



# 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 : **27 June 2024**  
Subject: **Sale of First-hand Residential Properties**

Dear Members,

Since the issuance of our circular of 24 May 2019, 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 24 May 2019:

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 a saleable area of not less than 70m<sup>2</sup>, and
  - c) units in a completed development (having obtained Occupation Permit) of which not less than 25% of the total number of the units in the development have been sold.

Provided that in respect of categories b and c above, units with less than 2 bedrooms shall not be disposed of by way of tender.

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

Stewart Leung  
Chairman, Executive Committee