

CHAPTER 3

RESEARCH METHODOLOGY

3.1 Introduction

The methodology is a fundamental component of the researcher. According to the third edition of the Language Hall and Library Dictionary (2002), research means the act of research and inspection of the process of collecting data to produce information to achieve the goal of research to help an individual get a discovery. This chapter will describe the methods used to collect and analyze raw data. Besides, this chapter will describe how the questionnaire will be conducted, the methods used, the selection of respondents, and how to analyze the data. The work process will be done carefully so that the study done gets the right answer. The selection of studies in this study is also appropriate for the smooth running of the study to achieve the targeted objectives.

3.2 Research Design

Meaning of research design can be described as the study that conducted to get the answer for this research. This is because the study design contains structures and strategies that allow answers to be obtained.

This study focuses on respondents who live around Johor Bahru whether they already have a house or not. This method of the questionnaire is open to all races, occupations, ages, and

marital status. A total of 100 respondents will be selected to answer this questionnaire where they are given the option to answer questions and ask questions that related to strata. In the questionnaire also, a little information about strata building will be given to give an introduction to the respondents. This questionnaire can be categorized as a quantitative method where respondents need to answer the factors taken into account when buying strata residential property.

Quantitative studies are studies that use collected information and interviewers (Mc Millan & Schumacher, 1984). In this study, the respondents could not manipulate the factors and phenomena because the choice of answers was given.

3.3 METHODOLOGY PHASE

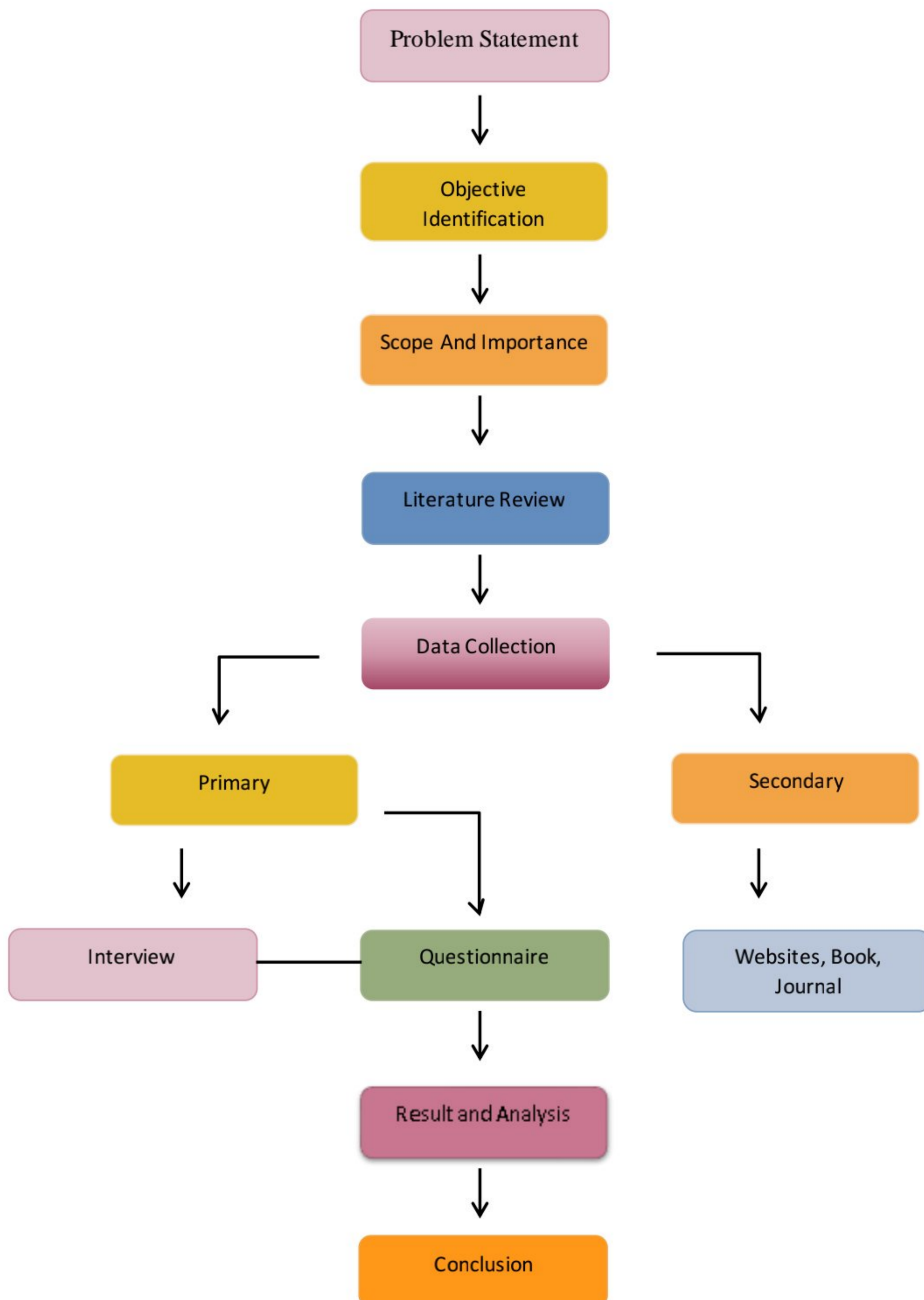


Table 3.1: Methodology Phase

3.4 Research Methods and Objectives

During doing this research, there are three research methods that have been used which are:

1. Identification of problems and research questions to be studied
2. Conduct a literature review and research questions to be studied
3. Collect data and analyse data accurately
4. Conclude with suggestions

The above process is used as a basis when researching to achieve objectives. Based on the initial approach, the problems of the study can be identified through the objectives of studied.

1. Identify the main reasons why buyers buy strata homes in Johor Bahru
2. To study the relationship of strata home buyers with the purpose of purchase, whether in terms of external and internal.

3.5 Research Method and Instruments

Through this study, two methods can be used, which are quantitative and qualitative methods. The qualitative purpose is to obtain data through feedback from respondents as well as provide flexibility for respondents to submit suggestions that should be done for improvement. The second method is quantitative where this method the respondent must answer the questionnaire provided by the student to obtain more detailed information and explanations.

According to Mohamad Najib (1994), questionnaires are the easiest way to use because they are easy to get data, easy to administer, and use a short time to get

answers. According to Van Gelsen (1994), this method has more advantages than disadvantages.

3.5.1 Data Collection Methods

There are two methods of data collection, namely primary data and secondary data. Each stage of data collection depends on information, preliminary studies and questionnaires that need to be conducted to obtain data.

