KEMENTERIAN KEWANGAN

LAPORAN STATUS PASARAN HARTA TANAH

Property Market Status Report

2025

JABATAN PENILAIAN DAN PERKHIDMATAN HARTA
VALUATION AND PROPERTY SERVICES DEPARTMENT
KEMENTERIAN KEWANGAN
MINISTRY OF FINANCE

PENDAHULUAN

Laporan Status Pasaran Harta Tanah menyebarkan empat jenis maklumat jualan iaitu:

i. Prestasi jualan skim perumahan yang baru dilancarkan pada 2025.

ii. Maklumat harta tanah yang siap dibina tidak terjual bagi kediaman, kedai dan industri. Mulai 1 Januari 2003, 'harta tanah siap dibina tidak terjual' telah didefinisikan sebagai unit kediaman, kedai dan industri yang telah siap dibina dan telah mendapat Sijil Perakuan Siap dan Pematuhan (CCC) tetapi kekal tidak terjual melebihi sembilan bulan selepas ianya dilancarkan untuk dijual pada atau selepas 1 Januari 1997.

iii. Maklumat harta tanah dalam pembinaan yang kekal belum terjual dan telah berada di pasaran melebihi sembilan bulan selepas ianya dilancarkan untuk dijual selepas 1 Januari 1997, dan

iv. Maklumat harta tanah yang belum dibina yang kekal belum terjual dan telah berada di pasaran melebihi sembilan bulan selepas ianya dilancarkan untuk dijual selepas 1 Januari 1997.

Kami ingin merakamkan penghargaan kepada semua yang telah menjayakan penerbitan ini, khususnya, kepada pemaju harta tanah yang telah terlibat dalam memberi maklumat yang berharga, dalam menjayakan kajian ini. Tanpa sokongan mereka, kami tidak mungkin dapat menerbitkan laporan ini.

Seperti yang telah diketahui, pasaran harta tanah yang sihat dan stabil tidak sahaja penting kepada individu tetapi juga kepada ekonomi negara pada keseluruhannya. Adalah menjadi harapan kami untuk menyediakan pembaca dengan maklumat yang berkualiti tinggi dan menepati masa. Kami amat mengalu-alukan maklum balas, komen serta cadangan daripada semua untuk memperbaiki lagi laporan ini. Kami boleh dihubungi melalui telefon atau faksimili kepada:

Pengarah
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FOREWORD

The Property Market Status Report disseminates four types of sales information namely:

i. *Sales performance of newly launched housing schemes as at 2025.*

ii. *Information on property Unsold Completed for residential Unsold Completed, retail shops Unsold Completed and industrial Unsold Completed. With effect from 1 January 2003, "property Unsold Completed" has been defined to include residential units, retail shops and industrial units, which were completed and issued with Certificate of Compliance and Completion (CCC) but remained unsold for more than nine months after it was launched for sale on or after 1 January 1997.*

iii. *Information on under construction property that remained unsold in the market for more than nine months after launching for sale after 1January 1997, and*

iv. *Information on not constructed property that remained unsold in the market for more than nine months after launching for sale after 1 January 1997.*

We would like to express our gratitude to all those who had made this publication a success, specifically, property developers who had participated and given their valuable inputs to make this survey a success. Without your support, we will not be able to publish this report.

It is a known fact that a healthy and stable property market is crucial to not only the individuals, but also to the country's economy as a whole. It is our utmost wish to provide readers with high quality information in a timely manner. We welcome feedback, comments and suggestions from our readers to further improve this report. We can be contacted through telephone or fax to:

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Residential Property

State	New Launches	Unsold Completed		Unsold			
				Under Construction		Not Constructed	
	Units	Units	Value (RM Mil)	Units	Value (RM Mil)	Units	Value (RM Mil)
WP Kuala Lumpur	6,663	2,055	1,983.76	5,516	3,351.43	3,090	2,392.25
WP Putrajaya	0	157	223.15	18	24.95	0	0.00
WP Labuan	0	41	13.41	36	25.29	0	0.00
Selangor	14,358	3,547	2,616.60	14,832	10,197.29	4,150	2,160.60
Johor	11,151	3,705	3,301.87	8,108	6,235.51	900	459.75
Pulau Pinang	4,659	2,775	2,001.65	7,826	5,458.63	1,310	1,284.80
Perak	7,086	3,943	1,244.93	9,219	3,238.94	1,278	455.54
Negeri Sembilan	5,668	2,647	1,147.77	4,111	2,302.28	859	409.39
Melaka	4,003	1,594	665.94	3,530	1,471.52	858	290.38
Kedah	2,478	1,935	668.83	3,191	1,363.51	864	337.53
Pahang	2,788	1,371	503.42	3,408	1,160.77	377	149.89
Terengganu	433	120	46.41	1,163	323.57	22	6.49
Kelantan	673	2,518	768.50	1,262	397.94	147	41.37
Perlis	199	101	20.94	186	71.62	18	6.56
Sabah	3,251	2,498	1,872.10	4,147	1,806.64	100	49.50
Sarawak	1,077	1,464	652.30	5,831	2,897.33	652	342.41
MALAYSIA	**64,487**	**30,471**	**17,731.58**	**72,384**	**40,327.21**	**14,625**	**8,386.45**

Commercial Property

State	Shop					
	Unsold Completed		Unsold			
			Under Construction		Not Constructed	
	Units	Value (RM Mil)	Units	Value (RM Mil)	Units	Value (RM Mil)
WP Kuala Lumpur	10	3.50	7	10.27	0	0.00
WP Putrajaya	6	22.89	0	0.00	0	0.00
WP Labuan	0	0.00	0	0.00	0	0.00
Selangor	514	657.04	1,027	1,178.09	39	52.17
Johor	1,146	1,069.15	1,351	1,311.00	135	152.80
Pulau Pinang	115	96.00	386	489.07	0	0.00
Perak	563	279.91	379	238.99	92	51.54
Negeri Sembilan	643	431.61	295	381.24	118	229.91
Melaka	331	189.08	72	41.27	76	44.76
Kedah	336	188.28	135	97.00	0	0.00
Pahang	323	242.01	225	208.83	84	54.82
Terengganu	27	31.95	32	17.88	8	4.80
Kelantan	405	259.63	247	106.04	24	19.20
Perlis	38	19.51	17	9.09	0	0.00
Sabah	1,018	797.21	752	626.78	94	66.76
Sarawak	1,017	1,174.04	392	368.67	16	17.60
MALAYSIA	**6,492**	**5,461.81**	**5,317**	**5,084.24**	**686**	**694.36**

State	Serviced Apartment					
	Unsold Completed		Unsold			
			Under Construction		Not Constructed	
	Units	Value (RM Mil)	Units	Value (RM Mil)	Units	Value (RM Mil)
WP Kuala Lumpur	3,964	4,052.02	9,619	8,058.61	8,340	4,665.87
WP Putrajaya	38	14.30	125	61.23	0	0.00
WP Labuan	0	0.00	0	0.00	0	0.00
Selangor	2,473	1,364.92	18,379	8,618.60	2,745	1,320.47
Johor	9,477	8,353.54	8,189	4,708.22	2,305	1,679.08
Pulau Pinang	265	349.75	3,784	2,395.29	600	494.70
Perak	146	69.46	204	57.26	0	0.00
Negeri Sembilan	1,092	422.25	469	205.78	0	0.00
Melaka	117	30.88	1,043	556.81	0	0.00
Kedah	0	0.00	0	0.00	0	0.00
Pahang	701	621.56	2,923	1,701.09	207	102.44
Terengganu	16	7.45	389	188.94	0	0.00
Kelantan	225	42.30	486	199.30	0	0.00
Perlis	0	0.00	0	0.00	0	0.00
Sabah	176	71.99	2,104	1,070.26	0	0.00
Sarawak	62	24.49	2,615	1,336.16	105	39.91
MALAYSIA	**18,752**	**15,424.90**	**50,329**	**29,157.52**	**14,302**	**8,302.48**

State	SOHO					
	Unsold Completed		Unsold			
			Under Construction		Not Constructed	
	Units	Value (RM Mil)	Units	Value (RM Mil)	Units	Value (RM Mil)
WP Kuala Lumpur	1,124	631.26	256	262.76	0	0.00
WP Putrajaya	0	0.00	0	0.00	0	0.00
WP Labuan	0	0.00	0	0.00	0	0.00
Selangor	200	121.34	1,401	502.04	1,170	320.12
Johor	377	247.93	249	89.17	0	0.00
Pulau Pinang	998	421.82	213	136.42	0	0.00
Perak	6	0.80	198	54.38	0	0.00
Negeri Sembilan	0	0.00	0	0.00	0	0.00
Melaka	0	0.00	0	0.00	0	0.00
Kedah	0	0.00	0	0.00	0	0.00
Pahang	0	0.00	0	0.00	0	0.00
Terengganu	0	0.00	0	0.00	0	0.00
Kelantan	0	0.00	0	0.00	0	0.00
Perlis	0	0.00	0	0.00	0	0.00
Sabah	0	0.00	0	0.00	0	0.00
Sarawak	138	44.01	71	29.62	0	0.00
MALAYSIA	**2,843**	**1,467.15**	**2,388**	**1,074.40**	**1,170**	**320.12**

Industrial Property

State	Unsold Completed		Unsold			
			Under Construction		Not Constructed	
	Units	Value (RM Mil)	Units	Value (RM Mil)	Units	Value (RM Mil)
WP Kuala Lumpur	0	0.00	0	0.00	0	0.00
WP Putrajaya	0	0.00	0	0.00	0	0.00
WP Labuan	0	0.00	6	10.13	0	0.00
Selangor	28	66.94	211	685.87	0	0.00
Johor	89	99.18	136	365.21	0	0.00
Pulau Pinang	7	22.40	37	238.51	0	0.00
Perak	95	93.56	53	50.99	29	29.35
Negeri Sembilan	43	37.33	319	522.55	54	205.09
Melaka	6	4.70	35	33.26	43	40.17
Kedah	21	11.38	47	183.99	0	0.00
Pahang	44	31.18	29	36.41	0	0.00
Terengganu	0	0.00	0	0.00	0	0.00
Kelantan	0	0.00	0	0.00	0	0.00
Perlis	8	12.00	23	28.75	0	0.00
Sabah	128	269.16	52	164.01	0	0.00
Sarawak	253	141.91	70	140.68	6	7.20
MALAYSIA	**722**	**789.74**	**1,018**	**2,460.37**	**132**	**281.82**

1.0 HARTA TANAH KEDIAMAN

1.1 Pelancaran Baru Skim Perumahan

Tahun 2025 menyaksikan pelancaran baharu mencatatkan sedikit penurunan sebanyak 14.9% kepada 64,487 unit, berbanding 75,784 unit pada tahun sebelumnya. Selaras dengan trend tersebut, prestasi jualan tahunan turut menunjukkan penyusutan marginal kepada 35.5% (2024: 37.3%).

Dari segi komposisi pasaran, harta tanah bertanah kekal sebagai penyumbang utama dengan pegangan sebanyak 65.5% (42,209 unit), manakala harta tanah strata merangkumi baki 34.5% (22,278 unit).

Trend pelancaran baharu kediaman tahun 2021 hingga 2025 seperti **Carta 1**.

Pada tahun 2025, bilangan pelancaran baharu paling tinggi dicatatkan di Selangor iaitu sebanyak 14,358 unit, diikuti Johor dan perak masing-masing sebanyak 11,151 unit dan 7,086 unit.

Jenis kediaman kondominium/pangsapuri mendominasi bilangan pelancaran baharu bagi tahun 2025 sebanyak 33.5%. Manakala jenis rumah teres dua hingga tiga tingkat dan rumah teres satu tingkat masing-masing sebanyak 30.2% dan 21.7%.

Kediaman berharga RM300,001 hingga RM500,000 menerajui syer pasaran baharu dilancar sebanyak 33.0% (21,275 unit), diikuti 29.6% kediaman berharga RM500,001 hingga RM1,000,000 (19,114 unit) dan 26.7% berharga RM300,000 dan ke bawah (17,217 unit).

1.0 RESIDENTIAL PROPERTY

1.1 Newly Launched Housing Scheme

The year 2025 witnessed a slight decline in new launches, dropping by 14.9% to 64,487 units, compared to 75,784 units in the previous year. In line with this trend, annual sales performance also showed a marginal contraction to 35.5% (2024: 37.3%).

In terms of market composition, landed properties remained the primary contributor with a 65.5% share (42,209 units), while strata properties accounted for the remaining 34.5% (22,278 units).

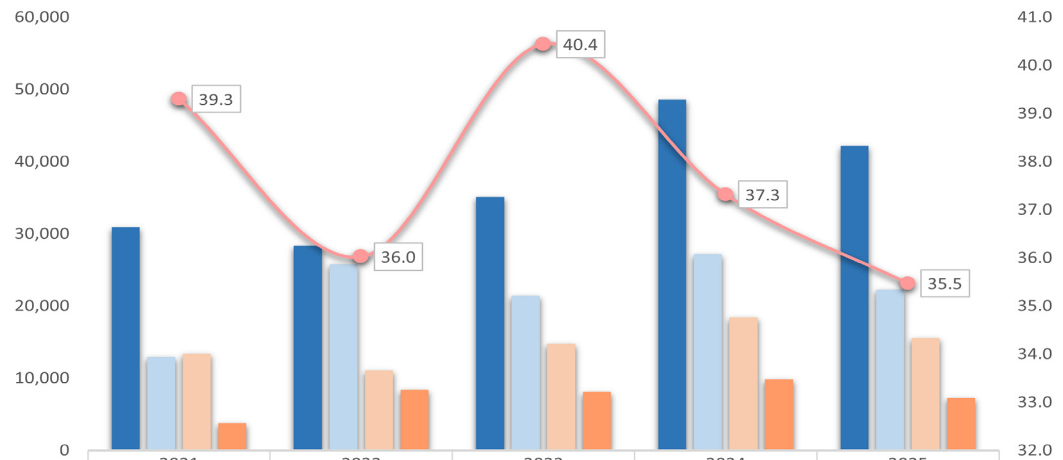
The trend for new residential launches from 2021 to 2025 is illustrated in ***Chart 1****.*

In 2025, Selangor recorded the highest number of new launches with 14,358 units, followed by Johor and Perak with 11,151 units and 7,086 units, respectively.

Condominium/apartment property dominated the new launches in 2025, accounting for 33.5% of the total. Meanwhile, two to three storey terrace houses and single storey terrace houses contributed 30.2% and 21.7%, respectively.

Residential properties priced between RM300,001 and RM500,000 led the market share of new launches at 33.0% (21,275 units). This was followed by properties priced from RM500,001 to RM1,000,000 at 29.6% (19,114 units), and those priced at RM300,000 and below at 26.7% (17,217 units).

Chart 1: Trend of Newly Launched Residential 2021 – 2025



	2021	2022	2023	2024	2025
Unit Launched - Landed	30,916	28,357	35,114	48,603	42,209
Unit Launched - Stratified	12,944	25,761	21,412	27,181	22,278
Unit Sold - Landed	13,442	11,115	14,773	18,442	15,585
Unit Sold - Stratified	3,795	8,382	8,088	9,838	7,291
Sales Performance (%)	39.3	36.0	40.4	37.3	35.5

Chart 2: Volume of Newly Launched Residential by State 2025

Chart 3: New Residential Units Launched by Property Type 2025

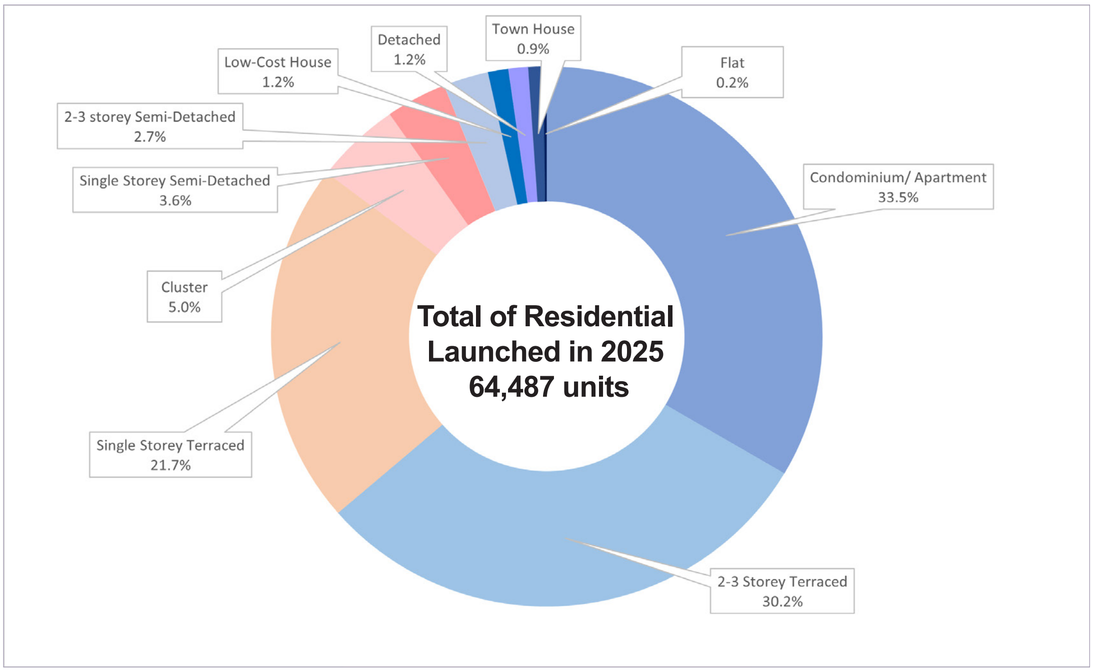
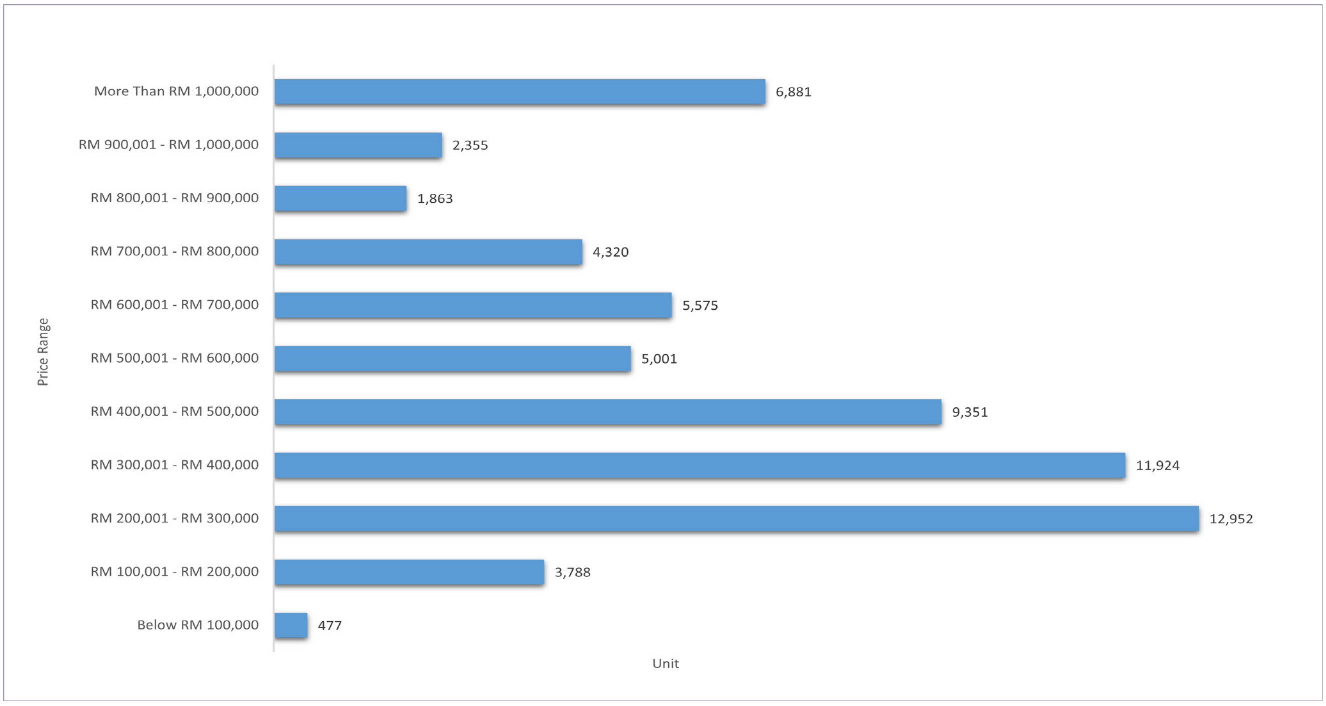


Chart 4: Newly Launched Residential by Price Range 2025



1.2 Kediaman Siap Dibina Tidak Terjual

Bagi tahun 2025, sebanyak 30,471 unit kediaman siap dibina tidak terjual direkodkan dengan nilai keseluruhan berjumlah RM17.73 bilion. Jumlah ini menunjukkan peningkatan sebanyak 31.6% dari segi bilangan dan 27.2% dari segi nilai berbanding tahun 2024.

Perak mencatat jumlah kediaman siap dibina tidak terjual tertinggi iaitu sebanyak 3,943 unit (12.9%), diikuti oleh Johor sebanyak 3,705 unit (12.2%) dan Selangor sebanyak 3,547 unit (11.6%).

Dari segi jenis harta tanah, kondominium dan pangsapuri merupakan kategori tertinggi dalam senarai siap dibina tidak terjual, melibatkan 14,357 unit (47.1%). Rumah teres menyumbang sebanyak 9,293 unit (30.5%), manakala rumah berkembar mencatatkan sejumlah 2,787 unit (9.2%). Unit kediaman siap tidak terjual mengikut jenis ditunjukkan di **Carta 8**.

Berdasarkan julat harga, unit siap dibina tidak terjual bernilai bawah RM300,000 merekodkan peratusan tertinggi iaitu 37.7% (11,502 unit). Harta tanah yang berharga melebihi RM500,001 mencatat 34.7% (10,588 unit), manakala unit yang berharga RM300,001 sehingga RM500,000 merangkumi 27.5% (8,381 unit).

Projek kediaman yang berada di pasaran 6-10 tahun mendominasi unit siap dibina tidak terjual melebihi 13,000 unit, mewakili 45.2% daripada keseluruhan jumlah unit. Projek bawah 3 tahun mewakili 23.1% (7,046 unit), 3-5 tahun mewakili 20.3% (6,188 unit).

1.2 Residential Property Unsold Completed

For the year 2025, a total of 30,471 unsold completed residential units were recorded, with a total value of RM17.73 billion. This represents an increase of 31.6% in terms of volume and 27.2% in terms of value compared to 2024.

Perak recorded the highest number of unsold completed residential units at 3,943 units (12.9%), followed by Johor with 3,705 units (12.2%) and Selangor with 3,547 units (11.6%).

*In terms of property types, condominiums and apartments were the highest category in the unsold completed list, involving 14,357 units (47.1%). Terraced houses contributed 9,293 units (30.5%), while semi-detached houses recorded 2,787 units (9.2%). The breakdown of unsold completed units by type is shown in **Chart 8**.*

Based on price range, unsold completed units priced below RM300,000 recorded the highest percentage at 37.7% (11,502 units). Properties priced above RM500,001 accounted for 34.7% (10,588 units), while units priced between RM300,001 to RM500,000 comprised 27.5% (8,381 units).

Residential projects that have been in the market for 6-10 years dominate the unsold completed units with over 13,000 units, representing 45.2% of the total. Projects under 3 years represent 23.1% (7,046 units), while those aged 3-5 years represent 20.3% (6,188 units).

