

PROPERTY *insights*



BY ALYSSA J. OON

THERE is no comfort quite like experiencing the plush luxuries of an extravagantly decorated and tastefully embellished hotel room. From a bed that contours to the silhouette of one's body and beckons one into a deep and restful night's sleep, plump feathered pillows, Charlotte Thomas "bespoke" bed linen, constant cool temperatures that are just right, large windows with breathtaking views, bathtubs that you want to soak in all day long, not forgetting daily housekeeping services that come with a personal butler to keep the luxury in place 24/7.

Is there anyone who can say they have left a long and luxurious holiday without a heavy heart? Instead of having those little moments of luxury for short spells on occasions and have it create quite the dent on one's bank account, why not recreate such luxury within one's home and indulge in daily deluxe living?

With just a few tweaks to interiors, cushy comforts can be part of your every day! Here's how:

BEDDIE 'BUYS'

The most luxurious hotel beds are usually dressed in all white; from the sheets to the pillows and comforter.

"Visually, the idea of the white bed is important," said Starwood Hotels & Resorts global brand design vice-president Erin Hoover as reported in the *Huffington Post*.

"Something about an all-white bed connotes luxury and a good night's sleep. The all-white bed creates this halo effect, where people think a room has been renovated, even if it is just the bed that has been changed."

So ditch the bright prints and patterns and opt for good ol' white sheets. Choose sheets with the highest thread count your budget can afford. Have at least two plump pillows on the bed – then again, the more the merrier. Throw out pillows that are flattened to avoid poor quality sleep and neck aches. Down comforters also give you that "burrito" warmth in a cool bedroom. However, if the budget is limited, consider alternatives such as rayon, polyester or cotton, among others.



NY.CUREED.COM/BUILDING/957/61-FIFTH-AVENUE

A sense of five-star luxury

> Bringing the feel of a hotel into the home

A good headboard is important for those moments of relaxation where you want to just lean up against and read a book comfortably. Tufted headboards for example, offer great cushioning when sitting upright in bed. Certain headboard designs also work to tone down noise levels for a better night's sleep.

Add two nightstands on either side of the bed for small items, be it your phone, an alarm clock or a table lamp. If space permits, add a touch of nature with a small vase filled with flowers or a succulent plant.

Having different layers of lighting is important in setting the right mood. You wouldn't want to feel wide awake from fluorescent lights right before you head to bed, would you? This is where a bedside lamp comes in perfectly. Interior designer Corey McIntosh advises, "If the room is large enough, it is nice to have three points of ambient light in a triangle. This could be translated into having bedside lamps and another

lamp on that table that is diagonally across the bed. It provides balance and warmth to the room. If you prefer to keep the nightstand clutter-free, opt for wall sconces instead," he says.

Just like your bed, the floor should be soft and inviting as well. Invest in a big area rug that can go under your bed. It can be the biggest decorative item in the room that also forces your bed to be the main focus in that space. Besides, isn't it a nice feeling to wake up from a good night's rest and slip your feet into the warmth of a shaggy rug.

If you're lucky enough to have an abundance of space in the bedroom, consider placing a chaise lounge near the windows to function as a cosy corner for relaxation. Alternatively, you could have two armchairs facing each other and an ottoman nearby to prop your legs up while you chat away with a friend or a significant other. Keep the fabrics of the sitting area in neutral tones that easily complement the rest of the room. Have a small side table next to the lounge or between the two armchairs to place any cups of beverage or to hold decorations,



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like a decorative statement piece or a framed photo.

Lastly, good draperies help curb the noise and light and give you a good night's sleep. Heavy, good quality drapes may leave a hole in your pocket, but ask around and do some scouting for an affordable seamstress who can work within your budget. If it's possible, purchase the fabrics yourself and get him/her to customise it to your liking.

