Chairman of the Estate Agents Authority (EAA) Ms Vivien Chan, together with EAA Chief Executive Officer Mrs Rosanna Ure, held a press conference on 18 January 2011 to give an account of the EAA’s work in 2010 and its initiatives for 2011. Ms Vivien Chan pointed out that in 2010, through compliance inspections and issuance of new practice circulars, the EAA strived to upgrade the professional standards of the estate agency trade. In 2011, the EAA will roll out the scheme of mutual recognition of professional qualifications for Hong Kong and Mainland estate agents, and launch the “Integrity Management Programme”, which will help the long term development of the trade and promote integrity in the industry.

According to Ms Vivien Chan, probably due to the boom in the property market in 2010, there was a substantial increase in both the number of candidates taking part in qualifying examinations and the number of licensees, with the number of individual licensees scaling new
她舉例說，為了幫助地產代理了解規管一手樓銷售的規例，並且提醒業界遵行由政府發出的相關新指引，監管局在2010年5月整合並展示新有關規管一手樓銷售的執業通告。此外，監管局也分別就地產代理處理附有違例建築工程的樓宇的租賃事宜以及地產代理參與收購舊樓發出執業通告。

此外，局方於2010年一手樓盤和地產代理商鋪進行了一共2,326次巡查，其中巡查代理商鋪次數增加了29%至1,165次。此外，監管局約訪11個發展商，向他們講解監管局對於地產代理推銷一手樓盤的要求。

監管局與中國房地產估價師與房地產經紀人學會於2010年11月簽署協議書，就內地與香港的地產代理專業資格互認的安排方面，落實計劃的基本安排。根據協議，內地和香港的地產代理參加課程及通過考試後，將分別取得在香港和內地執業的資格。

余呂杏茵女士表示，有關資格互認計劃將於2011年2月接受報名，並訓練課程和考試則於今年7月舉行。計劃的詳情會於2011年2月1日在監管局網頁公布。

除了協助地產代理業界在內地開拓商機外，監管局亦會於2011年致力加強行業的誠信培訓和管理。監管局與廉政公署會於2011年3月聯合推出為期三年的「誠信管理計劃」。有關計劃的重點項目包括培訓短片、優質管理指引和新的誠信培訓課程。

監管局亦會提升服務水平，以方便持牌人和公眾。局方將會全面革新網頁，加強監管局與持牌人和市民的聯繫。新的監管局網頁會為持牌人提供新的電子化服務，首先將會推出網上更新個人資料以及訂閱／取消訂閱監管局的通知和提示服務。

就最近有買家投訴某半山樓盤的獨家代理涉嫌誤導一事，陳韻雲女士也向傳媒闡釋了監管局的立場和跟進工作。監管局據悉共28間傳媒機構採訪，各大主要電子傳媒於當日報道了有關監管局的消息。翌日印刷傳媒有關監管局的報道文章有30多篇。
heights to 31,306 as at 31 December 2010. The number of complaints against estate agents decreased by 7% in 2010 as compared to 2009, with those relating to first sales down 11% from 2009.

Ms Vivien Chan also emphasised the EAA’s vision to be a responsible and effective regulator. It closely monitors new market conditions, in particular, relevant Government policies and practices of estate agency practitioners, and issues practice circulars and guidelines from time to time.

Ms Chan mentioned, for instance, that the EAA consolidated and updated its practice circulars in a bid to strengthen practitioners’ understanding of legislative requirements relating to the sale of first-hand properties and to remind them to abide by the Government’s new guidelines regulating first sales in May 2010. The EAA also issued practice circulars on both the leasing of old properties with unauthorised building works and agents’ practices in the acquisition of old buildings.

In 2010, the EAA carried out 2,326 compliance inspections, with the number of spot checks at agency shops up 29% to 1,165. The EAA also visited a total of 11 developers, providing them with information about the EAA’s expectation of estate agents’ conduct during first-sale activities.

In regard to the mutual recognition of professional qualifications between estate agents in the Mainland and Hong Kong, the EAA and the China Institute of Real Estate Appraisers and Agents signed an agreement in November 2010, laying down the foundation for the arrangement through which agents in the Mainland and Hong Kong can obtain a qualification to practise in Hong Kong and the Mainland respectively upon taking a course and passing an examination.

Mrs Rosanna Ure announced that participants could register for the scheme in February 2011, and that the training course and examination would be held in July 2011. Details on the scheme would be available on the EAA website with effect from 1 February 2011.

