

天晉全期P減2.7厘全城最低息 領凱傳爆退票潮20%縮沙

銷情考驗

長實(00001)氣勢如虹的日出康城領凱開賣前夕，卻遭逢股災及加息夾擊，買家登時被嚇窒，市傳爆發退票潮，據悉已有最少20%已入票的準買家縮沙，扣除「水分票」，實客僅餘不足700個，估計今日開賣銷情受考驗，業界料即日沽約300伙，除非今日股市大升，否則難挽買家。另新地(00016)將軍澳天晉夥中銀提供全期P(最優惠利率5厘)減2.7厘爆炸性低息，全城最平。

長實地產投資董事黃思聰表示，日出康城領凱噏冷式盡推，尚餘156伙分層再發價單，平均呎價約5755元(即供約5410元)，加推單位分布10座左翼A及右翼D室，以及11座左翼A室單位，即供呎價5225元，1167伙已悉數盡推，市值70億元，僅餘1個特色單位暫未有價，今日可發售單位最多852伙。昨日加推的156伙中，36伙10座左翼A室單位，面積804方呎，一口價即供437.7萬元，呎價5444元；35伙11座左翼A室961方呎單位，一口價487.9萬元，呎價5077元。

領凱傳實客篩淨700客

黃思聰續說，領凱截至昨日已錄得逾1700個登記，其中10%屬內地人士，部分要求大手洽購8伙以上，不過為照顧更多買家可以購入單位，限制每個同名買家最多只可以購入2伙。

領凱登記反應一直順風順水，每日維持大批登記人士入票，可惜好景不常，不利因素接二連三，繼日前銀行相繼調加按息，港股昨日又急插，遭逢雙重打擊下，樓市頓時風高浪急，買家當堂被嚇窒，部分甚至即時致電經紀要求退票，霎時爆發退票潮，市場估計最少20%買家即時「轉軌」，以發展商公布的1700個登記計，即約300多個買家縮沙，情況相當嚴重，再扣除「水分票」，左節右節下實客篩淨不足700個，預料今日首日開賣極有機會出師不利，預料即日沽約300伙，與股災前預算首日最少沽500伙相距一截，領凱今次可謂被港股累死。

市場人士估計，除非今日港股爆升，否則難挽回買家信心，領凱未必能如姊妹盤領峯及領都等「一Q清袋」。

天晉照推50伙複式應市

另外，一直讓路領凱賣先的新地將軍澳新盤天晉，會否因而避過一劫實屬未知之數，暫時仍以靜制動。新地代理執行董事雷霆表示，天晉獲中銀為該盤買家提



▲天晉夥中銀提供優惠息口按揭，雷霆(右)及中銀(香港)個人金融及產品管理副總經理周澤慈



▲陳玉成(左)及Miele(香港)董事總經理Mr. Carsten Nittke

供爆炸性低息，全期息率低至P減2.7厘，實息即2.3厘，全城最低。

雷霆領凱最快月底開賣，10月初開放示範單位，照舊先推50個複式大單位，面積1000多至2500方呎。

雷霆稱，天晉經過首輪內地、中環國際金融中心以及觀塘apm的路演，累積獲獲3000名準買家登記，內地客佔30%，稍後再於廣州及上海展開路演之旅。



嘉湖山莊鳥瞰圖

買家撻訂嘉湖高層蝕10萬

「息魔」及股災雙重夾擊，樓市再遭重挫。對息口相當敏感的細價樓天水圍嘉湖山莊錄撻訂，一名買家原定今日簽約，卻見股災慌失失即時撻訂，佣金連訂金10萬元。

消息人士指出，屋漏兼逢連夜雨，加息兼股災陰霾，細價樓買家被嚇至慌失失，寧撻訂損手離場。嘉湖山莊2期2座高層C室，面積586呎，買家月初以196萬購入，並支付細訂5萬元，約實今日簽大訂，豈料港股暴挫昨日即時撻訂，佣金連訂金在內蝕10萬元。

除嘉湖錄撻訂外，其餘屋苑也錄得減價及低價成交，世紀21奇豐物業海柏分行(3)經理徐永成表示，海柏花園6座高層F室573呎，業主原先叫價370萬元，因受市況影響，減價5%至350萬元易手，折合呎價6108元，較同類型單位低3%。