BATHROOM BLISS

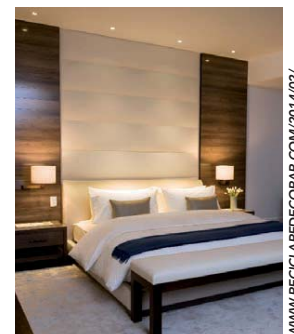
Every hotel room is fitted out with an en-suite bathroom, complete with lighting that flatter the design and accoutrements. If a bathtub can't be fitted into your bathroom, opt for a glass-enclosed walk-in shower with a shower head that allows you to adjust the intensity of the water jet sprays.

The sink area should be wide enough to accommodate all one's toiletries – make-up, skincare and oral hygiene needs included. Get a "floating vanity" with shelves underneath for storage of extra bath towels or toilet rolls, similar to hotel bathrooms designed to a modern concept. Use baskets to store these items and to keep that clutter-free look, while trays can be used as a chic organisation accessory on the counter-top where all your toiletries can be neatly arranged. Complete the vanity area with a large mirror and good lighting to assist you with whatever one does in front of the bathroom mirror, bedtime preparations and face-cleansing rituals included.

For a hint of added extravagance, treat yourself to bath time little luxuries like scented candles, bath salts, even spiced or fragrant bubble bath. Trust me, you'll leave the bath looking like a million dollars and luxuriating in sweet-smelling delight.

Don't forget the small plush rug by the sink to warm your feet in the early morning or cold night. Set aside a small chest or basket to hold the soiled apparel. Don't forget to work into the area, a space to hang up towels to dry.

After all the changes and alterations to bed and bath rooms, treat yourself to a spa night every once in a while. This comes as a great elixir for a good night's rest besides a whole list of other perks.



WWW.RECLAREDECORAR.COM/2014/02/QUARTOS-DE-CASAL.HTML



DOMINO.COM/HOTEL-BATHROOM-DESIGN-TIPS



PROPERTY insights



Residential sub-sale market report

A market to consider

> Graphs, charts and information on the outlook in Sabah

A month prior, we ran a two-part article focusing on the general outlook of the sub-sale market – some refer to as secondary or pre-owned property market – in Malaysia. According to iProperty Group data services general manager Premendran Pathmanathan, there is a demand for property in East Malaysia that is progressively growing. The burgeoning market in both Sabah and Sarawak is partly caused by the rapid economic development, which has been robust, in line with the country's Economic Transformation Programme.

Moreover, the Valuation and Property Services Department (JPPH), through property transactions recorded from stamp duty paid for Sales and Purchase agreements, reports

that property values over in East Malaysia have been appreciating across all market segments, by some 10% to 20%.

In addition, an overview of the East Malaysian residential market by CBRE/WTW reported that landed residential units are in demand in Sabah, especially medium-cost houses priced below RM400,000.

With the positive development growth and residential market demand, those who have yet to consider buying "secondhand" real estate in Sabah, perhaps should. With the "overall lacklustre" market sentiment the industry is currently facing, you could land yourself a good deal.

SUB-SALE TO THE FORE

For a start, we re-cap some benefits in buying sub-sale:

- ▶ lower price tag (if cleverly negotiated, can be below market value),
- ▶ immediate/almost immediate accommodation;
- ▶ located in matured townships with facilities and amenities for convenience;
- ▶ no development risk;
- ▶ could come furnished/semi-furnished, thus cost-saving (conditional); etc.

While most residential purchasers would prefer paying for a brand new piece of real estate, it is hard to discount the benefits mentioned above. Furthermore, if cleverly negotiated, a re-sale at the right price could bring in handsome profits.

Apart from benefits and profits, our second article on sub-sale touched on tips and advice before purchase. It also included a checklist, documents and fees involved, along with points to consider before signing the



dotted line. With the nitty-gritty details "spelled out", theSun shares pictorial reports on the residential sub-sale markets in various states across Malaysia. Keep your eyes peeled as we bring you data studied between end 2015 and November 2016, as

reported by iPropertyiq.com in collaboration with JPPH. See our series of pictorial reports, beginning with Sabah this week.