In addition to facilitating the exploration of opportunities in the Mainland by the estate agency trade, the EAA will work towards enhancing integrity training and management within the industry in 2011. The EAA and ICAC will jointly roll out a three-year “Integrity Management Programme” in March 2011. Highlights of the programme include a training video, guidelines on proper management, and new training courses on integrity management.

To provide better and more convenient service for licensees and the general public, the EAA will overhaul its website to enhance communication with them. The EAA will use the new website to introduce new electronic services for licensees, including updating personal particulars and subscribing or unsubscribing to EAA notices and reminders, in the first phase.

In response to a number of purchasers’ complaints against the alleged provision of misleading information by the exclusive agent of a development in the Mid-levels, Ms Vivien Chan explained to the media in detail the EAA’s stance and follow-up action. The press briefing was attended by a total of 28 media organisations, resulting in wide coverage of the briefing by the electronic media on the same day and more than 30 news reports in the printed media on the following day.
Mutual recognition of professional qualifications of estate agents in the Mainland and Hong Kong

The EAA and the China Institute of Real Estate Appraisers and Agents (CIREA) entered into an agreement on 3 November 2010 to lay down the foundation for the mutual recognition of professional qualifications of estate agents in the Mainland and Hong Kong. Qualified estate agents in Hong Kong may apply for nomination in February 2011. The training course and examination will be held in July 2011.

EAA Chairman Ms Vivien Chan and CIREA President Mr Song Chunhua signed the agreement on the mutual recognition of qualifications on behalf of their respective organisations in a ceremony. The witnessing guests included Secretary for Transport and Housing of the HKSAR Government Ms Eva Cheng; EAA Vice-chairman Mr William Leung Wing-cheung; EAA Members Mr Ma Ho-fai and Ms Katherine Hung Siu-lin; EAA Chief Executive Officer Mrs Rosanna Ure; Dr Fu Pengpeng of the Department of Educational Scientific and Technological Affairs of the Liaison Office of the Central People’s Government in the HKSAR; CIREA Deputy President and Secretary Dr Chai Qiang; CIREA Deputy President Mr Chen Jinsong; and CIREA Council Members Mr Liu Tian and Li Wenjie. The ceremony was also attended by over 100 guests from various Hong Kong and Macau Government departments, estate agency trade associations, the real estate sector, public organisations and professional bodies.

The arrangement aims at boosting professional exchanges and cooperation between the estate agency trade in the Mainland and Hong Kong, and facilitating the long-term development of the industry of both sides. EAA Chairman Ms Vivien Chan said, “Estate agents in the Mainland and Hong Kong have different strengths and the agreement will benefit the development of the estate agency trade of both sides”. According to CIREA President Mr Song Chunhua, through the mutual recognition of qualifications, estate agents in both places can achieve a win-win situation and jointly contribute to the continued prosperity of the trade in both the Mainland and Hong Kong.
Details of the scheme for mutual recognition of professional qualifications for estate agents:

1. Requirements for application:
   Only those Hong Kong estate agents fulfilling the following requirements can apply for nomination:
   - holding a valid estate agent’s licence (individual) (not having been obtained through any recognition scheme between Hong Kong and other countries or regions);
   - having a total of not less than 5 years of estate agency or related work experience after holding an estate agent’s licence (individual);
   - having no record of criminal conviction; and
   - being generally in good health.
2. Point system:
A quota of 300 has been set for the first year. In the event of over-enrolment, a point system will be adopted whereby estate agents meeting the following criteria will be given up to a maximum of 4 points:
- Estate agency or related work experience (1 point for over 5 and less than 10 years; 1 more point for over 10 years; i.e. a maximum of 2 points for this criterion);
- A recognised university degree (1 point); and
- Having obtained 12 points through attending training course organised by the EAA under its Continuing Professional Development Scheme within the 12 months before application (1 point).

3. Notification of application results:
Applicants will be notified of the results of their application in early June 2011. Unsuccessful applicants will receive a refund by the end of June 2011.

4. Date and venue of the training course:
Date: The training course will be held on 18 and 19 July 2011, and the examination on 20 July 2011.
Venue: Shenzhen

5. Date of application for qualifications:
Participants who have completed the training course and passed the examination may apply for the qualification within 12 months.

