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# REAL ESTATE

MAGAZINE

KLCC Unveiled:  
Exploring the  
Dynamic World  
of Property  
Investment

with  
**FRANCIS  
NGOOI**

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# EDITOR'S LETTER



Dear Distinguished Readers,

Welcome to our latest edition, where we delve into the exciting world of property investment in the Kuala Lumpur City Centre (KLCC) area. As one of the most dynamic and rapidly developing regions in Southeast Asia, KLCC offers investors a plethora of opportunities in the real estate market. In this issue, we aim to provide you with comprehensive insights, expert opinions, and valuable advice to navigate this thriving sector successfully.

From luxury condominiums with breathtaking skyline views to prime commercial spaces in the heart of the city, KLCC presents an array of options for both seasoned investors and newcomers alike. Our team has meticulously curated articles and features to guide you through the intricacies of property investment in this vibrant metropolis.

Whether you're looking to diversify your portfolio, seeking lucrative rental yields, or simply exploring the potential of KLCC's real estate market, we're here to equip you with the knowledge and resources you need to make informed decisions.

Happy reading, and may this issue inspire you on your journey to property investment success in KLCC!

Warm regards,

*Francis Ngooi*

FOUNDER & PROJECT DIRECTOR  
@KWKLCC | PROPESTATES.COM

# KLCC UNVEILED: EXPLORING THE DYNAMIC WORLD OF PROPERTY INVESTMENT

Situated at the pulsating core of Malaysia's vibrant capital, Kuala Lumpur City Centre (KLCC) stands as a symbol of the nation's swift economic progress and urban evolution. With its towering skyscrapers, renowned shopping havens, and lively cultural offerings, KLCC has solidified its position as a prime destination for investors in search of lucrative real estate prospects.

In recent times, the demand for properties in KLCC has witnessed a notable upsurge, propelled by factors such as rapid urbanization, population expansion, and substantial infrastructure advancements. Spanning from luxurious condominiums to top-tier office spaces, the area boasts a diverse array of investment avenues tailored to accommodate various preferences and financial considerations.

Within this feature, we embark on a journey through the dynamic realm of property investment in KLCC, delving into pivotal trends, effective investment strategies, and potential challenges that warrant careful consideration. Whether you're an experienced investor aiming to broaden your portfolio or a novice buyer exploring entry points, our comprehensive guide endeavors to furnish you with invaluable insights for adeptly navigating the intricacies of KLCC's real estate landscape.



## 1. The Rise of KLCC: A Brief Overview

Kuala Lumpur City Centre (KLCC) stands as a testament to Malaysia's remarkable journey of urban development and economic growth. Once a modest urban center, KLCC has undergone a dramatic transformation over the decades, evolving into a dynamic and cosmopolitan district that is synonymous with progress and prosperity. At the heart of KLCC lies the iconic Petronas Twin Towers, a symbol of the nation's ambition and innovation. These twin marvels of architecture not only dominate the skyline but also serve as a beacon of Malaysia's emergence as a global player on the world stage.

The development of KLCC has been driven by strategic initiatives aimed at enhancing its attractiveness as a premier destination for business, leisure, and culture. The Kuala Lumpur Convention Centre has played a pivotal role in positioning KLCC as a hub for international conferences, exhibitions, and events, attracting visitors and investors from around the globe. Additionally, the establishment of world-class shopping malls such as Suria KLCC and Pavilion Kuala Lumpur has further cemented KLCC's reputation as a retail paradise, offering a diverse array of luxury brands, dining options, and entertainment facilities.

In recent years, KLCC has witnessed a surge in real estate development, fueled by factors such as urbanization, population growth, and infrastructure investment. The completion of strategic projects such as the Mass Rapid Transit (MRT) system and the Kuala Lumpur International Airport (KLIA) has improved connectivity and accessibility, making KLCC an attractive destination for investors seeking prime real estate opportunities. As a result, the property market in KLCC has become increasingly competitive, with demand outstripping supply in certain segments.

Moving forward, KLCC is poised to continue its upward trajectory, driven by ongoing initiatives to enhance its infrastructure, connectivity, and livability. With its strategic location, world-class amenities, and vibrant urban environment, KLCC offers investors a wealth of opportunities to capitalize on the city's growth and potential.

