



9<sup>th</sup> March, 2010

The Hon CHAN Kam-lam, SBS, JP  
Chairman of the Subcommittee on Land  
(Compulsory Sale for Redevelopment)  
(Specification of Lower Percentage) Notice  
Legislative Council of the HKSAR

Dear Mr. Chan,

Re: Lower the application threshold for compulsory sale of industrial buildings

I am writing to express my support for the current subsidiary legislation about lowering the percentage for compulsory sale of aged over 30 years industrial buildings.

Having been an industrial property agent for about 20 years, and now being a sales director in a listed property agency, I believe the mentioned legislation will help to speed up the development of industrial district, furthermore, owners also can benefit from it.

Firstly, the transaction of 30 years industrial property remains quiet and the selling price and rent movement has been kept stable for many years. However, some past cases have showed that the selling price and rent could double or more than double after redevelopment. Highly attractive returns will help stimulate developer and investor interest, so that owners of the old industrial building could sell their properties in appreciable value.

Secondly, due to the redevelopment of single ownership is oftenly seen in the market, to save the time in ownership assemblage and hasten the redevelopment or conversion of old industrial building, it is the right thing to lower application threshold for compulsory sale from existing 90 percent to 80 percent.

Sincerely,

Aivan Chan

Sales Director, Midland IC&I