▶ Email your feedback and queries to: propertyqs@thesundaily.com

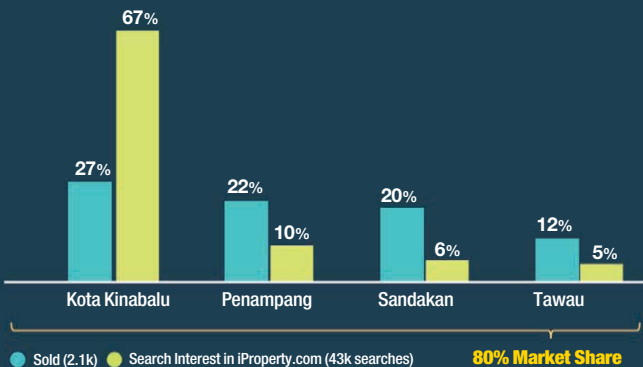
MOST POPULAR PRICE RANGE SOLD



Source: JPPH

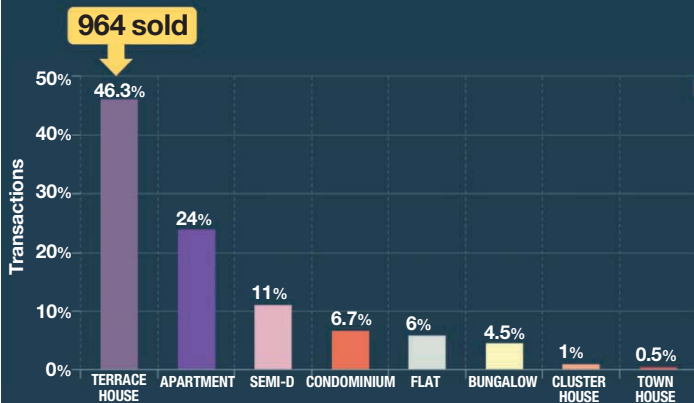


Most Transacted vs Searched Areas



Source: JPPH and iProperty.com

Market Share by Building Type



Most Popular Residential Property Specifications (Interest in property)



Top Residential Areas in Sabah



Transaction Volume
RM2.1K
(-23% y-o-y)

80%

- Bought in:
1. Kota Kinabalu
 2. Penampang
 3. Sandakan
 4. Tawau

Source: JPPH

PROPERTY insights



Residential sub-sale market report

A market to consider

> Graphs, charts and information on the outlook in Sarawak

LAST week, our property section ran an article on the sub-sale market outlook over in East Malaysia, focusing on Sabah. This week, we take a look at the scene in Sarawak.

There is much going on in terms of property development, over in both Sabah and Sarawak. This is mainly due to the government's Economic Transformation Programme aimed at raising the economy of the country, hence, Malaysia's status as a "developed nation".

LOCAL VIEW

Earlier in the year, Sarawak Housing and Real Estate Developers' Association's (Sheda) Kuching branch chairman Dr Christopher Ngui shared his view on the residential property scene in the "Land of the Hornbills". He said it was a good time to purchase, even with the rising costs of imported building materials, the way the ringgit is "faring" and the implementation of the Goods and Services Tax. He supports his claim further, saying that property prices in Sarawak has "not particularly" increased. "Our house prices are still not going up (in February 2017) as most of our developers are willing to maintain the current prices or are selling property from previous projects," he said. Still, Ngui doesn't deny that property prices in Sarawak will increase, considering historical trends of housing prices after a year or two of recession.

GOING UP

Is there really a good or bad time in buying property? With the continuity in improving living

standards and rising costs, prices generally go up. Furthermore, the price one is willing to pay is indefinite and varies, depending how an individual "values" a particular piece of real estate and how much he or she desires it and is willing to pay for it.

While some may haggle to get the best deal or below-market price, there are others who are willing to pay "an arm and a leg" for their dream home.

While Ngui claimed prices were not rising earlier in the year, but would, PropertyGuru website

reports that property prices in Sarawak have soared over the last two years - on the average, skyrocketed from RM400 plus psf to over RM800 psf.