# MARKET OVERVIEW BY CBRE-WTW FOR KLANG VALLEY

## Klang Valley

### Increased international interest and new energy advances will uplift market activity

#### Gaining international attention

International retail debuts have been seen in Kuala Lumpur (KL) from Germany, Indonesia, Korea, Taiwan and the United Kingdom to name a few. They opened retail outlets of food and beverage (F&B), bookstores and fashion outlets including sportswear.

In the office market, new multinational corporations and organisations were observed such as Tesla in Cyberjaya, Corporate Business Solutions (CSB) in KL Sentral and myWorld Group in KL city centre.

Business travellers are also on the rise, forming the 'bleisure travel' trend which combines business and leisure trips.

#### Higher sustainable awareness

Environmental and energy sustainability awareness is also rising. This is reflected in more EV charging stations and green vehicle parking lots in prime malls, retail malls' plans for renewable energy use, etc. Hotels in Klang Valley (KV) are also incorporating similar elements involving new energy use.

Transactions in Klang Valley



Source: NAPIC, CBRE | WTW Research

#### Clear trends in market activities

Landed and high-rise residential are in demand in different areas. New residential launches in KL were made up of 77% high-rise and 23% landed. However, landed residential sub-sale transactions are still active mostly in the districts of Petaling, Klang and Hulu Langat.

On the industrial side, transactions remained active towards Sungai Buloh, Rawang and Teluk Panglima Garang. Prominent logistics activities were noted in cooperation with Tesla, SF Airlines and DHL Supply Chain. Regional logistics and warehousing will continue to lead the sector.





## 2. Investment Opportunities in Residential Properties

The residential property market in KLCC offers a diverse range of options for investors seeking to capitalize on the area's allure and prestige. Luxury condominiums and high-rise apartments dominate the skyline, offering residents unparalleled convenience, amenities, and panoramic views of the cityscape.

Investors in the residential segment of the KLCC property market can expect to benefit from strong demand driven by factors such as urbanization, lifestyle preferences, and the desire for premium amenities. The area's proximity to business districts, educational institutions, and cultural attractions makes it particularly appealing to a diverse range of residents, including professionals, expatriates, and affluent individuals seeking a cosmopolitan lifestyle.

When considering investment opportunities in residential properties in KLCC, investors should pay close attention to factors such as location, developer reputation, and rental potential. Properties located in prime locations with easy access to transportation hubs, shopping malls, and recreational facilities tend to command higher rental yields and capital appreciation. Additionally, investing in reputable developments by established developers can provide investors with peace of mind and confidence in the quality and reliability of their investment.

Despite the challenges posed by the COVID-19 pandemic, the residential property market in KLCC has remained resilient, with sustained demand for high-quality properties in desirable locations. As the economy continues to recover and restrictions ease, investors can expect to see renewed interest and activity in the residential segment of the KLCC property market, presenting opportunities for savvy investors to capitalize on market trends and achieve attractive returns on their investments.



# MARKET OVERVIEW BY CBRE-WTW FOR KLANG VALLEY'S RESIDENTIAL

## Klang Valley

### Residents adapt to non-landed homes

As of NAPIC 3Q 2023 data, the existing supply of residential units in Klang Valley (KV) reached 2 million, marking a 5% increase y-o-y. High-rise properties grew at a higher rate of 7% y-o-y while landed grew at 3% y-o-y.

Incoming supply in KV declined 7% y-o-y. Meanwhile, planned and new planned supply over the past five years has decreased by 3% and 4% respectively, a significant incremental slowdown.

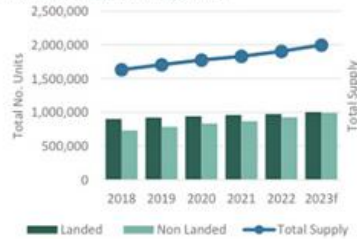
The planned supply for landed properties also decreased by 6% y-o-y. 98% of the planned supply is in Selangor, mainly Kuala Langat, Sepang, and Klang. Some notable launches in 3Q 2023 include Mori Pines (300 units), Chorus @ Summer Breeze (99 units), and Laelia 1 (90 units).

The planned supply for high-rise properties also decreased by 6% y-o-y. Some notable launches in 3Q 2023 include Trion @ KL (1,344 units) with sales predominantly from local buyers, and also M Nova (1,248 units).