Chart 5: Volume of Residential Unsold Completed 2021 - 2025

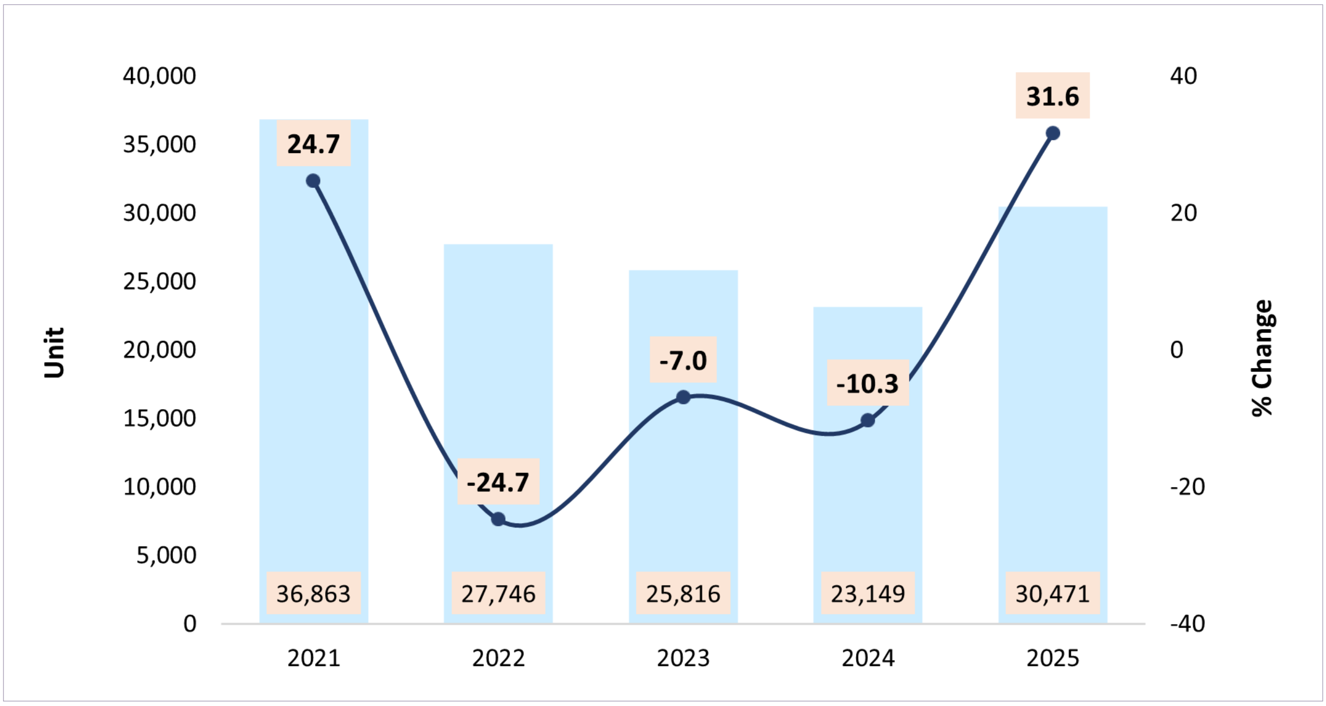


Chart 6: Value of Residential Unsold Completed 2021 – 2025

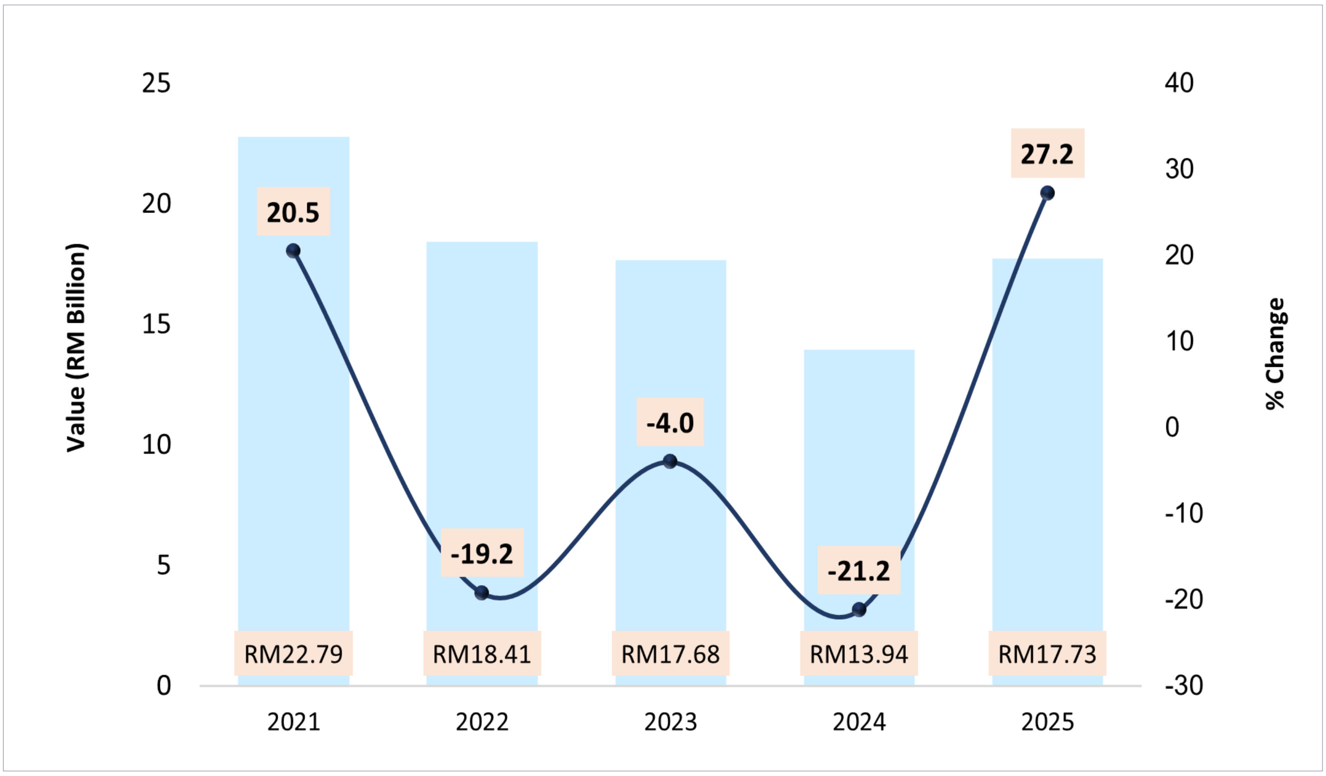


Chart 7: Residential Unsold Completed by State 2025

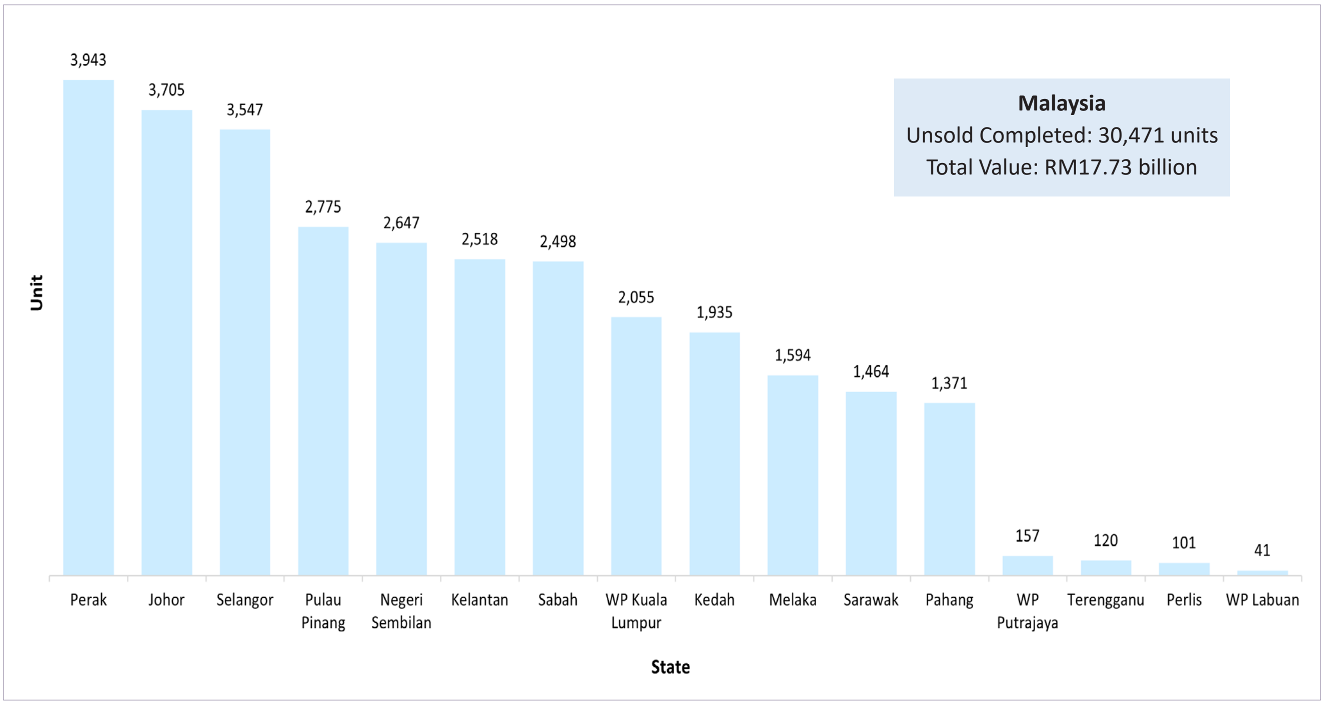


Chart 8: Residential Unsold Completed by Type 2025

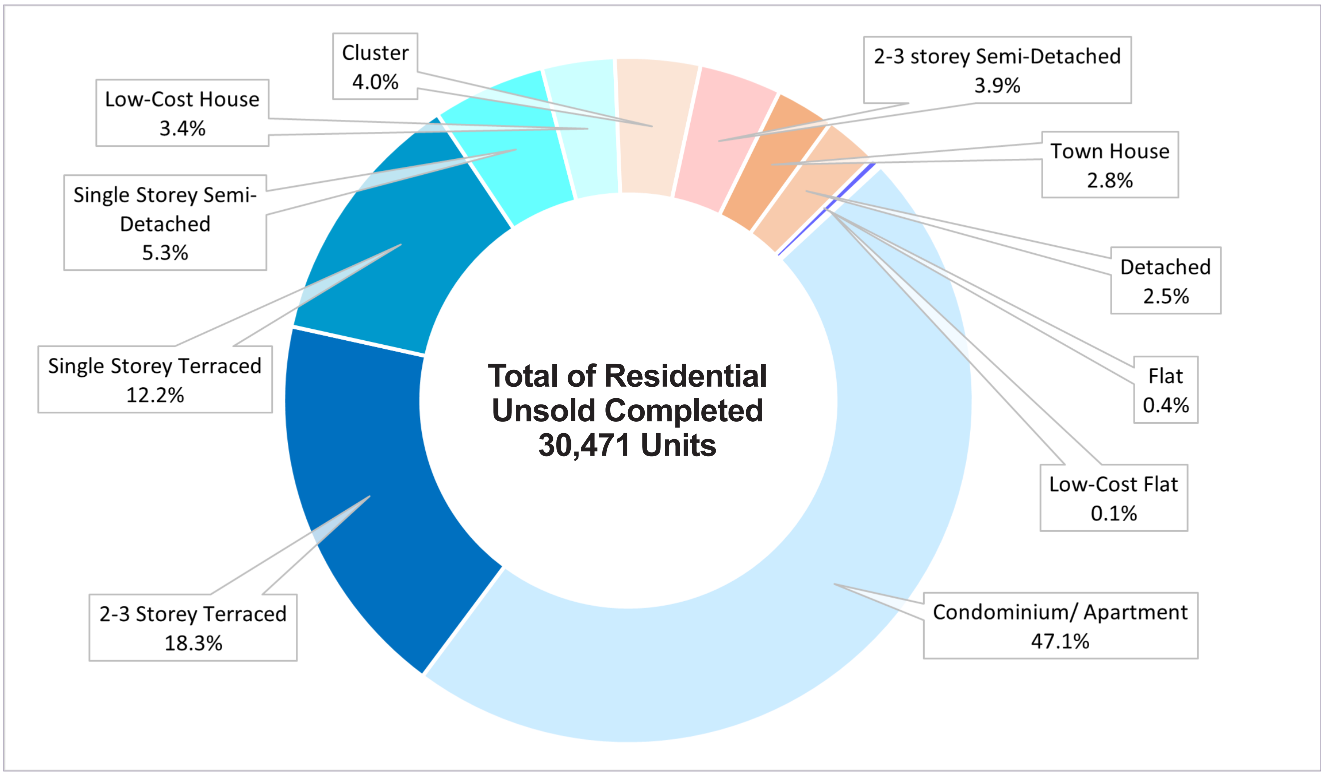


Chart 9: Residential Unsold Completed by Price Range 2024 & 2025

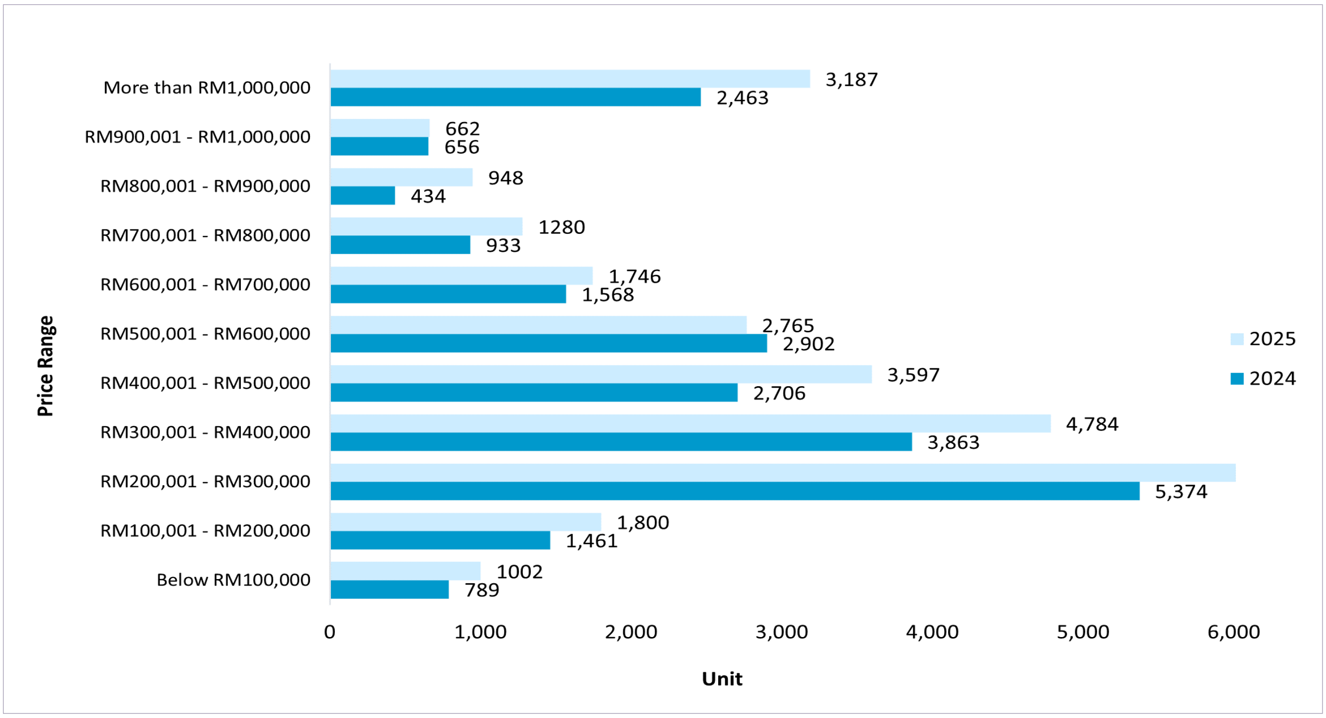
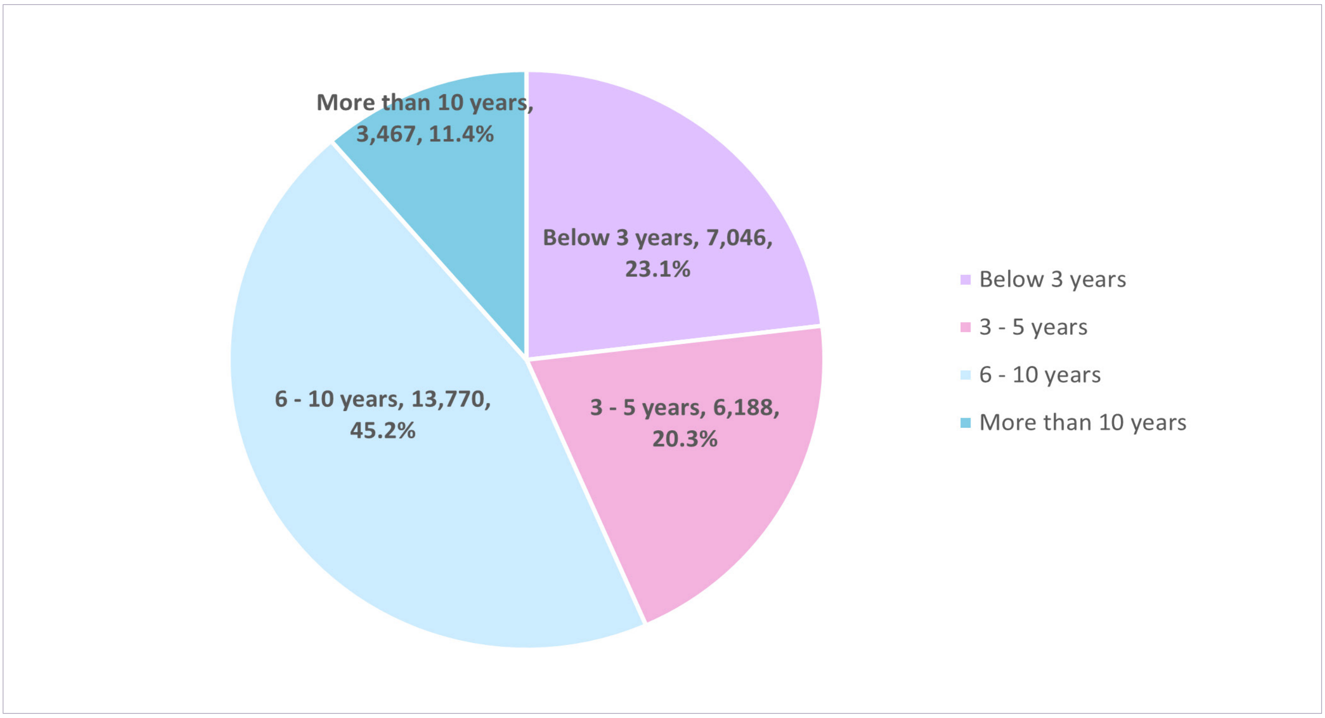


Chart 10: Residential Unsold Completed by Tenure 2025



1.3 Dalam Pembinaan Belum Terjual

Pada tahun 2025, jumlah unit kediaman dalam pembinaan belum terjual mencatat peningkatan sebanyak 18.8%, menjadikan jumlah keseluruhan sebanyak 72,384 unit, berbanding 60,934 unit pada tahun 2024.

Selangor merekodkan pegangan tertinggi dalam segmen ini dengan menyumbang sebanyak 14,832 unit diikuti oleh Perak (9,219 unit) dan Johor (8,108 unit).

Dari segi jenis harta tanah, kondominium dan pangsapuri merupakan kategori tertinggi, merangkumi 36.2% (26,209 unit) daripada keseluruhan unit dalam pembinaan belum terjual.

Mengikut julat harga, unit yang berharga melebihi RM500,000 mencatat peratusan tertinggi iaitu 38.6% (27,971 unit). Ini diikuti oleh unit berharga RM300,001 hingga RM500,000 sebanyak 31.2% (22,554 unit), manakala 30.2% (21,859 unit) unit dalam julat harga RM300,000 dan ke bawah.

1.3 Unsold Under Construction

In 2025, the number of unsold residential units still under construction recorded an increase of 18.8%, bringing the total to 72,384 units, compared to 60,934 units in 2024.

Selangor recorded the highest share in this segment with a contribution of 14,832 units, followed by Perak (9,219 units) and Johor (8,108 units).

In terms of property types, condominiums and apartments were the highest category, accounting for 36.2% (26,209 units) of the total units unsold under construction.

From a price segment perspective, units priced above RM500,000 recorded the highest percentage at 38.6% (27,971 units). This was followed by units priced between RM300,001 to RM500,000 at 31.2% (22,554 units), while 30.2% (21,859 units) were in the price range of RM300,000 and below.

