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**“IMPLEMENTATION OF BUILD AND SELL
CONCEPT IN MALAYSIA”**

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the award of Bachelor of Building Surveying (Honours)**

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ABSTRACT

Malaysia is a fast growth country which transformation from agriculture to industrial country. Development of this country is realized by growth of high rise building and economy aspect for this country. Development activities are provocatively perform as same as government principles to shows that Malaysia is one of the developed country in the world. 30% of housing industrial is contributing to economy. From the percentage, it shows that industrial of housing is important especially for developed country.

Housing development in Malaysia is one part of government vision to help Malaysian citizens for their living. In Malaysia, housing development has been given priority not only for fulfill the basically need for living place but also contribute to economical growth of Malaysia.

The country still having problem on the way to perform any activities or project such as housing project. The Certificate of Fitness (CFO) and delayed project are the major problem. There are also abandoned housing projects because of developers itself. They are not quite establish and also couldn't get any financial sources. All of this problem will give bad impression to industrial of housing and also to buyers.

Sell and build is traditionally used to any development, developers are propose a new housing market that approved by local authority. There are procedures that have to be followed such as requirement on changing the title of land, financial institution and so on. After all the requirements are approved, developers will advertise the proposal of housing project. Then if there are buyers that interested to the houses developer and buyer have to sign an agreement about the selling houses. Then buyers have to pay 10% of the houses price. In 2 years, developers have to finish up the project.

On the duration, developers' maybe facing on many problems such as on cost budgeting, problems on structure and unsatisfied on quality of houses. Besides that, buyers also will affect by it. It is because; certain problem facing by developers that are too serious will abandon their housing projects. To solve this problem, government had proposed new concept of selling houses. It is Build then Sell concept. With the concept, developers and buyers will get more advantages. But not all of developers and also buyers agree with this new concept. It is because the Build then Sell concept has advantages and also disadvantages for buyers and developers.

Sustaining to the matters, the study carried out to find out the perception and the viability of performing the Build then Sell concept.