living sector. This gap in the market needs to be filled because in the future, many of these aged individuals may require affordable assisted living arrangements instead of relying on their children or family to take care of them. As such, there is a need to look at various forms of assisted living accommodation to suit different affordability levels, religious sensitivities, cultural differences and other aspects which affect the lives of the aged person and there is no "one size" fits all template.

In fact, the assisted living sector should not be viewed as a "property play" because the costs of development, maintenance and services are possibly higher than typical commercial-type developments, thus obtaining the standard accepted returns for the developer will be a challenge.

Another hurdle is the acceptance level of assisted living in the community. Thus developers will have to be sensitive to the scale of this type of developments which are to be put out into the market.

The Mansion - Care Concierge

Image from mycareconcierge.com/the-mansion

Millenia Village

Image from millenniavillage.com

ReU Living

Retirement Villages

Name	Location	Developer	Details
Green Acres Retirement Village	Ipoh, Perak	Total Investment Sdn Bhd	• Independent living. • 55 years old and above. • Clubhouse, no swimming pool. • Shuttle service. • Gated, 24/7 emergency call. • Lifetime lease. • No pets policy.
ReU Living	Jalan Tun Razak, Kuala Lumpur	MiCasa All Suites Hotel; ReU Living Sdn Bhd	• Recovery centre for post surgery. • Senior staycation. • Physiotherapy centre. • Traditional Chinese medicine centre.
Sunway Sanctuary	Bandar Sunway, Selangor	Sunway Senior Living Sdn Bhd	Independent Living Units: • Daily breakfast & dining credit. • Housekeeping services. • Daily recreational & social activities. Assisted Living Units: • Daily meals. • Housekeeping. • Pre-stay medical check-up. • 24/7 care aides and nurses.
Eden on the Park	Kuching, Sarawak	Eden-on-the-Park Sdn Bhd	• 8.5 acres development. • Subsidised monthly basic maintenance fee. • 2 acres of forest park and lake garden. • High-speed internet connection. • Age-friendly apartments & villas. • Access to professional nursing & care services. • 24-hour security system.
Komune Living & Wellness	Cheras, Kuala Lumpur	UOA Hospitality by UOA Group	Independent Living Units: • Housekeeping. • Shuttle services. Assisted Living Units: • Activity centre, personalised care plan. • En-suite suites. Senior Daycare: • Planned activity. • Caregivers.
The Mansion	Petaling Jaya, Selangor & Jalan Ampang, Kuala Lumpur	Care Concierge	Assisted Living Units: • 24-hour care. • Full board and meals. • Weekly doctor visits. • Long term: elder care. • Short term: hospitalisation recovery centre.
Acacia Pacific Senior Living	Klang, Selangor	Pacific Senior Living Sdn Bhd	Independent & Dependent Living: • Trained caregivers. • Physiotherapy.
Millennia Village	Seremban, Negeri Sembilan	Lifestyle & Health Care Services Sdn Bhd	Independent & Dependent Living: • Emergency Response Team on-site. • Breakfast & dinner inclusive, fully furnished, housekeeping.

Source: NAPIC

A SLOWER PACE OF LAUNCHES IN KLANG VALLEY IN 1H 2024

Observations on new launches in Klang Valley in 1H 2024.

- The number of new projects launched in 1H 2024 is considerably lower than the corresponding period in 2023 with 35 projects against 51 respectively, dropping 31.8%. This may be due to developers focussing on clearing stock of units that they have previously launched and holding back on new launches until they have reached their desired level of sales take-up.
- Consistent with 1H 2023, Selangor saw more launches in 1H2024 with 21 projects compared to Kuala Lumpur with 14 projects.
- In terms of units, the drop over the same period under observation was less significant but still sizable at 26.3% or 7,473 units, from 28,362 units to 20,889 units.
- Again, consistent with last year's statistics, Kuala Lumpur had more units launched into the market with 11,871 units than Selangor with 9,018 units.
- The month of May stood out as the most active month in 1H 2024 with 9 launches, which is coincidentally the same number of launches that came to the market last year. This is followed by June with 8 projects and March with 7 projects.
- Interestingly, by project type, serviced residence/apartment made up the highest number of new launches with 13 projects but no projects were launched from the soho/sofo/sovo/soso category. Condominium and the terrace/superlink jointly had the next highest launches with 8 projects each.
- Highrises continue to dominate the market in 1H 2024 with 27 projects compared to 12 landed projects.