Chart 11: Trend of Unsold Under Construction Residential 2021 - 2025

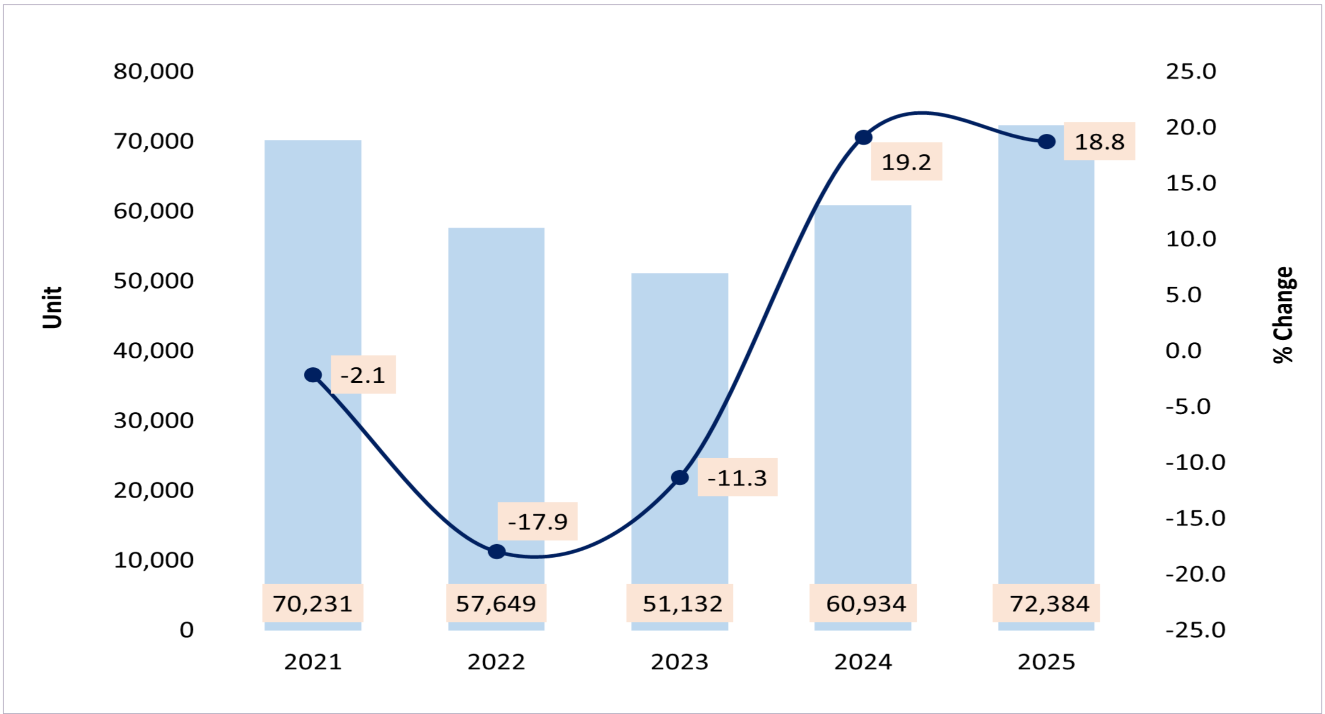


Chart 12: Unsold Under Construction Residential by State 2024 & 2025

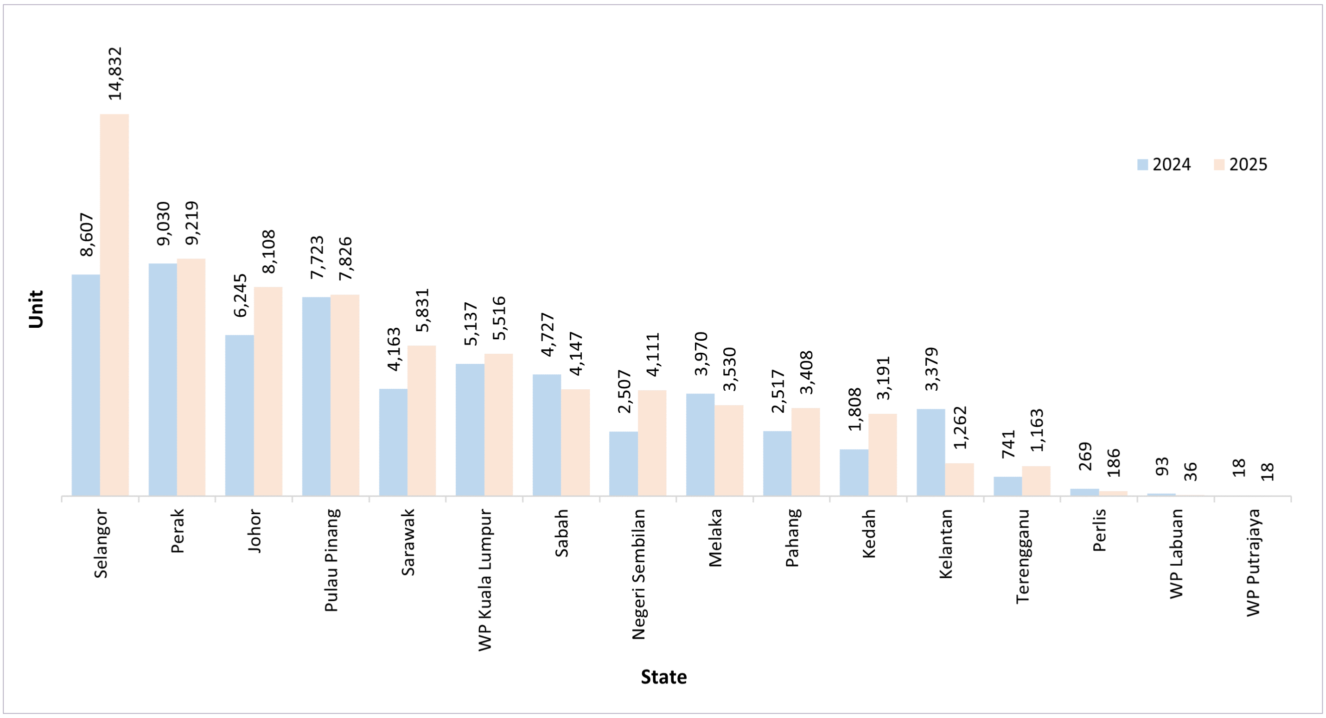


Chart 13: Residential Unsold Under Construction by Type 2025

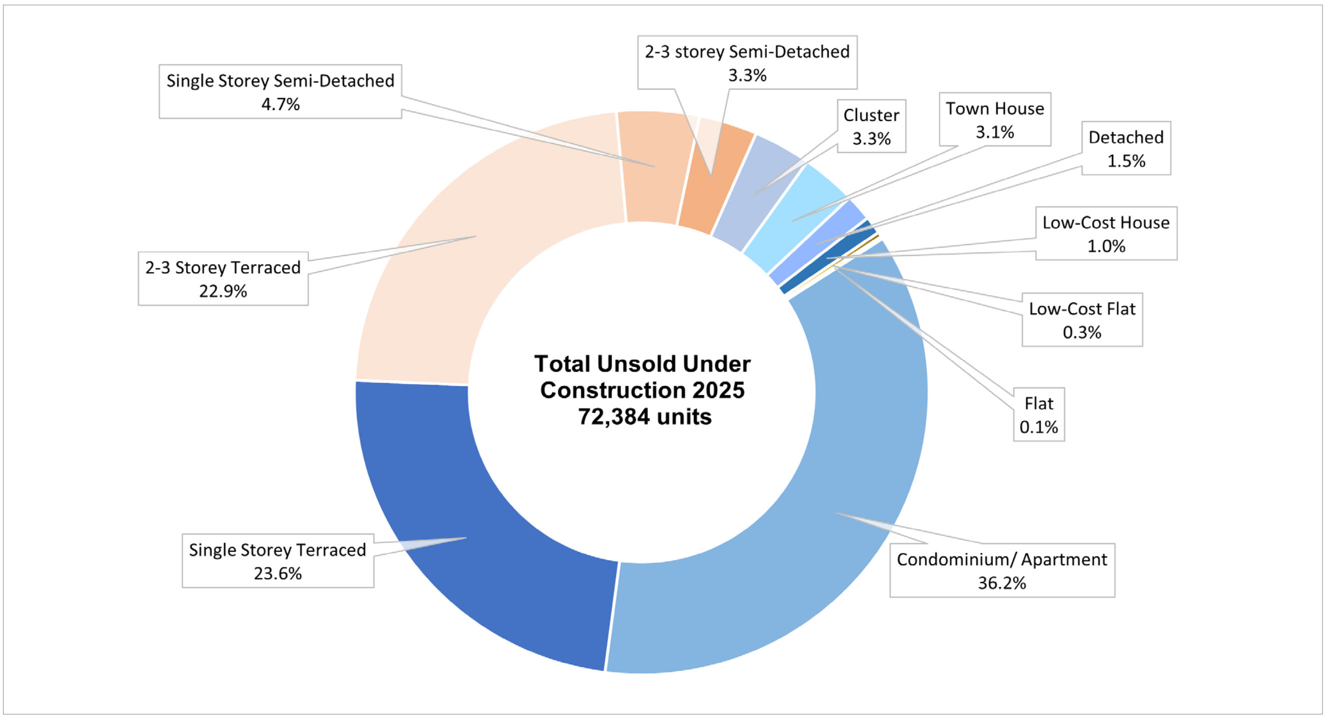
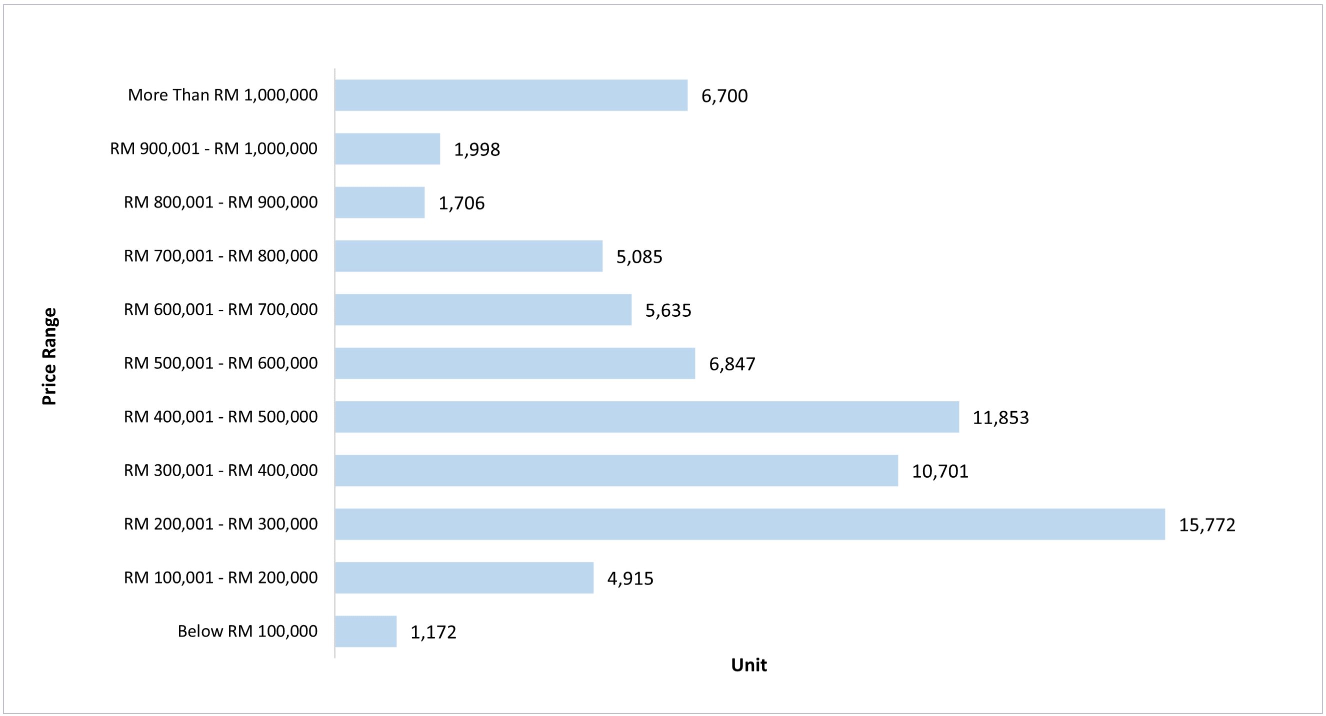


Chart 14: Unsold Under Construction by Price Range 2025



1.4 Belum Dibina Belum Terjual

Unit kediaman belum dibina belum terjual merekodkan 14,625 unit, meningkat sebanyak 76.8% berbanding tahun 2024 iaitu 8,274 unit.

Selangor mencatat pegangan pasaran tertinggi dalam segmen ini iaitu 28.4%, diikuti oleh WP Kuala Lumpur sebanyak 21.1%.

Kondominium dan pangsapuri menyumbang bahagian terbesar dalam kategori ini, merangkumi 36.7% (5,361 unit) daripada jumlah keseluruhan. Agihan unit belum dibina belum terjual mengikut jenis harta tanah diperincikan dalam **Carta 17**.

Mengikut julat harga, unit yang berharga melebihi RM500,000 mencatat peratusan tertinggi, iaitu 42.2% (6,177 unit). Ini diikuti oleh unit kediaman dalam kategori mampu milik berharga RM300,000 dan ke bawah, yang menyumbang 30.6% (4,478 unit).

Unit kediaman belum dibina belum terjual mengikut harga ditunjukkan di **Carta 18**.

1.4 Unsold Not Constructed

Unsold not constructed residential units recorded 14,625 units, an increase of 76.8% compared to 2024, which stood at 8,274 units.

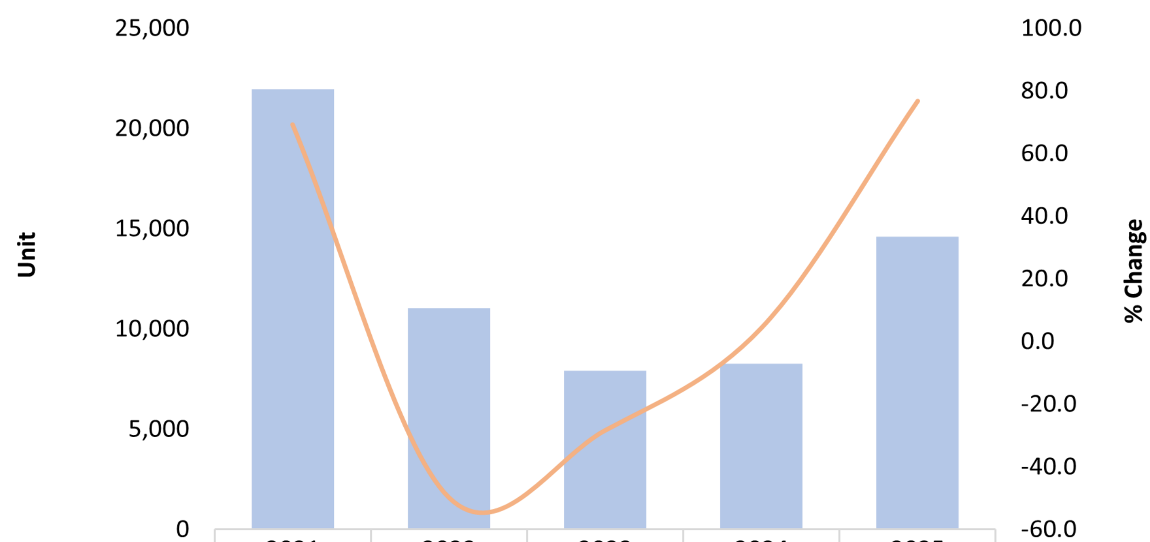
Selangor recorded the highest market share in this segment at 28.4%, followed by WP Kuala Lumpur at 21.1%.

*Condominiums and apartments accounted for the largest share in this category, comprising 36.7% (5,361 units) of the total. The distribution of unsold not constructed units by property type is detailed in **Chart 17**.*

By price range, units priced above RM500,000 recorded the highest percentage at 42.2% (6,177 units). This was followed by residential units in the affordable category priced at RM300,000 and below, which contributed 30.6% (4,478 units).

*The residential unsold not constructed according to the prices indicated in **Chart 18**.*

Chart 15: Trend of Unsold Not Constructed Residential 2021 – 2025



	2021	2022	2023	2024	2025
Residential (Unit)	21,960	11,053	7,926	8,274	14,625
Residential (% change)	69.2	-49.7	-28.3	4.4	76.8

Chart 16: Unsold Not Constructed by State 2025

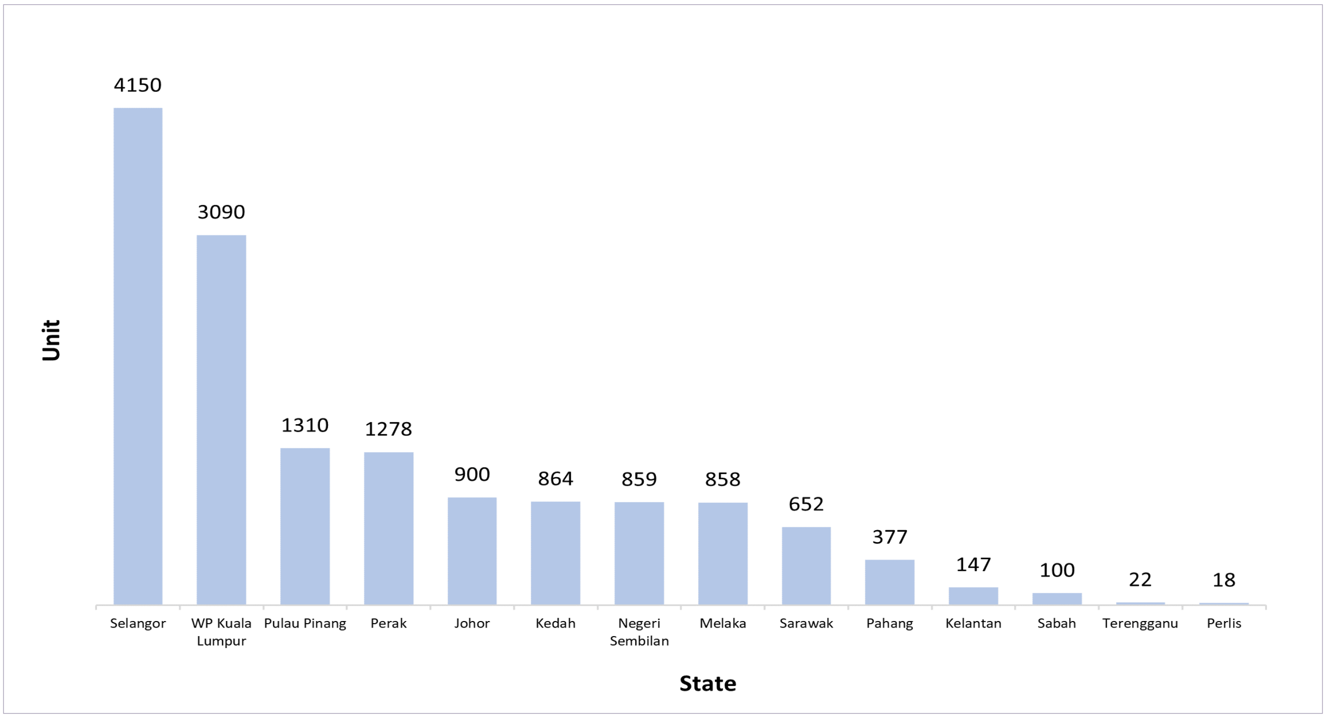


Chart 17: Residential Unsold Not Constructed by Type 2025

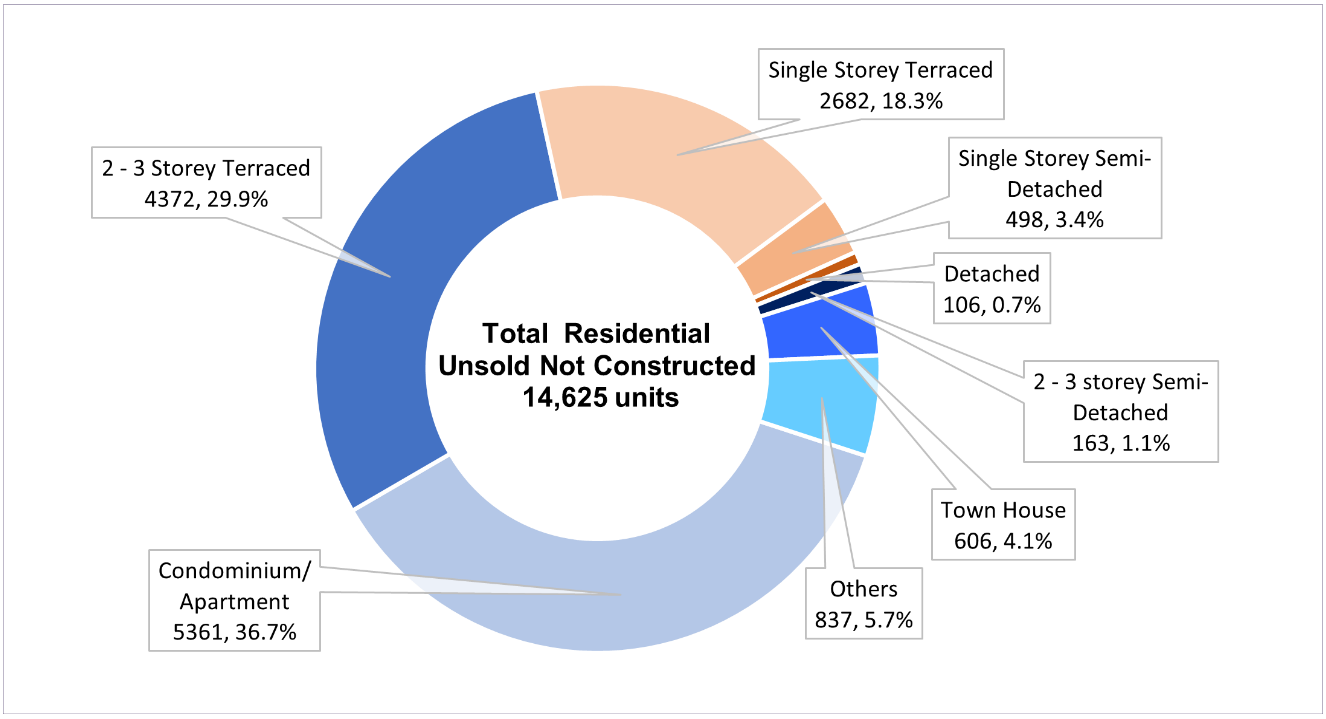
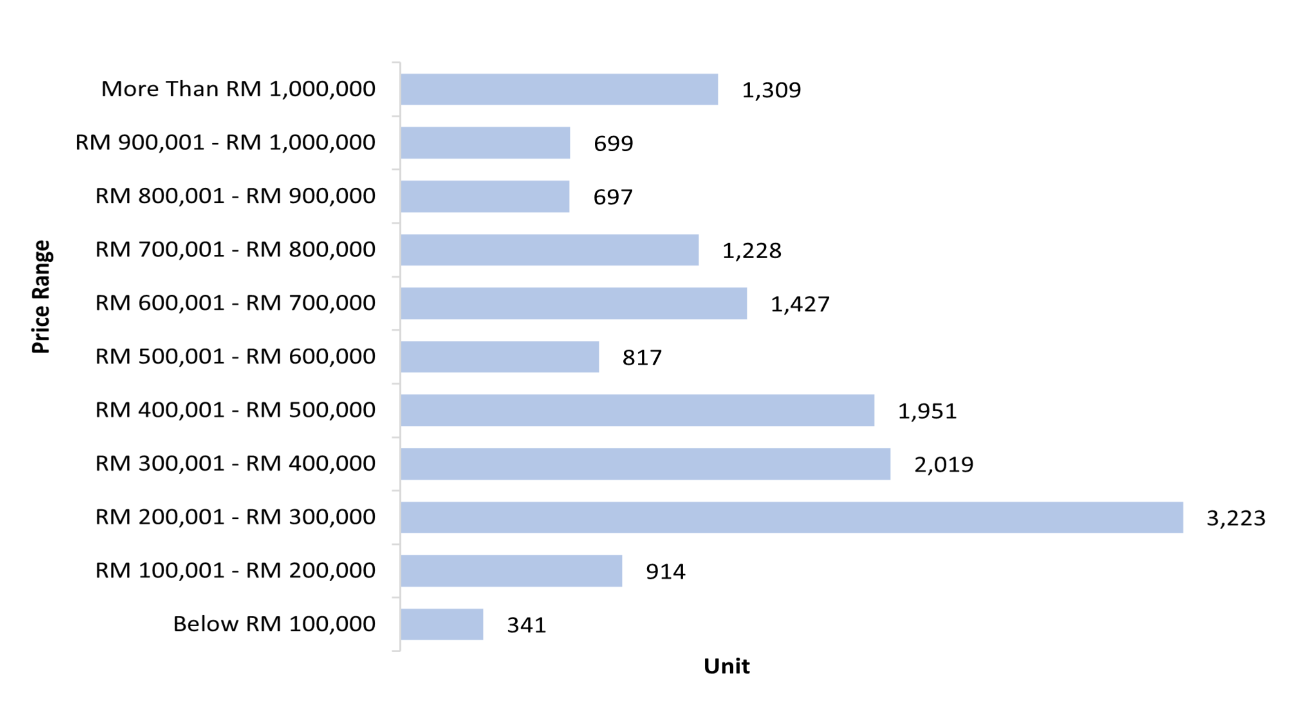


Chart 18: Unsold Not Constructed by Price Range 2025



2.0 HARTA TANAH PERDAGANGAN

2.1 Harta Tanah Siap Dibina Tidak Terjual

Jumlah harta tanah perdagangan siap dibina tidak terjual bagi tahun 2025 mencatatkan sebanyak 28,087 unit dengan nilai keseluruhan berjumlah RM22.35 bilion. Angka ini menunjukkan peningkatan sebanyak 3.2% dari segi bilangan dan 2.2% dari segi nilai berbanding tahun 2024 (27,213 unit).

Pangsapuri khidmat menyumbang kepada bilangan tertinggi unit perdagangan siap dibina tidak terjual iaitu sebanyak 18,752 unit (66.8%) yang bernilai RM15.42 bilion. Manakala, angka bagi kedai urus niaga dan SOHO masing-masing mencatatkan sebanyak 6,492 unit (23.1%) dan 2,843 unit (10.1%).

Johor memiliki bahagian terbesar bagi harta tanah perdagangan siap dibina tidak terjual dengan 11,000 unit (39.2%), diikuti oleh W.P. Kuala Lumpur dengan 5,098 unit (18.2%) dan Selangor sebanyak 3,187 unit (11.4%).

Unit perdagangan siap dibina tidak terjual yang berharga antara RM500,001 hingga RM1,000,000 merangkumi bahagian terbesar iaitu mewakili 49.9% daripada jumlah keseluruhan. Ini diikuti oleh unit berharga melebihi RM1,000,000 yang membentuk 22.8%. Sementara itu, unit perdagangan berharga RM500,000 dan ke bawah merangkumi 26.2% (7,355 unit).

2.0 COMMERCIAL PROPERTY

2.1 Property Unsold Completed

The number of unsold completed commercial for 2025 is recorded at 28,087 units, with a total value of RM22.35 billion. This represents an increase of 3.2% in volume and 2.2% in value compared to 2024 (27,213 units).

Serviced apartments contributed the highest number of Unsold Completed commercial units at 18,752 units (66.8%) valued at RM15.42 billion. Whereas, the figures for retail shops and SOHO stand at 6,492 units (23.1%) and 2,843 units (10.1%), respectively.

Johor hold the largest market share of commercial Unsold Completed properties with 11,000 units (39.2%), followed by W. P Kuala Lumpur with 5,098 units (18.2%) and Selangor 3,187 unit (11.4%).

Commercial unsold completed units priced between RM500,001 and RM1,000,000 accounted for the largest share, representing 49.9% of the total. This was followed by units priced above RM1,000,000, which made up 22.8%. Meanwhile, commercial units priced at RM500,000 and below comprised 26.2% (7,355 units).

Chart 19: Volume of Commercial Property Unsold Completed 2021 - 2025

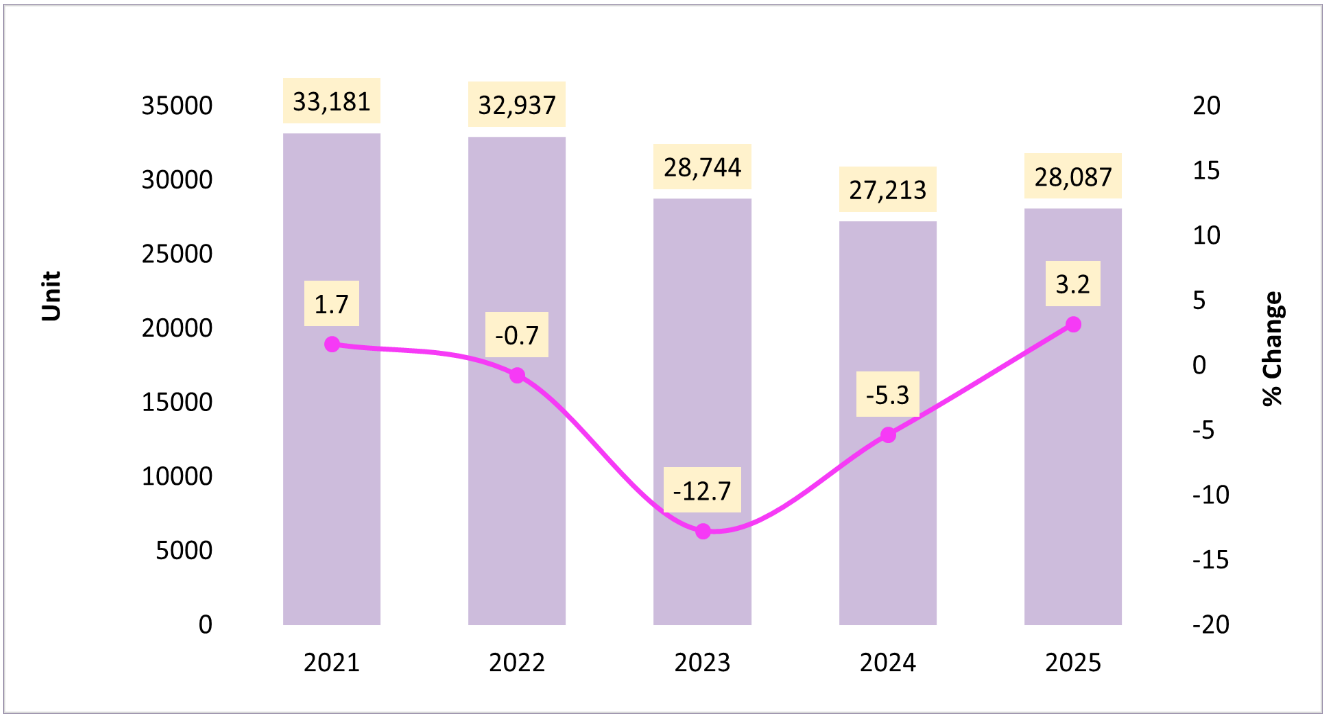


Chart 20: Value of Commercial Property Unsold Completed 2021 - 2025

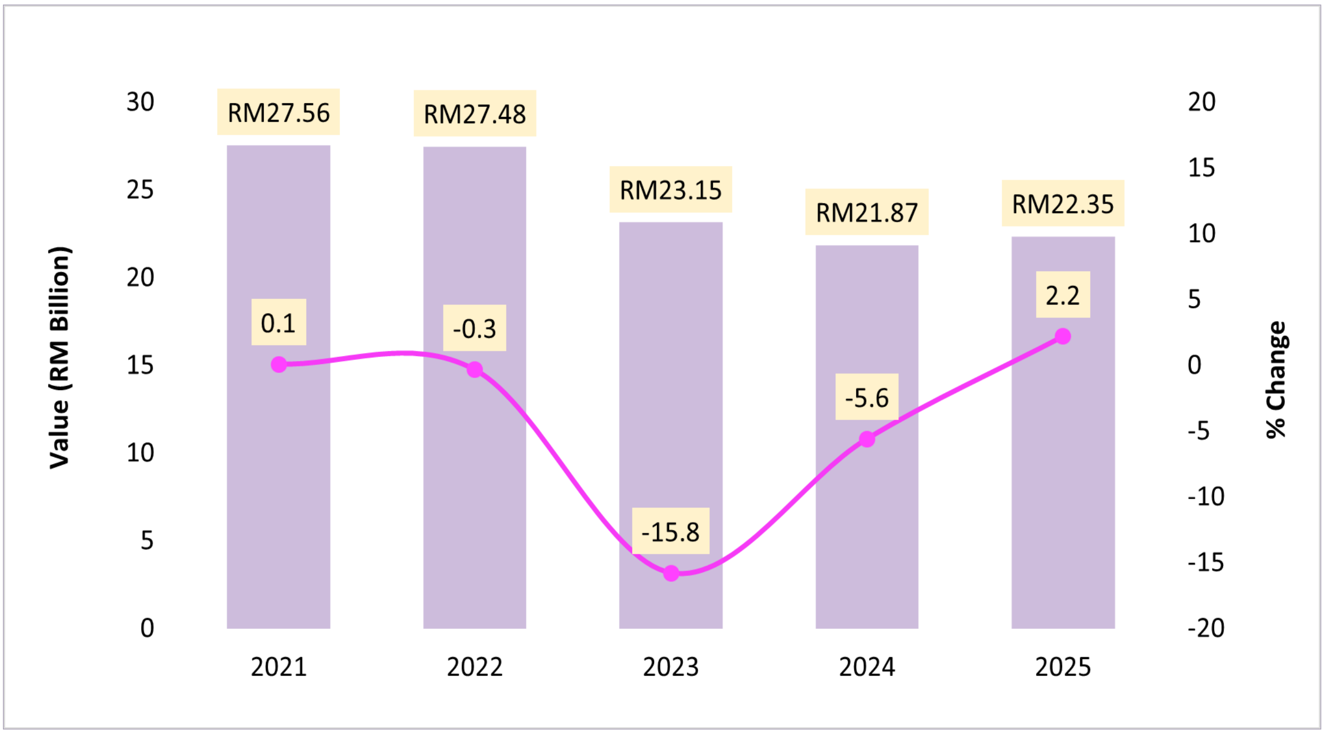
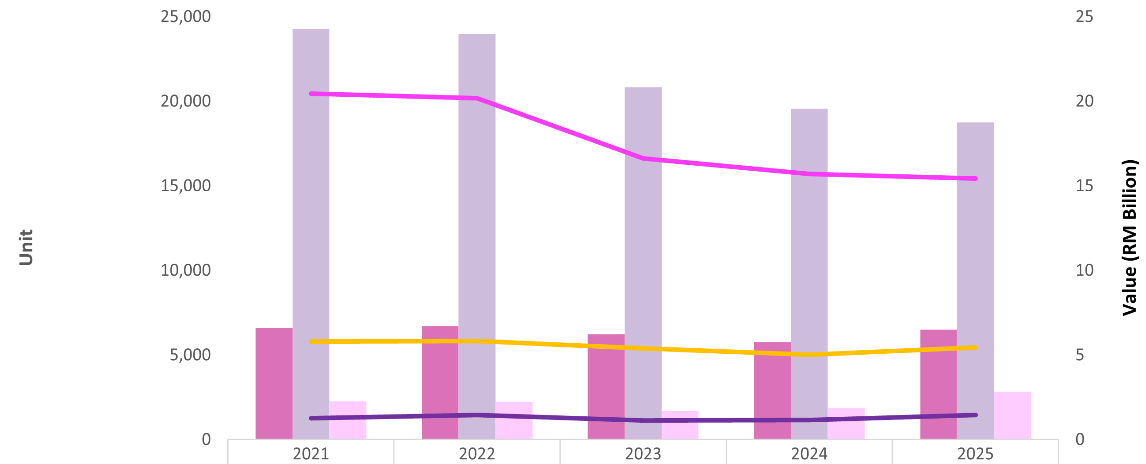