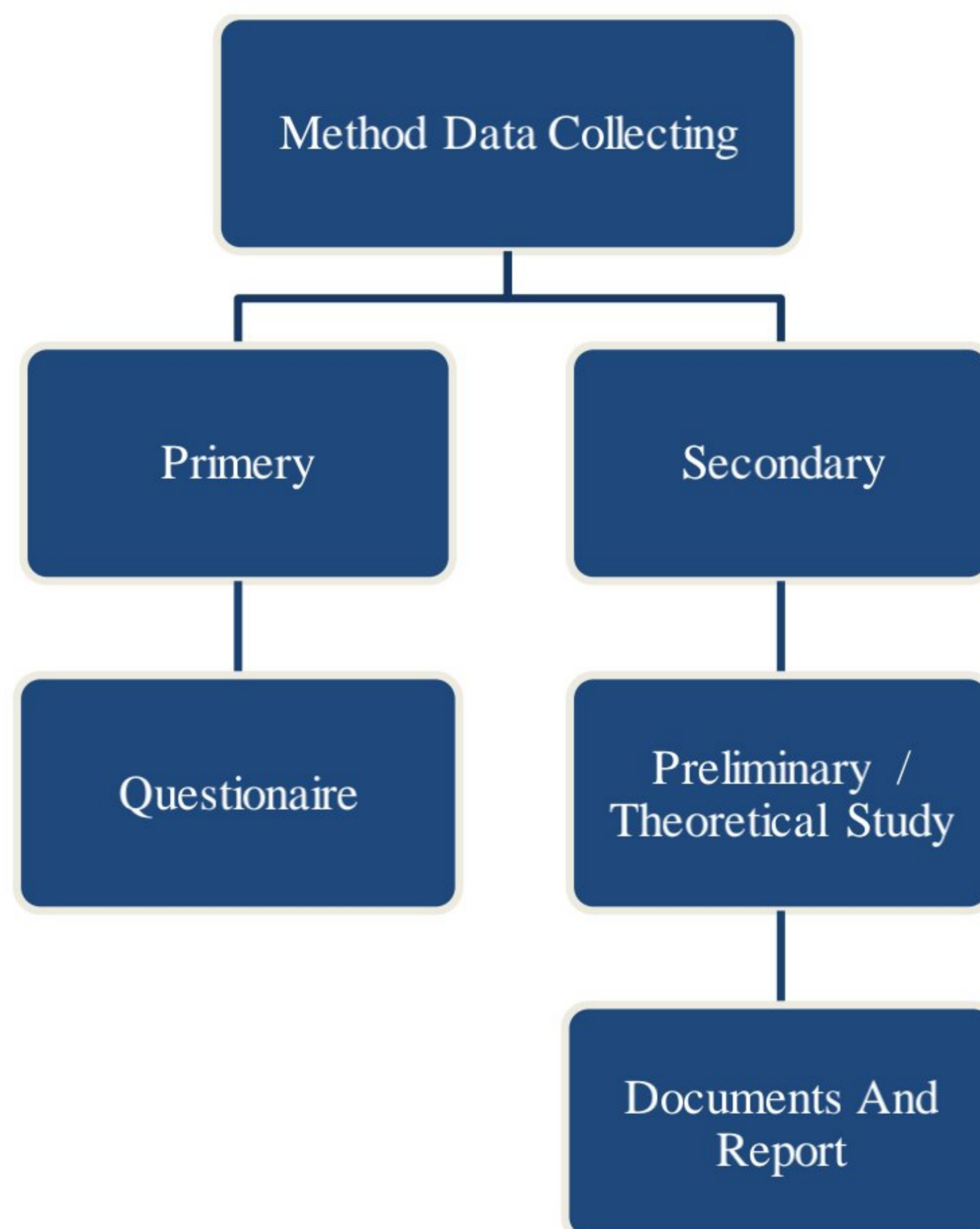


Figure 3.2: Methodology Data Collecting

Source: Researcher Study 2014

3.5.2 **Primer And Secondary Data**

A) Data Primer

According to Mohd Hanif Abu Hasan (2013), primary data is the main data used to ensure that objectives and problem solving can be done. Primary data uses a questionnaire form and distributes the form to respondents to answer the questions contained in the form. This process can be used as a source of the data collection process obtained by the author through his findings (Nadila, 2006). An example of primary data is data obtained from fieldwork.

B) Data Secondary

Secondary data are the data that have been collected and this data is used to assist in making the study. Empirical material on home ownership will be used in this study. Examples of secondary data are

1. Strata Title Act 1985, Strata Management Act 2013 and the amendment of National Land Code 1965, state land code and circular letter.
2. Reference books such as theses, journals, newspapers, articles and reports from JUPEM.
3. Website reference that is closely related to land ownership and development factors in Johor Bahru

3.5.3 **Formation of questionnaire**

Questionnaires can be done in various ways, namely through open-ended questions and limited answers (Azizi et al, 2006).

- a. **Open Question** - Question made without elective answers. Respondents can give answers according to certain options as long

as it is in line with the objectives of the study. Usually, the questionnaire will be done concisely and concisely.

b. Limited Answer Question - Covers questions that have answer choices and respondents need to answer based on the answer choices given. Answer choices can also include yes or no and answers in scale.

Section	(b) Descriptions
A	Respondent information such as respondent background, occupation, strata information and purpose of the questionnaire was conducted
B	Respondents' assessment of strata basis
C	Evaluation of the service provided to the buyer strata property
D	Factors buying strata houses
E	Suggestions and formulations of repairs that need to be done

Table 3.1: Contents of the Questionnaire Form

Part A: Profile of Respondents

This section contains questions about respondents' backgrounds in terms of gender, age, status, and type of employment and income. This information allows for a more reasonable process to be made.

Part B: Respondents Assessment of Strata

This section contains questions about strata where respondents need to answer questions related to strata. Among the questions include the existence of strata buildings, strata law, and national land code (NLC). Respondents also need to answer about the understanding of the joint management body (JMB) and management corporation (MC).

Part C: Evaluation of strata buildings

This section requires respondents to answer scales that are understood about strata building from various angles.

Part D: Factors Affecting Buying Strata Homes

This section contains the factors that influence the purchase of strata houses in the Johor Bahru area. Many factors will be given and the respondent can answer based on the factors that have been stated. The questionnaire will use the concept of "Likert Scaling". This concept of "Likert Scaling", uses a scale which consists of a scale of 1 to 5. "Likert Scaling" starts from "Not Important (1)", "Less Important (2)", "Simple Important (3)", "Important (4)" to "Very Important (5)". This technique is used to provide an understanding of the respondents to answer the questions.

Part E: Recommendations and Conclusions

This section will provide an opportunity for respondents know the general views on factors that can be improved by housing developers in establishing housing areas. Respondents are free to answer as long as it is related to homeownership factors. At the same time able to give ideas to developers to produce a better-quality house.