Total Projects Launched

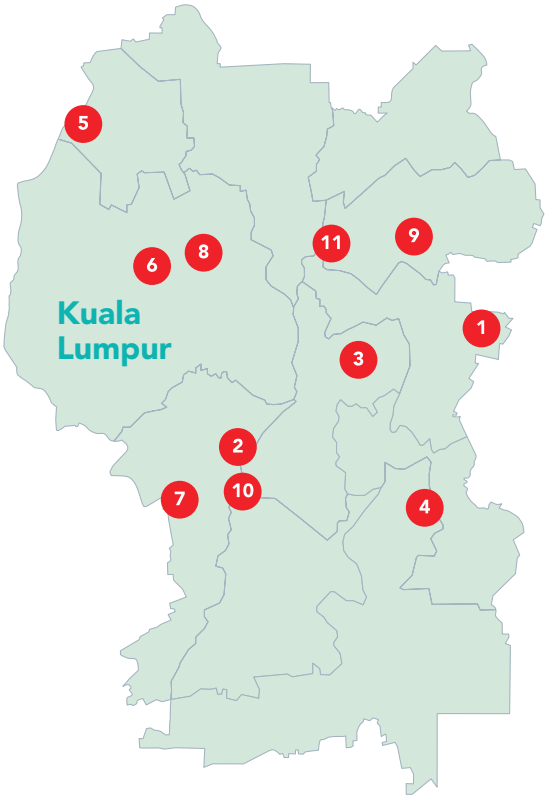
	2023	2024
Projects	51	35

Total Units Launched

	2023	2024
Units	28,362	20,889

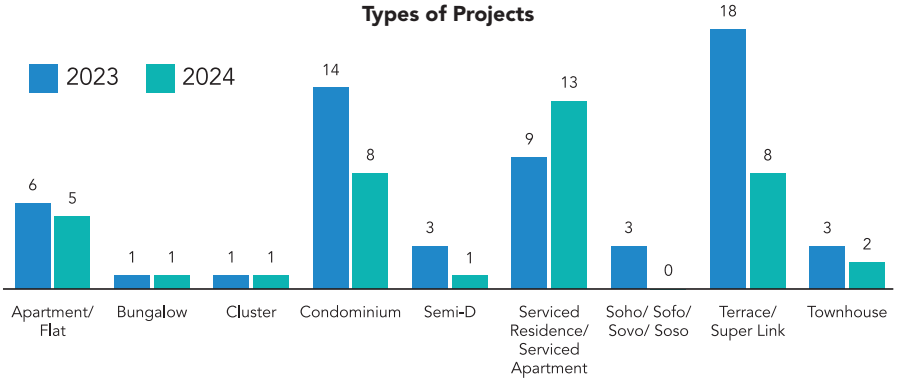
Kuala Lumpur

1) **Ampang = 1 Project**
   Highrise = RM1,100 - RM1,300psf
2) **Bangsar = 1 Project**
   Highrise = RM1,000 - RM1,200psf
3) **Bukit Bintang = 1 Project**
   Highrise = RM1,200 - RM1,500psf
4) **Cheras = 2 Projects**
   Highrise = RM700 - RM900psf
5) **Kepong = 1 Project**
   Highrise = RM500 - RM600psf
6) **Mont Kiara = 1 Project**
   Highrise = RM800 - RM1,000psf
7) **Pantai Dalam = 1 Project**
   Highrise = RM600 - RM800psf
8) **Segambut = 2 Projects**
   Highrise = RM600 - RM700psf
9) **Semarak = 1 Project**
   Highrise = RM300 - RM800psf
10) **Seputeh = 1 Project**
    Highrise = RM800 - RM1,000psf
11) **Setapak = 2 Projects**
    Highrise = RM500 - RM800psf