Chart 21: Volume and Value of Commercial Property Unsold Completed 2021 – 2025



	2021	2022	2023	2024	2025
Shops (Unit)	6,621	6,720	6,233	5,777	6,492
Serviced Apartment (Unit)	24,295	23,978	20,825	19,564	18,752
SOHO (Unit)	2,265	2,239	1,686	1,872	2,843
SOHO Value (RM Billion)	1.27	1.45	1.13	1.16	1.47
Shops Value (RM Billion)	5.80	5.84	5.39	5.01	5.46
Serviced Apartment Value (RM Billion)	20.45	20.19	16.63	15.70	15.42

Chart 22: Commercial Property Unsold Completed by State 2025

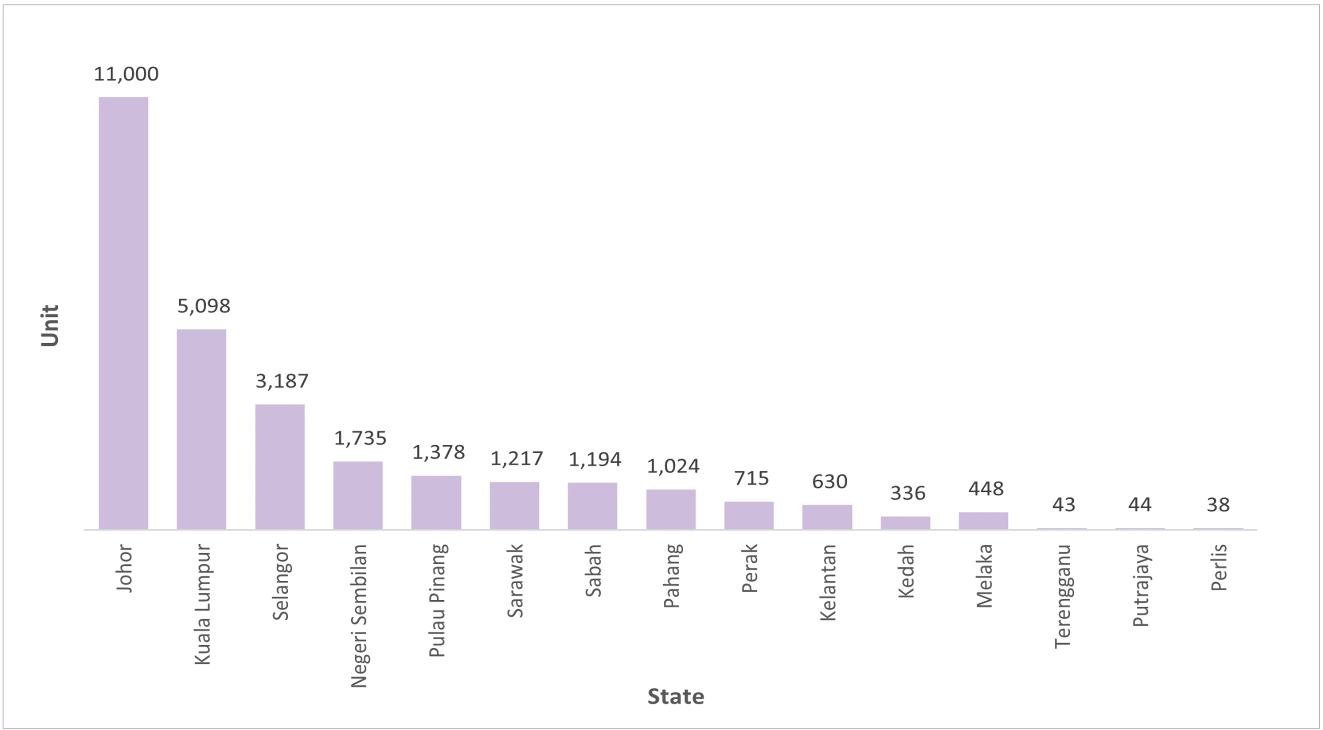


Chart 23: Commercial Unsold Completed by Type 2025

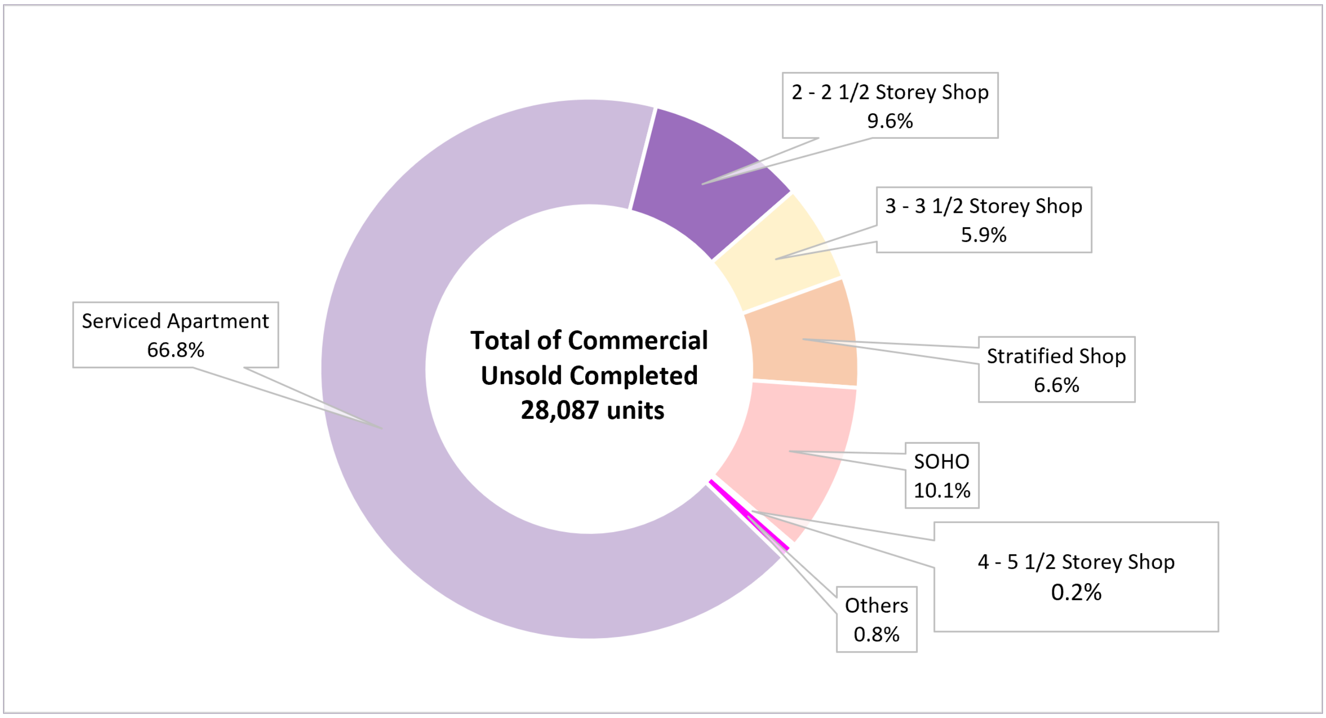
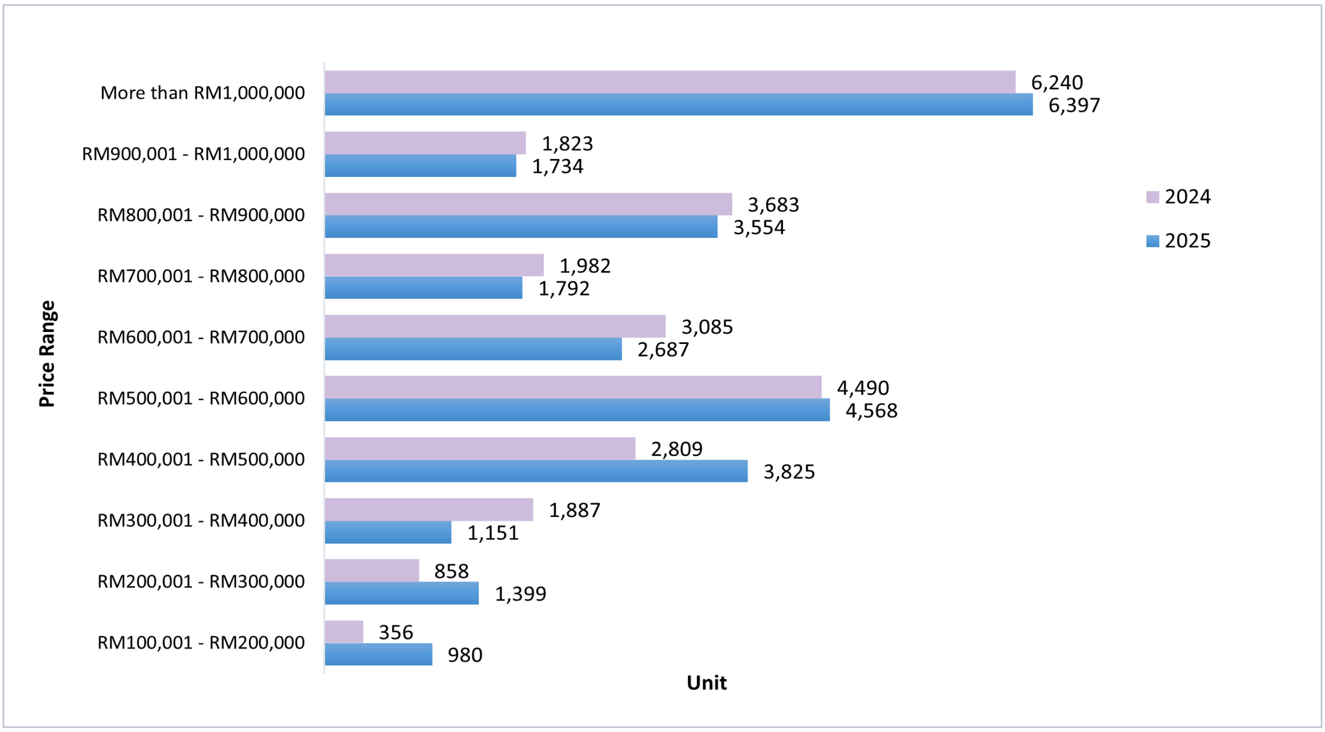


Chart 24: Commercial Property Unsold Completed by Price Range 2025



2.1.1 Kedai

Bagi tahun 2025, segmen kedai siap dibina tidak terjual mencatatkan sebanyak 6,492 unit dengan nilai RM5.46 bilion, menunjukkan peningkatan sebanyak 12.4% dari segi bilangan dan 9.0% dari segi nilai berbanding tahun 2024.

Unit kedai siap dibina tidak terjual yang berharga antara RM500,001 hingga RM1,000,000 merangkumi majoriti tertinggi iaitu sebanyak 47.9%, diikuti oleh unit berharga melebihi RM1,000,000 sebanyak 25.5%.

Unit kedai yang telah berada di pasaran selama 5 hingga 10 tahun mendominasi unit siap dibina tidak terjual, dengan catatan melebihi 3,000 unit yang merangkumi 49.3% daripada jumlah keseluruhan unit. Ini diikuti oleh unit yang telah berada di pasaran melebihi 10 tahun, mewakili 33.7% (2,191 unit), unit berusia 3 hingga 5 tahun sebanyak 7.1% (459 unit), manakala baki 9.8% (639 unit) terdiri daripada unit yang telah berada di pasaran kurang daripada 3 tahun.

2.1.1 Shop

In 2025, unsold completed shop recorded 6,492 units worth RM5.46 billion, marking an increase of 12.4% in volume and 9.0% in value compared to 2024.

Unsold completed shop priced above RM500,001 and RM1,000,000 hold the highest majority at 47.9%, followed by units priced above RM1,000,000 at 25.5%.

The shop units that have been on the market for 5 to 10 years dominate the unsold completed units, exceeding 3,000 units, which accounts for 49.3% of the total number of units. This is followed by units that have been on the market for over 10 years, representing 33.7% (2,191 units), units aged 3 to 5 years at 7.1% (459 units), and the remaining 9.8% (639 units) consists of units that have been on the market for less than 3 years.

Chart 25: Volume of Shop Unsold Completed 2021 – 2025

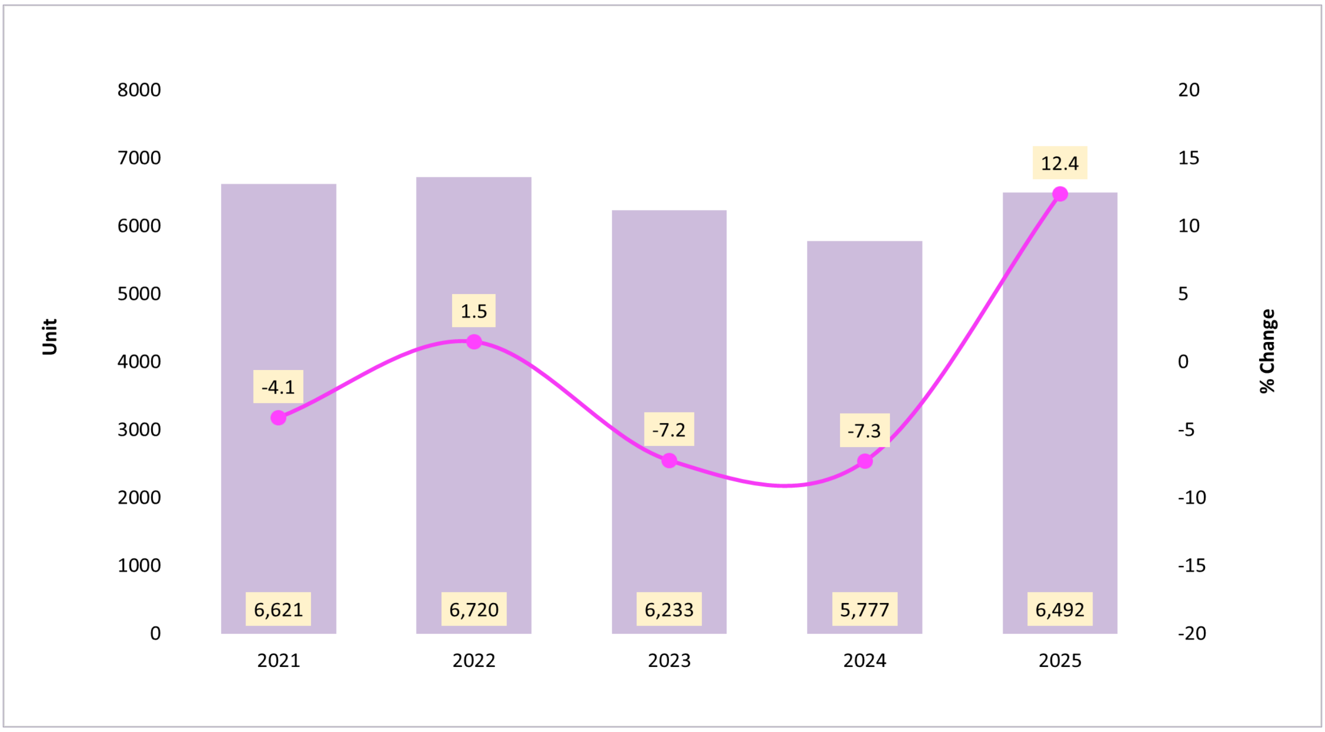


Chart 26: Value of Shop Unsold Completed 2021 – 2025

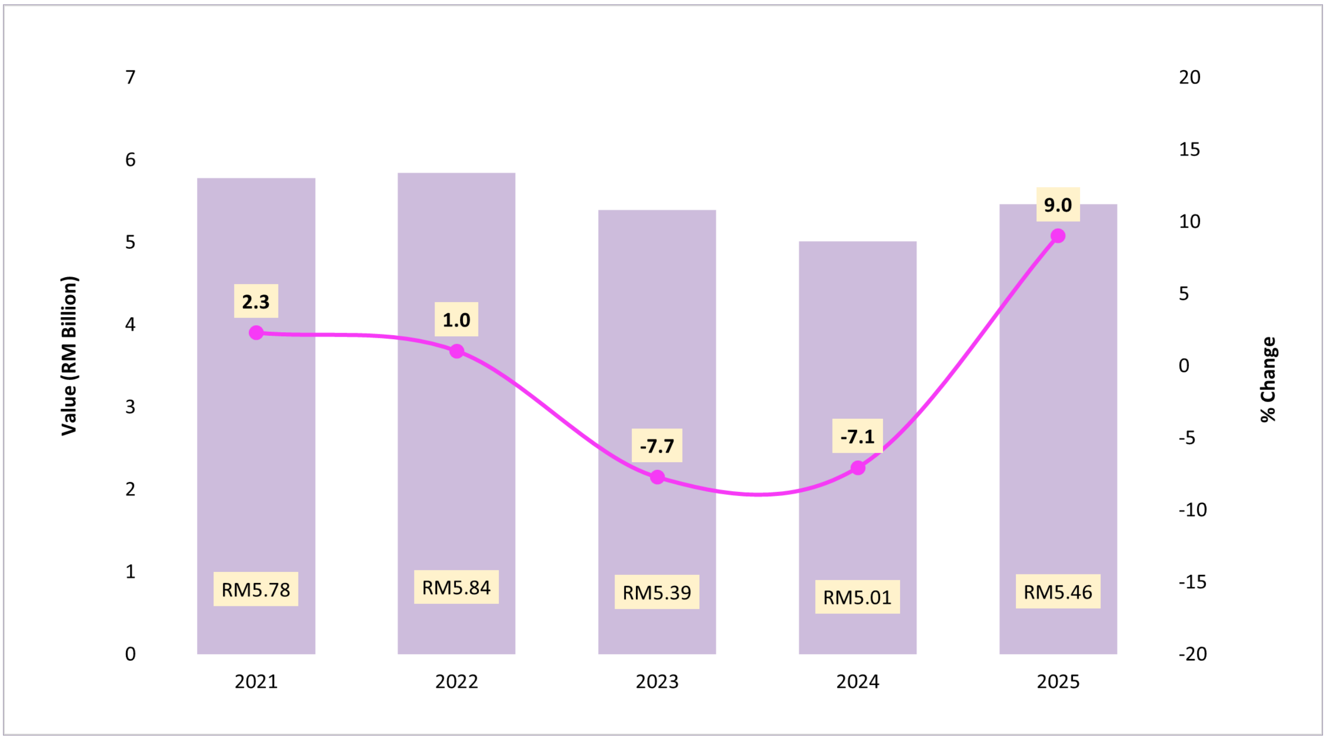


Chart 27: Shop Unsold Completed by Price Range 2025

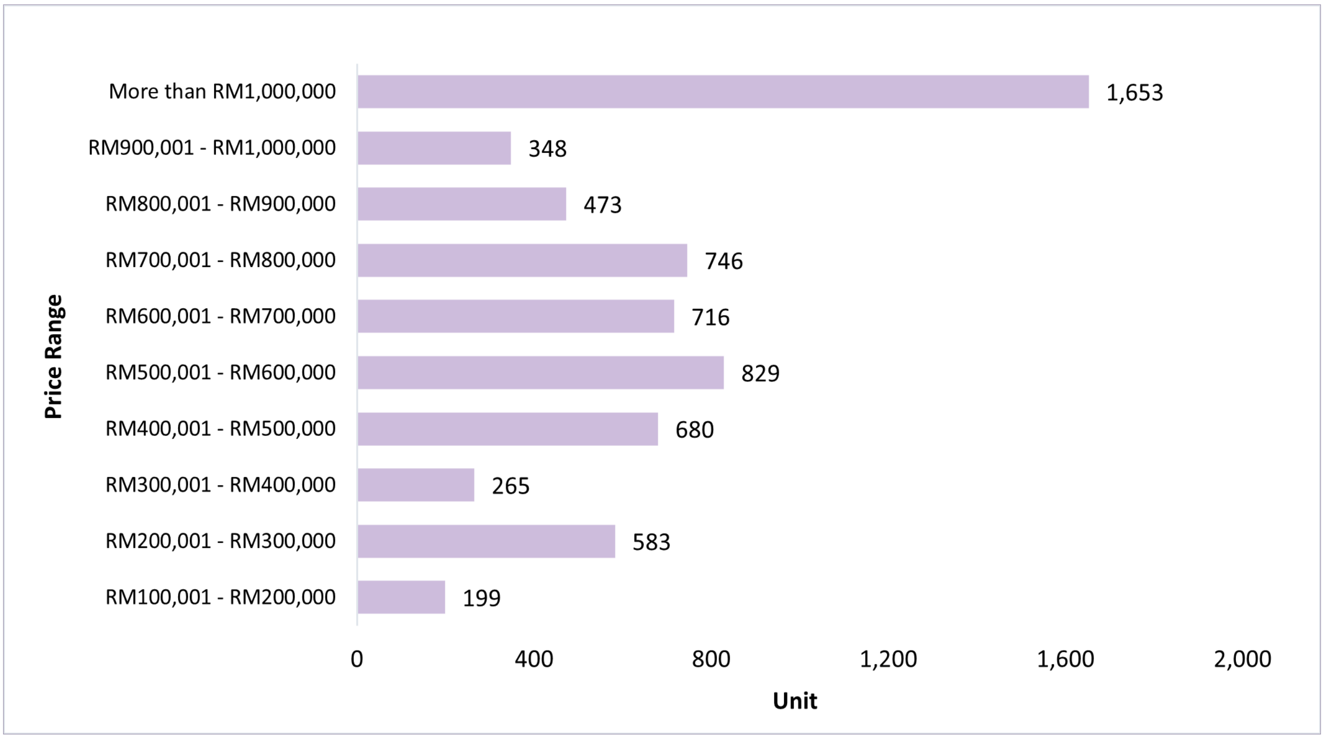
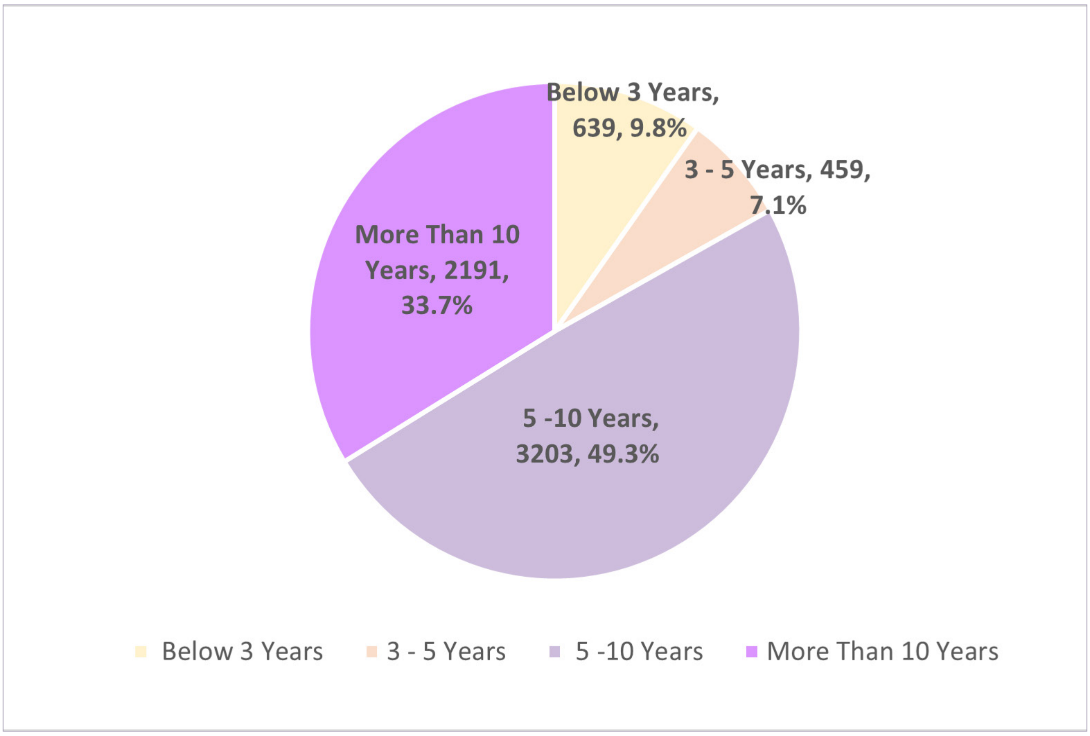


Chart 28: Shop Unsold Completed by Tenure 2025



2.1.2 Pangsapuri Khidmat

Pada tahun 2025, sebanyak 18,752 unit pangsapuri khidmat siap dibina tidak terjual telah dicatatkan dengan nilai RM15.42 bilion, menunjukkan penurunan sebanyak 4.2% dari segi bilangan dan 1.8% dari segi nilai berbanding tempoh sebelumnya (2024: 19,564 unit, RM15.70 bilion).

