

## 一手樓花買賣新措施 New measures on the sales of uncompleted flats

為了增加一手樓花買賣的透明度，政府的「九招十二式」已於2010年6月1日實行，在一手樓物業的銷售和資訊發放方面有新的措施。通過下述兩條常見問題與答案，地產代理從業員可加深了解新措施，以便向客戶提供更準確的資訊。

### 問題一：在「九招十二式」之下，發展商推出價單方面有哪些新措施？

發展商須於樓花盤開售三天前公布有關價單，以及首張價單須包括更多單位。詳情表列如下：

| 項目類型                            | 每批可供出售單位首張價單的單位數目      |
|---------------------------------|------------------------|
| 小型發展項目（單位總數或發展項目的某一期少於100個單位）   | 30個或30% <sup>(註)</sup> |
| 大型發展項目（單位總數或發展項目的某一期共100個或以上單位） | 50個或50% <sup>(註)</sup> |

（註：以較高者為準）

### 問題二：根據新措施，如發展商提供示範單位，是否必須設立「清水房」？

是的，發展商須遵守以下規定：

- 要提供最少一個「清水房」，即在內部間隔、裝修用料以及附送的設備上完全與交樓標準一致的「交樓標準單位」。
- 示範單位須與相關已批核的建築圖則及售樓說明書中所指明的面積或尺寸一致。
- 如單位內移除了非結構內牆或間隔牆，須在地面上以實線清晰地標示有關牆身的原先確實位置及厚度。
- 容許準買家在示範單位內量度面積、拍照或攝錄。

To enhance the transparency of the sales of first-hand private residential properties, the Government has implemented the “nine new measures and twelve requirements” with effect from 1 June 2010 to regulate the sales arrangement and dissemination of information. The following two frequently asked questions and answers are intended to deepen estate agents’ understanding of the new initiatives so that they can provide accurate information for their clients.

### Question 1: Under the “nine new measures and twelve requirements”, what are the new requirements on price lists?

Developers are required to make public their price lists three days prior to the commencement of the sales concerned and include more flats in their first price lists. Detailed requirements are given as follows:

| Type of development   | Number of units to be included in the first price list for each batch                        |
|---|--|
| Small-scale development (a development or a phase of development with less than 100 units in total) | 30 units or 30% of the total number of units put up for sale in each batch <sup>(Note)</sup> |
| Large-scale development (a development or a phase of development with 100 units or more in total)   | 50 units or 50% of the total number of units put up for sale in each batch <sup>(Note)</sup> |

(Note: whichever is the higher)

### Question 2: Under the new requirements, is the provision of the unmodified show flat(s) a must if the show flat(s) is/are made available by developers?

Yes, developers have to comply with the following requirements:

- There should be at least one “unmodified show flat” showing exactly the same conditions of the actual flat to be handed over to buyers upon completion in respect of internal partitions, fittings and finishes, and complimentary appliances.
- The size and dimensions of the show flat(s) must be identical to those specified in the respective approved building plans and sales brochures.
- For show flat(s) with non-structural internal walls or partitions removed, there should be a solid line on the floor indicating conspicuously the exact original position and width of the walls or partitions concerned.
- Prospective buyers should be allowed to take measurements, photos and video records inside the show flat(s).

## 取消或拒絕牌照申請退款安排 Refund arrangement for cancellation or rejection of licence applications

監管局提醒牌照申請人，倘若取消牌照申請或不獲發牌照，監管局會以支票形式退回有關牌費予申請人，支票的收款人只限於有關牌照的申請人。監管局會於取消或拒絕申請之日起計的10個工作天內發出退款支票予申請人。

此外，倘牌照申請人希望取消其牌照申請，本局只會在該牌照仍未批出前接納有關要求。

The EAA reminds licence applicants that if a licence application is cancelled or rejected, the EAA will refund the licence fee to the applicant by cheque payable to the applicant only. The EAA will issue the refund cheque within 10 working days from the date the application is cancelled or rejected.

Should licence applicants wish to cancel an application, refunds will be issued only for applications that are still pending determination.