Follow our series of pictorial reports depicting the sub-sale residential market across various states in Malaysia - this week highlighting Sarawak, the "sixth top transacted state for residential properties in Malaysia", as reported by iPropertyiq.com

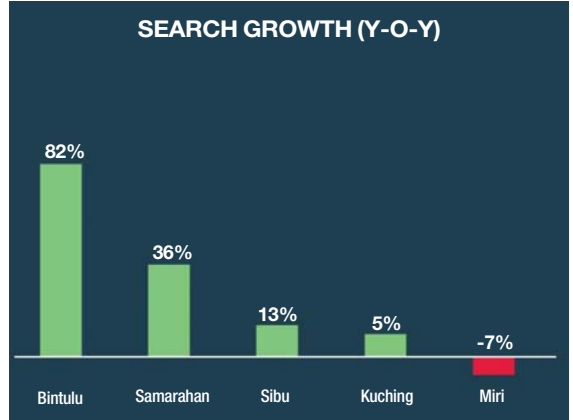
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DID YOU KNOW?

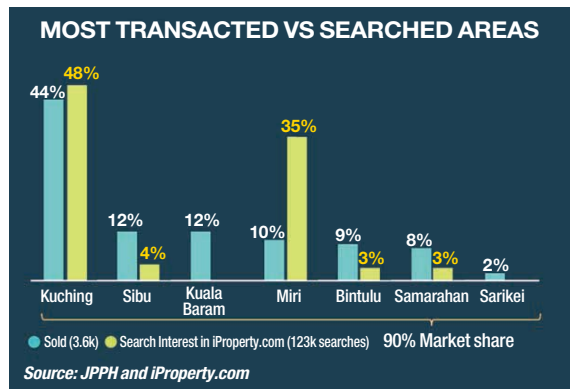
Most popular price range for residential properties in Sarawak
 40% below RM250,000
 40% between RM250,000 and RM500,000



SEARCH GROWTH (Y-O-Y)