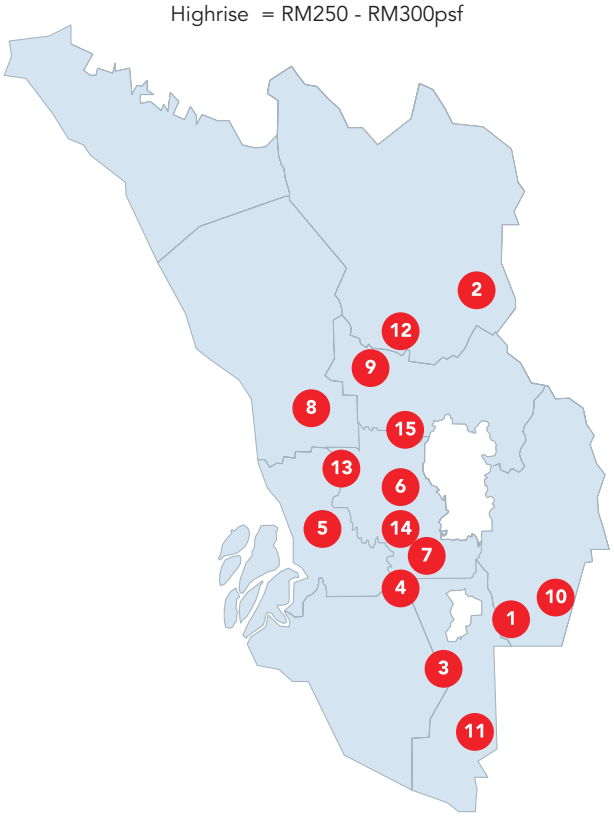
- Dominance in the highrises is also demonstrated by its lopsided stock launched to the market in 1H 2024 with 19,275 units compared to landed's 1,614 units only.
- In terms of built-ups, the 800 to 1,000 sq ft units were the most common with 56% or 22 projects in the market featuring such spatial configuration followed by the above 2,000 sq ft category with 31% or 12 projects. This is consistent with 1H 2023's statistics. The 1,201 to 1,500 sq ft category came in next with 28% or 11 projects in the market.
- By pricing, data available for 1H 2024 did not deviate far from last year where the RM401,000 to RM600,000 category had the most projects selling at this price bracket with 19 projects followed by the RM601,000 to RM800,000 category with 18 projects. But unlike last year's trend, there was an equal spread at the other categories with 13 projects each in the below RM400,000, RM801,000 to RM1 million and above RM1 million price brackets.
- When measured by price per sq ft, the most common was RM501 to RM750 per sq ft with 22 projects followed by the below RM500 per sq ft category with 12 projects. These two categories were also the most common in 1H 2023 although the below RM500 category had more projects.
- By location, Puchong led the market with 3 projects launched, up from 1 project in the previous year. This is followed by 2 projects each in Bangi, Cheras, Petaling Jaya, Puncak Alam, Setapak, Segambut and Sungai Buloh. The highest number of projects in 1H 2023 was however doubled from this year's with 6 projects in Sepang. This was followed by 4 projects in Shah Alam and 3 projects each in Ampang, Bukit Jalil, Dengkil and Sungai Buloh.

