



The Real Estate Broker – Your Path to Peace of Mind

A real estate transaction is a complicated and detailed process that requires solid knowledge of the real estate market and a skilful talent for negotiation. Why not use a real estate broker to take care of all the details for you?

When selling your home, your real estate broker will conduct a thorough analysis of the market in your neighbourhood, and will determine an accurate selling price. And by using the power of the Centris[®] system, your broker will give the home exceptional visibility to the more than 15,000 brokers who are members of a real estate board.

Think about it. To sell your home, you must be available seven days a week to conduct showings. Your real estate broker can take care of everything: responding to requests for information, managing telephone calls and showings, marketing your property to potential buyers, etc.

Once a promise to purchase has been submitted, it's time for negotiations. In all real estate transactions, it's fundamental that you have an experienced negotiator on your side and real estate brokers are truly experts in the field! They can help guide you through financing, qualifying buyers, sale conditions, building inspections, and all other legal aspects.

Brokers can also be intermediaries in your dealings with the many people involved in the sale of your property. Their large networks of contacts range from building inspectors to notaries, and from financial institutions to mortgage brokers. Brokers are a one-stop shop for all these services, and their involvement guarantees you the legal protection offered by the Real Estate Brokerage Act.



Protection You Can Count On!

Doing business with a real estate agent means that you are protected by the law. The Real Estate Brokerage Act and various other organizations regulate the real estate agent profession so that consumers can expect fair and competent services. So, you know that you'll be served by a highly qualified and well-trained professional.

Real Estate Brokerage Act

The main goal of the Real Estate Brokerage Act is to protect the public. To enforce this, the Act sets out specific rules relating to the brokerage contract for the sale of a house. They are similar to several of the regulations found in the Consumer Protection Act.

Association des courtiers et agents immobiliers du Québec

Created by the Real Estate Brokerage Act, the Association des courtiers et agents immobiliers du Québec (ACAIQ) is mandated to protect the public by regulating the professional activities of all real estate agents and brokers. It is responsible for administering the exam that leads to the practice certificate and it ensures that its members carry out their activities in compliance with current laws and regulations. For more information, visit www.acaiq.com.

Fonds d'indemnisation du courtage immobilier

Each agent contributes to the Fonds d'indemnisation du courtage immobilier. The Fonds d'indemnisation du courtage immobilier has the authority to compensate a consumer in the event that a problem arises during a transaction whether it relates to fraud, a dishonest transaction or the misappropriation of funds or other property. For more information, go to www.oaciq.com.

Professional Liability Insurance

Real estate brokers must hold professional liability insurance, which ensures that consumers have additional financial protection in cases of fault, error, negligence or omission. This insurance covers civil claims and civil proceedings.



A Real Estate Brokers' Compensation Is Well Deserved

Did you know that real estate brokers receive their compensation only when the notarized deed has been signed? The amount they receive for a real estate transaction is determined when the brokerage contract is signed with the client, but the amount is paid only when the transaction is made official.

Often called a « commission », compensation doesn't go directly into the brokers' pocket. If a selling broker (representing the buyer) was involved in the sale, the listing broker (representing the seller) must pay a portion of his compensation to the selling broker. Also, as a self-employed worker, the listing broker incurs many expenses before even receiving compensation, such as liability insurance, as well as advertising, transportation and office fees.

Buying or selling a home can involve a variety of financial, legal and technical worries. By using the services of a real estate broker, you can accomplish one of life's most important transactions without any complications. And remember, they only get paid if they get results, because brokers will receive their compensation only if they successfully sell your property.

Highly Qualified Professionals

Real estate brokers in Québec must follow a mandatory training course offered by a certified institution such as the Collège de l'immobilier du Québec. Brokers have access to a wide range of continuing education activities that allow them to increase their knowledge and stay up-to-date on the real estate industry.

Real estate professionals in Québec must also pass an examination administered by the Organisme d'autoréglementation du courtage immobilier du Québec (OACIQ) in order to obtain a certificate of practice. They are also regulated by a professional code of ethics and standards of practice. So as you can see, your real estate broker is a highly qualified and well-trained professional.