

A comparison

SALES MODE	FREQUENCY PER YEAR	TYPICAL WAITING TIME
BTO (Build-To-Order)	4 times (Feb, May, Aug, Nov)	3-4 years (2-3 years for flats with shorter waiting time)
SBF (Sale of Balance Flats)	2 times (May, Nov)	2 months - 1+ years
Open Booking	Year-round*	As soon as 2-5 months

**Except for about two weeks, twice a year, for injection of fresh flat supply*