Types of Projects



Selangor

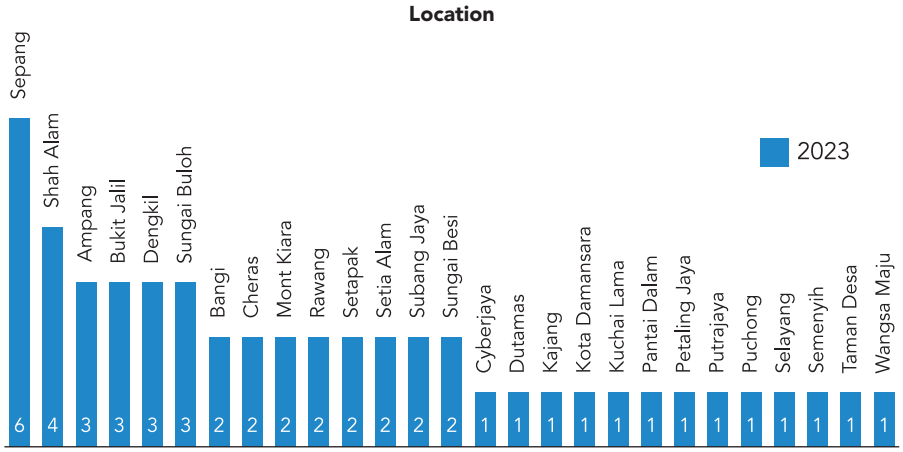
1) **Bangi = 2 Projects**
   Highrise = RM400 - RM600psf
2) **Batang Kali = 1 Project**
   Landed = RM250 - RM300psf
3) **Dengkil = 1 Project**
   Highrise = RM450 - RM550psf
4) **Jenjarom = 1 Project**
   Landed = RM500 - RM600psf
   Highrise = RM500 - RM600psf
5) **Klang = 1 Project**
   Highrise = RM500 - RM600psf
6) **Petaling Jaya = 2 Projects**
   Highrise = RM650 - RM800psf
7) **Puchong = 3 Projects**
   Landed = RM600 - RM800psf
   Highrise = RM400 - RM600psf
8) **Puncak Alam = 2 Projects**
   Landed = RM300 - RM400psf
   Highrise = RM400 - RM450psf
9) **Rawang = 1 Project**
   Landed = RM350 - RM450psf
10) **Semenyih = 1 Project**
    Landed = RM650 - RM750psf
11) **Sepang = 1 Project**
    Landed = RM300 - RM400psf
12) **Serendah = 1 Project**
    Landed = RM300 - RM400psf
13) **Shah Alam = 1 Project**
    Landed = RM300 - RM400psf
14) **Subang Jaya = 1 Project**
    Highrise = RM200 - RM300psf
15) **Sungai Buloh = 2 Projects**
    Landed = RM500 - RM650psf
    Highrise = RM250 - RM300psf

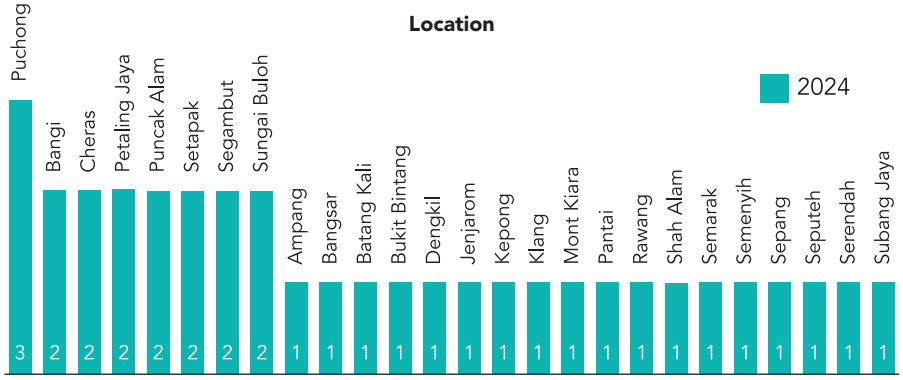


UNIT SIZES BY PROJECTS		
2023		2024
21%	Below 600sf	18%
16%	601sf - 800sf	15%
43%	801sf - 1,000sf	56%
29%	1,001sf - 1,200sf	23%
17%	1,201sf - 1,500sf	28%
10%	1,501sf - 1,800sf	18%
17%	1,801sf - 2,000sf	13%
41%	Above 2,000sf	31%

PRICING BY PROJECTS		
2023		2024
26%	Below RM400,000	33%
53%	RM401,000 - RM600,000	49%
52%	RM601,000 - RM800,000	46%
33%	RM801,000 - RM1,000,000	33%
41%	Above RM1,000,000	33%

PRICE PER SQUARE FEET (PSF)		
2023		2024
52%	Below RM500	31%
45%	RM501 - RM750	56%
14%	RM751 - RM1,000	23%
3%	RM1,001 - RM1,500	8%
0%	Above RM1,500	0%





NB: The percentages shown in the table are based on our analysis of the projects that we surveyed but they are not computed based on the number of units within those projects. The way to read this table is as follows eg. based on the projects that we analysed, 56% of them included units of above 2,000 sq ft in size. It however does not mean that 56% of all the units are above 2,000 sq ft. Each project will probably only have very few units of above 2,000 sq ft in size.