3.6 Processing Data

In this study, data processing can be done where the data generated will be used for the production of plans. This plan will show the data in each area of Johor. The plan will be generated using the ArcGIS application.

3.6.1 ArcGIS

This study will use ESRI's product which is ArcGIS 10.5. ArcGIS is a detail and procedure designed to support the collection, management, manipulation, analysis and display of geographic data. ArcGIS is a platform for designing and shaping geographic information systems. The figure below shows the detailed interface used in version 10.5.

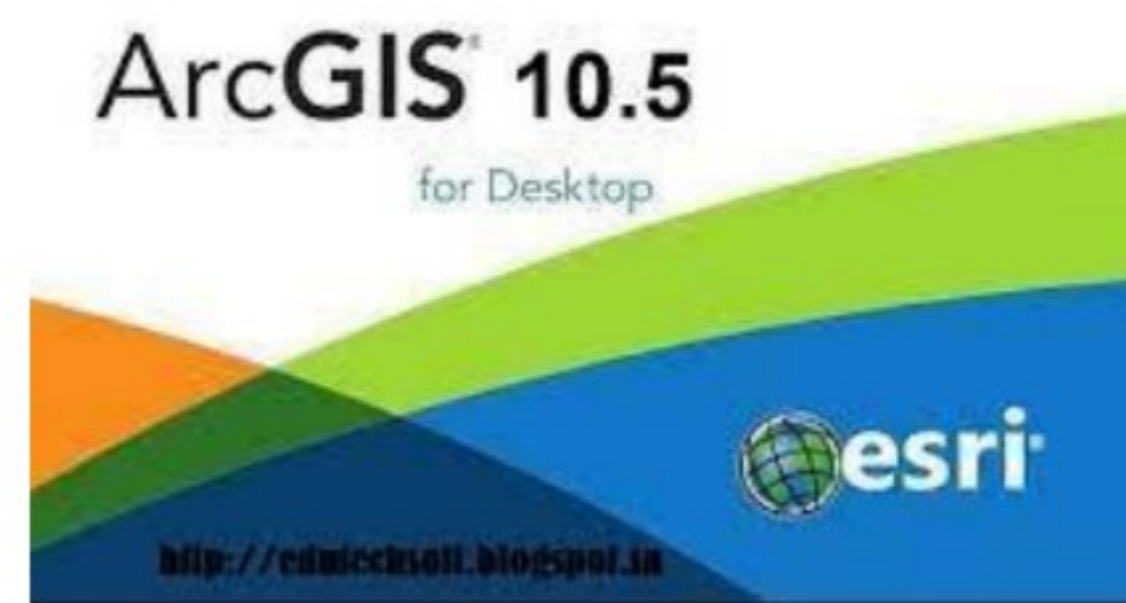


Figure 3.3 ArcGIS interface

There are 4 types of components in ArcGIS which is ArcMap, Arc Info, ArcView dan Arc Editor.

Type	Explanation
ArcMap	<ul style="list-style-type: none"> • Display and explore GIS database for study area • Create map layout for printing • Create and edit database • Represent GeoInfo as collection of layers. • Can be used to share map, layer, geoprocessing model and geodatabase
Arc Info	<ul style="list-style-type: none"> • Known as command line base system which has ability through GUI
ArcView	<ul style="list-style-type: none"> • Product program ArcMap and ArcCatalog • New data and do editing in shape file and simple personal database. • Show data spatial, create database layer and do analysis spatial data
Arc Editor	<ul style="list-style-type: none"> • Do editing in complete database

3.7 Summary

After conducting the evaluation and analysis process, this study describes the methods that can be used in this study. Approaches and methodologies range from the formation of questionnaires, distribution of questionnaires to respondents, collection

of primary and secondary data, and analysis. The results will be used to formulate recommendations and implementation actions at the end of the study.

CHAPTER 4

EXPECTED RESULTS

4.1 Introduction

This chapter will describe the results of the meeting in detail on the factor of buying strata houses among the community in Johor Bahru. Questionnaires were randomly distributed to residents in the Johor Bahru area. The number of respondents involved in this study was 99 persons.

4.2 Section 1: Respondent Background

This section describes the background of the respondents in the study area to get a true picture of how a person's position can affect the purchase of a strata house. Therefore, there are several things related to the profile of respondents will be taken into account such as age, gender, occupation, marital status, education, income level, number of households and type of employment. Things like this affect the purchase of a house for the respondents. In this study, race and religion are not taken into account because it covers all the population in the Johor Bahru area

4.2.1 Gender

The genders involved in this study will be shown in table 4.1. Based on this study, a total of 68 female respondents were involved more than the male respondents who were 31 people.

Gender	Frequency	Percentage (%)
Male	31	31.3
Female	68	68.7
Total	99	100.00

Table 4.1: Respondent Gender
Source: Field Studies, 2021

4.2.2 Age

This study consists of a correspondent who is 19 years old up to 50 years old because This study is open to all communities who can afford to buy a house. An analysis was carried out and the age of the respondents was recorded as set out in Table 4.2.

Age Group	Frequency	Percentage (%)
Below 19 years old	3	3.3
20-30	83	83.3
31-40	9	9.1
41-50	3	3.3
50 And Above	1	1
Total	99	100

Table 4.2: Age Group
Source: Field Studies, 2021

The analysis showed the age between the 20-30 years range recorded the highest respondents. Based on the analysis, the age of 50 and above indicates the lowest Frequency. This is because this study focuses on people who can afford to buy a strata house and have a stable income

4.2.3 Marital Status

The status of marriage is seen to form a total household that stimulates the demand for housing. The survey on marital status is shown in Table 4.3.

Marital Status	Frequency	Percentage (%)
Single	83	83.3
Marriage	16	16.2
Total	99	100.00

Table 4.3: Marital Status
Source: Field Studies, 2021

Based on this survey, only 16.2 percentage of respondents were married and the remaining 83.3 percentage still single.

4.2.4 Number of Households

The number of households indicates the number of people living in one house or under one roof. The number of households will be one of the factors buyers purchase a comfortable home according to the number of available people. Table 4.4 shows the analysis performed on respondents.

Number of Households	Frequency	Percentage
1-2	12	12.1
3-4	2	42.4
More 5 people	45	45.5
Total	99	100.00

Table 4.4: Number of Households
Source: Field Studies, 2021

The analysis showed that most of the respondents had a large household of more than 5 people. Most are made up of large groups of families. This suggests that Johor Bahru residents have a large family equivalent to the medium life style. This kind of situation has an impact on home selection.

4.2.5 Types of Jobs

The type of work will give an overview of the respondent's standard life or socio-economic status. Table 4.5 below shows the respondent's job type.