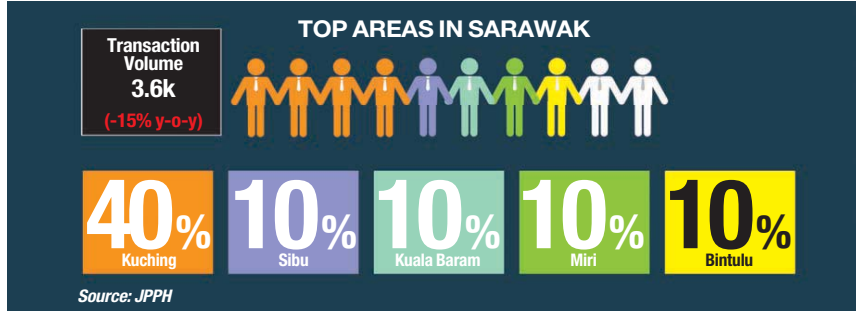
MOST TRANSACTED VS SEARCHED AREAS



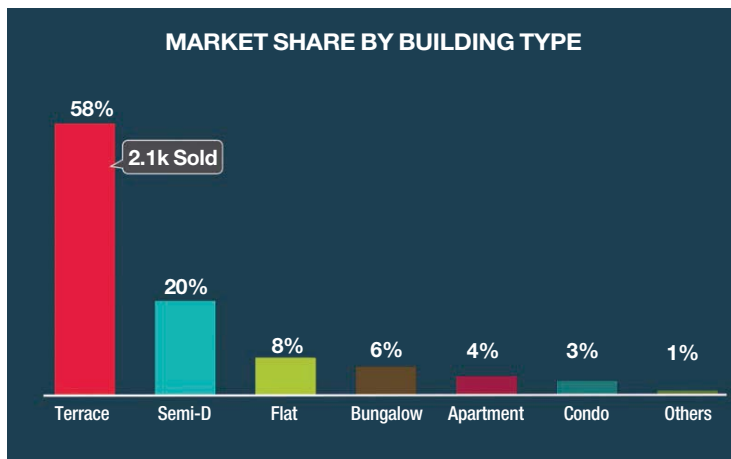
LAND MARKET - SARAWAK



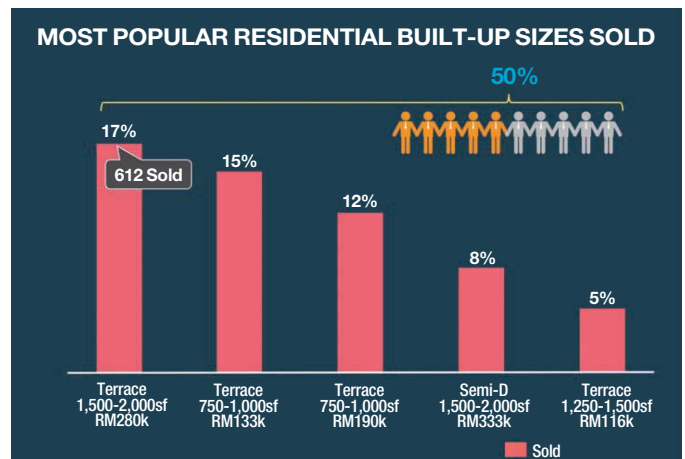
TOP AREAS IN SARAWAK



MARKET SHARE BY BUILDING TYPE



MOST POPULAR RESIDENTIAL BUILT-UP SIZES SOLD





Residential sub-sale market report

Worth considering

> Graphs, charts and information on the Selangor market

HAVING covered both the sub-sale residential markets in Sabah and Sarawak over the last two weeks, we highlight the outlook in Selangor via this brief summary by iProperty Group data services general manager Premendran Pathmanathan.

In terms of sales volume, Selangor emerged the best-performing state against the country's market share (refer C). Although there was a drop of 17.6%, looking at year-on-year (Y-O-Y) figures, Selangor achieved 31.7% (28,467 transactions) according to data retrieved between November 2015 and October 2016.

Interestingly, Penang was the only state which performed better than Malaysia's average (-20.4%), while Kelantan was the only state that recorded a positive trend where its Y-O-Y transaction movement increased by 6.7%.

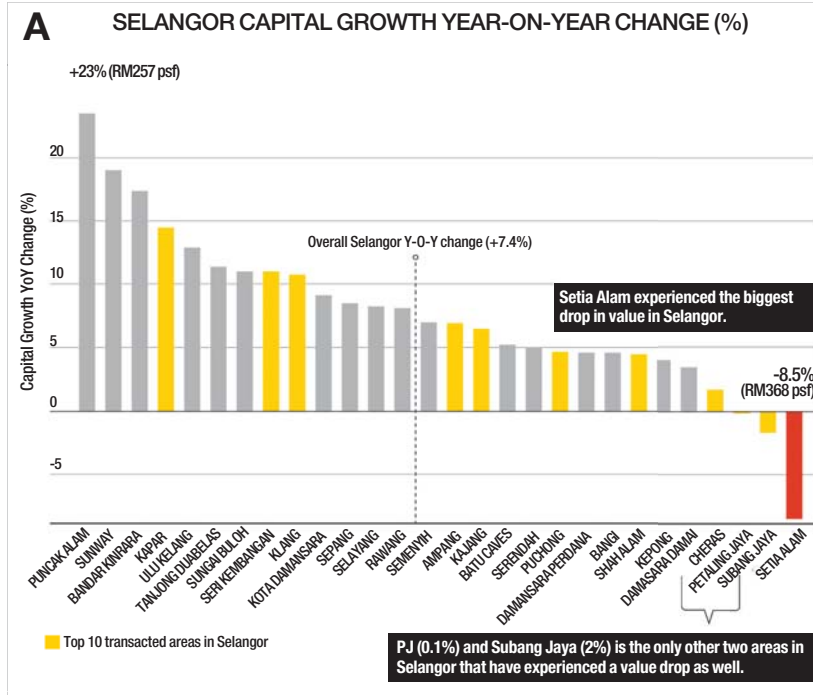
From data shared by iPropertyiq.com, the most transacted areas in Selangor were:

- 1) Klang
- 2) Shah Alam
- 3) Puchong
- 4) Ampang
- 5) Cheras
- 6) Kajang
- 7) Seri Kembangan
- 8) Petaling Jaya
- 9) Subang Jaya
- 10) Kapar

These top 10 areas comprise 50% of (roughly 14,234) the number of transactions of sub-sale residential sales in Selangor (refer B).