In summary, Kuala Lumpur led in new project launches in the first 9 months of 2023, totalling 3,496 units, with 42% in Mukim Batu, followed by Kuala Lumpur and Petaling. Hulu Langat had the second highest number of launches, with 3,389 units, 77% being high-rise and 23% landed.

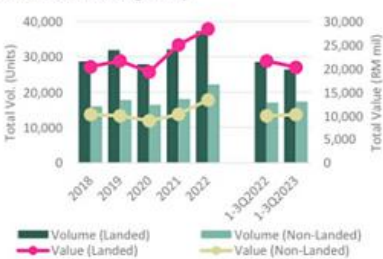
Note: As of the time of writing, the NAPIC data excludes SOHO and serviced apartments.

### Cumulative Supply in Klang Valley



Notes: Notes: Residential supply is inclusive of serviced apartments and SOHO units and excludes affordable housing.  
Source: NAPIC, CBRE | WTW Research

### Transactions in Klang Valley



Abbreviation: mil - million  
Notes: Notes: Residential supply is inclusive of serviced apartments and SOHO units and excludes affordable housing.  
Source: NAPIC, CBRE | WTW Research

As of 3Q 2023, the luxury residential market supply increased to 75,279 units, with another 94,000 units anticipated by 2027. Mont Kiara/Sri Hartamas holds around 30% of supply, followed by Central KL with 25% and KL secondary with 20%.

Notable completions in 2023 included Sentral Suites (458 units), Royce Residence (396 units) and Pavilion Ceylon Hill (629 units).

### Landed sub-sales remain active

Landed properties made up 69% of transactions in 3Q 2023, with Petaling, Klang, and Hulu Langat being the most active locations. However, there was a 4% drop in transaction volume and a 3% decrease in value compared to the same period in 2022.

### Government regulations

Budget 2024 proposed revisions to relax MM2H requirements and also increase the allocation of the Skim Jaminan Kredit Perumahan from RM5 billion to RM10 billion. The impact of these proposals in 2024 may be negligible but is expected to benefit the property sector while benefitting around 40,000 borrowers from the increased incentive.

More homes catering to multiple generations and focusing on senior living spaces are expected to be launched. Some recent senior living projects are Komune Wellness & Living, ReU Living, Domity's Bangsar, Sunway Sanctuary, and Pacific Senior Living, mainly re-purposing existing surplus residential or hospitality spaces.

## Klang Valley (cont'd)

### Pioneering change

While the latest q-o-q and y-o-y change was positive, the y-o-y change over 2-5 years showed a decreasing trend. Yet this seems unavoidable in the face of a base population growth of 2.1% in 2023 (DOSM), of which 500,000 (60%) was led by foreign immigration; and an average household income of RM8,479 in 2023 (DOSM Household Income Survey Report 2022).

New demand will be on a downward spiral if current construction practices and design do not change. The global trend is for residences which can monitored/managed remotely through technology/AI, use of renewable energy and to be ready for the advent of EVs.

However, these features are offered in homes above RM1 million per unit. A few of these new launches which feature solar water heating, rainwater harvesting, and EV ports in their new launches, include Mori Pines, The Jalil, The Minh, Bon Kiara, The Rafflesia @ Hill 3 and The Eighth @ Elmina Green.

Let us consider whether the housing industry is prepared to embrace the global demand for energy-efficient, IT-ready homes that offer renewable energy options and EV charging capabilities.

### Placemaking facilities

Other developers have opted to invest in placemaking features such as the SplashMania Waterpark, Paya Indah Discovery Wetlands, Discovery Park, and the Gamuda Luge Gardens. These elements aim to create vibrant spaces within residential areas, adding value to the overall living experience but is again limited to upmarket residences.



