

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.

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

The Seller's Broker and YOU

**His role and obligations
towards the seller and the buyer**



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The seller's broker's obligations*

The broker's client is you when...

You have signed a Brokerage contract with him for the sale of your property.

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



...towards his client: the seller

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

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

A few examples

The seller's broker may not disclose to the buyer the lowest price that the seller is prepared to accept.

He may not say anything to the buyer about the seller's financial situation, or the need to sell quickly, as this information could influence the price that the buyer may consider offering.



...towards the buyer

The seller's broker must present his client's property to any prospective buyer. He may also draft the buyer's Promise to purchase. In fact, he has a duty to make sure that the rights and obligations of both the seller and the buyer are put in writing and reflect the will of the parties.

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

A few examples

The seller's broker must inform the buyer of any factor of which he is aware that could unfavourably affect the transaction, for instance a problem with the property, or the imposition of a special tax.

If he is drafting the buyer's Promise to purchase, he must recommend the insertion of the usual clauses, including those pertaining to the mortgage loan and the pre-purchase inspection.

** The buyer's broker obligations are listed in the pamphlet **The Buyer's Broker and YOU.***