祥益地產分行主管巫嘉露表示，屯門恒福花園3座低層F室776呎3房，獲區內上車客斟洽，業主最終肯減20萬，以289.42萬購入，呎價為3730元。

中原地產元朗大馬路分行經理王勤學表示，YOHO TOWN 2座中層F室684呎3房，370萬元易手，呎價5409元，業主7月叫價385萬元，及後見金融市場反覆，而政府增加土地平衡供應心意堅決，業主遂決定減價止賺離場，最終減價共15萬元將單位易手，現易手帳面獲利215.6萬元，升值139%。

中原豪宅STATELYHOME 青山公路高級分區經理吳國豪表示，近日股市動盪，令部分急於沽貨之業主願擴大議價空間，浪翠園1座高層C室720呎，以319萬元易手，折合呎價4431元。業主本開價330萬元，有見近日交投放緩，市況不穩，故願意減價11萬元沽出單位，原業主2003年8月以102萬元購入，持貨8年，現易手帳面獲利217萬元，升值2.1倍。

深灣9號巨宅均價5500萬

港島搶客戰第二擊嘉華(00173)牽頭的黃竹坑深灣9號，最快下周開放示範單位兼派樓書，首批推售50伙，其中僅26伙的巨宅——面積達到2323方呎，平均消費約5500萬元，平均呎價約2.37萬元。

嘉華物業營業及市場策劃董事陳玉成表示，深灣9號至今已接獲800個查詢，內地客佔40%，最快下周開放示範單位及派樓書，擬定首階段推100伙，而首批則推出50伙。

陳續說，第6座A室面積2323方呎，只得26伙，屬4房間隔擁私人大堂，預計單位平均消費約5500萬元，呎價約2.37萬元。

此外，該盤夥家電品牌Miele，為深灣9號打造最豪廚房，引入全新系列廚房家電，411伙全部受惠，預計每伙約

值200萬元。

另一方面，泛海國際(00129)夥高富諾合作推出的荃灣皇皇，委託港置代理向餘13伙，泛海執行董事關登林表示，皇皇餘貨全屬複式，入場費約由4100餘萬元起。其中位處38樓的4688方呎複式單位，5房4套房間隔，意向價8500萬元，為該批單位中意向價最高之單位。

香港置業高級執行董事伍創業表示，該行將為皇皇於內地多個城市進行推廣路演，首站定於北京。港置地產(中國部)董事廖玉娟表示，隨著經濟增長，近年內地人對生活質素的要求有所提高，加上由於內地早前推出房地產限購令，令不少內地人選擇其他地點置業，作自住或投資收租之用。而由於香港樓市自由度大，對內地客吸引力巨大。

五千元以下租盤幾近絕跡

通脹升溫，租金持續上升，綜合代理資料，今年首8個月平均呎租升7.5%，1萬元以上租戶比例超越97年，創16年新高，5000元以下租盤近乎絕跡。

美聯物業首席分析師劉嘉輝表示，通脹持續升溫，一定程度上與近年私樓租金上升有關。由於在計算通脹中，私人房屋租金權重逾27%，可見租金對通脹有一定影響。據美聯「租金走勢圖」顯示，今年首8個月平均呎租累升約7.5%，比對則升約9.3%。

盈翠太古城呎租累升12%

若以該行促成的租務個案計算，與去年8月份比較，青衣盈翠半島及鯉魚涌太古城平均呎租均累升約12%左右，粉嶺花都廣場、觀塘麗港城及深井碧堤半島均錄得逾10%升幅。

另邊廂，中原地產研究部聯席董事黃良昇指出，今年私人住宅租務市場暢旺，不少租盤獲用家承接，刺激平均租金持續上升，影響中高價月租單位成交增多，同時令低價月租單位成交顯著回落。今年首8個月以每月租金劃分，月租1萬至1.5萬元、1.5萬至2萬元、2萬至3萬元及3萬元以上的私人住宅成交比例，分別暫時錄30.8%、17.3%、11.4%及10.5%，並超越97年水平，分別高出11.1、5.3、0.6及2.4個百分點，同創96年有記「紀錄」紀錄以來的16年歷史新高。

相反，月租1萬元以下的成交比例不斷下降，兼創16年歷史新低。首8個月，月租5000元以下及月租5000元至1萬元的成交比例分別暫時為0.7%及29.3%，較97年下跌3.5及15.9個百分點。租金上揚，令低價月租單位供應減少，5000元以下的租盤更幾近絕跡。

