

Trends of Newly Launched of Residential 2015 - 2019



Sales Performance

	2015	2016	2017	2018	2019
Units Launched:	58,411	52,713	77,570	66,040	59,968
Units Sold:	24,588	16,532	25,261	22,836	24,238
	42.1%	31.4%	32.6%	34.6%	40.4%

Trends of New Launched of Residential 2015 - 2019

Newly Launched by Type

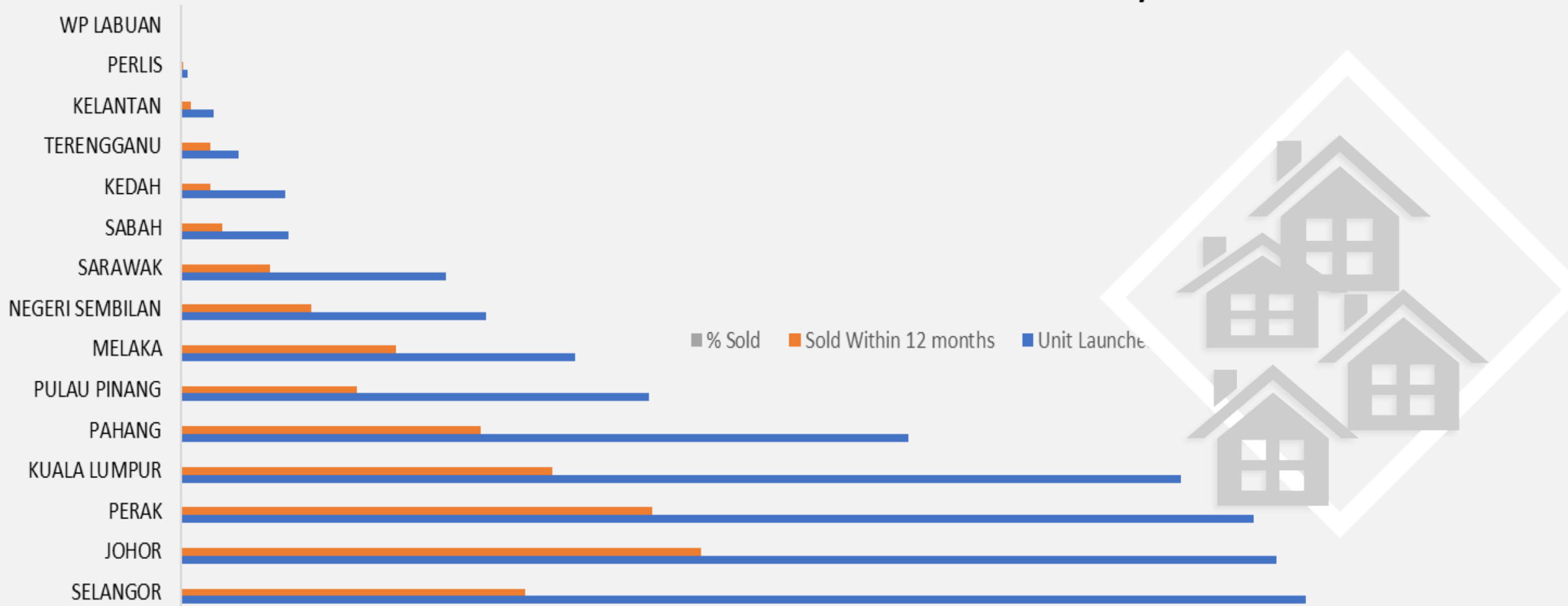
Type of Houses	Unit Launched	Unit Sold	% Sold
Terraced House	29,499	12,926	43.8%
High-Rise	21,484	7,544	35.1%
Semi Detached	5,324	2,230	41.9%
Detached	826	213	25.8%
Low Cost House	527	386	73.2%
Others	2,308	939	40.7%
TOTAL	59,968	24,238	40.4%

Newly Launched by Price Range

Price of Range	Unit Launched	Unit Sold	% Sold
Below RM200K	12,500	6,188	49.5%
RM200K - RM300K	12,462	4,761	38.2%
RM300K - RM500K	17,338	7,582	43.7%
RM500K – RM700K	8,698	2,713	31.2%
RM700K – RM1 Million	5,635	2,087	37.0%
Above RM1 Million	3,335	907	27.2%
TOTAL	59,968	24,238	40.4%



Sales Performance on New Launched and Sold Within 12 Months By State 2019



	SELANGOR	JOHOR	PERAK	KUALA LUMPUR	PAHANG	PULAU PINANG	MELAKA	NEGERI SEMBILAN	SARAWAK	SABAH	KEDAH	TERENGGANU	KELANTAN	PERLIS	WP LABUAN
% Sold	30.6%	47.5%	44.0%	37.1%	41.2%	37.5%	54.7%	42.6%	33.6%	38.7%	28.5%	51.6%	32.6%	42.2%	28.6%
Sold Within 12 months	3,053	4,613	4,182	3,293	2,658	1,557	1,911	1,153	790	371	265	267	94	27	4
Unit Launched	9,970	9,711	9,504	8,865	6,449	4,152	3,492	2,706	2,349	958	929	517	288	64	14