



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 : **22 December 2025**
Subject: **Sale of First-hand Residential Properties**

Dear Members,

Since the issuance of our circular of 27 June 2024 which introduced a more flexible set of criteria for members' adoption in the sale of flats by tender, market response has been positive. This enhanced approach has allowed sales to be conducted in a manner more responsive to the preferences of prospective purchasers.

To enable the market to operate in a further facilitated environment and to cater for the special circumstances of purchasers, the Executive Committee deliberated and took the decision that our Guidelines should be further relaxed as follows.

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 which fall into any of the following categories can 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 a saleable area of more than 50m², and
 - c) units with 2 or more bedrooms in a completed development (having obtained Occupation Permit and feasible for inspection) of which more than 20% of the total number of the units in the development have been sold.

The Executive Committee has also decided that the above practices will come into effect immediately.

Stewart Leung
Chairman
Executive Committee