受到新晉屋苑的租金較高影響，整體私人住宅的平均呎租明顯被拉高，但事實上仍有大部分傳統藍籌屋苑的租金尚未超越97年高位。

第一城平均租金持平97

至於10大傳統屋苑中，8月份暫時只有天水湖嘉湖山莊及沙田第一城的平均呎租突破97年7月水平，分別高出4.1%及2.5%。但嘉湖山莊現時的租金仍比97年的最高位為低，而沙田第一城現時的租金則與97年的最高位持平。不過，其餘8個屋苑柴灣杏花邨、鯉魚涌太古城、鴨脷洲海怡半島、荔枝角美孚新邨、鯉魚涌康怡花園、紅磡黃埔花園、藍田匯景花園及觀塘麗港城，今年8月份的租金仍較97年7月低3.5%至24.2%。

以個別租務成交計，今年沙田第一城1期12座的中層單位，呎租達24.9元，比97年錄24.0元的高呎租個案上升3.7%。另外，今年康怡花園M座的高層單位，呎租錄38.9元，較97年最高的37.6元上升3.5%。

香港麗思卡爾頓膺最佳設計酒店

新地(00016)旗下九龍站香港麗思卡爾頓酒店(圖)，是位處全球樓層最高的酒店，憑藉時尚設計和優雅風格，最近獲國際旅遊雜誌權威《Virtuoso Life》頒發2011年度「最佳設計」獎項，為本港唯一獲頒此榮譽的酒店。

《Virtuoso Life》為國際旅遊雜誌權威，每年頒發「Best of The Best」獎項嘉許優質酒店。2011年度的評審團除了雜誌編輯，還包括逾6000位來自美國和澳洲等22

工商舖價量半月急挫逾三成

環球經濟市場波動，本港工商舖市場氣氛亦受影響。據美聯工商舖資料研究部綜合土地註冊處資料顯示，9月份首15日工商舖買賣註冊價量分別錄得350宗及28.47億元，按月分別急跌約34.2%及40.5%，較去年同期的763宗及54.26億元分別下降約54.1%及約47.5%，其中工廈市場首15日成交宗數更按月下跌約45.9%至171宗，跌幅為工商舖市場之首。

美聯工商舖行政總裁黃子華指出，本月首15日工商舖買賣註冊價量的成交價量連錄3個月下跌，主因是受環球金融市況未見明朗所致；而事實上，工商舖市場量價累升一年多，目前經歷調整期亦不難理解，惟基本利好工商舖市場之因素維持不變；而第四季市況，他看好工、商、舖三類物業的租賃升勢持續，反映非住宅類物業亦不乏用家支持。



▲香港麗思卡爾頓酒店位於新地的甲級發展項目環球貿易廣場第102至118層

Stock Abbr.: Highly Guifen (A-share), Highly B Gu (B-share) Stock Code: 600619 (A-share), 900910 (B-share) Announcement No.: L2011-015

Shanghai Highly (Group) Co., Ltd.

Announcement on Resolutions Made at the Third Session of the Sixth Board of Directors and Convening the First Special Shareholders' General Meeting for 2011

The Board of Directors of Shanghai Highly (Group) Co., Ltd. (hereinafter referred to as "the Company") and all its directors hereby ensure that this announcement carries no false information, misleading statement or material omission, and they are jointly and severally liable for the accuracy, genuineness and completeness of this announcement. The English translation is for reference only.

Important Contents:

- Date and time of the General Meeting: Starts at 1:30 p.m. on 10 Oct. 2011 (Monday)
- Way of voting for the General Meeting: On-site voting and online voting are both available for the General Meeting.
- Date and time for the online voting: 9:30 a.m. ~ 11:30 a.m. and 1:00 p.m. ~ 3:00 p.m. on 10 Oct. 2011
- Place for the General Meeting: Banquet Hall on 3/F of Marriott Shanghai Pudong (No. 838 Dongfang Rd., Pudong, Shanghai)

On 15 Sept. 2011, the notice for the Company's Third Session of the Sixth Board of Directors to be convened by way of telecommunication and the written documents carrying the relevant proposals were sent to all directors. On 21 Sept. 2011, directors reviewed the proposals and signed on the said documents to indicate their voting opinion. The session was convened in a procedure in compliance with applicable laws, regulations and the Company's Articles of Association. The following proposals were reviewed and approved unanimously at the session:

1. The Proposal on Extending the Valid Period for the Resolution Concerning the Company's Private A-share Issue Made at the Shareholders' General Meeting was reviewed and approved. The resolution valid period for the Proposal on the Company's Private A-share Issue, which was reviewed and approved at the First Special Shareholders' General Meeting for 2010, will expire on 11 Oct. 2011. In order to ensure the continuity of the private A-share issue plan and relevant work, the Company's Board of Directors plans to request the Shareholders' General Meeting to review and approve the Proposal on Extending the Valid Period for the Resolution Concerning the Company's Private A-share Issue Made at the Shareholders' General Meeting. The resolution valid period for the Proposal on the Company's Private A-share Issue (reviewed and approved at the First Special Shareholders' General Meeting for 2010) and the relevant authorization to the Board of Directors were proposed to be extended for another year. The new valid period would be the 12 months from the date when the proposal is reviewed and approved at the First Special Shareholders' General Meeting for 2011 (11 Oct. 2011). Other resolution contents about the private A-share issue than the extension of the valid period and the relevant authorization to the Board of Directors remained the same. For details of the private A-share issue plan, please refer to the Announcement on Resolutions Made at the 13th Session of the Fifth Board of Directors and the Announcement on Resolutions Made at the First Special Shareholders' General Meeting for 2010.
2. The Proposal on Convening the First Special Shareholders' General Meeting for 2011 was reviewed and approved to convene the meeting. Information about the First Special Shareholders' General Meeting for 2011 is as follows:

I. Basic information about the meeting.

1. Convener: The Company's Board of Directors
2. Way of convening: On-site voting and online voting are both available for the General Meeting. The Company will provide an online voting platform for all shareholders via the trading system of the Shanghai Stock Exchange.
3. Date and time for the meeting:
 - Date and time for the on-site voting: Starts at 1:30 p.m. on 10 Oct. 2011 (Monday)
 - Date and time for the online voting: 9:30 a.m. ~ 11:30 a.m. and 1:00 p.m. ~ 3:00 p.m. on 10 Oct. 2011
4. Place for the on-site voting: Banquet Hall on 3/F of Marriott Shanghai Pudong (No. 838 Dongfang Rd., Pudong, Shanghai)
5. Voting rules: A shareholder of the Company may choose to vote on site or vote on line via the trading system of the Shanghai Stock Exchange during the designated time for the online voting. A shareholder of the Company can only choose one way to vote between on-site voting and online voting. If the same shareholder casts two votes at the on-site meeting and via the online voting system, the first vote will be taken as the final vote. Please see Attachment 2 for the specific online voting procedure.

II. The Proposal on Extending the Valid Period for the Resolution Concerning the Company's Private A-share Issue Made at the Shareholders' General Meeting will be reviewed at the meeting. Please find details of the proposal in the paragraphs above about the resolutions made at the Third Session of the Sixth Board of Directors.

III. Attending personnel

1. Shareholders of A shares of the Company registered at the Shanghai Branch of China Securities Depository and Clearing Corporation Limited after the trading closure on the afternoon of 26 Sept. 2011 and shareholders of B shares of the Company registered at the Shanghai Branch of China Securities Depository and Clearing Corporation Limited after the trading closure on the afternoon of 29 Sept. 2011 (the last trading day of B shares is 26 Sept. 2011) all have the right to attend the meeting, and can entrust proxies to attend the meeting and vote (please refer to the attachments to find the letter of authorization). Such proxies are not necessarily shareholders of the Company.
2. Directors, supervisors and senior executives of the Company.
3. Lawyers engaged by the Company and other relevant persons.

IV. Registration method

1. Registration way:
 - (1) Individual shareholders should hold shareholder-account cards and personal ID cards to make registration and get the attendance ticket; shareholders authorizing other people to attend the meeting should hold both letters of authorization (original) and ID cards of the entrusted people to make the registration.
 - (2) Corporate shareholders should hold shareholder-account cards, copies of business licenses, letters of authorization (original) issued by the organizations and ID cards of attendants to make the registration.
 - (3) Shareholders who can not make the registration on the site can register by means of letter (subject to the arrival postmark) or fax before 16:00 on 9 Oct. 2011. Registration materials should include the copies of certification materials mentioned in the above-mentioned Items 1 (1) and (2), as well as detailed contact methods. Shareholders will submit the said materials and make the registration when they attend the on-site meeting.
2. Registration time: 9:30 ~ 16:00 on 8 Oct. 2011
3. Registration place: Room No. 2555, Changyang Road, Shanghai

V. Other information

1. Rules for the online voting

For this special shareholders' general meeting, a shareholder may choose to vote on line via the trading system of the Shanghai Stock Exchange during 9:30 a.m. ~ 11:30 a.m. and 1:00 p.m. ~ 3:00 p.m. on 10 Oct. 2011. Please refer to the Implementation Specific Rules of the Shanghai Stock Exchange for Online Voting of Shareholders' General Meeting Held by Listed Companies. All tradable share holders recorded on the date of record are eligible to vote on line during the designated time (please see Attachment 2 for the specific online voting procedure).

