



# 香港地產建設商會

## THE REAL ESTATE DEVELOPERS ASSOCIATION OF HONG KONG

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To : **REDA Corporate Members**  
Date : **24 May 2019**  
Subject: **Sale of First-hand Residential Properties**

Dear Members,

Since the issuance of our circular of 9 May, we have received feedback from members suggesting that a rather more flexible set of criteria be adopted in the sale of flats by tender in order to better reflect different market segments and special circumstances.

Upon careful consideration, the Executive Committee took account of this body of opinion and made the following decision which supersedes the previous circular of 9 May:

1. To enhance transparency, tender documents with full details including all benefit plans available to the purchaser will be uploaded to the subject development's website and provided to the Sales of First-hand Residential Properties Authority.
2. Information regarding the transaction price and any benefit plan eventually chosen by the purchaser will be updated in the Register of Transactions as soon as such information becomes available.
3. Any properties other than those which fall into the following categories should not be offered for sale by tender:
  - a) Houses, town houses and special units (e.g., duplexes; units on the top floor with an accompanying roof or flat roof; units on the lower floors with an accompanying flat roof, terrace or garden),
  - b) units with 3 or more bedrooms (as defined under Building (Planning) Regulations) having a saleable area of not less than 70m<sup>2</sup>, and
  - c) all other units with a saleable area of not less than 100 m<sup>2</sup>.

Recognising that there may be pre-existing sales arrangements put in place by members, the Executive Committee has provided a phasing-in period whereby members may adopt the above practices as soon as practicable but no later than 1 June 2019.

Stewart Leung  
Chairman, Executive Committee



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致：香港地產建設商會各公司會員

日期：2019年5月24日

有關：一手住宅物業銷售

商會於5月9日發出指引之後，接獲會員意見，建議指引可更具彈性，以反映各類物業各有其特色和銷售實況。

執委會經詳細考慮後決定採納有關建議，並議決如下，以取代5月9日之指引：

1. 為提高透明度，有關招標文件，包括為買家提供之所有優惠計劃及詳細條款，均會上載至發展項目的網站，並提交予一手住宅物業銷售監管局。
2. 有關單位之成交金額及買家最終選擇之優惠計劃，均會及時在成交紀錄冊更新。
3. 除下列各項物業以外，其他物業一概不可以招標方式出售：
  - a) 獨立屋，洋房及特色戶(如複式單位、頂層連天台或平台之單位、低層連平台庭園或花園之單位)，
  - b) 具3間或以上睡房(依照建築物(規劃)規例之定義)實用面積不少於70平方米之分層單位，與及
  - c) 任何實用面積不少於100平方米之分層單位。

為顧及個別發展項目之現有銷售安排，執委會同意設置過渡期，呼籲會員在可行情況下盡早引入上述指引，惟最遲須於2019年6月1日全面落實。

梁志堅  
執行委員會主席