Gamuda Luge Gardens, recently opened to the public  
Source: Skyline Luge Kuala Lumpur

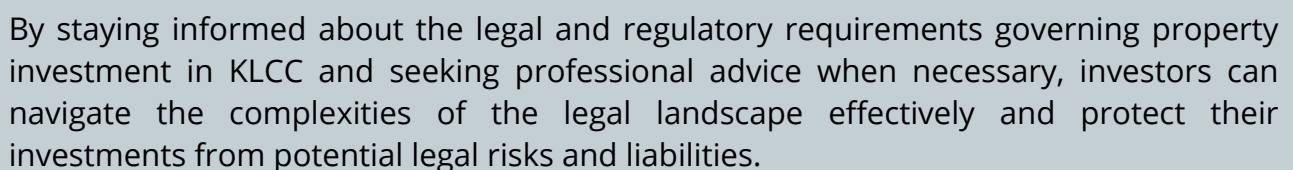


The Rafflesia @ Hill 3 of 3-storey semi-detached houses, launched 3Q 2023  
Source: The Rafflesia, Damansara Perdana by MK Land



Navigating the legal and regulatory landscape is an essential aspect of property investment in KLCC, ensuring compliance with applicable laws and regulations and protecting investors' interests. The legal framework governing property investment in Malaysia is comprehensive and includes various statutes, regulations, and guidelines that govern different aspects of property ownership, transactions, and development.

When investing in property in KLCC, it is essential to engage qualified legal professionals who can provide expert advice and assistance throughout the investment process. Legal advisors can help investors understand their rights and obligations, conduct due diligence on properties, negotiate favorable terms and conditions, and ensure compliance with relevant laws and regulations. Additionally, legal advisors can assist investors in structuring property transactions to minimize taxes, mitigate risks, and optimize returns on investment.



## 4. Rental Market Dynamics

The rental market in KLCC is characterized by strong demand for residential and commercial properties, driven by factors such as urbanization, population growth, and economic development. Properties located in prime locations with easy access to amenities, transportation, and employment opportunities tend to command higher rental rates and occupancy levels, making them attractive investment opportunities for landlords and investors.

In the residential rental market, luxury condominiums and high-rise apartments in KLCC are particularly sought after by expatriates, professionals, and affluent individuals seeking a prestigious address and premium lifestyle. These properties offer a wide range of amenities, including swimming pools, gyms, concierge services, and 24-hour security, catering to the needs and preferences of discerning tenants.

Despite the challenges posed by the COVID-19 pandemic, the rental market in KLCC has shown resilience, with sustained demand for quality rental properties in desirable locations. As businesses adapt to new ways of working and operating, there has been a growing demand for flexible workspace solutions and serviced apartments, offering opportunities for investors to capitalize on emerging trends in the rental market.

To maximize rental income and occupancy rates, landlords and investors in KLCC should focus on providing high-quality properties, responsive property management services, and competitive rental packages. By understanding tenant preferences, market trends, and rental dynamics, landlords can attract and retain quality tenants and optimize returns on their investment properties.

Additionally, landlords should stay informed about rental regulations, tenant rights, and landlord responsibilities to ensure compliance with applicable laws and regulations. By maintaining transparent and professional relationships with tenants and adhering to best practices in property management, landlords can minimize disputes and ensure a positive rental experience for both landlords and tenants.

Overall, the rental market in KLCC offers attractive opportunities for investors seeking to generate passive income and build long-term wealth through property investment. By staying informed about market trends, understanding tenant preferences, and adopting proactive property management strategies, investors can maximize rental income and achieve their investment goals in the vibrant and dynamic KLCC rental market.

## 5. Understanding Property Yield in KLCC

Property yield, often referred to as rental yield, is a crucial metric for investors in Kuala Lumpur City Centre (KLCC) real estate. KLCC is renowned for its prime location and upscale properties, making it a sought-after investment destination. Here's a breakdown of property yield in KLCC and what investors need to know:

A. Definition of Property Yield: Property yield represents the annual return on investment generated from rental income, expressed as a percentage of the property's value. It helps investors assess the profitability of their real estate investments.

B. Factors Influencing Property Yield in KLCC:

- Rental Rates: Rental rates in KLCC are influenced by factors such as location, property type, amenities, and market demand. Properties with higher rental rates typically yield better returns.
- Occupancy Rates: High occupancy rates indicate strong demand, ensuring a steady flow of rental income. Factors like property condition and management affect occupancy rates.
- Operating Expenses: Investors must consider operating expenses such as maintenance, property management fees, and taxes, as these impact the net rental income and ultimately, the property yield.
- Market Trends: Economic conditions, supply and demand dynamics, and government policies influence rental yields in KLCC. Monitoring market trends is essential for making informed investment decisions.