APPRECIATE ART, ART APPRECIATES!

The upcoming Henry Butcher Art Auction will be held on 25 August 2024, featuring some 200 Lots of quality artworks at very attractive starting bids.

In this edition of the auction, art enthusiasts and collectors will stand a chance to acquire paintings across a wide range of mediums, expressions and styles. Among them are the critically acclaimed Malaysian artists who have been highly esteemed for their masterpieces including holding solos overseas such as Dato' Chuah Thean Teng who is widely recognised as the Father of Batik Art, Chia Yu Chian, late senior artists Datuk Ibrahim Hussein, Khalil Ibrahim, Fung Yow Chork, Tew Nai Tong and Kok Yew Puah.

According to Sim Polenn, Director of Henry Butcher Art Auctioneers, "During this soft market, it's the best time to buy and acquire. One can get quality work at relatively cheap prices, don't miss this chance."

Chia Yu Chian
Pangkor Island, 1958
51 x 61cm

Sim Polenn, Director of Henry Butcher Art Auctioneers.

High Profile

One of the celebrated artists who will have a presence at the auction is Chia Yu Chian. Tracing back his artistic journey, he first studied art at the Ecole Nationale des Beaux Arts (1959-1962) in Paris, on a French Government scholarship. He was remarkably accepted for exhibitions in Paris for a record 15 times with a few with honorary mentions (Salon des Independents and the Societe des Artistes Francaise). He was also given solos in Paris, at the Galerie de Villiers and the Salon de Paris, apart from one in London (Britain) and another in Hanover (West Germany) in 1960. He was also commissioned for a grand mural at the Malaysian Embassy in Paris.

On his return to Malaysia from Paris, he had a phenomenal sold-out solo at the British Council Penang. He was honoured with Memorial exhibitions by The Art Gallery Penang (1997) and the National Art Gallery Malaysia's Creative Centre (2002), and a 2009 exhibition hosted by Nanyang Academy of Fine Arts called Chia Yu-Chian In Nanyang.

In 2019, Ilham Gallery organised the exhibition Chia Yu Chian: Private Lives, showcasing 160 of his paintings from the late 1960s until his passing in 1990.

Another is Yusof Ghani, who first worked as an artist-illustrator at the Agriculture Ministry (1967), instructor in the Fisheries Institute, Penang (1971) and a graphic artist at Radio-Television Malaysia (1977) before a scholarship was extended to him to obtain his BFA at the George Mason University in the United States (1981), and MFA at the Catholic University in Washington, USA (1983).

On his return, he lectured at the Universiti ITM with the rank of Associate Professor. But he is better known for his series of paintings – *Tari, Topeng, Wayang, Hijau, Segerak, Biring, Wajah, Ombak and Kuda*.