Pangsapuri khidmat berharga antara RM500,001 hingga RM1,000,000 memegang majoriti tertinggi bagi unit siap dibina tidak terjual iaitu sebanyak 55.8%, diikuti oleh unit berharga melebihi RM1,000,000 sebanyak 24.5 %.

Unit pangsapuri khidmat yang telah berada di pasaran bagi tempoh 5 hingga 10 tahun mendominasi unit siap dibina tidak terjual, dengan catatan melebihi 13,000 unit yang merangkumi 71.7% daripada jumlah keseluruhan unit. Projek yang berusia melebihi 10 tahun mewakili 14.5% (2,712 unit), manakala unit dalam tempoh 3 hingga 5 tahun merangkumi 10.0% (1,875 unit). Sementara itu, unit yang berada di pasaran kurang daripada 3 tahun membentuk kira-kira 3.9% (729 unit).

2.1.2 Serviced Apartment

In 2025, a total of 18,752 unsold service apartments were recorded, with a value of RM15.42 billion, indicating a decrease of 4.2% in terms of volume and 1.8% of value compared to the previous period (2024: 19,564 units, RM15.70 billion).

Serviced apartment priced between RM500,001 and RM1,000,000 hold the highest majority of unsold completed at 55.8%, followed by units priced above RM1,000,000 at 24.5%.

The service apartment units available in the market for the past 5 to 10 years dominate the unsold completed units, exceeding 13,000 units, which accounts for 71.7% of the total units. Projects older than 10 years represent 14.5.% (2,712 units), while those between 3 to 5 years account for 10.0% (1,875 units). Meanwhile, the units that are less than 3 years constitute approximately 3.9% (729 units).

Chart 29: Volume of Serviced Apartment Unsold Completed 2021 - 2025

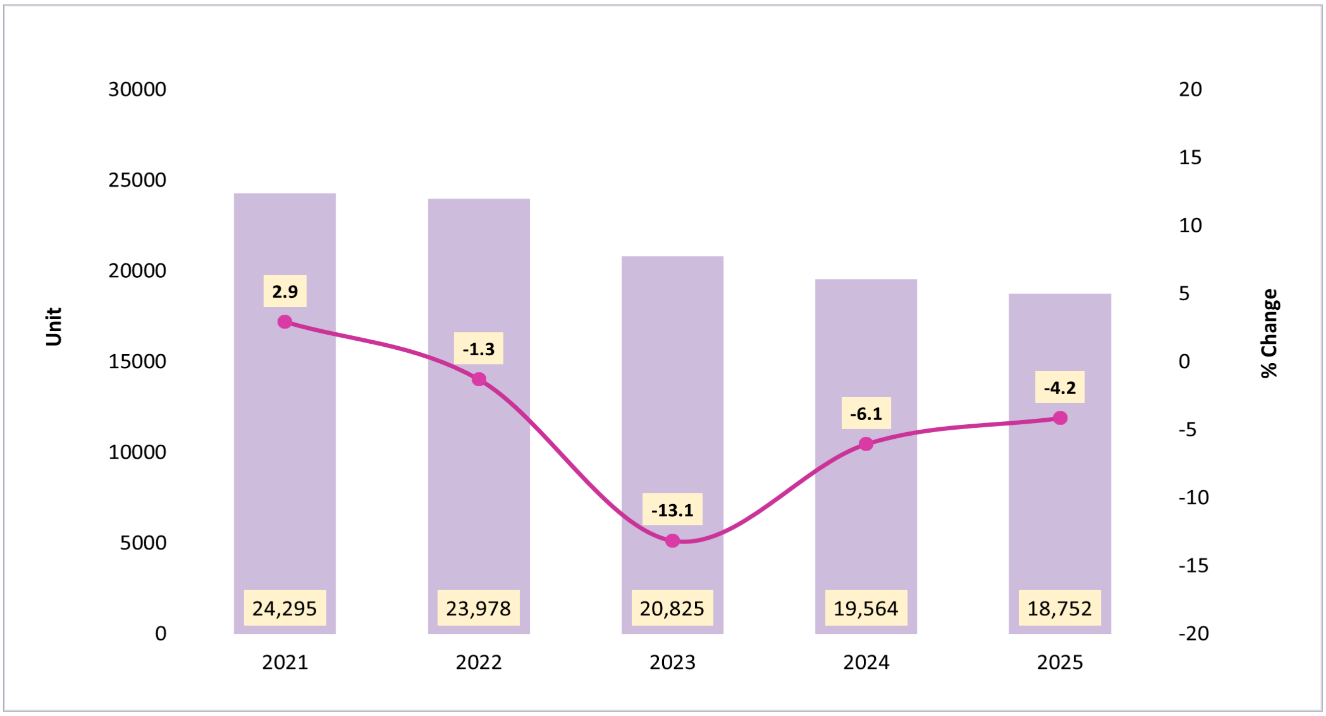


Chart 30: Value of Serviced Apartment Unsold Completed 2021 – 2025

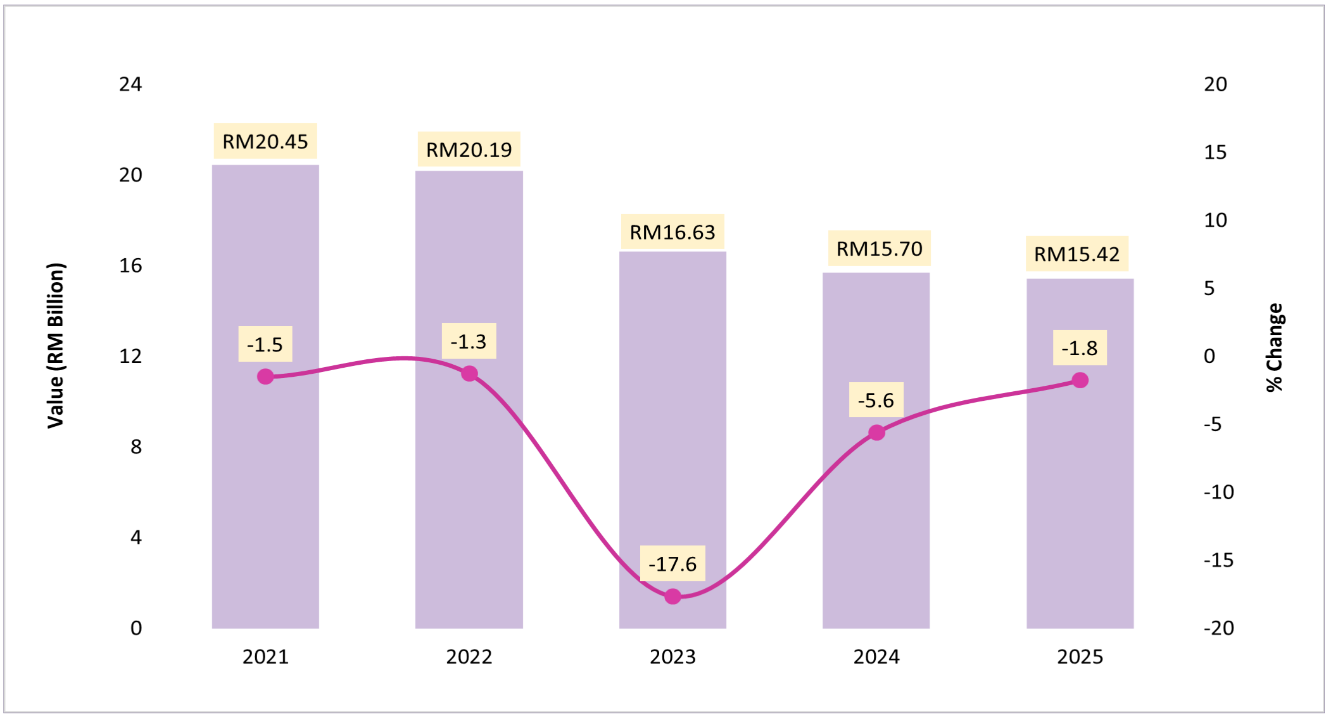


Chart 31: Serviced Apartment Unsold Completed by Price Range 2025

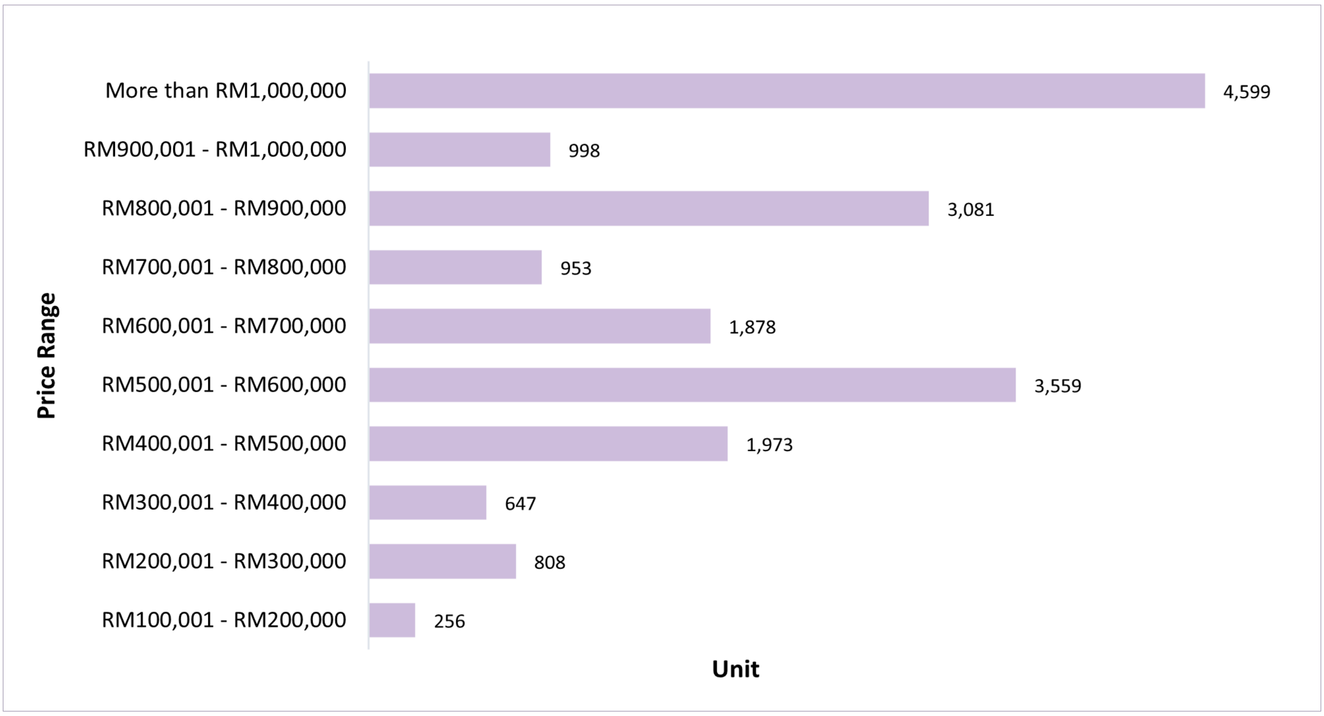
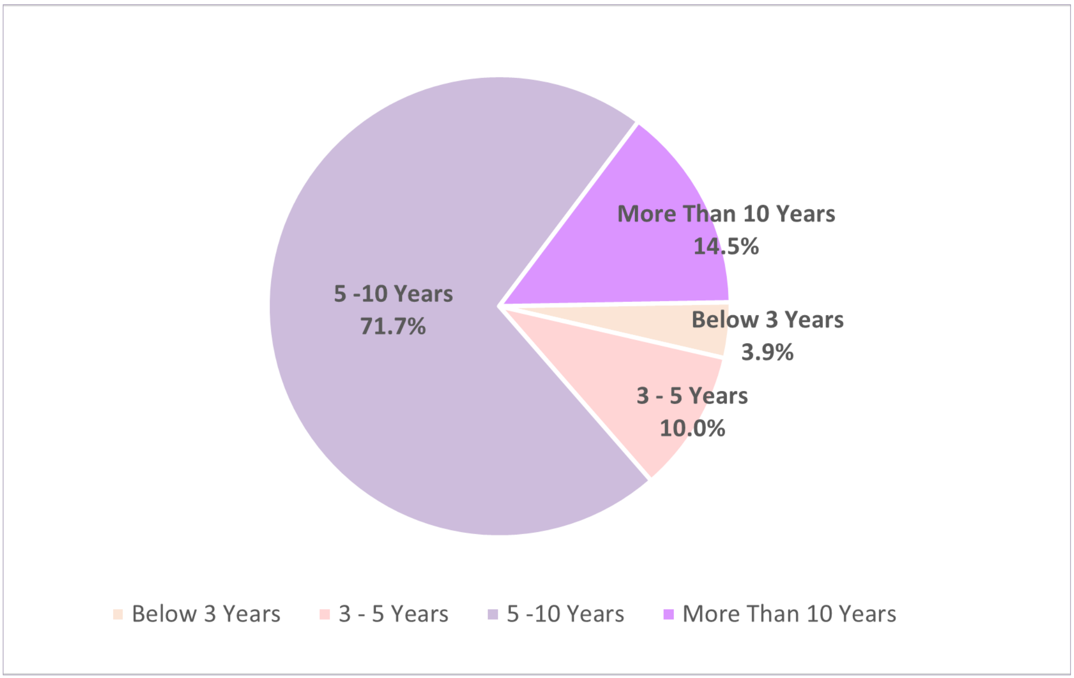


Chart 32: Serviced Apartment Unsold Completed by Tenure 2025



2.2 Dalam Pembinaan Belum Terjual

Trend unit perdagangan dalam pembinaan tidak terjual menunjukkan peningkatan sebanyak 48.0%, meningkat kepada 58,034 unit berbanding tempoh sebelumnya (2024: 39,200 unit).

Pangsapuri khidmat mencatatkan rekod tertinggi bagi unit perdagangan dalam pembinaan tidak terjual, dengan jumlah keseluruhan sebanyak 50,329 unit (86.7%).

Selangor merupakan penyumbang utama sebanyak 35.9% (20,807 unit), diikuti oleh W.P. Kuala Lumpur (17.0% atau 9,882 unit) dan Johor (16.9% atau 9,789 unit).

Majoriti unit perdagangan dalam pembinaan tidak terjual berada dalam julat harga antara RM500,001 hingga RM1,000,000 (45.3%), diikuti oleh unit berharga antara RM300,001 hingga RM500,000 (44.5%).

2.2 Unsold Under Construction

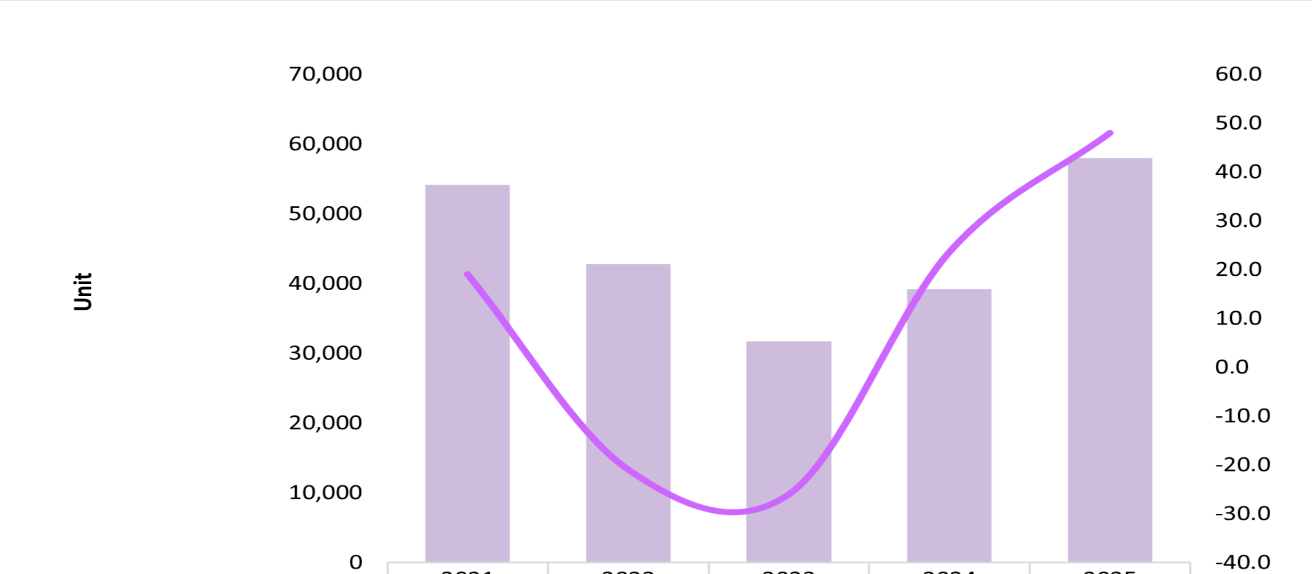
The trend of unsold under construction of commercial has shown an increase of 48.0 %, rising to 58,034 units from the previous period (2024: 39,200 units).

The service apartments hold the highest record of unsold under construction commercial, totalling 50,329 units (86.7%)

Selangor holds a dominant market share of 35.9% (20,807 units), followed by WP Kuala Lumpur (17.0% or 9,882 units) and Johor (16.9% or 9,789 units).

Majority of unsold under construction commercial was in the price range between RM500,001 to RM1,000,000 (45.3%), followed by unit priced between RM300,001 to RM500,000 (44.5%).

Chart 33: Trend of Unsold Under Construction Commercial Property



	2021	2022	2023	2024	2025
Commercial (Unit)	54,154	42,848	31,708	39,200	58,034
Commercial (% Change)	19.1	-20.9	-26.0	23.6	48.0

Chart 34: Commercial Unsold Under Construction by Type 2025

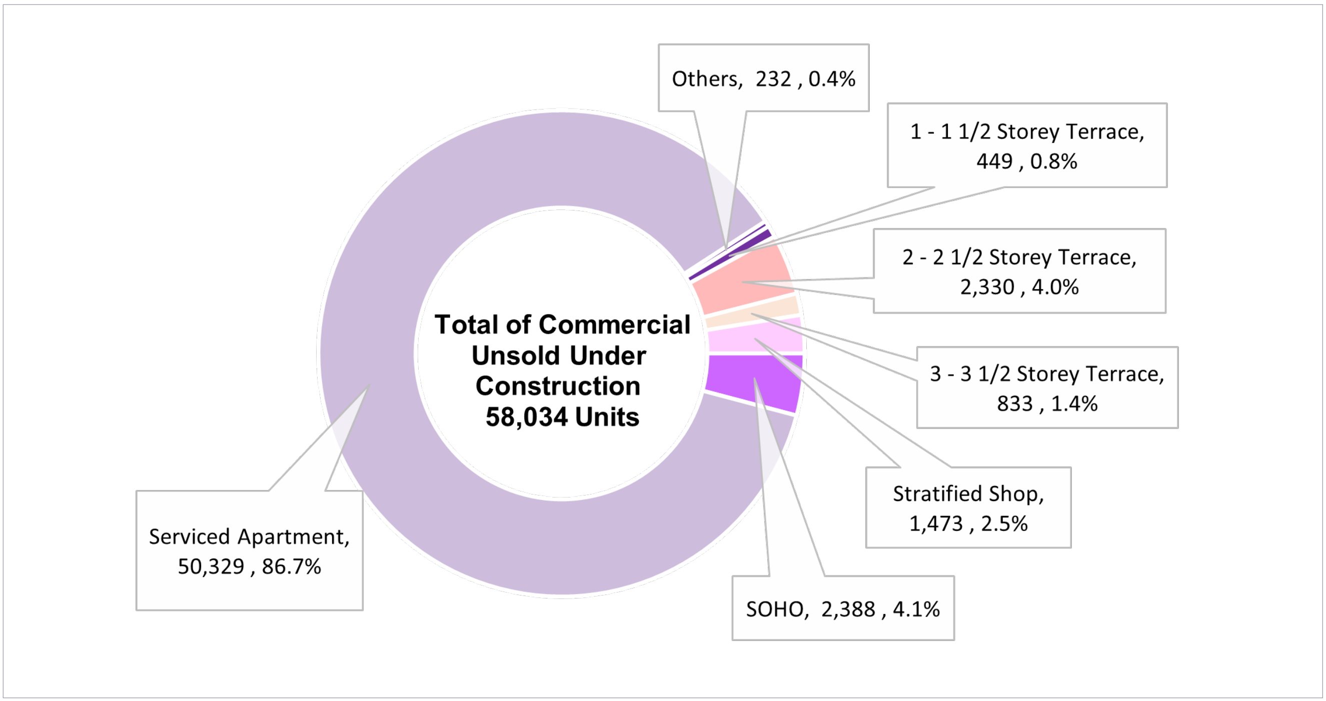


Chart 35: Unsold Under Construction Commercial Property by State 2025

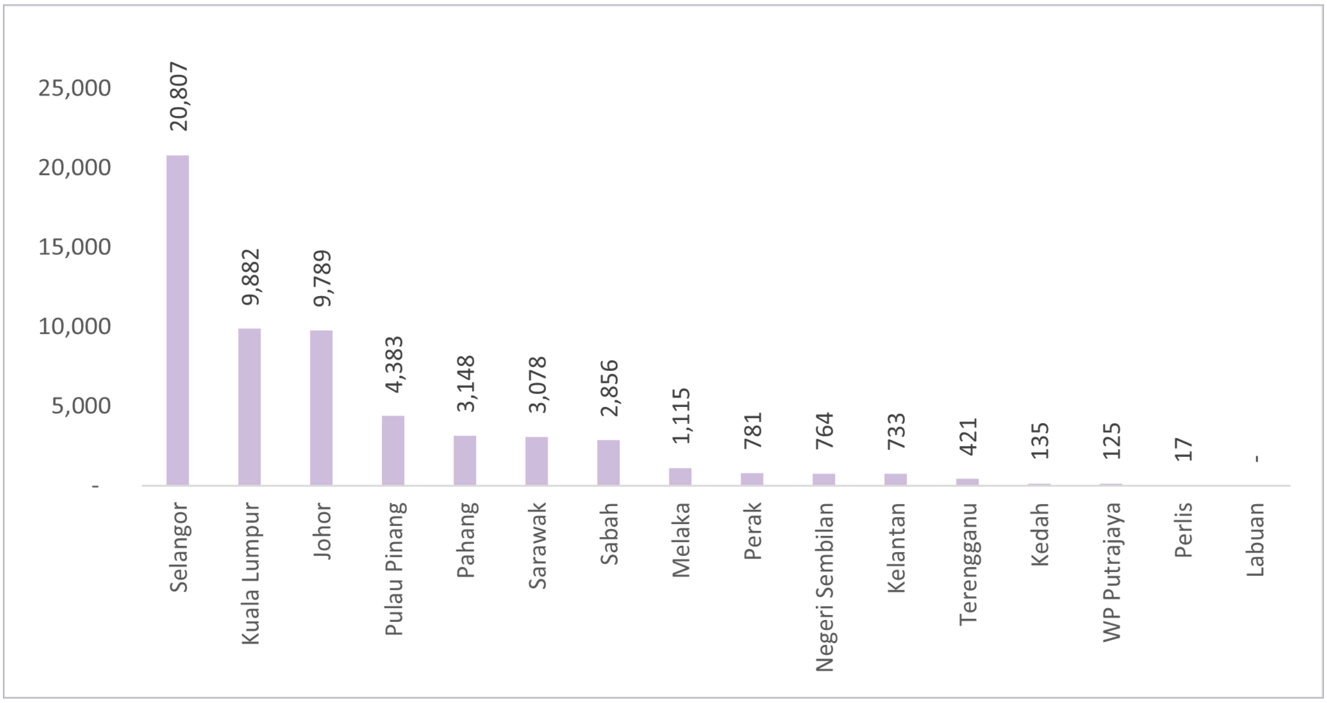
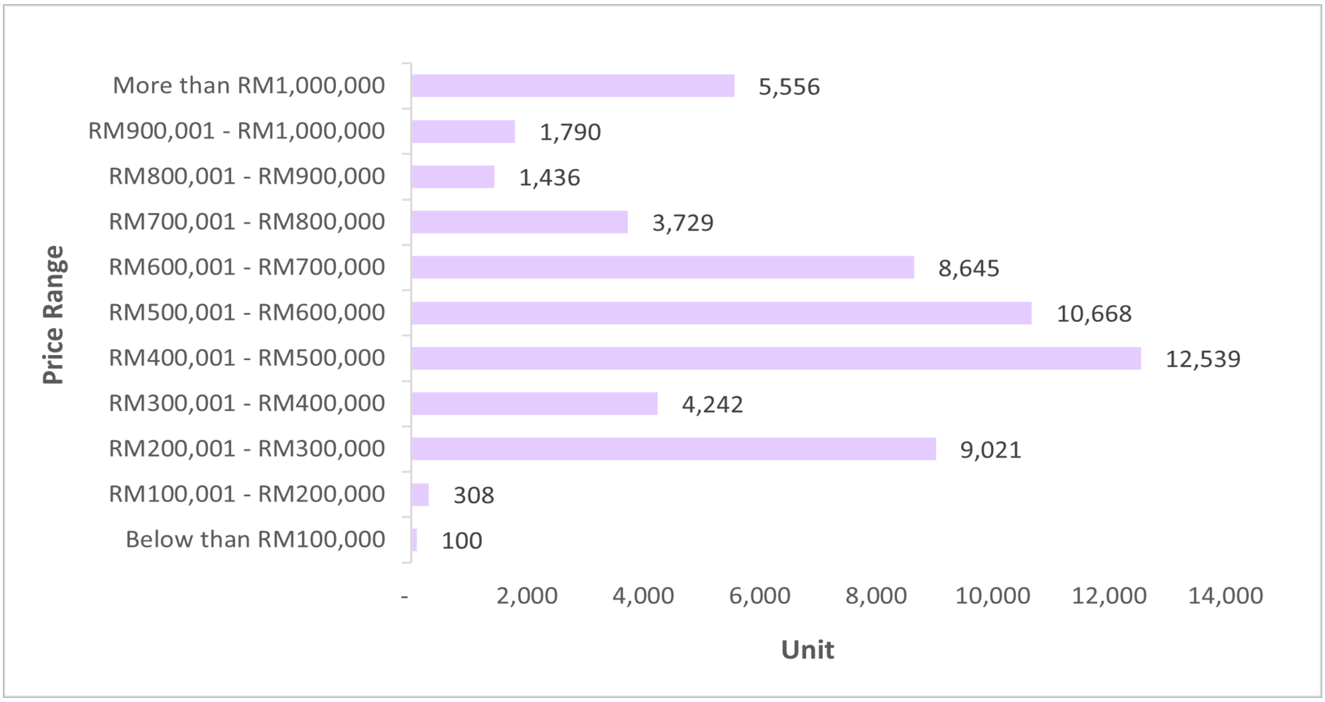


Chart 36: Unsold Under Construction Commercial by Price Range 2025



2.2.1 Kedai

Unit kedai dalam pembinaan tidak terjual menunjukkan peningkatan sebanyak 50.9%, melonjak kepada 5,317 unit berbanding tempoh sebelumnya (2024: 3,524 unit).