C. Calculating Property Yield: Property yield is calculated using the formula:

$$\text{MONTHLY RENTAL} \times 12 = \text{ANNUAL RENTAL INCOME}$$

$$\text{ANNUAL RENTAL INCOME} - \text{ASSOCIATED COSTS} = \text{NET RENTAL INCOME}$$

$$\left( \frac{\text{NET RENTAL INCOME}}{\text{PURCHASE PRICE}} \right) \times 100$$

$$= \text{NET RENTAL YIELD PERCENTAGE}$$

Investors should factor in all relevant expenses to obtain an accurate yield calculation.



D. Typical Property Yields in KLCC: Property yields in KLCC vary depending on property type, location, and market conditions. High-end residential properties and commercial spaces generally command higher rental yields compared to mid-range or budget accommodations.

E. Risks and Considerations: While KLCC offers attractive investment opportunities, investors should be aware of potential risks. These include fluctuations in rental demand, oversupply in certain property segments, regulatory changes, and economic uncertainties.

F. Strategies for Maximizing Property Yield: Investors can enhance property yield by:

- Conducting thorough market research and due diligence before investing.
- Investing in properties with strong rental demand and potential for capital appreciation.
- Implementing effective property management strategies to minimize vacancies and optimize rental income.
- Diversifying their investment portfolio to mitigate risks associated with a single asset class or location.

In conclusion, understanding property yield is essential for investors looking to capitalize on opportunities in KLCC's real estate market. By assessing rental income potential, monitoring market trends, and mitigating risks, investors can make informed decisions to maximize their returns and build a successful investment portfolio in KLCC.



## 6. Your One-Stop Solution with Operator ManagementYour One-Stop Solution with Operator Management

Are you seeking a seamless path to investing in the vibrant Kuala Lumpur City Centre (KLCC) property market without the stress of day-to-day management? Look no further. Our all-in-one solution offers you the opportunity to maximize your returns while minimizing your involvement.

Why KLCC? KLCC stands as the epitome of urban living, boasting prime locations, world-class amenities, and a thriving rental market. Its allure to both local and international tenants ensures a steady stream of demand and promising investment potential.

Our Offering:

1. **Handpicked Properties:** Gain access to a curated selection of premium properties in KLCC, meticulously chosen for their location, amenities, and investment potential.
2. **Professional Operator Management:** Partner with seasoned property operators who will handle all aspects of property management, from tenant sourcing to maintenance, ensuring optimal occupancy rates and hassle-free income generation.
3. **Tailored Investment Strategies:** Our experts will work closely with you to craft personalized investment strategies aligned with your financial goals, risk tolerance, and timeline.
4. **Legal and Financial Guidance:** Navigate the complexities of property investment with confidence. Our team provides comprehensive legal and financial support, ensuring compliance with regulations and maximizing tax efficiency.
5. **Transparent Reporting:** Stay informed about the performance of your investment with regular updates and transparent reporting on occupancy rates, rental income, and expenses from our Vendor.

Take the Next Step: Experience the convenience and potential of hassle-free property investment in KLCC. Contact us today to explore your options and embark on your journey towards financial prosperity in one of Malaysia's most prestigious locales.

# Top 3 Hassle-Free Investment Property Picks for High Yield in KLCC

## A. WYNDHAM SUITES KLCC

Discover the epitome of luxury and comfort at the heart of Kuala Lumpur. This article dives into the unparalleled experience of staying in KLCC suites, specifically at 8 Kia Peng aka. Wyndham Suites KLCC. Find out why these locations offer more than just a stay, a long term investment plan and a memorable journey amidst the iconic KLCC skyline.

When it comes to property investing there are 3 factors that determines it's successes location, value and condition. With 8 Kia Peng aka. Wyndham Suits KLCC it is strategically located at the center of Kuala Lumpur's most dynamic district. Guests are within walking distance of iconic landmarks such as the Petronas Twin Towers and the vibrant shopping and dining scene of Bukit Bintang. This central location is not just convenient but also offers a unique view of the city's skyline, making it an ideal choice for both leisure and business travelers.



The Leaseback Program is a real estate arrangement where the buyer of a suite at Wyndham Suites KLCC can choose to lease the property back to the hotel management. This agreement typically spans several years and offers a fixed return to the suite owner. It's an attractive option for those who want to invest in property but don't wish to deal with the day-to-day hassles of being a landlord. With a monthly occupancy of up to 90% it is an investment that is worth to consider.