Further details on the scheme can be found on the EAA website: www.eaa.org.hk/licensing/mutualrecognition.htm
The provision of accurate and up-to-date property information to clients is an important duty of estate agents. The EAA has recently updated its practice circular on the subject to remind practitioners that when they act for the vendor (or landlord) and have entered into an estate agency agreement with him, they are required to obtain certain property information from the prescribed sources and complete the property information form with such information. In addition to providing to the vendor (or landlord) the original or copy of the completed form, they must supply the original or copy of the completed form to the purchaser (or tenant), unless the purchaser (or tenant) specifically waives his right to receive the form.

Moreover, estate agents who act for the vendor (or landlord) of a residential property have to carry out a land search in respect of the property immediately before an agreement for sale and purchase (or a tenancy agreement) of the property is entered into and provide a copy of the land search to the purchaser (or tenant).

The new practice circular provides more detailed information on the subject including the following:

- It is not permissible to defer carrying out a land search and supplying a copy of it to the purchaser (or tenant) on the following day in cases when the provisional agreement for sale and purchase (or provisional tenancy agreement) is entered into late at night.

- The duty of the licensee acting for the vendor (or landlord) to carry out a land search applies in all cases, irrespective of whether or not the purchaser (or tenant) has his own estate agent acting for him in the transaction.

- The duty of the licensee acting for the landlord to carry out a land search and supply a copy of it to the tenant also applies to cases of leasing a room in a residential flat.

- A licensee who acts only for the purchaser (or tenant) should also conduct a land search and explain it to his client immediately before an agreement for sale and purchase (or tenancy agreement) is entered into.

Details of the practice circular can be found at www.eaa.org.hk/practice/documents/11-01_CRE.pdf.
The Chief Executive of the Hong Kong Special Administrative Region appointed/reappointed the following individuals to the EAA for a period of two years from November 2010 to October 2012:

**Chairman:** Ms Vivien Chan, BBS, JP  
**Vice-Chairman:** Mr William Leung Wing-cheung, BBS, JP  
**Ordinary Members:**
- Mr Chan Chiu-kwok  
- Ms Cynthia Chung Wing-suet  
- Ms Katherine Hung Siu-lin  
- Mr Anthony Kwok Chong  
- Mr Kevin Lam Sze-cay  
- Mr Lau Chun-kong  
- Ms Serena Lau Sze-wan  
- Miss Connie Lau Yin-hing  
- Mr Lee King-leong  
- Dr the Hon Joseph Lee Kok-long, SBS, JP  
- Mr Kenneth Leung Kai-cheong  
- Mr Liu Che-ning  
- Ms Elaine Liu Yuk-ling  
- Mr Alexander Lui Yiu-wah  
- Mr Ma Ho-fai, SBS, JP  
- Mr Ng King-wah  
- Miss Melissa Wu  

Permanent Secretary for Transport and Housing (Housing) or his representative
The EAA reorganised its Standing Committees from 1 November 2010 in order to discharge its functions more effectively and efficiently. As a result of the reorganisation, a new Licensing Committee (LC) and a new Practice and Examination Committee (PEC) were formed. The two new committees replaced the former Licensing and Practice Committee and Examination Panel to oversee licensing related matters, and practice and examination related matters, respectively.

Roles and functions of the Licensing Committee (LC)

In addition to granting and renewing licences, the LC focuses on determining whether a licence applicant or current licensee is a fit and proper person to hold or, where appropriate, continue to hold a licence.

Generally, the types of cases that are handled by the LC include the following:

- Cases of undischarged bankruptcy;
- Cases of Individual Voluntary Arrangements provided by the Bankruptcy Ordinance;
- Cases of criminal conviction;
- Cases of non-compliance with conditions attached to a licence; and
- Cases of failing to pay a fee, charge or penalty charged or imposed under the Estate Agents Ordinance (EAO).

To this end, the EAA has delegated to the LC the powers under Section 27 of the EAO to suspend or revoke a licence. If the LC proposes to revoke or suspend a licence, the licensee concerned will be notified of the proposal and given an opportunity to make representations. The LC will consider the licensee’s representations, if any, in deciding whether the licence should be suspended or revoked.

The LC is also responsible for considering licence applications brought before it. Pursuant to Section 23 of the EAO, a provisional licence shall be issued to a licensee who makes a renewal application within one to three months prior to the expiration of a licence but the application is still being considered after the licence has expired. The validity period of a provisional licence is usually six months.

