

# the ARLES

## 星凱·堤岸

致「星凱·堤岸」住宅單位的註冊業主/準業主

### 有關：「星凱·堤岸」新一輪住宅停車位銷售【層層疊優惠·大放送】事宜

本公司中洲（火炭）有限公司(以下簡稱「賣方」)將推出新一輪「星凱·堤岸」住客停車位（以下統稱為「停車位」）供閣下認購，是次新增超低首期付款，於停車位買賣成交前買方可以每月低至\$4,800 使用停車位，更可享彈性提早成交停車位價大折讓，再與「星凱·堤岸」住宅單位註冊業主(以下稱為「註冊業主」)或已簽妥正式買賣合約購買「星凱·堤岸」的住宅單位的買家(以下稱「準業主」)好友共享全新優惠，現每個停車位售價僅由港幣 \$ 218.3 萬元起。隨函附上「停車位之銷售安排」及「停車位認購登記表」供閣下參考。

如閣下有意認購「星凱·堤岸」停車位，請於 2025 年 6 月 23 日上午 11 時至 2025 年 6 月 30 日晚上 7 時，將已填妥及簽署之「停車位認購登記表」（附件 2）及相關認購登記證明資料（見附件 1「星凱·堤岸」停車位之銷售安排第 4 部分）親身交到「星凱·堤岸」1 樓會所入口大堂接待處（以下簡稱「會所接待處」）或電郵至 enquiry@centralcon.hk，並獲電郵回覆已成功登記，請確保閣下收到該回覆電郵。

本公司將於 2025 年 7 月 2 日（星期三）於沙田火炭坳背灣街 1 號-「星凱·堤岸」會所**多功能宴會廳**進行即場抽籤，揀選並出售停車位。而是次認購次序將分作 2 組進行，即（甲）已買停車位之註冊業主或未買但現租用停車位之註冊業主及（乙）不屬於以上甲組所述之住宅單位業主或準業主（詳情見附件 1 第 5 及第 6 點）。

是次推出之停車位之支付條款如下:-

車位臨時訂金	HK\$ 88,000 於買方簽署臨時買賣合約時繳付; 買方必須在簽署臨時買賣合約後五個工作天之內簽署正式買賣合約。
車位售價餘款	於成交時繳付(該成交日期以佔用許可期(定義見下文)首天(包括當天)開始計算後的 12 個月內)，惟可受買方購買「星凱·堤岸」住宅物業成交日而變更（如適用）
優惠條款: 1. 佔用許可費  2. 提早成交優惠	<p>買方可於簽署停車位正式買賣合約後但在成交前使用停車位，佔用許可費為每月 HK\$4,800，最多為期 12 個月（已付之佔用許可費將可於停車位成交時全數作為停車位售價一部份並於售價餘款內扣減）。</p> <p>如在佔用許可期首天(包括當天)開始計算後的 6 個月內成交，可享車位售價的 12%折扣優惠 (該折扣在車位售價餘款中扣減); 或</p> <p>如在佔用許可期首天(包括當天)開始計算後的 第 7 至 12 個月內成交，可享車位售價的 8% 折扣優惠 (該折扣在車位售價餘款中扣減)。</p>

好友共享優惠	凡現時已是/已租用停車位之註冊業主，如透過是次付款方法購入停車位，亦成功推介新買家使用是次付款方法購入停車位，推介人及被推介人均可享受額外 \$20,000 現金優惠 (此現金優惠於停車位售價餘款中扣減)。
其他	賣方不反對買家透過代理選購車位

賣方現保留一切權利取消、更改或變更停車位之銷售安排而無需另行通知。

如閣下對上述事宜有任何垂詢，歡迎致電 2788-0333 與本公司職員聯絡，辦公時間為每日上午 11 時至時至晚上 6 時。

中洲（火炭）有限公司

2025 年 6 月 20 日

隨函附上

附件 1：「星凱・堤岸」停車位之銷售安排

附件 2：停車位認購登記表



20 June 2025

**Re: New Rounds of Sales for Residential Parking Spaces of The Arles**

**“Layered Discounts • Big Giveaway”**

We, Centralcon (Fo Tan) Company Limited (the “Vendor”), write to inform you that we will launch a new round of sale of the residential parking spaces (the “Parking Space(s)”) of The Arles. Apart from a super low initial down payment, the Parking Space can be used by purchaser before completion of the sale and purchase of the Parking Space(s) by just paying a monthly license fee as low as \$4,800. Purchasers can also enjoy a flexible early completion Parking Space price discount, and share the new offer with your friends who are also registered owners of residential units in the The Arles (the “Registered Owner”) or prospective owner having entered into a formal agreeemnt for sale and purchase of residential unit(s) of The Arles (the “Prospective Owners”). The purchase price of each Parking Space starts just from HK\$2.183 million. The Sales Arrangements of the Parking Spaces (the “Sales Arrangements”) and Registration Form for Purchase of Parking Space(s) (the “Registration Form”) are enclosed for your information.