The suites are the epitome of luxury. The residences, ranging from 716 sqft, are fully fitted and furnished with modern contemporary interior. The international standard Sky Lounge on Level 46 is a perfect venue for private functions, with a commanding view of the Kuala Lumpur skyline.



## B. ARMANI RESIDENCES KUALA LUMPUR

Discover Armani Residence Kuala Lumpur, the iconic freehold sanctuary positioned at the heart of Kuala Lumpur. Offering premier living spaces, each unit at Armani Raja Uda blends luxury with convenience, located near KLCC and major networks in KL, Malaysia. Experience the pinnacle of urban living in an iconic location.

Situated just a 30-second walk from the Raja Uda MRT station (Entrance D) with 2 station stops to the renowned KLCC twin tower and 4 stops to the newly established TRX, this iconic residence offers unparalleled access to the city's vibrant district. Each unit comes with a fully furnished condition, from luxurious bathrooms to spacious bedrooms, the ownership reflects an urban lifestyle. The property also has great access, whether from the main road of Jalan Raja Muda or from its inner road Jalan Raja Uda entering or exiting has been made convenient. With amenities like an infinity swimming pool and proximity to major roads, this property opens up to many business opportunities.

Investing in a freehold property like Armani Residence Kuala Lumpur offers a wide advantage point, including permanence of ownership and potential appreciation in value. In the KLCC area, freehold properties are particularly sought after, making Armani Residence an ideal investment for both local and international buyers.



Armani Residences Kuala Lumpur offers a range of facilities that redefine luxury living. Residents can enjoy an infinity swimming pool, a state-of-the-art gym, and lush gardens. The property also features round-the-clock security and concierge services, ensuring a safe and comfortable environment for all.

Armani Residences unveil meticulously designed floor plans, emphasizing luxury and functionality. With options from 1+1 to expansive units, each layout features dual key concepts, fully furnished interiors, and modern amenities. Overlooking KL's skyline, including KLCC, these residences offer serene bedrooms, spa-like bathrooms, and kitchens ready for culinary exploration, encapsulating urban living at its finest and is truly a place you want to invest of live in the heart of Kuala Lumpur.

## C. SWNK HOUZE @ BBCC

Let us explore SWNK Houze's exclusive location within the vibrant heart of Bukit Bintang City Centre (BBCC), offering unparalleled luxury and convenience. Discover the exclusive services and amenities that define the new standard for residential living in Kuala Lumpur, from state-of-the-art facilities to bespoke concierge services—the high-rise condominium consists of 31 levels, offering 441 living spaces across eight diverse layouts.

Located in the Golden Triangle of Kuala Lumpur, its design and Transit-Oriented Development are ideal for modern urban dwellers who prioritise easy access, convenience, and a stylish lifestyle in the city's heart.

Stepping into SWNK Houze feels like entering a realm where luxury and practicality converge. Its contemporary design is apparent in every corner, which speaks volumes of a chic and comfortable lifestyle.



As part of the Bukit Bintang City Centre development, there is direct access to LaLaport Mall. Experience the cosmopolitan lifestyle that SWNK Houze offers, from luxury shopping to gourmet dining experiences, all within the bustling BBCC.

Connected to the BBCC Transit Hub, access anywhere in KL and everything the city has to offer by foot through pedestrian bridges, the Hang Tuah Monorial, LRT and Merdeka MRT. Ample avenues of road networks also connect you to the greater Klang Valley area.



The KLCC property market presents a range of investment opportunities, from luxury residential developments to prime commercial properties, despite challenges brought by the COVID-19 pandemic. Despite the economic downturn, the market has displayed resilience, with sustained demand for quality properties in desirable locations. As the economy gradually recovers and businesses adapt to new operational norms, the KLCC property market is poised for renewed interest and activity, offering savvy investors the chance to capitalize on emerging trends and achieve their investment objectives.

Success in the KLCC property market necessitates careful planning, thorough research, and a strategic investment approach. By staying abreast of market trends, understanding investor preferences, and implementing effective property management strategies, investors can navigate the intricacies of the market successfully and achieve their investment goals. This comprehensive guide aims to equip investors with valuable insights and practical guidance to embark on their property investment journey in KLCC, emphasizing the importance of knowledge, perseverance, and adaptability in achieving success.





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