Roles and functions of the Practice and Examination Committee (PEC)

The PEC focuses on reviewing the practices of the trade, and formulating policies and guidelines on various aspects of estate agency work. It also assumes the work of the former Examination Panel, overseeing and reviewing various issues relating to the administration of the qualifying examinations.
In this inquiry hearing case, an estate agent acted for both purchaser (a couple) and vendor in a transaction involving a three-storey village house. The agent proposed to the couple to enter into two separate agreements for sale and purchase in respect of different floors. The agent further advised that this arrangement involved deed partitioning, which required 7 to 10 days for a solicitor to handle.

The agent arranged for the purchaser to enter into two provisional agreements for sale and purchase (PASP) of the property, one with the husband for the ground floor and one with the wife for the first and second floors.

However, the deed partitioning could not be completed in time, resulting in the postponement of the completion of the sale and purchase of the property. Eventually, the couple entered into a new agreement for the sale and purchase of the property as one block.

The Disciplinary Committee was of the view the agent concerned had not complied with paragraph 3.4.1 of the Code of Ethics, in that he had failed to protect and promote the client’s interests and to be fair to every party involved in the transaction. Hence, he was admonished and a condition was attached to his licence, requiring him to obtain 12 points under the Continuing Professional Development Scheme within a year.
Inquiry hearing case — Failure to safeguard a client’s credit card

When estate agents ask a prospective purchaser to provide his identity card and/or credit card at the request of the developer in promoting the first-hand residential properties, they must state clearly the purposes for which the identity card and/or credit card will be used and also properly safeguard the cards to prevent their misuse.

In this inquiry hearing case, an estate agent arranged for a prospective purchaser to view the show flats of a development. The agent told the prospective purchaser that in order to enable him to obtain the price list of the units in the development, he had to provide the developer with the identity card and credit card of the prospective purchaser. The agent also assured the prospective purchaser that no amount would be debited against his credit card since he had not signed any document to that effect. The prospective purchaser, therefore, gave both his identity card and credit card to the agent in order to obtain the list.

The agent subsequently provided the prospective purchaser with the prices of some of the units. The prospective purchaser was not interested in the units and requested the return of his identity card and credit card. However, after collecting his credit card, he discovered that several hundred thousand dollars had been charged to it in three transactions. The agent explained that his colleague had misunderstood the situation, thought that the prospective purchaser would purchase a unit, and swiped the credit card for payment of the deposit. The prospective purchaser subsequently obtained a refund of the amount that had been charged to his credit card.

The EAA Disciplinary Committee was of the view that the agent had not properly safeguarded the prospective purchaser’s credit card and failed to discharge his duties with due care and due diligence. As he had failed to comply with paragraph 3.5.1 of the Code of Ethics, he was reprimanded and a condition was attached to his licence which required him to obtain 12 points under the Continuing Professional Development Scheme within a year.

Furthermore, the Disciplinary Committee found that the estate agency company concerned had failed to establish proper procedures or systems to supervise or manage its frontline staff, and was thus in breach of Section 15 of the Estate Agents Practice (General Duties and Hong Kong Residential Properties) Regulation. The Disciplinary Committee decided that the company should be reprimanded and fined $20,000.
“Deed partitioning” involves complicated procedures and should be handled by a professional solicitor. Such procedures are not part of the professional knowledge expected of estate agents. When estate agents come across issues relating to “deed partitioning”, they should advise their clients to seek legal advice and must not make any suggestion rashly.

Regarding the estate agent who failed to properly safeguard his client’s credit card, his professional standard was far from satisfactory and his integrity questionable. A professional estate agent should exercise due care in handling his client’s credit card and seek his client’s authorisation before arranging for payment by credit card.

If a client intends to enter into a sale and purchase arrangement which involves deed partitioning, the estate agent should advise his client that the partitioning be handled by a solicitor. He should also remind his client that the property transaction may be delayed due to difficulties which may be encountered in the process of deed partitioning, so that his client may consider whether to proceed or not.

In another case, an estate agent did not follow proper procedures to safeguard his client’s credit card, which is an important document. He failed to demonstrate the professional attitude expected of an estate agent. The EAA has recently issued a practice circular, which, amongst others, requires practitioners to specifically obtain the written approval of the prospective purchaser before any arrangement could be made to use the purchaser’s credit card for the payment of deposits or other purposes. The training of practitioners should be stepped up to ensure compliance.
In November 2010, the Government proposed a Special Stamp Duty (SSD) on residential properties at the point of resale in order to curb speculation in such properties. In order to deepen the estate agency trade’s understanding of the new initiative, the EAA invited officials from the relevant departments to brief representatives of the trade on the details of the proposed SSD. It also alerted practitioners about the measure by email and posted relevant information on its website for the trade’s reference.