Types of Jobs	Frequency	Percentage (%)
Government Sector	10	10.1
Private sector	31	31.1
Unemployment	58	58.6
Total	99	100.0

Table 4.5: Types of Jobs
Source: Field Studies, 2021

Based on the selected analysis, the unemployment respondents were higher at 58.6 percentage compared to the government worker which was 10.1 percentage and private sector which is 31.3 percent. The type of work can strengthen the economic status of the respondent's life and the type of house that can be purchased by the respondent.

4.2.6 Monthly Income

Income is important in purchasing a house. A person's income level is able to show a person's stage in purchasing a type of home. It can also lead to the buyer to buy area of the house. The more expensive the house is, the bigger the size of the house.

Monthly Income	Frequency	Percentage (%)
No salary	54	54.5
RM0-RM1999	26	26.3
RM2000-RM3999	9	9.1
RM4000-RM5999	4	3.7
RM6000-RM7999	3	3.1
RM8000-RM9999	1	1.1
More RM10,000	2	2.2
Total	99	100.0

Table 4.6: Monthly Income
Source: Field Studies, 2021

Based on the analysis obtained from respondents, 54.5 percentage is don't have any income and 35.4 percentage points their income below Rm 4000. This shows them living in simple life circles. This shows that the respondents chosen in the study were represented by those with low income even though the national drinking wage does not exceed RM 1500.

4.2.7 Period of Stay in Johor Bahru

As the respondents are chosen to live only in Johor Bahru area, the respondent must choose the year of stay in Johor. This election has led to respondents being proficient about house prices in Johor which are constantly fluctuating and not fixed.

Period of Stay	Frequency	Percentage (%)
Less than 1 year	9	9.1
2-5	22	22.5
6-10	12	12.1
More than 10 years	56	56.5
Total	99	100.0

Table 4.7: Period of Stay
Source: Field Studies, 2021

The analysis showed that 56.5 percentage of respondents had lived in Johor for more than 10 years. This showed that respondents were very proficient with the price of houses in Johor that are not fixed. The analysis also showed respondents who lived in Johor for a period of 2 to 10 years at 34.6 percent. Normally, long periods of residence can make the respondents already own a house whether for private self or private rental.

4.3 Section 2: House Ownership

This section relates to the respondent's housing information where it explains the status of residence of the respondent. If the respondent already has a home, the respondent will be asked about the type of house occupied and the main factor in the purchase of strata houses.

In this analysis, the study was conducted on respondents who already own a home or vice versa. Table 4.8 show the residential property ownership of the respondents.

Residential Property Ownership	Frequency	Percentage (%)
Yes	73	73.7
No	26	26.3
Total	99	100.00

Table 4.8: Residential Property Ownership
Source: Field Studies, 2021

The analysis showed that Johor Bahru residents who did not have houses were lower at 73.7 percentage compared to those who had houses at 26.3 per cent.

4.3.1 Status of Residence Ownership

This analysis showed that only 18.2 percentage of respondents still live with their families and only 18.2 percentage of respondents had their own homes. The possibility can be made where the respondents still do not have a fixed income that allows them to buy a house.

Status of Residence Ownership	Frequency	Percentage (%)
Own house	73	73.7
Renting	26	26.3

Stay with family	65	65.7
Total	99	100.00

Table 4.9: Status of Residence Ownership
Source: Field Studies, 2021

4.3.2 Types of Homes Owned by Respondents

This section describes the types of houses owned by respondents. Based on the analysis, 56.6 percentage of respondents lived in semi-D houses or terraces while only 26.2 percentage of respondents lived in strata/ flat/ condominium and low -cost houses. Based on the analysis we can see that most families who live together will be sitting in terrace houses because large family sizes and most singles will stay in flats or condominiums because they are smaller. Table 5.0 below leads to the analysis made by respondents.

Types of Homes Owned by Respondents	Frequency	Percentage (%)
Semi-D/Terrace	56	56.7
Strata/ Flat/ Condominium Buildings	26	26.2
Bungalow	2	2
Detached House	13	13.1
Other	2	2
Total	99	100.00

Table 5.0: Types of Homes Owned by Respondents
Source: Field Studies, 2021

4.3.3 Understanding Strata Buildings

In this analysis, respondents were asked about the understanding of strata buildings and period settled in strata buildings. According to analysis, a total of 85.9 percentage had been with and knew about strata existence and 14.1 percentage had

never heard of strata buildings. This is likely that they are from rural areas or are under-emphasized on strata ridges.

Understanding Strata Buildings	Frequency	Percentage (%)
Yes	85	85.9
No	14	14.1
Total	99	100.00

Table 5.1: Understanding Strata Buildings
Source: Field Studies, 2021

Table 5.2 also states that 43.4 percentage of respondents had lived in strata buildings and 56.6 percentage had never lived in strata buildings. This is probably because the location of the area or the price of the property which was not affordable and followed Table 5.3 resulted in 43.4 percentage of houses still unsold in Johor area due to certain factors.

Lived In A Strata Building	Frequency	Percentage (%)
Yes	46	46.5
No	53	53.5
Total	99	100.00

Table 5.2: Lived In A Strata Building
Source: Field Studies, 2021

Unsold House	Frequency	Percentage (%)
Yes	43	43.4
No	56	56.6
Total	99	100.00

Table 5.3: Unsold House
Source: Field Studies, 2021

4.4 Section 3: Factors Affecting Strata House Purchases

Section 3 will explain the factors that influence the respondents to purchase a house. There are many factors given but respondents need to choose the main one for the need to purchase a home. There are two factors that are given priority namely external and internal factors. External factors such as house price, home location, public amenities and internet access. Internal factors such as the size of the house, the lighting and ventilation and the reputation of the developer.

Table 5.4 below points to the analysis that has been carried out on factors affecting buyers. This analysis uses the Likert scale to obtain a total score for each factor.

Main Factor In Buying A House	Score				Total score	Average score
	1	2	3	4		
House Prices	3	4	23	70	360	3.6363
Location Of A House	3	5	24	68	357	3.6060
Type Of Holding (Freehold Or Leasehold)	5	6	22	67	351	3.5454
Facilities						
Basic Facilities (Water, Electric)	2	5	25	68	359	3.6262
Public Facilities (School, Hospital, Police Station, Fire Station)	3	4	30	63	353	3.5656
Internet Connectivity	2	3	23	72	365	3.6868
Housing Interest	3	2	22	73	365	3.6868
House Area	3	8	33	55	338	3.4141
Surroundings And Neighborhoods	3	8	29	60	346	3.4949
Influence Of Trust	29	19	22	30	253	2.555

(Feng Shui Dll)						
Lighting And Ventilation	3	5	27	64	350	3.5353
Home Design	3	7	33	56	340	3.4343
Developer Reputation	3	6	29	61	346	3.4949
Security Level	3	2	18	77	369	3.7272

Table 5.4: Main Factor In Buying A House
Source: Field Studies, 2021

Based on Table 5.4, the security level factor recorded the highest score at 3.7272 and this leads to buyers being very concerned about safety and privacy as much as purchasing a home. Subsequently, the internet networking facilities factor and ownership interest factor recorded the same score of 3.6868 followed by house prices which recorded a score of 3.6363 and basic amenities of 3.6262. Each score points to every aspect of the buyer's mind in purchasing a strata house. Based on Table 5.4 also, we can see that the lowest score is feng shui trust of 2.555. This is probably the case because most of the respondents are Malays and Indians and they do not believe in this practice.