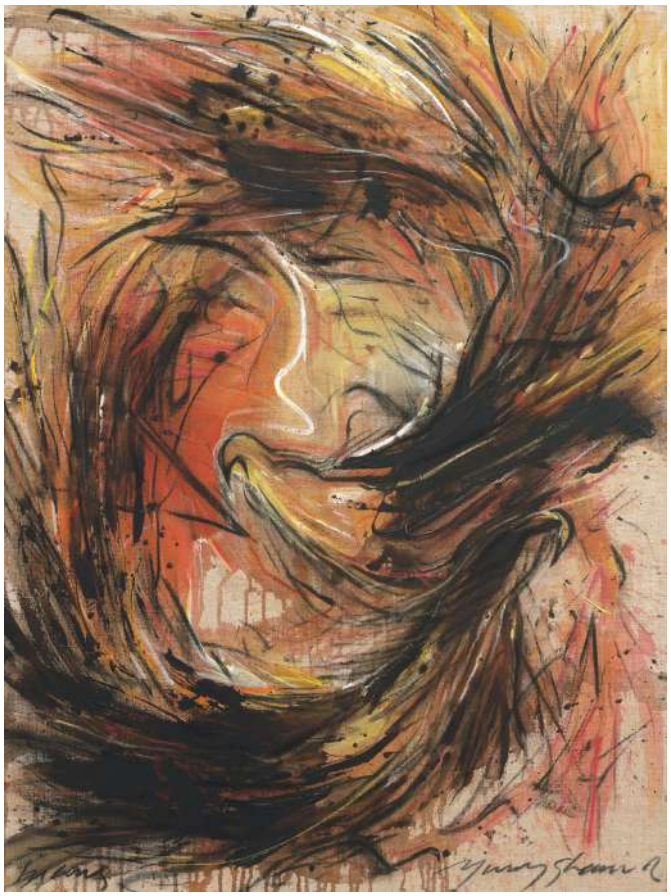
He organised the Shah Alam Biennale involving artists from 15 countries in 2016. In April 2017, Yusof Ghani made his London debut with an exhibition, *Segerak VI – Transcendent Figures*, at the Asia House, and the show was well received.

Henry Butcher Art Auctioneers with partners Galeri Prima and Pinkguy Gallery organised *Segerak VIII: Utopia*, the final edition of *Segerak* series, in August 2019. The exhibition received good responses.

Chia Yu Chian
Teacher At Work, 1975
54 x 60cm

The high profile collection by these two artists will be joined by artworks painted by senior modern Malaysian artists such as Latiff Mohidin, Jolly Koh, Dato' Sharifah Fatimah, Awang Damit Ahmad, Rafiee Ghani and Suzlee Ibrahim at the August auction.

Not to be left out are mid-career artists such as Samsudin Wahab, Fadilah Karim, Hisyamuddin Abdullah and other Southeast Asian artists such as Singapore's second generation artists Ong Kim Seng, Koeh Sia Yong etc.



Yusof Ghani
***Biring Series*, 2006**
127 x 96cm

Yusof Ghani
***Siri Topeng*, 1995**
122 x 122cm

Jolly Koh,
***Sung Landscape*, 1999**
107 x 101cm

Jolly Koh,
***Celestial Flora*, 2014**
152 x 213cm

Viewing:
August 16 - 24, 10am - 6pm daily.

Auction Day:
August 25, 1pm - 4pm.

Venue:
Menara KEN TTDI, Level M, Hall 1-3.
37, Jalan Burhanuddin Helmi, Taman Tun Dr Ismail, 60000 Kuala Lumpur.

For more information, please visit www.hbart.com.my.

HENRY BUTCHER
ART AUCTIONEERS

Malaysian & Southeast Asian Art Auction
25 August 2024, 1PM

CHIA YU CHIAN
Playing The Bamboo Pipe, 1981
oil on canvas, 98 × 48cm
estimate RM 32,000 - 55,000

YUSOF GHANI
Siri Tari, 1986
oil on canvas, 137 × 101cm
estimate RM 100,000 - 180,000

AWANG DAMIT AHMAD
Essence Of Culture Series, 1988
acrylic on canvas, 100 × 80cm
estimate RM 60,000 - 120,000

AWANG DAMIT AHMAD
Essence Of Culture Series "Perjalanan Waktu - 90/10", 1990
acrylic on canvas, 122 × 107cm, **estimate RM 90,000 - 160,000**

KHALIL IBRAHIM
Untitled, 1998
acrylic on canvas, 106 × 129cm, **estimate RM 75,000 - 130,000**

VIEWING
16 - 24 August | 10am - 6pm daily
Hall 1-3, Level M, Menara KEN TTDI

For more info, **www.hbart.com.my**

ENQUIRIES

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