

# 執業問與答

## PRACTICE Q&A

**在《專業天地》內，我們會解答與持牌人執業息息相關的一些常見提問。  
In Horizons, we will answer selected enquiries commonly raised  
by licensees concerning estate agency practice.**

**問：** 我可否在二手住宅物業的廣告中，提及有關樓盤的賣方於其售樓說明書內所提供的實用面積資料？

**Q.** Can I provide in an advertisement the saleable area information of a second-hand residential property provided by the vendor of the development in a sales brochure?

**答：** 根據執業通告(編號12-02 (CR))的規定，只要持牌人在廣告內已提供從差餉物業估價署，或在土地註冊處註冊的首次轉讓物業的買賣協議中取得的二手住宅物業實用面積，他們可同時提供樓盤的賣方過往在其售樓說明書內就有關物業所提供的實用面積。然而，持牌人須清楚述明所提供的每個實用面積的資料來源。

**A.** According to the requirement in Practice Circular No. 12-02(CR), if the saleable area of the second-hand residential property provided by the Rating and Valuation Department or the agreement for sale and purchase of the first assignment of the property registered in the Land Registry has already been provided in the advertisement, the saleable area information of the property previously provided by the vendor of the development in a sales brochure may also be provided. However, licensees should clearly specify the source of information for each of the saleable areas.

**問：** 地產代理根據賣方指示，為二手樓盤的叫價設定範圍。就設定叫價範圍的幅度上，會否有任何限制？

**Q.** Is there any limitation on setting the negotiation range for the list price of a second-hand residential property instructed by the vendor?

**答：** 地產代理可就樓盤叫價範圍與賣方討論，以便與買家商議。然而，持牌人須留意，除非取得賣方的書面指示，否則廣告中所標示的叫價必須與賣方於地產代理協議中所指示的叫價相同。

**A.** Estate agents may discuss the price range of the list price with the vendor to facilitate negotiation with purchasers. However, licensees should be reminded that the advertised list price can only be varied from the list price instructed by the vendor in the estate agency agreement with written instructions of the vendor.