4.4.1 Strata House Demand

This analysis leads to respondents' opinion on the higher demand for terraced houses from strata houses. Based on this analysis, 61.6 percentage disagreed that high strata/ multi-storey houses had higher demand and only 38.4 percentage agreed. This may happen because strata/multi-storey houses cost more than terrace house.

Demand Of Strata House Than Terrace House	Frequency	Percentage (%)
Yes	61	61.6
No	38.4	26.3
Total	99	100.00

Table 5.5: Strata House Demand
Source: Field Studies, 2021

4.4.2 Other Factors In Strata House Selection

There are many other factors that can be taken into account in the selection of strata houses. Here are some suggestions by respondents in strata house selection

i. Number of vehicle compartments

For residents of strata houses, the number of parks is very important in the selection of houses. The vehicle compartment is one of the virtues of the accessory compartment. According to PTG Pahang, the accessory compartment is another parcel in a strata scheme exclusively used by a parcel in which the strata title has been registered such as parking. This accessory compartment cannot be written separately or rented. The accessory compartments of each strata owner are different and not the same. Strata owners will get at least two parking lots and this plays a role in the selection of houses. For example, when a buyer who purchases a strata, residence has 4 cars and only two parker compartments available, then two cars need to be parked outside the house. So, this makes one of the reasons for buyers to buy a home.

ii. Rooms Number

The house purchased must be comfortable for the whole family. Generally, the room in a house also plays a important role in the home sorting. For large family and with plenty of children, the room is a matter to take into account. Many rooms can be considered during the selection of houses but the more rooms for a house, the more expensive the price of the house.

iii. Difficulty obtaining loans

Besides all the above factors, the current generation has difficulty obtaining loans or financing from banking and financial institutions as they are made up of low income and unstable population. In addition, the eligibility of a loan depends on total household income and expenses. With a high financial loan requires a good monthly instalment payment. The placement of the bank's terms and policies makes this problem even more difficult. Although Syarikat Perumahan Negara Berhad (SPNB) faced the problem of dumping the offered houses and offering high discounts to Bumiputera and lower house prices, the problem still failed to be fixed. This kind of trouble makes buying a house more difficult.

4.4.3 Problems Faced by Residents in Selection Strata Building

There are many reasons that enable the residents of Johor Bahru to have problems in the selection of strata buildings. Based on the analysis that has been answered by respondents, there are several reasons.

ii High house prices

Rising house prices are one of the factors that are causing homes to not be sold out. The increase in house prices was indirectly stimulated by high demand due to the increase in population, economic growth, high construction prices and increasingly limited land. The surge in prices has produced many residents who are unable to afford houses and developers who are always focusing on profit. This price increase is not reasonable especially in urban areas which creates constraints on buyers who are interested in buying a house.

iii High Fee Management In Strata Building

Management fee is a fee to be paid by strata residents to the owner of the building. There are two types of fees which are sinking fund and maintenance fee. The fund is charged 10% of the total cost of maintenance. The Joint Management Body (JMB) can be charged this amount during an annual general meeting but should not be less than 10%. This fee will be used for security serviced, cleaning service and utility fee.

Maintenance fee or known as service charge have to pay every month. This fee will be used for recurring cost, upkeep of facilities and any minor repair on common property.

iiii Non- Strategic Location

The location of the house which is not strategic makes many homes unsold. This is because, homes that are far from the city area and lack of facilities such as Police Stations, Petronas and Clinics will make buyers think many times to buy a house even if the price is cheap.

4.4.4 Proposed Home Development

Various things can be done to do improvements in the development of homes. The government and the developers play an important role in this issue.

- i. Increase the construction of affordable houses

With house prices in the market too high, the demand for houses classified as affordable houses has increased so much that supply cannot meet demand. Strict action can also be taken to which developers fail to provide affordable homes

within the stipulated period. Besides that, Bumiputera quota can also be given to the population to avoid abuse of quotas allocated for bumiputras in fact still unsold.

ii. Provide higher schemes or rebates

Through the 2011 Malaysian budget, the prime minister of Malaysia introduced my first home scheme to help young people who are just working with a gross income of not more than RM3000 per month. This scheme helps young people to obtain up to 100% financing from financial institutions to finance their first home without the need for a 10% deposit. Overall, the scheme received encouraging response from time to time and from this benefit many young people have a brighter future.

However, in my opinion, this scheme needs to be renewed by increasing the gross opinion to RM4000 due to the higher cost of living. Undeniably, this increasingly expensive cost of living has caused many buyers to think many times about buying a home. At the same time, rebates can also be given up to RM10,000 for first-time buyers who want to buy a house and RM8000 to buyers who already have a home. Such a thing can make the buyer want to buy a house because a little burden can be reduced.

iii. Modern House Design

Modern house design means the house based on the common principles of simplicity, functionality, elegance and the lack of ornamentation. The beauty of a modern house lies in its unpretentious design. In a modern style house, all the design elements should be in harmony with each other. The idea is to use the spaces efficiently so that each of them can be put to the maximum use. A beautiful design will make the buyer have the desire to buy a home. For

example, a minimalist design house where it is ideal for newly married couples. This concept is very simple and structured and doesn't require much furniture and detail.

The latest house concept is also in accordance with the community which is increasingly busy with work and able to give pleasure such as house facing buildings. This is able to provide convenience and relaxing situation to buyers.