Looking at the top transacted areas, it was noted that transaction volume fell across all areas except for Setia Alam which rose by 15.4% in sales, from 596 to 688 transactions. This is said to be caused by the price factor.

In all, 11 other areas in Selangor



by 0.14% and 1.7% respectively. Residential prices in Setia Alam dropped in value by 8.5%, from RM397 psf to RM368 psf.

While terrace homes measuring 1,500sf to 2,000sf made the cut as the most popular product type aspiring home buyers searched for, the most popular products that were actually sold turned out to be flats measuring 500sf to 700sf, costing below RM100,000 (refer D). Information garnered from data revealed that there is a huge difference between what home buyers are interested in and what they are purchasing. Affordability could be the main reason.

In all, there are pluses and minuses, whether buying new or sub-sale. Weigh the pros and cons and do your research before making a decision. While new properties may cost more (depending on the size, location, etc.), sub-sale residential can come with a can of worms or bring you years of happy and comfortable living.

Follow our column next week on interior decor, followed by residential sub-sale market reports on Johor and Penang.

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performed better than the state's average of -20.4%, with four doing above average - Subang Jaya, Cheras, Petaling Jaya and Shah Alam.

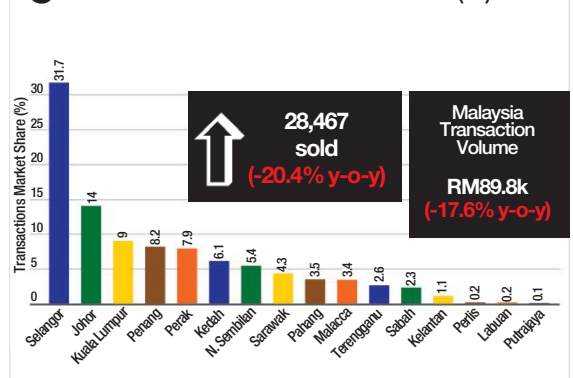
Price wise, capital appreciation for each state is measured by the annual change in median prices per sf. From data recorded, all states flourished except for Sabah.

Selangor fared below average while Johor led the pack, more than doubling that of Selangor's

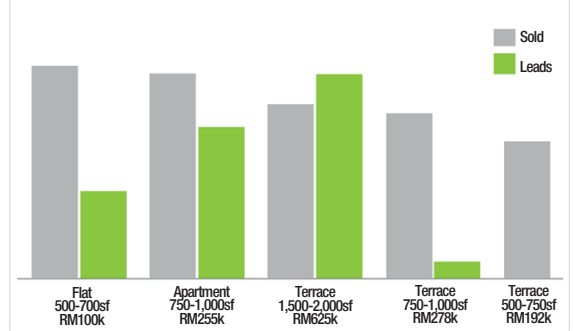
performance, four times more than KL's performance. Johor's median price per sf increased to RM266 psf from RM221 psf.

In terms of Y-O-Y capital growth performance in Selangor, Puncak Alam emerged tops with annual capital growth reaching 23.4% (refer A). Performing above average were Kapar, Seri Kembangan and Klang. Of the top 10 areas, Subang Jaya and Petaling Jaya suffered capital depreciation with values declining

C TRANSACTION VOLUME BY STATE (%)



D SOLD - MOST POPULAR PRODUCTS SOLD COMPARED TO LEADS RECEIVED



B SELANGOR TRANSACTIONS Y-O-Y CHANGE (%)