2.2.1 Shop

Unsold under construction of shop unit has shown an increase of 50.9%, rising to 5,317 units from the previous period (2024: 3,524 units).

Chart 37: Trend of Unsold Under Construction Shops 2021 – 2025

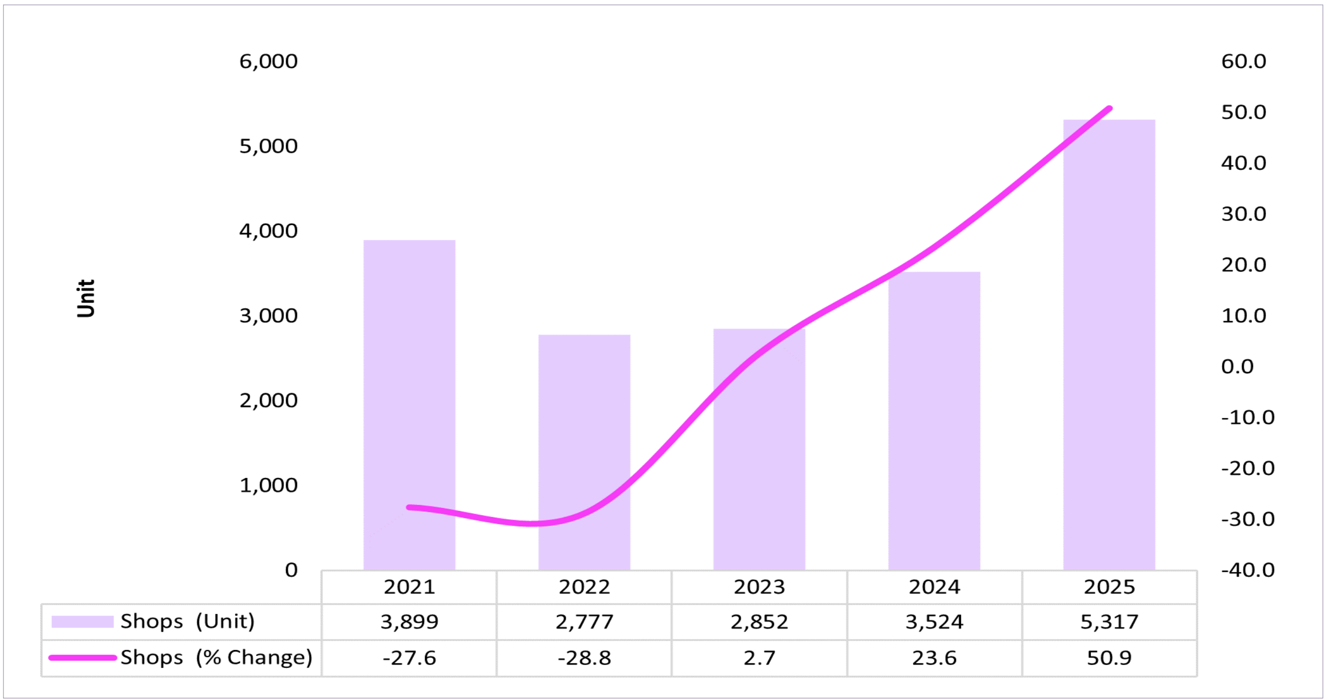


Chart 38: Shop Unsold Under Construction by Type 2025

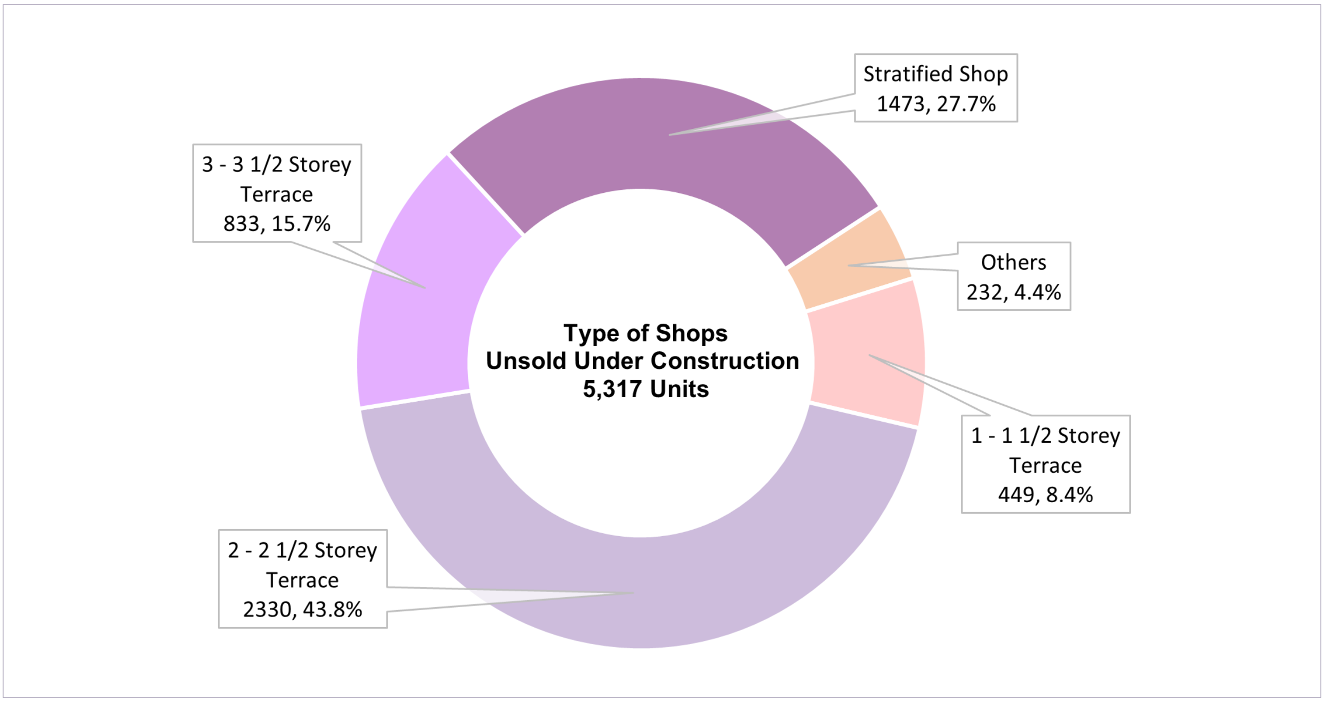
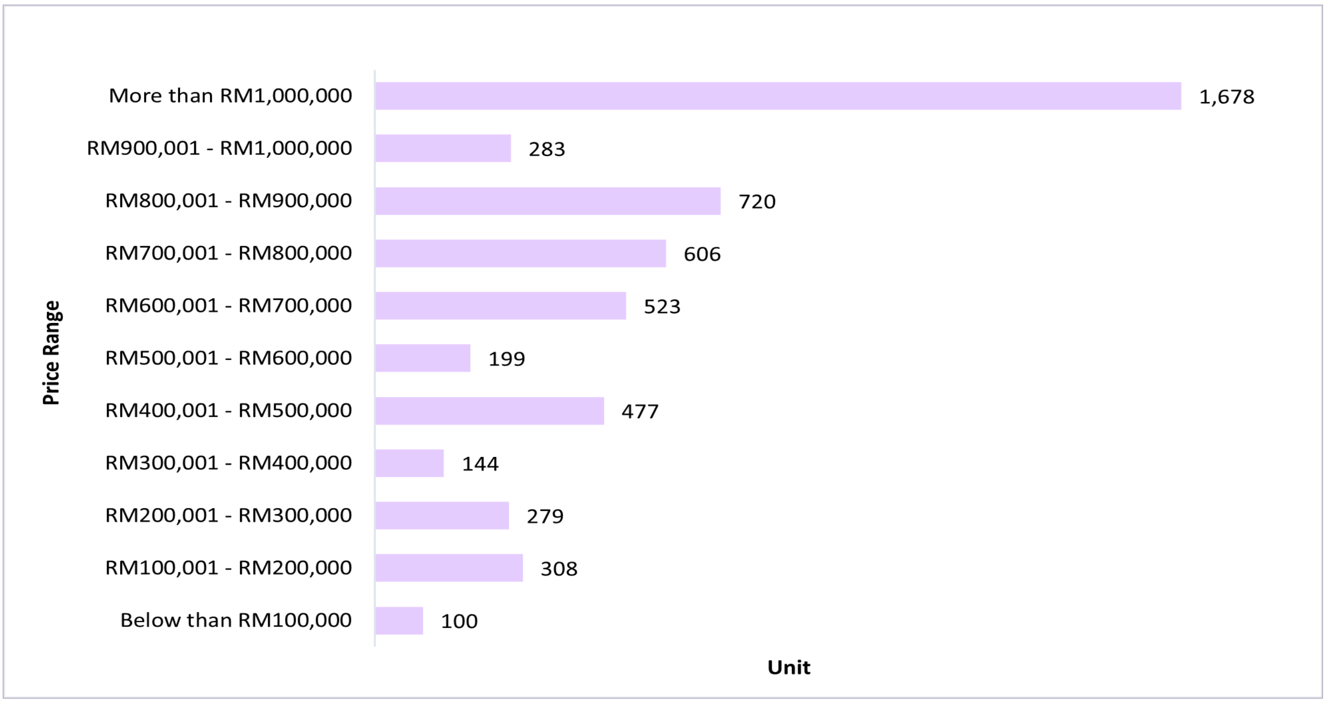


Chart 39: Unsold Under Construction Shops by Price Range 2025



2.2.2 Pangsapuri Khidmat

Pangsapuri khidmat dalam pembinaan tidak terjual menunjukkan peningkatan ketara sebanyak 50.9%, meningkat kepada 50,329 unit berbanding tempoh sebelumnya (2024: 30,279 unit).

Sebahagian besar unit dalam pembinaan tidak terjual tersebut berharga antara RM500,001 hingga RM1,000,000, merangkumi 47.1% (23,724 unit). Ini diikuti oleh unit berharga antara RM300,001 hingga RM500,000, yang mewakili 30.0% (15,110 unit).

2.2.2 Serviced Apartment

Unsold under construction of service apartment has shown a significant increase of 50.9%, rising to 50,329 units from the previous period (2024: 30,279 units).

Most of the unsold units under construction with priced between RM500,001 and RM1,000,000, accounting for 47.1% (23,724 units). This is followed by units priced between RM300,001 and RM500,000, which represent 30.0% (15,110 units)

Chart 40: Trend of Unsold Under Construction Serviced Apartment 2021 – 2025

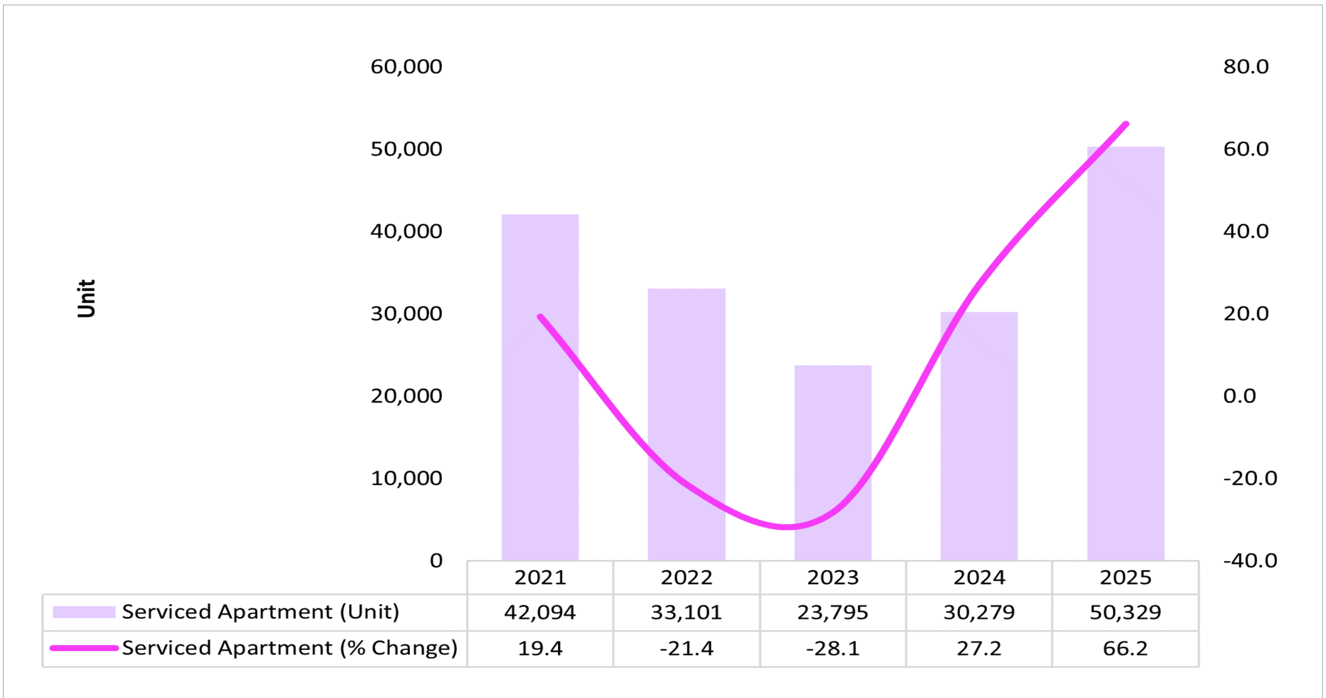
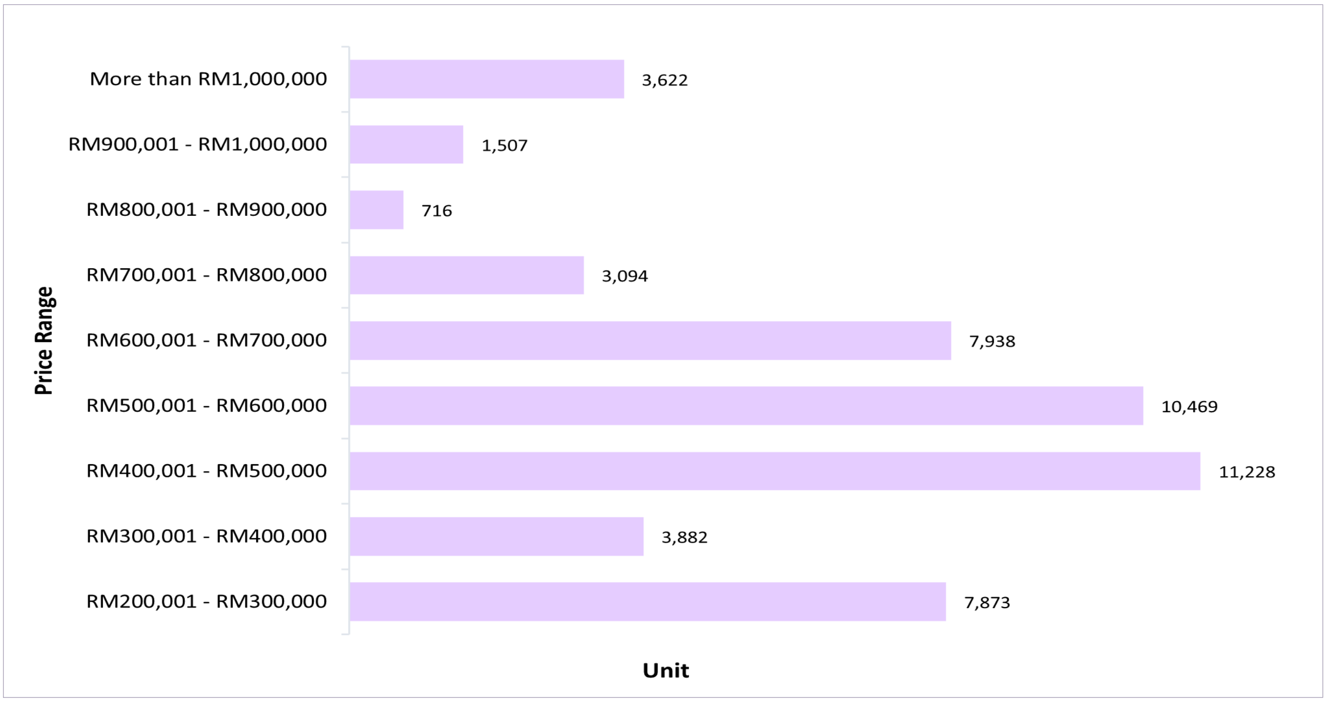


Chart 41: Unsold Under Construction Serviced Apartment by Price Range 2025



2.3 Belum Dibina Belum Terjual

Harta tanah perdagangan belum dibina belum terjual menunjukkan peningkatan sebanyak 42.1%, meningkat kepada 16,158 unit berbanding tempoh sebelumnya (2024: 11,371 unit).

W.P. Kuala Lumpur mendominasi dengan pegangan pasaran sebanyak 51.6% (8,340 unit), diikuti oleh Selangor dan Johor yang masing-masing memegang syer sebanyak 24.5% (3,954 unit) dan 15.1% (2,440 unit).

Harta tanah perdagangan jenis pangsapuri khidmat mencatatkan jumlah belum dibina belum terjual tertinggi, merangkumi 88.5% (14,302 unit), manakala SOHO menyumbang sebanyak 7.2% (1,170 unit) pada tahun 2025.

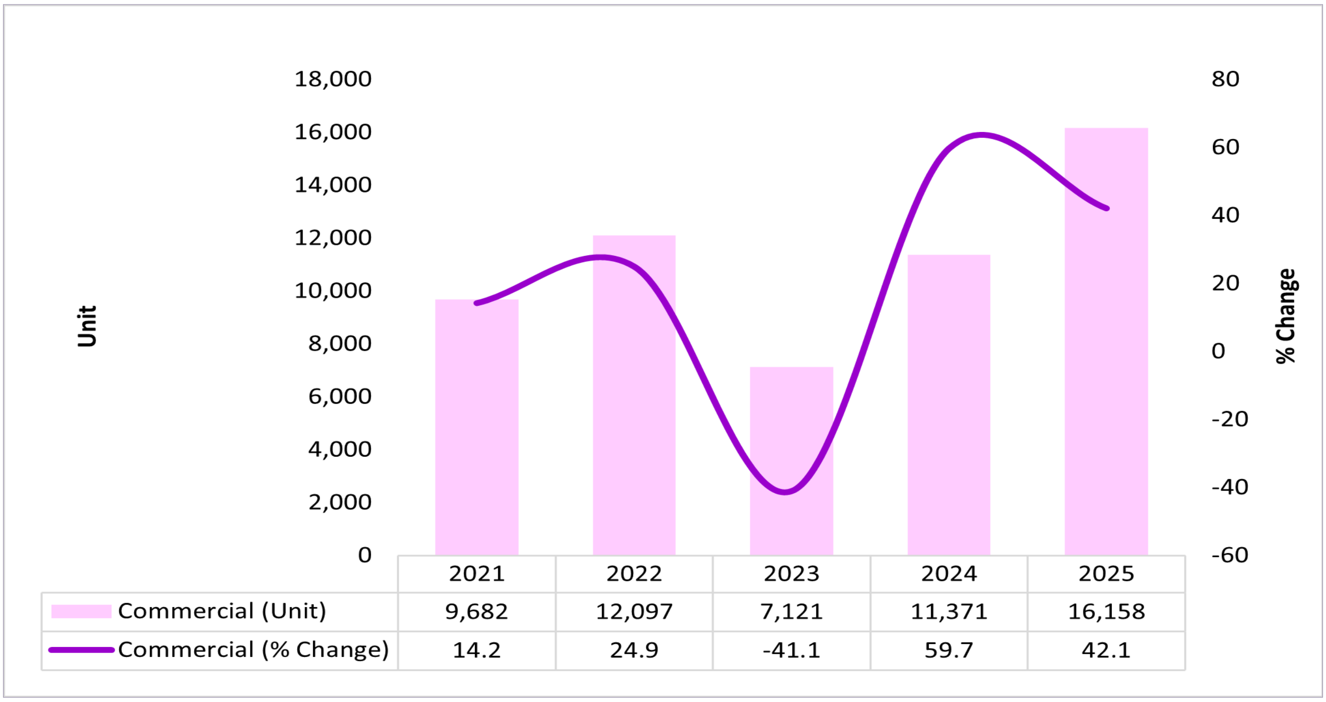
2.3 Unsold Not Constructed

Unsold not constructed of commercial has shown an increase of 42.1%, rising to 16,158 units from the previous period (2024: 11,371 units).

W. P Kuala Lumpur dominates with a market share of 51.6% (8,340 units), followed by Selangor and Johor, which hold shares of 24.5% (3,954 units) and 15.1% (2,440 units), respectively.

Commercial properties of the serviced apartment type have the highest total unsold not constructed, accounting for 88.5% (14,302 units), while SOHO account for 7.2% (1,170 units) in 2025.

Chart 42: Trend of Unsold Not Constructed Commercial Property 2021 – 2025



	2021	2022	2023	2024	2025
Commercial (Unit)	9,682	12,097	7,121	11,371	16,158
Commercial (% Change)	14.2	24.9	-41.1	59.7	42.1

Chart 43: Unsold Not Constructed Commercial Property by State 2025

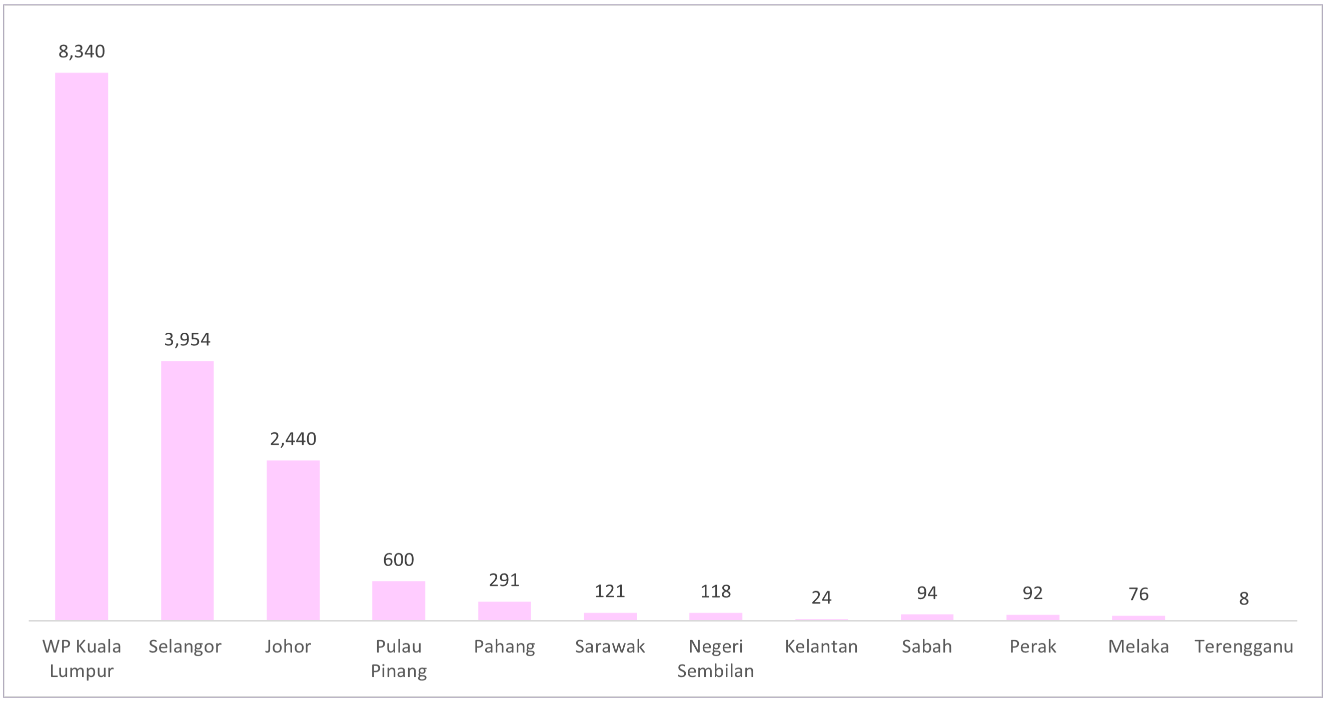
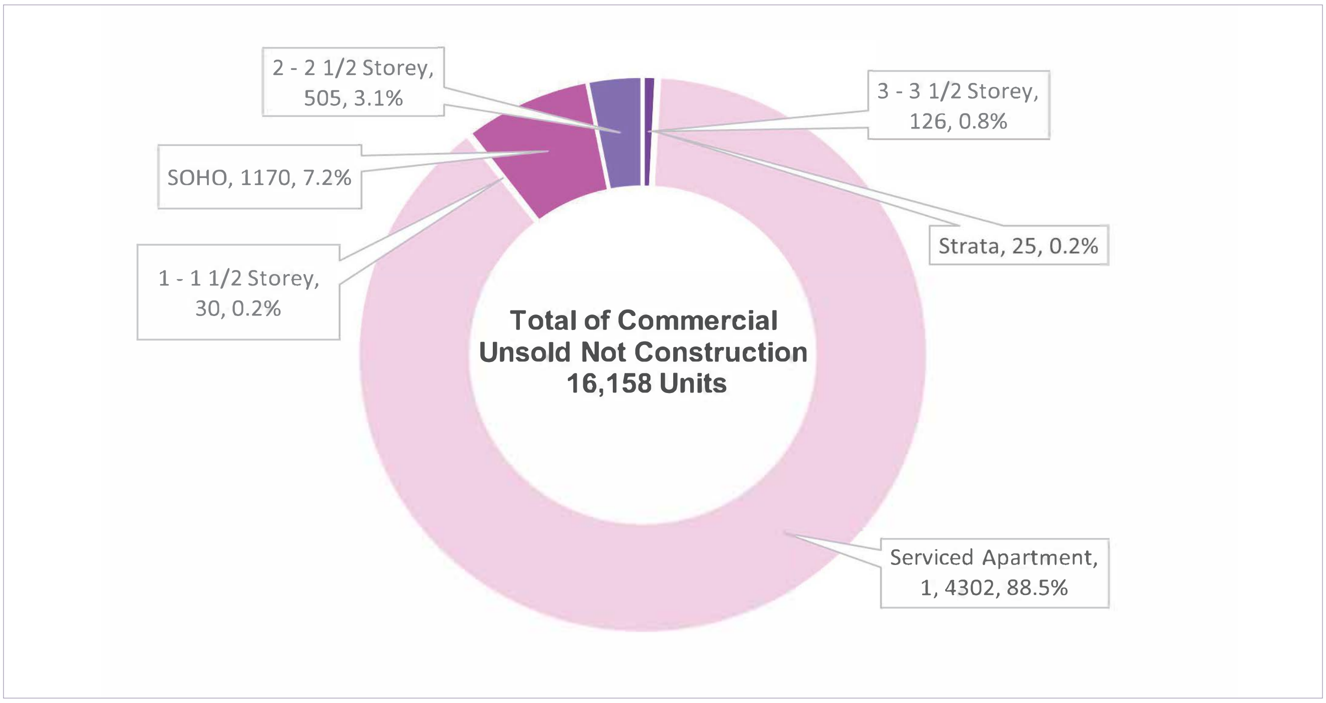


Chart 44: Commercial Unsold Not Constructed by Type 2025



2.3.1 Kedai

Unit kedai belum dibina belum terjual menunjukkan peningkatan sebanyak 18.1%, meningkat kepada 686 unit berbanding tempoh sebelumnya (2024: 581 unit).