4.5 Strata Building According To Johor District Using ArcGis Application

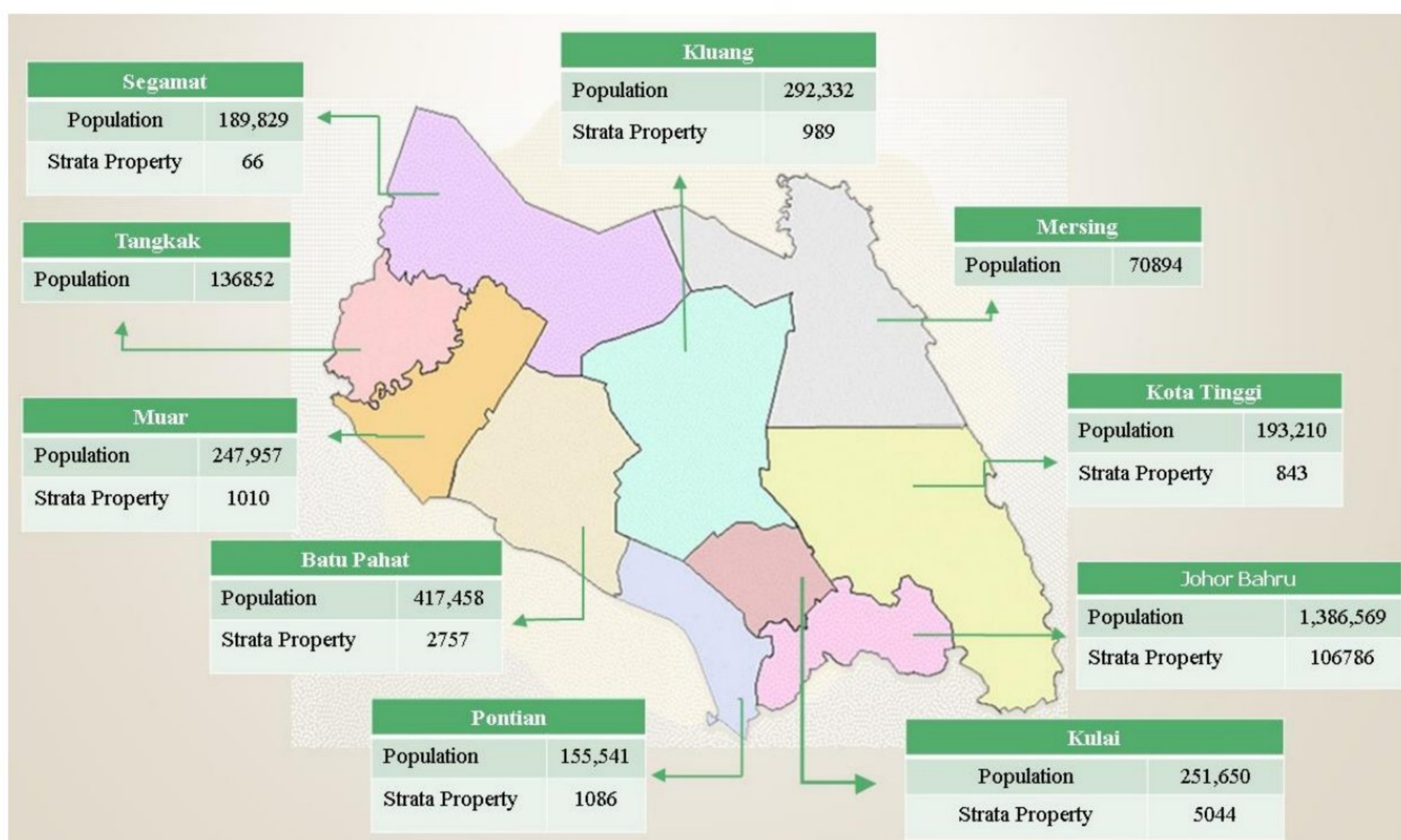


Figure 5.6 : Population And Strata Property In Johor Bahru
 Source: <https://www.data.gov.my/data>

4.6 Unsold Strata Building According To Johor District

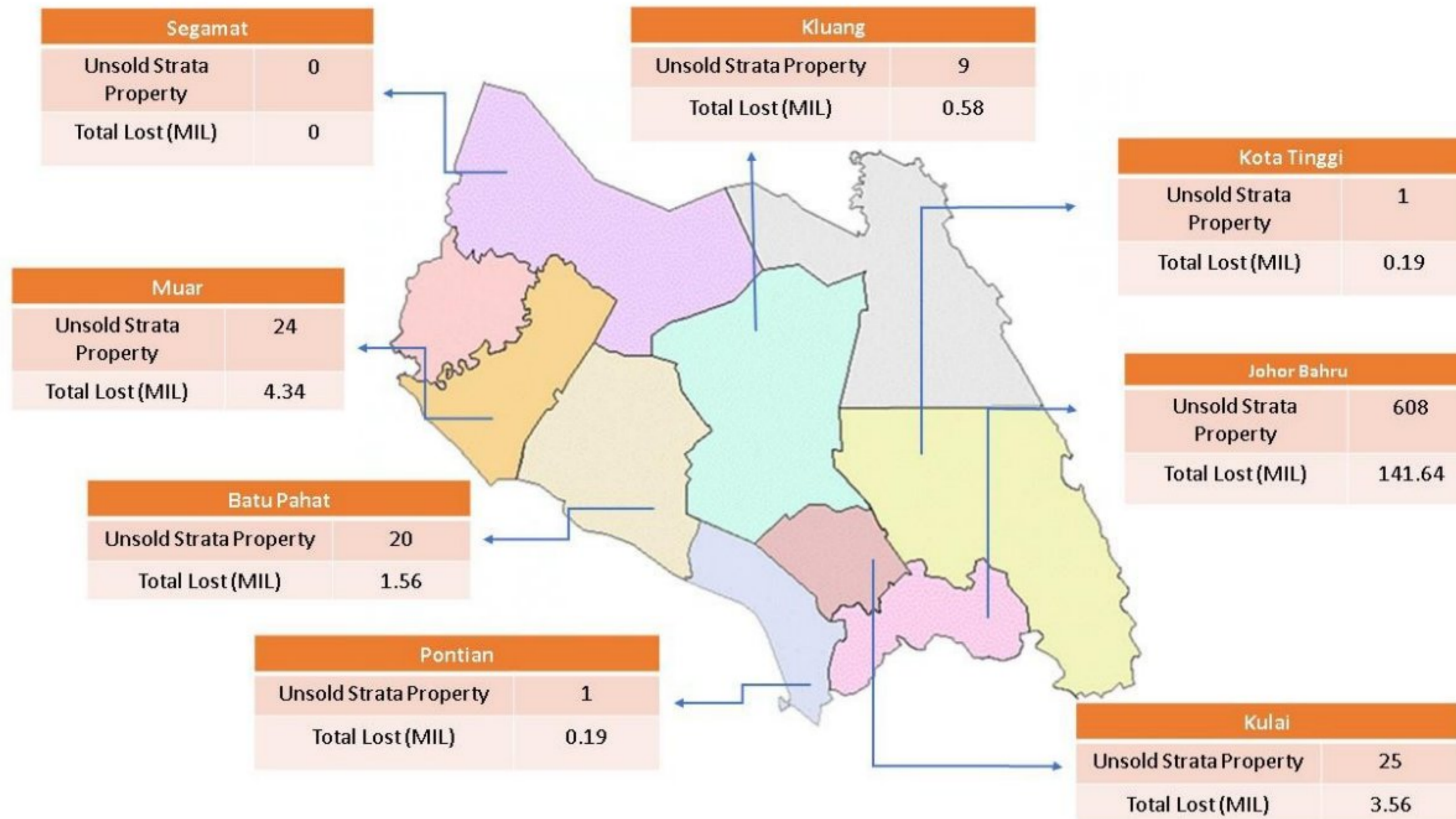


Figure 5.7 : Unsold Strata Building According To Johor District
 Source: <https://www.data.gov.my/data>

Table 5.6 shows a Johor map drawn using ArcGIS application labelled with people population and strata buildings. This map is divided by 10 districts consisting of Kluang, Mersing, Kota Tinggi, Johor Bahru, Kulai, Pontian, Batu Pahat, Muar, Tangkak and Segamat.

