

銷售一手物業時必須謹慎

Be prudent when promoting first-hand properties

鑒於近期本地一手物業市場活躍，監管局提醒各持牌人，務必確保買家了解所有重要物業資訊。

近期市場上有住宅及非住宅的一手物業發售，監管局早前發出新聞稿提醒公眾，一手住宅物業的銷售受《一手住宅物業銷售條例》規管。在該條例下，賣方須披露指定資訊，包括提供售樓說明書、價單、載有銷售安排的文件及成交紀錄冊等，以確保銷售的透明度。

另一方面，一手非住宅物業（如商業或工業大廈）的銷售則不受《一手住宅物業銷售條例》所規管。因此，針對住宅單位的披露規定並不適用於這些物業。

當持牌人於銷售一手物業向客戶提供協助及資訊時，應令買家了解物業的法定用途、樓面面積（住宅物業為實用面積）及所提供面積的計算基準、物業是否受《一手住宅物業銷售條例》所規管、並根據適用的監管制度，以書面形式提供所有資訊及文件。

In light of the recent surge in sales activities in the local first-hand property market, the EAA would like to remind licensees of the importance of ensuring the purchaser understands the critical property information.

Noting that recently there are both residential and non-residential first-hand properties available for sale in the market, the EAA had issued a press release earlier to remind the public that the sale of first-hand residential properties is regulated under the Residential Properties (First-hand Sales) Ordinance ("RPFSO"), under which vendors need to disclose specified information, including the provision of sales brochures, price lists, documents containing sales arrangements and registers of transactions, etc. to ensure transparency.

On the other hand, the sale of first-hand non-residential properties (such as commercial or industrial spaces) is not regulated under the RPFSO. Consequently, the disclosure requirements mandated for residential units do not apply.

When licensees provide purchasers with assistance and information when promoting first-hand properties, they should ensure the purchaser understands the permitted usage of the property; the floor area (saleable area for residential properties) and the basis of the measurement provided; whether the property is covered by the RPFSO and provide all information and documents in writing according to the applicable regulatory regime.