If you intend to purchase any of the Parking Space(s), please submit the duly completed and signed Registration Form (Appendix 2) together with the registration documents (please refer to section 4 of Appendix 1 of the Sales Arrangements) to The Clubhouse Reception of Club Arles at first floor of The Arles, No. 1 Au Pui Wan Street Fo Tan, Shatin (the “Clubhouse Reception”) from 11 a.m. to 7 p.m. daily during the period from 23<sup>rd</sup> June 2025 to 30<sup>th</sup> June 2025 (both days inclusive). You can also register through sending email to [enquiry@centralcon.hk](mailto:enquiry@centralcon.hk) with the filled-in registration form with the registration documents for the abovesaid time slot, with registration documents (subject to email reply for the verification of the registration) and please ensure receipt of such email reply.

The balloting, selection and sale of Parking Space(s) will take place on **2<sup>nd</sup> July 2025** (Wednesday) in Banquet Room of Club Arles, The Arles, No. 1 Au Pui Wan Street, Fo Tan, Shatin. The priority of sales process will be divided into 2 groups, that is, (A) Owners who are owners of residential unit(s) of The Arles and have either purchased Parking Space(s) or have not yet purchased Parking Space(s) but are currently renting Parking Space(s); and (B) Registered Owner or Prospective Owners of residential unit(s) of The Arles not belonging to Group A as stated above. Balloting will be used to determine the order of priority in selecting Parking Space(s) (please refer to point no.5 & 6 of Appendix 1 for details.)

The payment terms of the Parking Spaces is as follows:-

Preliminary Deposit of the purchase price	HK\$ 88,000 to be paid upon signing of the Preliminary Agreement for Sale and Purchase and the Purchaser shall sign the formal Agreement for Sale and Purchase within 5 working days of the Preliminary Agreement for Sale and Purchase.
Balance of the purchase price	To be paid upon completion (completion date shall be within 12 months from the commencement date (inclusive) of the License Period (as defined below))(subject to variation

	due to the completion date of purchase of residential unit(s) of The Arles by the purchaser, if applicable.)
Beneficial Terms & Conditions: 1. License Fee for occupancy  2. Discount on Early Completion	<p>After signing of the agreement for sale and purchase of the Parking Space, purchaser can use the Parking Space before completion. The license fee is HK\$4,800 per month, for a maximum of 12 months (the "Licence Period"). The license fee paid by the Purchaser can be fully applied towards the purchase price of the Parking Space and deducted from the remaining balance of such purchase price upon completion.)</p> <p>If the sale and purchase of the Parking Space is completed within 6 months from the commencement date (inclusive) of the Licence Period, a 12% discount of the purchase price of the Parking Space will be offered (which discount will be directly deducted from the remaining balance of the purchase price of the Parking Space); <b>OR</b></p> <p>If the sale and purchase of the Parking Space is completed during the period between the 7th and 12th month from the commencement date (inclusive) of the Licence Period, a 8% discount of the purchase price of the Parking Space will be offered (which discount will be directly deducted from the remaining balance of the purchase price of the Parking Space).</p>
"Let's be Friend" Discount	For purchasers who are Registered Owner and are current owners or have rented Parking Space(s) in The Arles and purchases Parking Space(s) through this payment method and successfully introduce new buyers to purchase Parking Space(s) using this payment method, both the introducer and the introducee can enjoy an extra \$20,000 cash benefit(such cash benefit will be deducted from the remaining balance of purchase price of the Parking Space(s)).
Remarks	Purchasing a parking space through an agent is not being objected.

The Vendor hereby reserves the right to cancel, modify or vary the Sales Arrangements of the Parking Spaces without further notice.

Should you have any enquiries, please feel free to call our hotline at 2788-0333 during office hours (from 11 a.m. to 6 p.m. daily).

Yours faithfully,

Centralcon (Fo Tan) Company Limited

Encl.

Appendix 1 : The Arles Sales Arrangements of the Parking Spaces

Appendix 2 : Registration Form for Purchase of Parking Space(s)