Segamat have 66 strata buildings followed by Muar areas that have 1010 strata buildings. Even though Segamat and Muar has slight differences in population, but many strata building is established in Muar because of the higher population there. For Batu Pahat and Pontian areas, Batu Pahat recorded 417,458 population twice from Pontian which is 155,541 and strata buildings in Batu Pahat have 2757 buildings compared to only 1086 buildings strata in Pontian area.

Next, Johor Bahru recorded the highest population of 1,386,595 population and had 106786 strata buildings to meet the needs of the residents there. Kulai which is the smallest district has a population of 251,650 with 5044 strata buildings. Kota Tinggi recorded a population of 193,210 population compared to the Kluang population of 292,332 with 989 strata buildings.

In conclusion, each population in each district is different due to various factors. High-cost living and location factors are some of the factors in the purchase of a house. Generally, Johor Bahru recorded the highest population because most of the people there worked in Singapore and this made it easier to go and back from work.

Table 5.7 is about strata buildings that were not sold in the Johor Bahru area for each district together with losses incurred. Generally, strata buildings that cannot be sold are due to various factors such as higher prices and non-strategic location for strata.

In the Batu Pahat area, 20 strata buildings were unsold while 24 buildings in the Muar area and the loss rate in Muar area is twice as high as the Pontian area. This can happen because development in the Muar area is not in line with the population there.

As for the Pontian area only 1 building not being sold or not occupied due to various factors and the loss rate is only 0.19 million. Although Kluang recorded a large district and the population was not dense, the unsold strata buildings were only 9. This is because the price of the building there is not expensive and can be purchased by various residents.

Johor Bahru recorded a very dense population and strata buildings there recorded up to 10 thousand. However, the rate of unsold strata buildings there recorded 608 buildings and this was the highest value among the 10 districts with 141.64 million losses. This may be the case because the building there is too expensive and not compatible with the cost of living of the residents there. Besides that, the high cost of living in the near area makes it difficult for residents to live in areas with high rental rates. This causes them to want to live in terraced houses and low-cost houses

In conclusion, each district in Johor registered the difference in terms of construction and sale of strata buildings. Despite the loss in sales rates, developers and the government are constantly developing strata buildings as the human population is growing and we are increasingly lacking land.

CHAPTER 5

CONCLUSION AND RECOMMENDATION

5.1 Conclusion

Malaysia consists of three titles namely strata title, Master title and individual title. Master title will get when the developer get permission to develop a piece of land and the land office will grant this title. Individual title is for landed properties. Once the developers Once handed the houses to the purchasers, the developer will need to apply to the land office to subdivide the Master Titles into Individual Title and Strata Titles. In addition, the home owner can receive this type of title in very short of period. Strata title is title for high-rise properties. Same as Individual Titles, which is once the purchaser gets the house from the developer, the developer is liable to apply for the strata titles on behalf of the purchasers. In addition, this type of title is usually to be issued after 7 or even 20 years.

In my study, I achieved the objective of focusing on the reasons for main buyers purchase strata residences in the Johor Bahru area. The second objective is to know the internal and external factors in purchasing a home. Several factors have been listed and each factor has its reasons that buyers need.

The method used in this study is a quantitative and qualitative method where it uses questionnaires distributed to all residents in Johor Bahru to answer questions related to strata house purchase factors. This method is used because it is easier considering the high-risk cases of covid-19 and making it difficult to collect data.

In my study, there are also many reasons and improvements I made to increase the sale of houses in the Johor Bharu area. this study is expected to give impact to others.

5.2 Recommendation

There are several effective recommendations for future research in order to rectify the imitation of the study. First of all, the changes of strata title in Malaysia from first decade until now. This is because the title is always changing to make sure the title getting more better but what is the consequences for the community and developers. Other than that, the implementation of 3D accessory parcel for management corporation in strata scheme and strata title legislation on practice in Malaysia.

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LIST OF APPENDIXES

APPENDIX A- QUESTIONNAIRE FORM

Arahan: Sila Bulatkan Pada Yang Berkenaan

Bahagian A: Latar Belakang Responden

1. Jantina
 - A) Lelaki
 - B) Perempuan

2. Umur
 - A) Kurang 19 Tahun
 - B) 20-30 Tahun
 - C) 31-40 Tahun
 - D) 41-50 Tahun
 - E) Lebih 50 Tahun

3. Status Perkahwinan
 - A) Bujang
 - B) Berkahwin
 - C) Lain-Lain

4. Bilangan Isi Rumah
 - A) 1-2 Orang
 - B) 3-2 Orang
 - C) Lebih 5 Orang

5. Status Pekerjaan
 - A) Kerajaan
 - B) Swasta
 - C) Tidak Bekerja

1. Tahap Pendapatan Sebulan

- A) Tiada
- B) Bawah Rm 1999
- C) Rm2000-Rm 3999
- D) Rm4000-Rm5999
- E) Rm6000-Rm7999
- F) Rm8000-Rm9999
- G) Lebih Rm10,000

2. Bandar Tempat Tinggal

3. Sudah Berapa Lama Menetap Di Johor Bahru

- A) Bawah 1 Tahun
- B) 2- Tahun
- C) 6-10 Tahun
- D) Lebih 10 Tahun

Bahagian B: Pemilikan Rumah Kediaman

1. Adakah Anda Sudah Mempunyai Rumah?

- A) Ya
- B) Tidak

2. Pemilikan Rumah Kediaman?

- A) Rumah Sendiri
- B) Menyewa
- C) Tinggal Bersama Keluarga

3. Jenis Rumah Yang Anda Duduki

- A) Banglo
- B) Semid/ Teres
- C) Pangsapuri/Flat/Kondominium/ Bnagunan Strata/Berbilang Tingkat
- D) Rumah Sesebuah
- E) Rumah Kos Rendah/ Sederhana Berbilang Tingkat
- F) Lain-Lain

