THE BROKER, YOUR ALLY

The broker is there to help you at every step of the purchase or sale of your property. Well informed about the resources at your disposal, his role is to guide and advise you towards the successful completion of your transaction.



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To find out more

For any questions, feel free to contact the OACIQ Info Center:

by email at info@oaciq.com

by phone at 450-462-9800 or 1 800 440-7170

- between 9:00 AM and 4:00 PM on Monday, Tuesday, Thursday and Friday
- between 10:00 AM and 4:00 PM on Wednesday

www.oaciq.com

OACIQ

The Buyer's Broker and YOU

His role and obligations towards the buyer and the seller



OACIQ

The broker's client is you when...

The broker is acting on your behalf to purchase a property, whether or not you have signed a Brokerage contract with him.

His obligations towards you in this case are not the same as towards the other parties involved in the transaction.



The buyer's broker's obligations*

...towards his client: the buyer

The buyer's broker must protect and promote the interests of the buyer. He must advise and inform him objectively of any fact that is relevant to the transaction.

For this reason, the buyer's broker must act in the direction of his client's interests. He may not disclose to the seller or his broker any confidential or strategic information concerning the buyer or the transaction in progress, except with the buyer's authorization.

In addition, the buyer's broker must only propose to his client immovables, enterprises or mortgage products that match his needs or his criteria. He must also give the client a rationale for the options he proposes.

A few examples

The buyer's broker protects the buyer's interest by providing him with examples of transactions that have taken place concerning similar properties, called comparables. This helps the buyer make an informed decision regarding the asking price he will set for his property.

He must also recommend that the buyer have his property inspected by an inspector who meets the requirements outlined in the OACIQ regulations.



...towards the seller

The buyer's broker must provide fair treatment to the seller. Even if his role is not to defend and promote the interests of the seller as he must do with the buyer, he must still advise and inform the seller objectively of any fact that is relevant to the transaction and include all the conditions pertaining to the seller's protection in any transaction proposal.

A few examples

The buyer's broker may not ask a seller who is not represented by a broker to sign a Brokerage contract with him, because he is already representing the buyer. By doing so, he would voluntarily place himself in a conflict of interest.

When the seller is represented, the buyer's broker may not present a Promise to purchase to the seller in the absence of his broker, except with the broker's authorization.

* *The seller's broker obligations are listed in the pamphlet* **The Seller's Broker and YOU.**