The meeting will last for half a day. No gifts will be given. And attendants of the meeting should bear the accommodation and traffic expenses by themselves.

2. Contact methods
Address: No. 888, Ningqiao Road, Jinjiao Export Processing Zone, Pudong District, Shanghai
Post code: 201206
Fax: (021) 80326960
Tel: (021) 5854777 * 7016, 7017
Contact persons: Xu Jie, Niu Junyang

Board of Directors
Shanghai Highly (Group) Co., Ltd.
23 September 2011

Attachment 1: **Letter of Authorization**

We/I hereby entrust Mr./Ms. as the unit's/proxy to attend the First Special Shareholders' General Meeting for 2011 of Shanghai Highly (Group) Co., Ltd. and vote according to the following instructions on behalf of us/me:

1. Vote YES on the proposals submitted for this general meeting ;
2. Vote NO on the proposals submitted for this general meeting ;
3. Vote ABSTENTION on the proposals submitted for this general meeting ;
4. The proxy CAN/ CANNOT vote on any possible proposal that is put forward for voting provisionally;
5. For any matter without specific voting instructions, the proxy CAN/ CANNOT vote on his/her behalf.

Where voting on all proposals is involved, if a shareholder first casts his vote on one or more specific proposals, then on all proposals, the voting opinions on the proposals that have not been voted on shall prevail and the voting opinions on the proposals that have not been voted on shall be subject to the voting opinion on all proposals; if the shareholder first casts his vote on all proposals, then on one or more specific proposals, the voting opinion on all proposals shall prevail.

A shareholder who only casts his online votes on some proposal(s) of all proposals submitted for this general meeting will be regarded as attending the meeting. His number of voting rights will be included in the total number of voting rights held by a proposal, it will be seen as an abstention on the proposal.

All shareholders are kindly reminded to vote carefully. And please do not vote repeatedly.

Attachment 2: **Online Voting Procedure for Tradable Share Holders**

1. For this special shareholders' general meeting, a shareholder may choose to vote on line via the trading system of the Shanghai Stock Exchange during 9:30 a.m. ~ 11:30 a.m. and 1:00 p.m. ~ 3:00 p.m. on 10 Oct. 2011. The voting procedure is similar to the new share subscription procedure of the Shanghai Stock Exchange.
2. Voting code: A share 738619, B share 938910; Voting abbr.: Highly Voting
3. Specific procedure for shareholders to "buy or sell":
 - (1) "Buy in voting": should be chosen under "Buy or Sell";
 - (2) Subscription prices of the proposals for this special general meeting should be input under "Subscription Price", with RMB 1.00 for Proposal No. 1, then by analogy. Every proposal should be chosen by inputting the corresponding price. Details are as follows:

Serial number of proposal	Contents of proposal	Subscription price
1	Extending the Valid Period for the Resolution Concerning the Company's Private A-share Issue Made at the Shareholders' General Meeting	RMB 1.00

3. Voting opinion

Voting opinion	Number of subscribed shares
For	1 share
Against	2 shares
Abstention	3 shares

4. Voting example

Investors who hold "Highly Guifen" shares on the record date should vote on the Proposal on Revising the Articles of Association of the Company according to the following table:

Voting code	Voting abbr.	Buy/sell	Subscription price	Subscribed shares	Opinion
738619	Highly Voting	Buy	RMB 1.00	1 share	For
738619	Highly Voting	Buy	RMB 1.00	2 shares	Against
738619	Highly Voting	Buy	RMB 1.00	3 shares	Abstention

5. Rules for votes counting

For one same vote, it can only be cast in one way (on-site, online or any other). Where a vote is cast twice, the first vote shall prevail.

Number of shares held by the authorizer: _____
Shareholder account number of the authorizer: _____
Signature of the proxy: _____
ID card number of the authorizer: _____
Date of authorization: _____

This letter of authorization becomes effective since the date of signing and expires when the said meeting ends.

Note: An authorizer shall put a clear ✓ in the proper "□" in this letter of authorization to indicate his/her opinion. Printed and duplicated copies of this letter of authorization are both valid.