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“監管局時刻提醒持牌人，在推銷非本地物業時要非常謹慎。倘若他們對該物業資料或相關法例有任何不確定，都不應隨便建議客戶。”

“The EAA always reminds licensees to be very careful when promoting non-local properties and not to advise their clients hastily if they are uncertain about any property information or relevant regulations.”

## 有關非本地物業的新執業通告 NEW PRACTICE CIRCULAR ON NON-LOCAL PROPERTIES

你們都可能知道，本港樓價持續高企，有更多香港人轉而購買能力較易負擔的非本地物業。然而，由於非本地物業交易受不同國家的法規及稅制所規限，更遑論在不熟悉地方購入未落成物業所帶來的風險，有關非本地物業的投訴近年已引起廣大市民的關注。

筆者明白愈來愈多的持牌地產代理參與非本地物業的銷售。近年，我們亦接獲不少相關投訴，部份更是涉及大量投訴人之複雜個案。處理非本地物業的銷售絕不容易，與處理本地物業的差異很大。這些物業位於遙遠他方，而買家及地產代理雙方均不熟悉遊戲規則。其實，倘若持牌人對物業發展商的背景認知不足，對當地的法制也不了解，又或者只是依賴網上資料行事的話，他們在介紹物業時作出誤導的機會是非常之大的。

監管局時刻提醒持牌人，在推銷非本地物業時要非常謹慎。倘若他們對該物業資料或相關法例有任何不確定，都不應隨便建議客戶。為此，局方已發出新執業通告，提供指引讓業界在處理非本地物業的銷售時有所依循。在這篇文章出版時，新執業通告經已發出。我強烈建議所有持牌人細閱及認真看待。

局方明白業界需要時間適應及了解新執業通告的要求。因此，我們將有三個月的時間讓業界好好準備。本人希望透過此執業通告的指引幫助下，持牌人在處理非本地物業時會更小心，令相關的投訴能有所減少。

As you may all know, with local property prices continuing to soar, more Hong Kong people are purchasing non-local properties as they are more affordable. However, as non-local property transactions are subject to different regulatory regimes and tax systems, not to mention the risks of purchasing uncompleted properties in an unfamiliar place, complaints concerning non-local properties have been arousing public attention in the past few years.

I appreciate that more and more licensed estate agents are now participating in the sale of non-local properties. In recent years, we have also received a number of related complaints, some of which have been quite complicated and concerned a large number of complainants. Handling the sale of non-local properties is not easy and is very different from handling local properties. These properties are located far away, and both the purchasers and estate agents are unfamiliar with the rules of the game. In fact, the chance of making misrepresentations when promoting non-local properties is high if our licensees do not have sufficient understanding of the background of the property developer, the related legal system of the country that the development is located, or if they simply rely on the information obtained from the Internet.

The EAA always reminds licensees to be very careful when promoting non-local properties and not to advise their clients hastily if they are uncertain about any property information or relevant regulations. Taking one step forward, the EAA has issued a new practice circular to provide guidelines for the trade to follow when handling the sale of non-local properties. By the time that this article is published, the new circular will have been issued and I strongly advise all licensees to read it carefully and take it seriously.

We understand that the trade will need time to fully comprehend and follow the requirements of this new practice circular. Hence, we will allow a 3-month period for the trade to get well-prepared. I truly hope that with the aid of the guidelines set out in this practice circular, licensees will be more careful when handling the sale of non-local properties and, as a result, the number of related complaints will decrease.