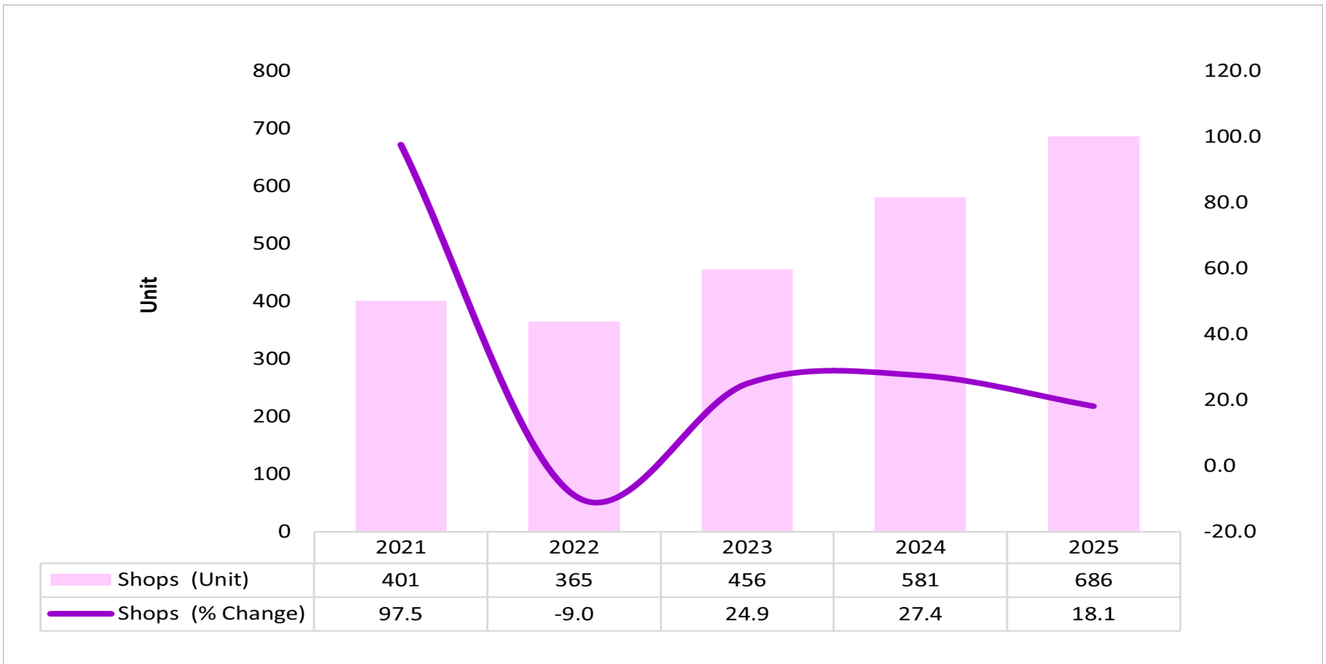
Kedai berharga melebihi RM500,001 menerajui bilangan tertinggi bagi unit belum dibina belum terjual pada tahun 2025, dengan jumlah keseluruhan sebanyak 576 unit (83.9%), sekali gus mengatasi kategori harga yang lain.

2.3.1 Shop

Unsold not constructed of shop unit has shown an increase of 18.1%, rising to 686 units from the previous period (2024: 581 units).

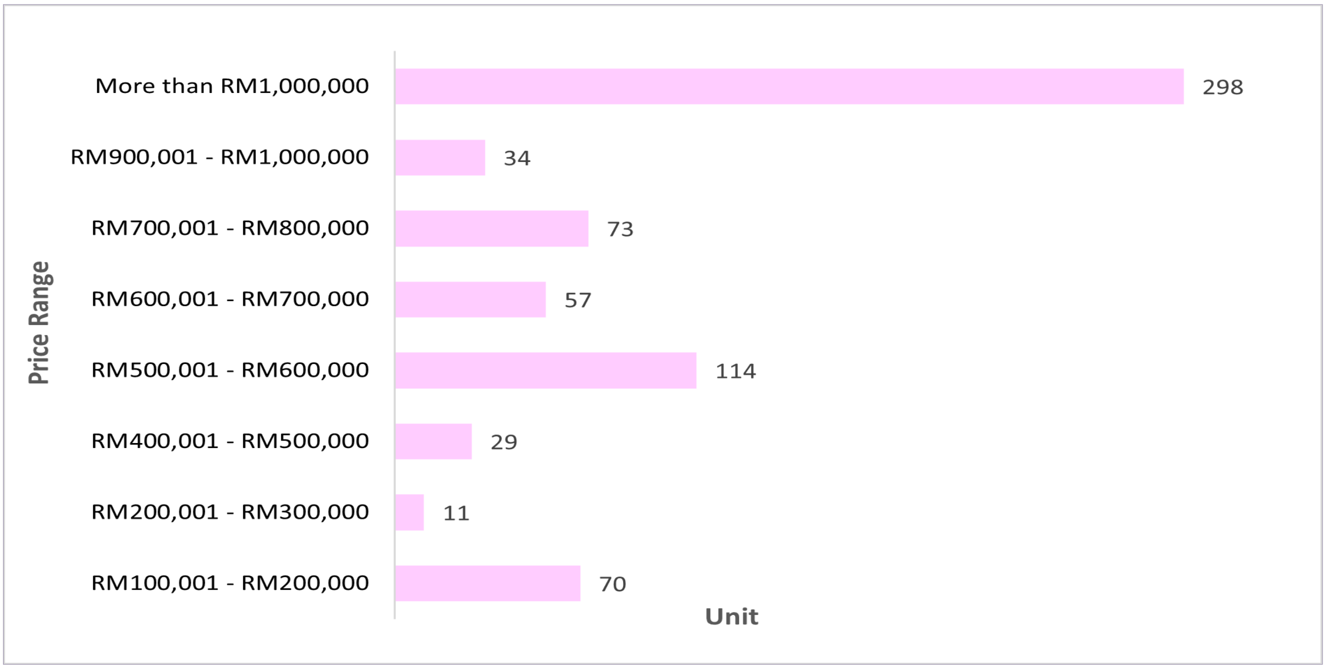
Shop priced above RM500,001 lead in the highest number of unsold not constructed in 2025, totaling 576 units (83.9%), surpassing other price categories.

Chart 45: Trend of Unsold Not Constructed Shops 2021 – 2025



	2021	2022	2023	2024	2025
Shops (Unit)	401	365	456	581	686
Shops (% Change)	97.5	-9.0	24.9	27.4	18.1

Chart 46: Unsold Not Constructed Shops by Price Range 2025



2.3.2 Pangsapuri Khidmat

Pangsapuri khidmat belum dibina belum terjual menunjukkan peningkatan sebanyak 49.3%, meningkat kepada 14,302 unit berbanding tempoh sebelumnya (2024: 9,582 unit).

Unit yang berharga RM500,001 dan ke atas mendominasi unit belum dibina belum terjual iaitu sebanyak 62.3% (8,910 unit).

Status pangsapuri khidmat belum dibina belum terjual mengikut julat harga adalah seperti yang dipaparkan dalam **Carta 48**.

2.3.2 Serviced Apartment

Unsold not constructed of service apartment has shown an increase of 49.3%, rising to 14,302 units from the previous period (2024: 9,582 units).

Units priced at RM500,001 and above dominated the unsold not constructed units at 62.3% (8,910 units).

The unsold not constructed of serviced apartments by price ranges as illustrated in ***Chart 48****.*

Chart 47: Trend of Unsold Not Constructed Serviced Apartments 2021 – 2025

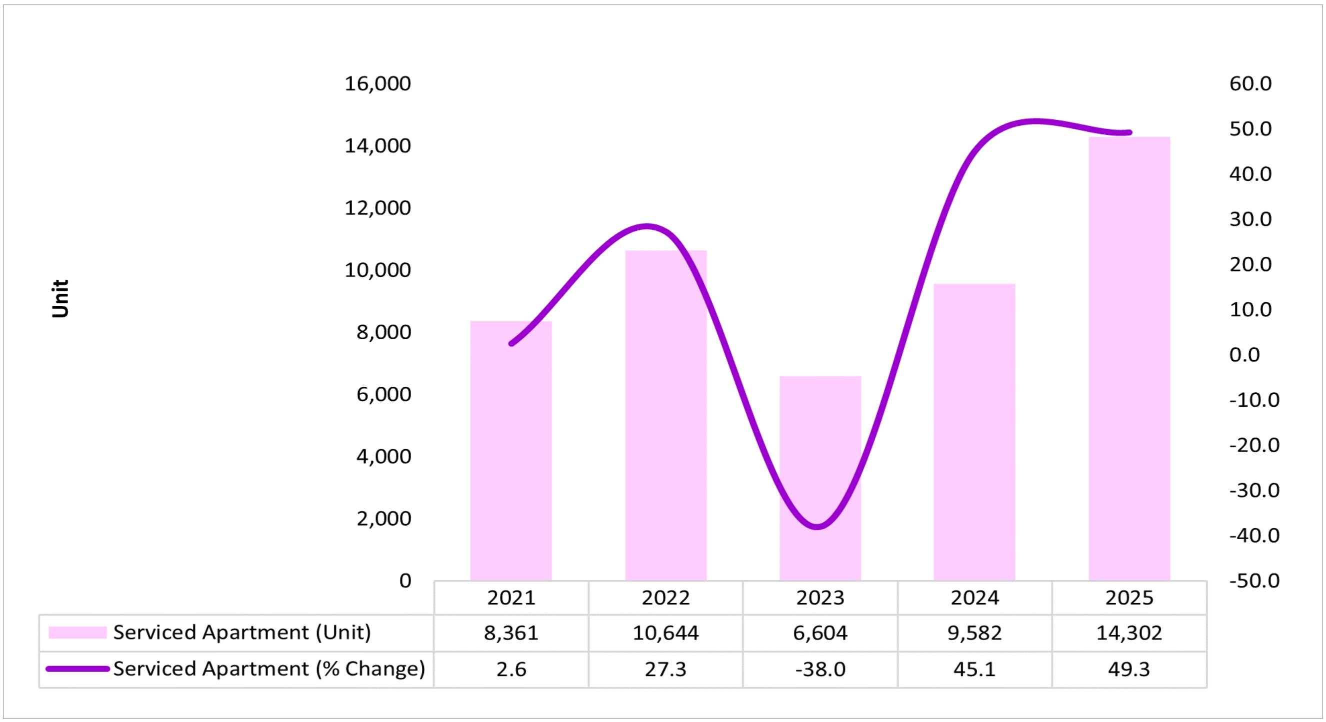
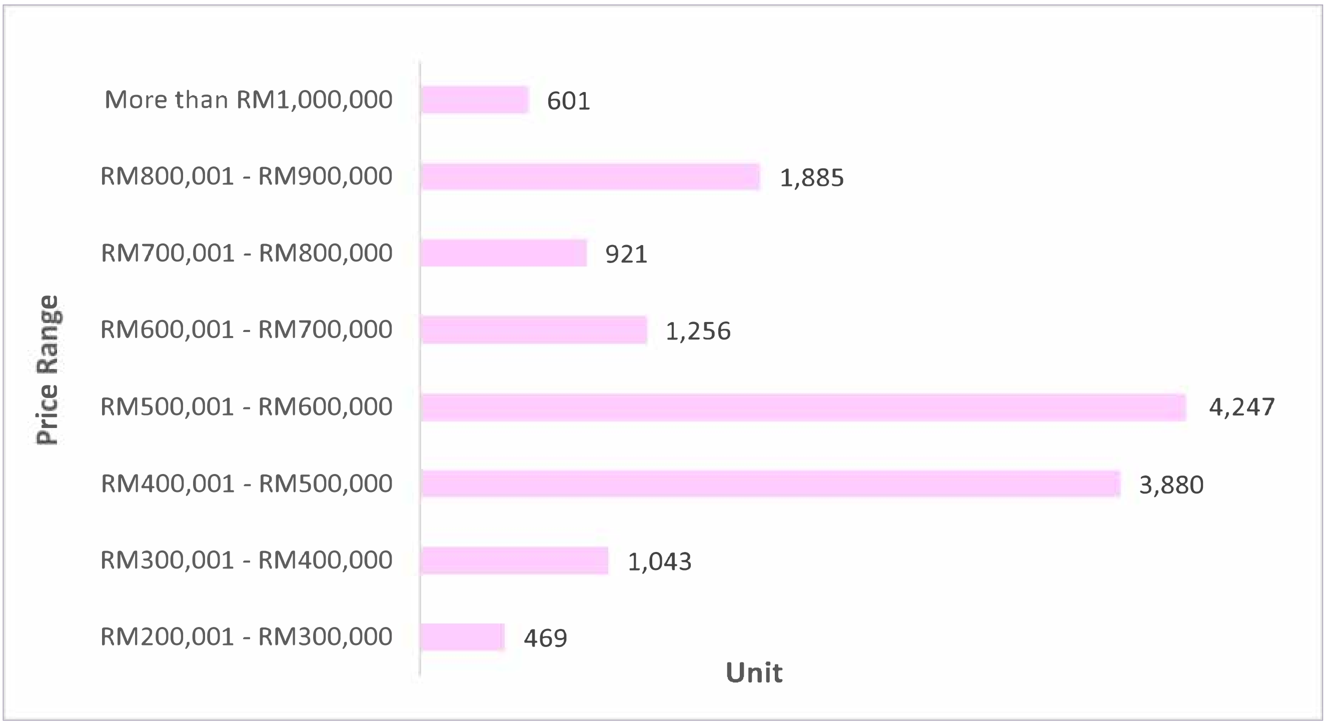


Chart 48: Unsold Not Constructed Serviced Apartments by Price Range 2025



3.0 HARTA TANAH INDUSTRI

3.1 Harta Tanah Siap Dibina Tidak Terjual

Harta tanah industri siap dibina tidak terjual menunjukkan peningkatan 2.4% kepada 722 unit dari tahun sebelumnya (2024: 705 unit). Nilai bagi harta tanah siap dibina tidak terjual juga turut meningkat 12.8% kepada RM0.79 bilion berbanding RM0.70 bilion pada tahun 2024.

Sarawak sekali lagi mencatatkan bilangan tertinggi unit siap dibina tidak terjual industri dengan 253 unit (35.0%) bernilai RM141.9 juta, diikuti oleh Sabah dengan 128 unit bernilai RM269.2 juta.

Unit industri jenis teres mendominasi bilangan siap dibina tidak terjual, merangkumi 67.7% (489 unit) daripada jumlah keseluruhan. Dari segi julat harga, sebahagian besar unit adalah dalam kategori berharga melebihi RM1 juta, yang merangkumi 28.4% (255 unit).

3.0 INDUSTRIAL PROPERTY

3.1 Property Unsold Completed

The number of unsold completed industrial properties showed a 2.4% increase to 722 units compared to the previous year (2024: 705 units). The value of these unsold units also rose by 12.8% to RM0.79 billion, up from RM0.70 billion in 2024.

Sarawak once again recorded the highest number of unsold completed industrial units with 253 units (35.0%) valued at RM141.9 million, followed by Sabah with 128 units valued at RM269.2 million.

Terraced industrial units dominated the unsold completed figures, accounting for 67.7% (489 units) of the total. In terms of price range, the majority of the units fall under the above RM1 million category, representing 28.4% (255 units).

