



Headline	Sub-sale property market
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Sub-sale property market

> Overview and statistics on the local scene

In view of the current lacklustre real estate market and challenging economic times, it makes sense for housebuyers to consider the secondary market when purchasing property. Also known as sub-sale property, there is huge advantage in buying a piece of real estate from this market segment, especially now when the market is slow. The biggest benefit - handsome discounts, better still if one is skilful in negotiating.

Besides the good deal where price is concerned, which at times can hold below the market value, don't forget that secondary market real estate provides an accommodation you, in most cases, can readily move into.

Another positive point to take note of is that most secondary

market properties are situated in matured townships. These thrive with amenities and facilities, altogether breeding demand in the sub-sale/secondary market. Moreover, what you see is what you get. Investors buying sub-sale property to rent can also collect rental almost immediately.

THE LOCAL SCENE

For a start, let's define the understanding of sub-sale or

secondary property. In Malaysia, these refer to "completed" residential property one buys from a previous owner. In certain countries, properties nearing completion come under the sub-sale/secondary property market as well.

As explained by a real estate

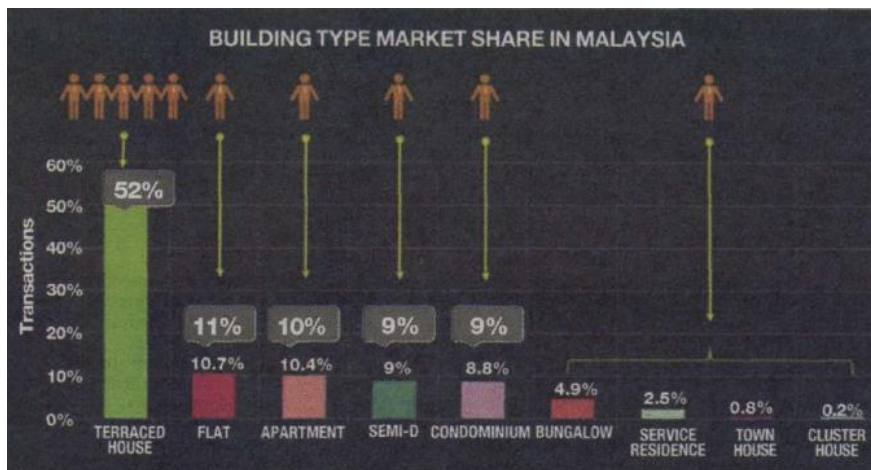
professional on sub-sale - the sale of a unit by one who has signed an

agreement to purchase a piece of real estate from a developer or a subsequent purchaser before the issuance of the Certificate of Statutory Completion and the Subsidiary Strata Certificates of Title or the Certificates of Title for all the units in the development.

Follow our column next week on tips and advice on purchasing

sub-sale residential property in Malaysia.

[Graphs/stats/data in this article are extracted from iPropertyQ.com, which provides interesting insights on the said market.]



RANK	STATE	TOWN	QTY
1	Selangor	Klang	2583
2	Perak	Ipoh	2256
3	Selangor	Shah Alam	2155
4	Selangor	Puchong	1767
5	Kedah	Sungai Petani	1681
6	Sarawak	Kuching	1514
7	Johor	Johor Baru	1485
8	Selangor	Seri Kembangan	1313
9	Selangor	Ampang	1310
10	Johor	Skudai	1294
11	Pahang	Kuantan	1253
12	Selangor	Cheras	1215
13	Selangor	Kajang	1201
14	Selangor	Petaling Jaya	1145
15	Selangor	Subang Jaya	1094
16	Selangor	Kapar	1074

28% of total residential transactions in Malaysia

