

在《專業天地》內，我們會解答持牌人的一些常見提問。

In *Horizons*, we will answer questions commonly asked by licensees.

**?** 如果客戶委託了某地產代理公司為獨家代理推銷其住宅物業，但最後該客戶將物業直接售予其鄰居，該客戶是否須要繳付佣金給該地產代理公司？

**✓** 根據出售香港住宅物業用的「地產代理協議」（表格3）或俗稱「放盤紙」的附表4，賣方如委託了一家地產代理公司為獨家代理，但在委託期內經另一家地產代理公司出售有關物業，他的獨家代理有權向賣方追討佣金。

然而，如果客戶直接將其物業售予他人，而非經該獨家代理或其他地產代理公司，他並不須要為此繳付佣金予該獨家代理。

**?** **If an estate agent is appointed as an exclusive estate agent to sell a client's property, but the client eventually sells the property to his neighbour direct, does the client need to pay commission to the estate agency?**

**✓** As stipulated in Schedule 4 of the Estate Agency Agreement for Sale of Residential Properties in Hong Kong (Form 3), if the vendor has appointed an estate agent as his exclusive agent, but sells the property through another estate agency during the validity period, his exclusive agent has a right to claim commission from him.

However, if the client sells the property to the purchaser direct instead of the exclusive agent or another estate agent, he does not need to pay commission to the exclusive agent.

