



# 香港地產建設商會

## THE REAL ESTATE DEVELOPERS ASSOCIATION OF HONG KONG

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Date 23 September 2004  
To REDA Corporate Members  
Subject : **Sales Descriptions of Uncompleted Residential Properties**

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The practice of bundling telecommunication services with property management was the subject of a recent meeting with the Consumer Council, and consequently an understanding was reached by both sides.

It was agreed that our members would state wherever possible in their sales brochures the respective payment terms and contract periods for any telecommunication services to be made available with their property should the management fee be inclusive of such services. It was also understood that this might not always be possible as the terms of such services may not be finalized at the time of the pre-sale. Our overriding objective however is to make such offers of services as transparent as possible. Likewise, facilities that are to be "carved-out" from the common areas will also be specified clearly in the sales brochures.

Details of our understanding with the Consumer Council can be found in the enclosed letter. Your cooperation in putting such understanding into practice would be appreciated.

Stewart Leung  
Vice Chairman  
Executive Committee

Enclosure