Chart 49: Volume of Industrial Unsold Completed 2021 - 2025

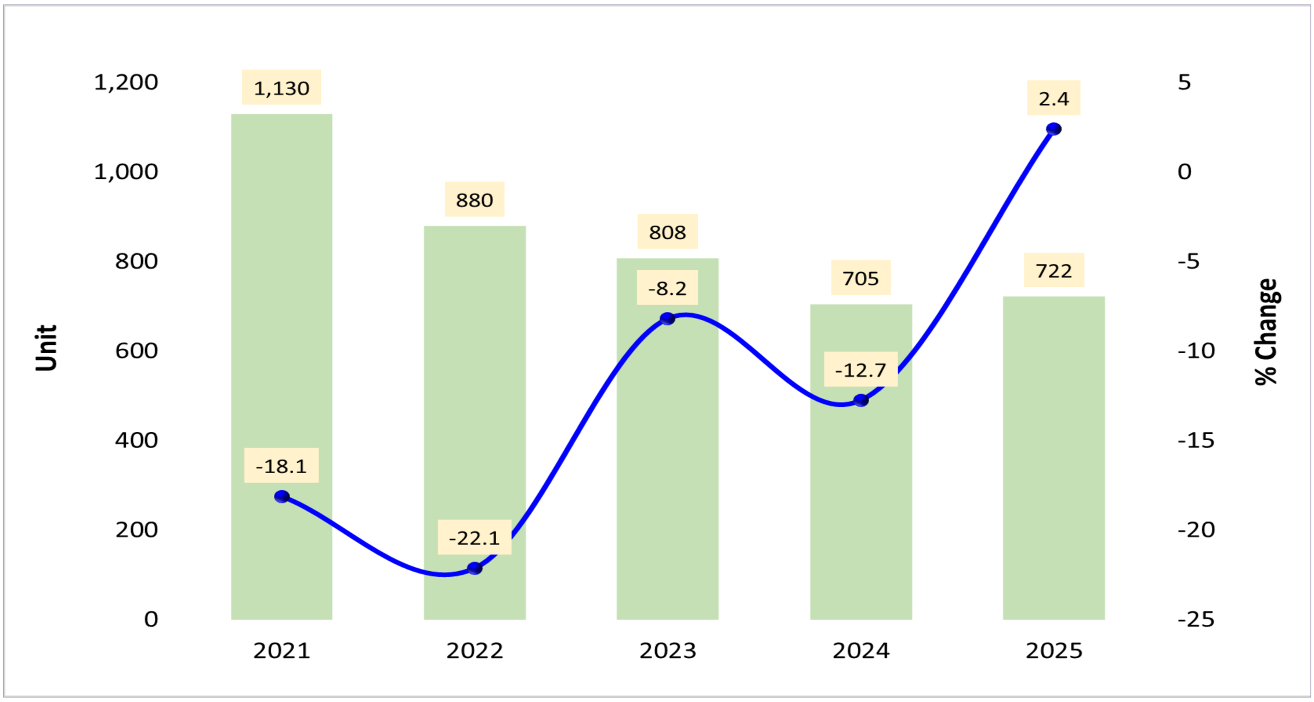


Chart 50: Value of Industrial Unsold Completed 2021 - 2025

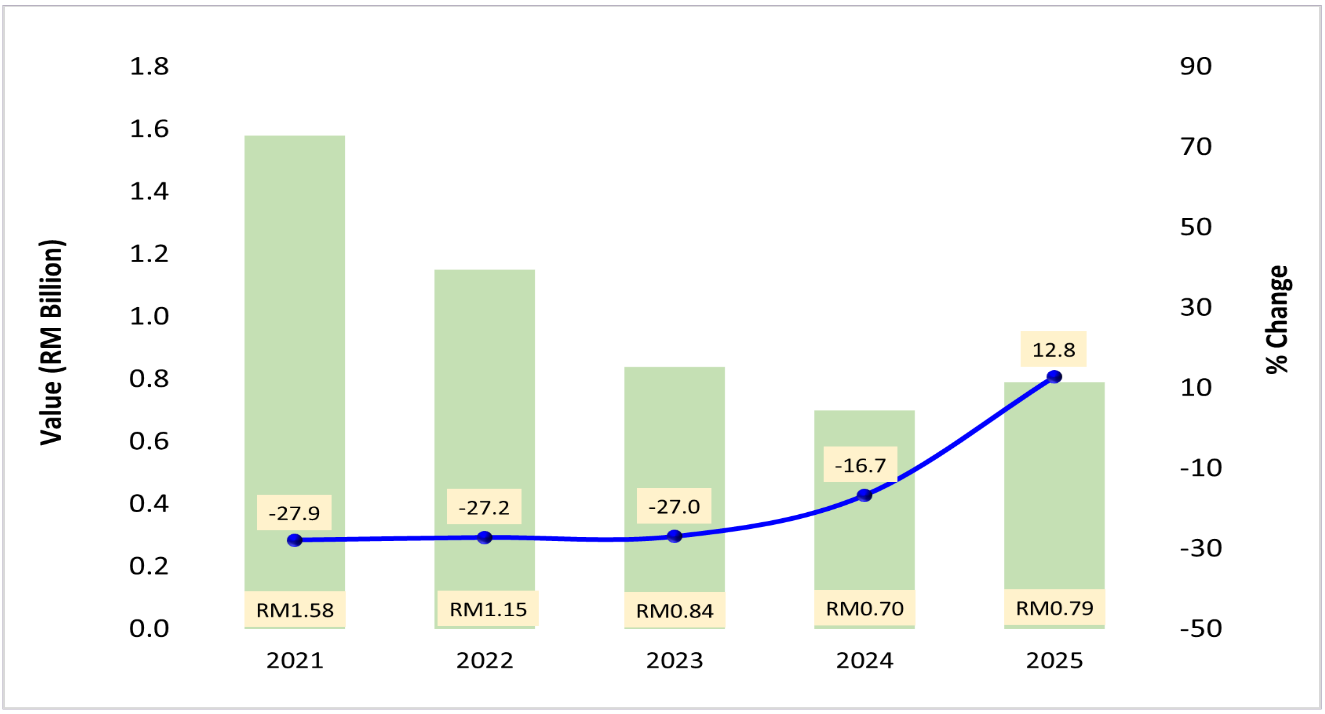


Chart 51: Industrial Unsold Completed by State 2025

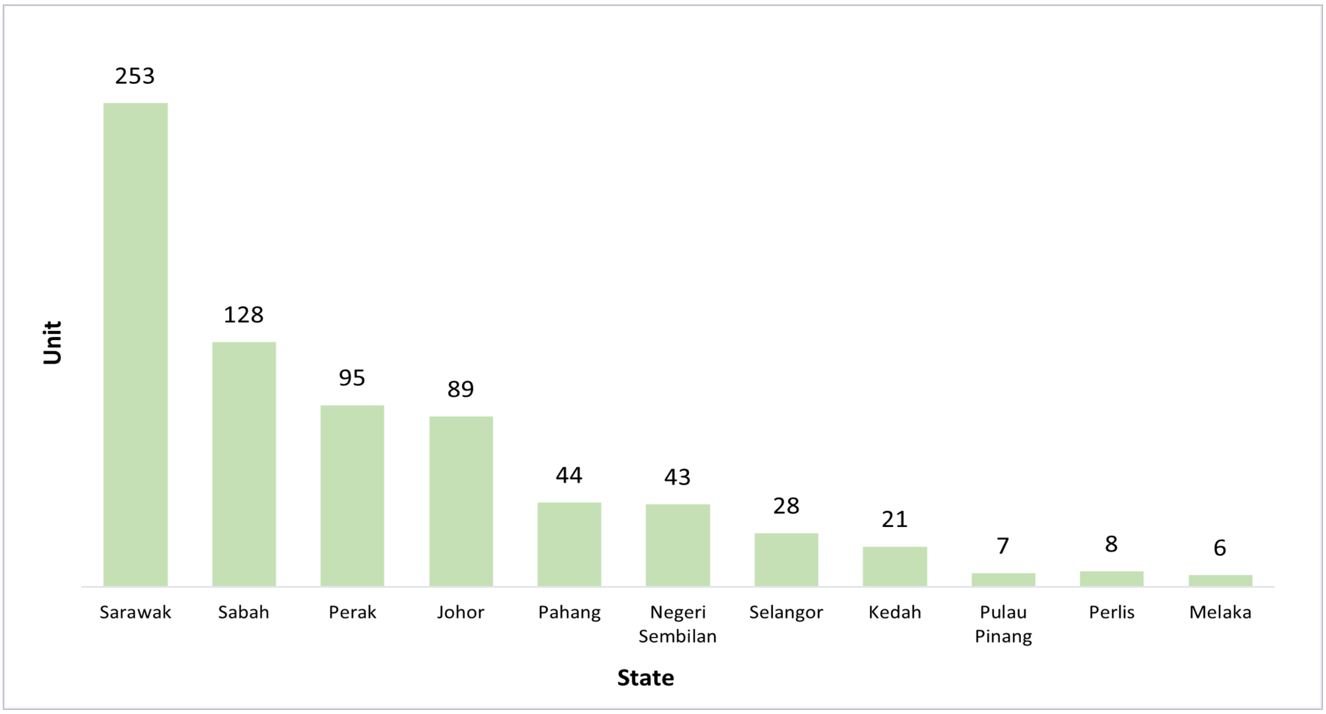


Chart 52: Industrial Unsold Completed by Type 2025

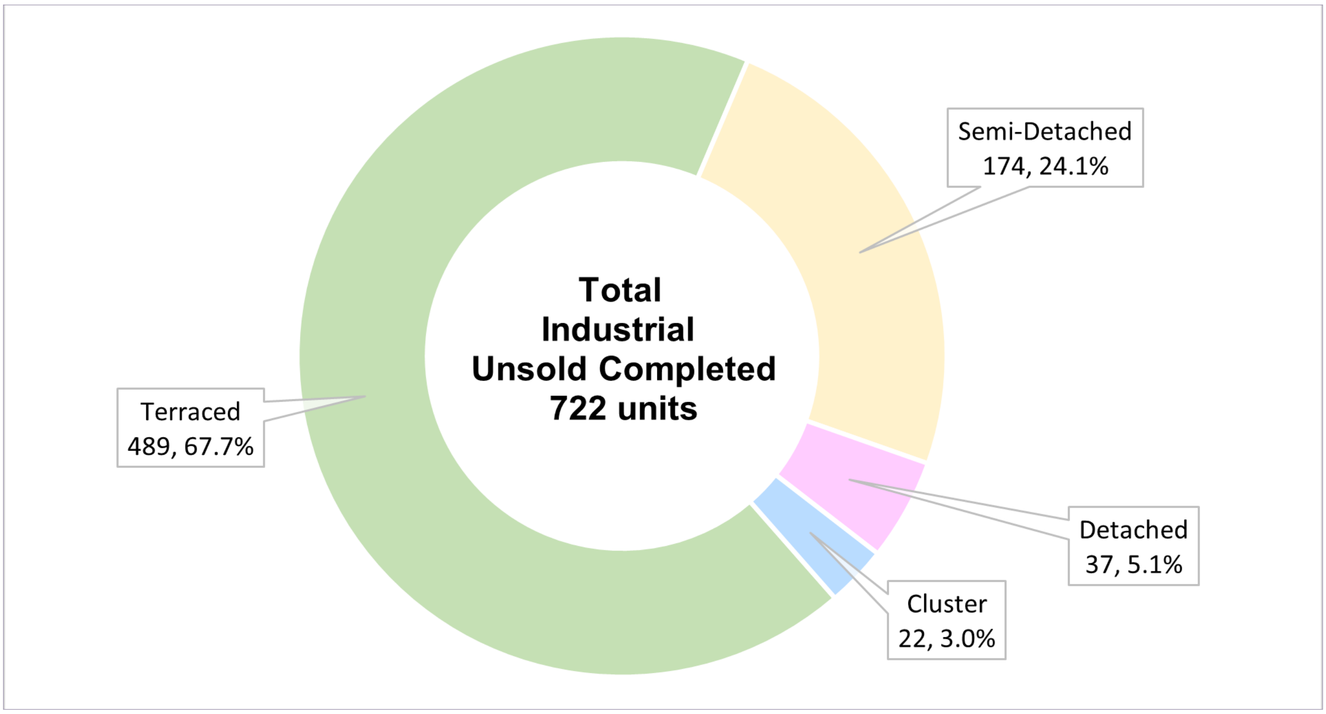
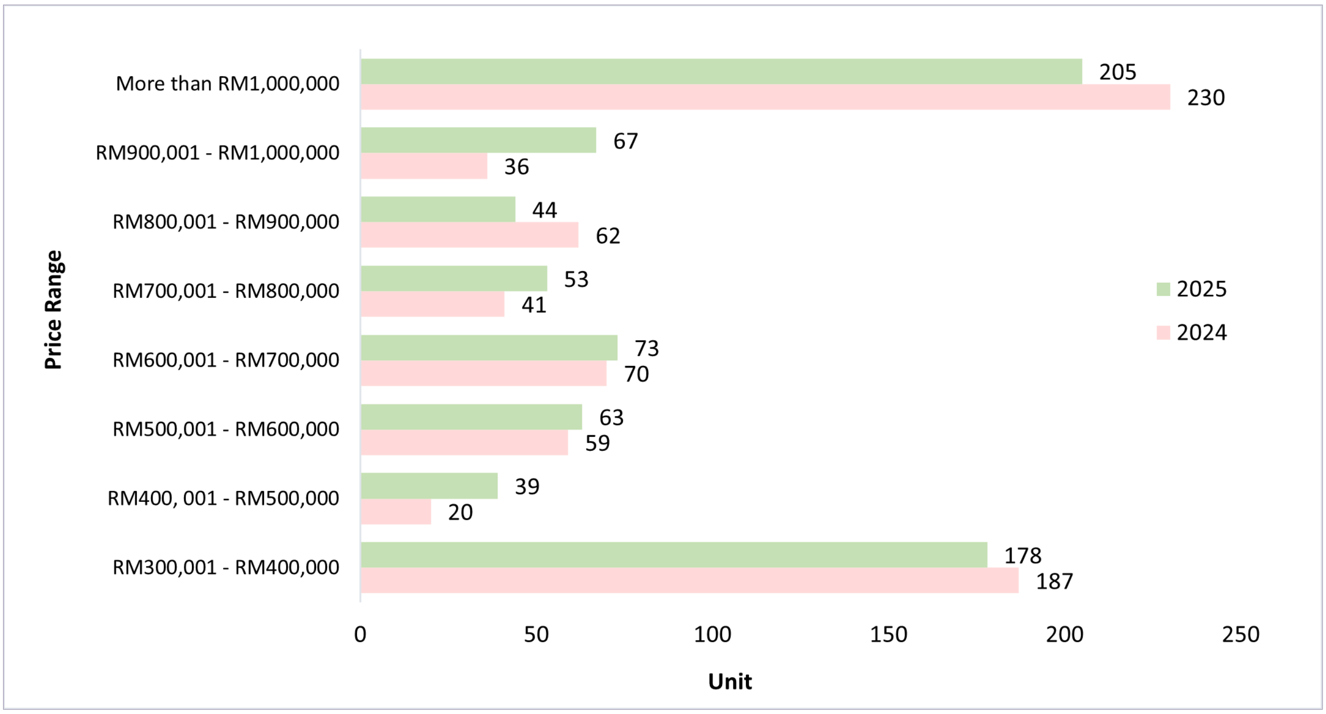


Chart 53: Industrial Unsold Completed Units by Price Range 2025



3.2 Dalam Pembinaan Belum Terjual

Harta tanah industri dalam pembinaan belum terjual menunjukkan peningkatan 27.1% kepada 1,018 unit dari tempoh sebelumnya (2024: 801 unit).

Negeri Sembilan merekodkan bilangan tertinggi sebanyak 31.3% (319 unit), diikuti oleh Selangor sebanyak 20.7% (211 unit) dan Johor sebanyak 13.4% (136 unit).

Unit industri berkembar mencatatkan 43.1% (439 unit), manakala unit teres merangkumi 29.2% (297 unit) daripada jumlah keseluruhan unit industri tidak terjual dalam pembinaan.

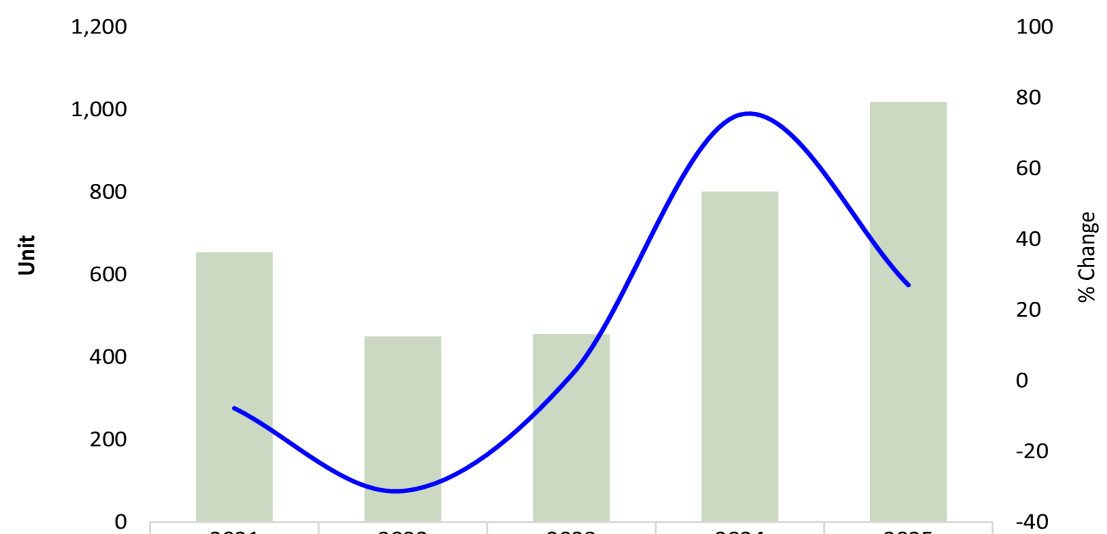
3.2 Unsold Under Construction

Unsold Under Construction of industrial showed an increase of 27.1%, rising to 1,018 units compared to the previous period (2024: 801 units).

Negeri Sembilan recorded the highest share at 31.3% (319 units), followed by Selangor at 20.7% (211 units) and Johor at 13.4% (136 units).

Semi-detached industrial units accounted for 43.1% (439 units), while terraced units made up 29.2% (297 units) of the total unsold units under construction.

Chart 54: Trend of Unsold Under Construction Industrial Property 2021 – 2025



	2021	2022	2023	2024	2025
Industrial (Unit)	654	450	457	801	1,018
Percentage % Change	-7.8	-31.2	1.6	75.3	27.1

Chart 55: Industrial Unsold Under Construction by State 2025

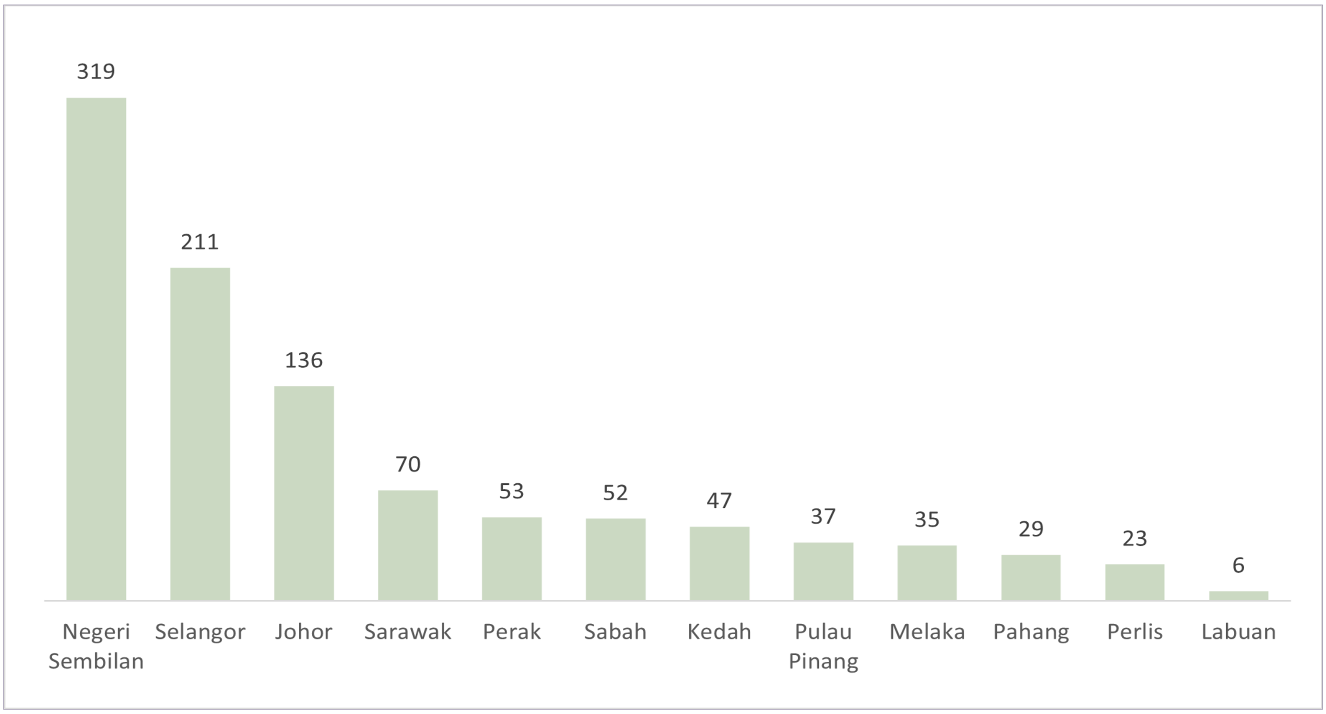
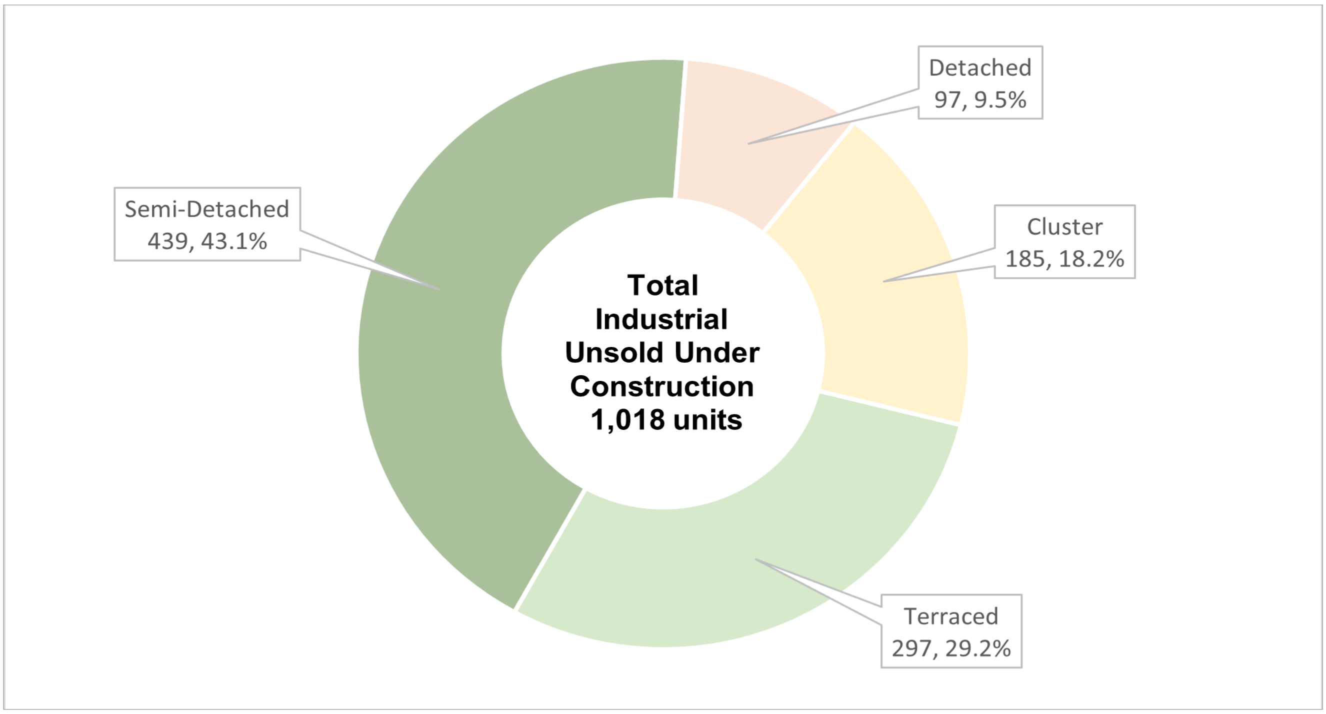


Chart 56: Industrial Unsold Under Construction by Type 2025



3.3 Belum Dibina Belum Terjual

Harta tanah industri belum dibina belum terjual menunjukkan penurunan 34.7% kepada 132 unit dari tahun sebelumnya (2024: 202 unit).

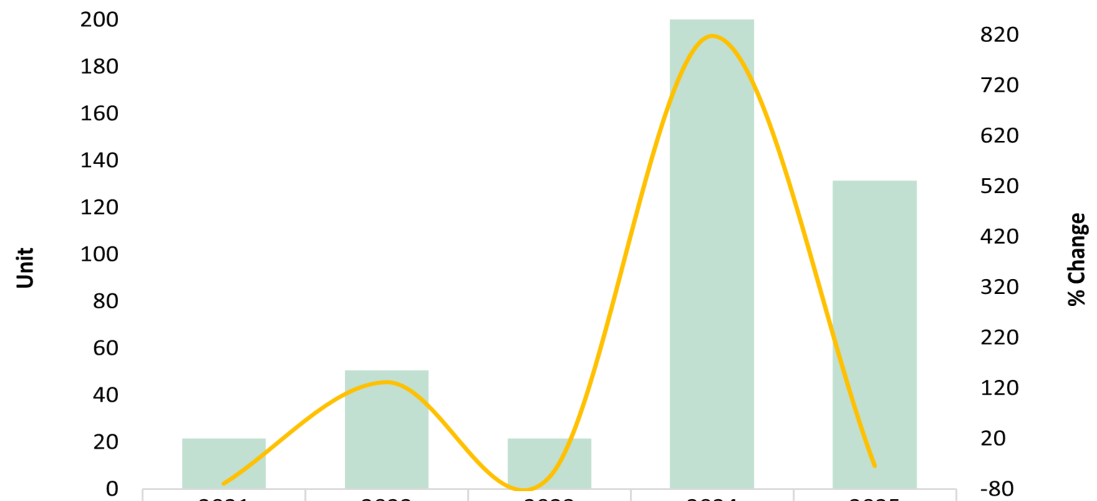
Jenis berkembar merangkumi sebahagian besar unit belum dibina belum terjual iaitu sebanyak 78 unit manakala jenis teres dan sesebuah pula masing-masing sebanyak 43 unit dan 11 unit.

3.3 Unsold Not Constructed

Unsold not constructed of industrial showed a decrease of 34.7% to 132 units compared to the previous year (2024: 202 units).

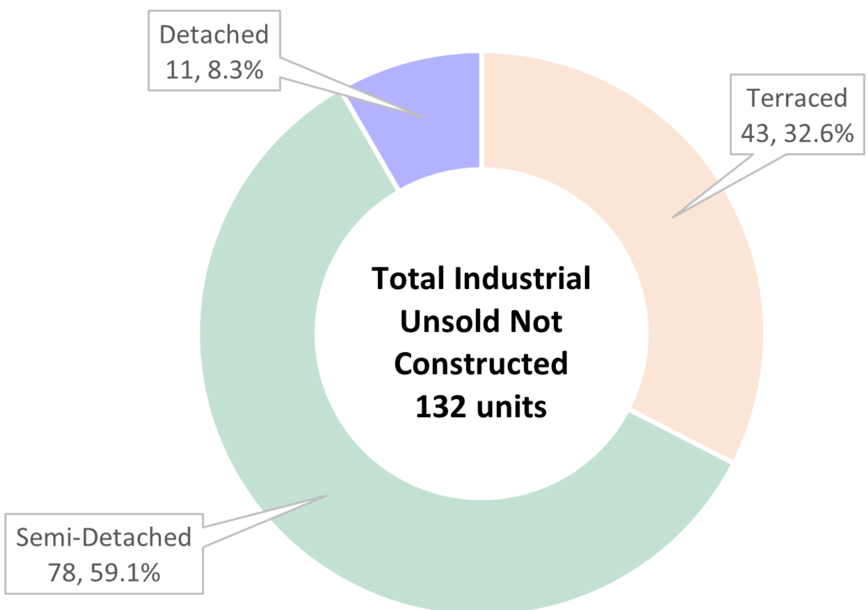
Semi-detached types accounted for the majority of these unsold not constructed with 78 units, while terraced and detached types recorded 43 units and 11 units respectively.

Chart 57: Trend of Unsold Not Constructed Industrial Property 2021 - 2025



	2021	2022	2023	2024	2025
Industrial (Unit)	22	51	22	202	132
Industrial (% change)	-69.4	131.8	-56.9	818.2	-34.7

Chart 58: Industrial Not Constructed by Type 2025



Catatan Teknikal

Technical Notes

CATATAN TEKNIKAL

1. Tempoh kajian laporan ini adalah meliputi tahun 2024 berakhir pada 31 Disember 2024.

2. Liputan kajian ini hanya merangkumi unit kediaman, komersial dan industri.

3. **Pelancaran Jualan Harta Tanah** adalah aktiviti untuk memulakan pemasaran unit harta tanah dalam sesuatu projek secara rasmi oleh pemaju. Pelancaran boleh dilakukan selepas mendapat permit iklan dan jualan daripada Kementerian Perumahan dan Kerajaan Tempatan.

   Sekiranya satu skim dilancarkan semula, tarikh baru pelancaran diambilkira. Pelancaran tidak rasmi (*soft launch*) adalah peristiwa pemasaran bagi membekalkan maklumat mengenai projek sebelum kelulusan permit iklan dan jualan diperolehi. Tarikh tidak rasmi tidak diambilkira dalam pengumpulan data. Oleh itu, tarikh pelancaran rasmi akan diambilkira sebagai tarikh pelancaran.

4. **Pelancaran baru** mengandungi harta tanah dalam skim perumahan yang telah dilancarkan pada separuh tahun pertama 2021.

5. **Prestasi jualan** merujuk kepada peratusan bilangan unit yang telah dijual atas jumlah unit yang dilancarkan bagi sesuatu jenis harta tanah dalam tempoh kajian. Dua jenis prestasi jualan telah dikira di dalam laporan ini iaitu prestasi jualan suku tahunan dan prestasi jualan terkumpul.

6. Mulai 1 Januari 2003, harta tanah "siap dibina tidak terjual" telah didefinasikan sebagai unit kediaman, komersial dan industri yang telah siap dibina dan telah mendapat Sijil Penyiapan dan Pematuhan/ Sijl Layak Menduduki Sementara tetapi kekal tidak terjual melebihi tempoh sembilan bulan selepas ianya dilancarkan untuk jualan pada atau selepas 1 Januari 1997.

7. **Harta tanah siap dibina tidak terjual** merangkumi unit kediaman, komersial dan industri yang telah siap dibina dan mendapat Sijil Layak Menduduki/ Sijil Layak Menduduki Sementara/ Sijil Penyiapan Dan Pematuhan dalam tempoh kajian. Unit ini masih tidak terjual melebihi tempoh sembilan bulan dari tarikh pelancaran atau selepas 1 Januari 1997.

8. **Nilai** harta tanah yang tidak terjual diperolehi daripada harga jualan purata oleh pemaju mengikut jenis harta tanah yang ditawarkan untuk jualan dikalikan dengan bilangan harta tanah yang tidak terjual pada penghujung tempoh kajian.

TECHNICAL NOTES

1. *The review period of this report covers the year of 2024 ending on 31st December 2024.*

2. *The coverage of the survey was confined to residential, commercial and industrial units.*

3. ***Launch of Property Sales** is an activity to start marketing formally the property units of a project by the developer. The launch can be done after obtaining the advertisement and sales permit from the Ministry of Housing and Local Government.*

   If a scheme was re-launched, the new launch date is considered. The unofficial launch (soft launch) is a marketing event to provide information about the project before the approval of advertisement and sales permit is obtained. The unofficial date is not considered in data collection. Therefore, the official launch date will be the date recorded.

4. ***New launches** comprise properties in residential schemes launched in first half year 2021.*

5. ***Sales performance** refers to the percentage of number of units sold from the total units launched for a specific type of property in the review period. Two types of sales performance are computed in this publication namely quarterly sales performance and accumulated sales performance.*

6. *Starting January 1, 2003 "Unsold Completed" property has been defined as residential, commercial and industrial units that have been completed and issued with a Certificate of Completion and Compliance/ Temporary Certificate of Fitness for Occupation but remained unsold for more than nine months after it was launched for sales on or after 1st January 1997.*

7. ***Unsold Completed** property comprises residential units, commercial units and industrial units that are completed with Certificate of Completion and Compliance/ Temporary Certificate of Fitness for Occupation in the review period. These units remained unsold for more than nine months from the date of launching or after 1st January 1997.*

8. ***The value** of unsold completed property is derived from the average selling price for the particular type of property offered for sale by the developer multiplied by the number of unsold completed property at the end of the review period.*

9. **Harta tanah dalam pembinaan belum terjual** merangkumi unit kediaman, komersial dan industri yang sedang dalam pembinaan dan memperolehi kelulusan pelan bangunan. Unit ini tidak terjual melebihi tempoh sembilan bulan daripada tarikh dilancarkan untuk jualan atau selepas 1 Januari 1997.

10. **Harta tanah belum dibina belum terjual** merangkumi unit kediaman, komersial dan industri yang belum dibina dan belum memperolehi kelulusan pelan bangunan. Unit ini tidak terjual melebihi tempoh sembilan bulan daripada tarikh dilancarkan untuk jualan atau selepas 1 Januari 1997.

11. **Sebuah skim perumahan** adalah projek perumahan yang mengandungi sekurang-kurang lima atau lebih bangunan yang digunakan untuk tujuan kediaman. Satu skim perumahan adalah satu identiti. Ianya boleh dibangunkan di atas sekeping tanah dengan satu hakmilik, atau banyak tanah dengan hakmilik yang lebih dari satu, serta boleh dibangunkan dalam beberapa fasa. Pembangunan tersebut boleh bercampur dengan bangunan untuk kegunaan lain seperti perniagaan, industri dan institusi.

*9. **Unsold Under Construction** property comprises residential units, commercial units and industrial units with building plan approval that are under constructed. These units remained unsold for more than nine months from the date of launch or after 1st January 1997.*

*10. **Unsold Not Constructed** property comprises residential units, commercial units and industrial units with building plan approval that are not yet constructed. These units remained unsold for more than nine months from the date of launch or after 1st January 1997.*

*11. **A residential scheme** is a housing project comprised a minimum of five or more buildings mainly used for dwelling purposes. A residential scheme has one identity. It may be developed on a land with a single title or on lands with multiple titles and could be developed in phases. The developments can be mixed with buildings for other uses like retail, industrial or institutional.*

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