1. Tujuan Pembelian Rumah
 - A) Penyewaan
 - B) Kediaman Persendirian

2. Pernahkan Mendengar Tentang Bangunan Strata/Berbilang Tingkat?
 - A) Ya
 - B) Tidak

3. Pernahkan Menduduki Bangunan Strata/ Berbilang Tingkat?
 - A) Ya
 - B) Tidak

4. Tahukan Bangunan Strata Lebghap Dengan Pelbagai Kemudahan?
 - A) Ya
 - B) Tidak

5. Tahukan Anda Bangunan Strata Perlu Membayar Wang Pengurusan Setiao Bulan?
 - A) Ya
 - B) Tidak

6. Tahukan Anda Banyak Bangunan Strata Tidak Dapat Dijual Di Kawasan Johor Bahru?
 - A) Ya
 - B) Tidak

Bahagian C: FAKTOR PEMBELIAN RUMAH

1. Adakah Anda Mengambil Kira Faktor Luaran Dan Dalaman Dalam Pembelian Rumah ?
 - A) Ya
 - B) Tidak

2. Tandakan / Pada Kriteria Yang Anda Inginkan Dalam Pembelian Rumah Strata?

1= Kurang Penting

5= Sangat Penting

Faktor Luaran	1	2	3	4	5
Harga Rumah					
Lokasi Rumah					
Kemudahan					
Kemudahan Asas (Air, Elektrik)					
Kemudahan Awam (Balai Polis, Hospital, Balai Bomba)					
Kemudahakn Jaringan Internet					
Jenis Pegangan (Freehold@Leathold)					
Kepercayaan (Feng Shui Dll)					
Persekitaran Dan Kejiranan					
Keselamatan					

Faktor Dalaman	1	2	3	4	5
Reka Bentuk Rumah					
Pengudaraan Dan Pencahayaan					
Keluasan Rumah					
Reputasi Pemaju					

Bahagian 4: Pendapat Dan Cadangan

1. Pada Pendapat Anda, Apakah Faktor Lain Dalam Pemilihan Bangunan Strata/
Berbilang Tingkat?

2. Pada Pendapat Anda, Apakah Perkara Penting Yang Akan Dipertimbangkan Sebelum
Membeli Bangunan Strata?

3. Adakah Anda Bersetuju Rumah Strata/ Berbilang Tingkat Lebih Mahal Dari Rumah
Teres?
A) Ya
B) Tidak
4. Pada Pendapat Anda, Adakah Rumah Teres Mempunyai Permintaan Yang Lebih
Tinggi Dari Rumah Strata/ Berbilang Tingkat?
A) Ya
B) Tidak
5. Jika Ya, Mengapa Perkara Ini Boleh Terjadi?

6. Pada Pendapat Anda, Adakah Bangunan Strata Sesuai Dibina Di Kawasan Luar
Bandar?
A) Ya
B) Tidak
7. Pada Pendapat Anda, Apakah Cadangan Yang Boleh Dilakukan Untuk Memastikan
Pembangunan Perumahan Di Johor Sentiasa Membangun?

8. Pada Pendapat Anda, Apakah Yang Menyebabkan Banyak Rumah Di Johor Tidak
Habis Dijual?

Bahagian 4: Pendapat Dan Cadangan

1. Pada Pendapat Anda, Apakah Faktor Lain Dalam Pemilihan Bangunan Strata/
Berbilang Tingkat?

2. Pada Pendapat Anda, Apakah Perkara Penting Yang Akan Dipertimbangkan Sebelum
Membeli Bangunan Strata?

3. Adakah Anda Bersetuju Rumah Strata/ Berbilang Tingkat Lebih Mahal Dari Rumah
Teres?
A) Ya
B) Tidak
4. Pada Pendapat Anda, Adakah Rumah Teres Mempunyai Permintaan Yang Lebih
Tinggi Dari Rumah Strata/ Berbilang Tingkat?
A) Ya
B) Tidak
5. Jika Ya, Mengapa Perkara Ini Boleh Terjadi?

6. Pada Pendapat Anda, Adakah Bangunan Strata Sesuai Dibina Di Kawasan Luar
Bandar?
A) Ya
B) Tidak
7. Pada Pendapat Anda, Apakah Cadangan Yang Boleh Dilakukan Untuk Memastikan
Pembangunan Perumahan Di Johor Sentiasa Membangun?

8. Pada Pendapat Anda, Apakah Yang Menyebabkan Banyak Rumah Di Johor Tidak
Habis Dijual?

**Appendix B- Breakdown/ Unsold Number Of Residential Property According
To Type And District**

Pro_Type	Johor	Kota Tinggi	Pontian	Kluang	Mersing	Batu Pahat	Muar	Segamat	Kulai
1 - 1 1/2 Storey Terraced	440	91	22	204	31	301	109	87	132
2 - 2 1/2 Storey Terraced	1,065	45	30	169	2	210	69	71	137
1 - 1 1/2 Storey Semi- Detached	25	3	13	29	1	56	103	5	7
2 - 2 1/2 Storey Semi- Detached	94	5	3	19	2	48	59	16	6
Detached	64	19	16	43	11	24	25	16	16
Condominium/Apartment	316	1	0	0	0	4	21	0	7
Cluster House	106	2	4	5	0	13	1	1	13
Town House	11	0	0	0	0	0	0	0	2
Flat	110	0	0	5	0	12	2	0	10
Low-Cost House	289	19	25	99	8	75	27	42	58
Low-Cost Flat	182	0	1	4	0	4	1	0	8
Others	0	0	0	0	0	0	0	0	1

**Appendix c- Breakdown/ Unsold Number Of Residential Property
According To Type And District (RM MILLION)**

Pro_Type	Johor	Kota Tinggi	Pontian	Kluang	Mersing	Batu Pahat	Muar	Segamat	Kulai
1 - 1 1/2 Storey Terraced	168.19	25.26	4.82	50.82	9.29	92.31	28.94	19.32	43.57
2 - 2 1/2 Storey Terraced	526.05	17.66	13.54	44.73	0.28	71.22	32.71	16.81	56.19
1 - 1 1/2 Storey Semi-Detached	12.25	1.14	3.82	12.05	0.22	23.36	38.86	1.60	2.75
2 - 2 1/2 Storey Semi-Detached	101.24	3.10	1.74	12.74	1.31	26.64	39.27	7.62	3.99
Detached	71.80	4.58	6.25	12.63	2.76	14.39	14.95	3.63	11.68
Condominium/Apartment	109.91	0.19	0.00	0.00	0.00	0.57	3.84	0.00	1.59
Cluster House	86.32	1.01	2.13	3.08	0.00	7.74	0.25	0.35	9.71
Town House	3.36	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.72
Flat	13.68	0.00	0.00	0.34	0.00	0.98	0.46	0.00	1.43
Low-Cost House	64.07	2.18	3.53	8.29	0.69	6.34	2.83	3.31	11.40
Low-Cost Flat	18.05	0.00	0.09	0.24	0.00	0.26	0.04	0.00	0.54
Others	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	6.50