On 14 December 2010, officials from the Transport and Housing Bureau (THB) and the Inland Revenue Department (IRD) were invited to attend the EAA quarterly meeting with representatives of trade associations. The officials attending the meeting included Mrs Susanne Ip, Chief Executive Officer (Private Housing) of the THB, Mr Raymond Hong, Senior Superintendent of the Stamp Office of the IRD, and Ms Chan Ut-chan, Superintendent of the Stamp Office of the IRD. Also attending the meeting were representatives of eight trade associations.

At the meeting, Mr Raymond Hong and Ms Chan Ut-chan explained the details of the proposed SSD and how the SSD was calculated in various scenarios, and answered enquiries from the attendees. A set of briefing notes, which consisted of practical information, frequently-asked questions and answers, and different scenarios, was distributed at the meeting. Mrs Susanne Ip said that information on the SSD was available on the THB and IRD websites. EAA Chief Executive Officer Mrs Rosanna Ure reminded attendees that trade representatives were expected to share such useful information with their members.

The amendment bill on the SSD has yet to be passed by the Legislative Council and the EAA will closely monitor the situation. Upon the passage of the bill, the EAA may issue guidelines or practice circular to the trade if necessary.

Updated details on the SSD (provided by the IRD) have been posted on the EAA website:
www.eaa.org.hk/SSD_2010-12-20_eng.pdf

In November 2010, the Government proposed a Special Stamp Duty (SSD) on residential properties at the point of resale in order to curb speculation in such properties. In order to deepen the estate agency trade’s understanding of the new initiative, the EAA invited officials from the relevant departments to brief representatives of the trade on the details of the proposed SSD. It also alerted practitioners about the measure by email and posted relevant information on its website for the trade’s reference.

On 14 December 2010, officials from the Transport and Housing Bureau (THB) and the Inland Revenue Department (IRD) were invited to attend the EAA quarterly meeting with representatives of trade associations. The officials attending the meeting included Mrs Susanne Ip, Chief Executive Officer (Private Housing) of the THB, Mr Raymond Hong, Senior Superintendent of the Stamp Office of the IRD, and Ms Chan Ut-chan, Superintendent of the Stamp Office of the IRD. Also attending the meeting were representatives of eight trade associations.

At the meeting, Mr Raymond Hong and Ms Chan Ut-chan explained the details of the proposed SSD and how the SSD was calculated in various scenarios, and answered enquiries from the attendees. A set of briefing notes, which consisted of practical information, frequently-asked questions and answers, and different scenarios, was distributed at the meeting. Mrs Susanne Ip said that information on the SSD was available on the THB and IRD websites. EAA Chief Executive Officer Mrs Rosanna Ure reminded attendees that trade representatives were expected to share such useful information with their members.

The amendment bill on the SSD has yet to be passed by the Legislative Council and the EAA will closely monitor the situation. Upon the passage of the bill, the EAA may issue guidelines or practice circular to the trade if necessary.

Updated details on the SSD (provided by the IRD) have been posted on the EAA website:
www.eaa.org.hk/SSD_2010-12-20_eng.pdf
**Events and activities**

**9/12/2010**

EAA Chief Executive Officer Mrs Rosanna Ure (fifth from right on front row), Director of Regulatory Affairs and General Counsel Ms Eva Lau (fourth from right on front row) and Director of Operations Mr Anthony Wong (third from left on front row) receive delegates from the Chengdu Real Estate Broker Association.

**20/12/2010**

EAA Director of Operations Mr Anthony Wong delivers a speech at the monthly sales meeting of Ricacorp Properties Limited.

**18/1/2011**

EAA Chairman Ms Vivien Chan (second from left) attends the Property Agencies Association’s 16th anniversary celebration and is one of the officiating guests. (From left: Chairman of the Association Mr Tony Kwok, Ms Vivien Chan, Under Secretary for Home Affairs Ms Florence Hui and Honorary President of the organising committee of the celebration Mr Dominic Lau.)
### 統計數字 Statistics

#### 營業執照数目（於2010年12月31日計算）
Number of licences (as at 31/12/2010)

<table>
<thead>
<tr>
<th>类型</th>
<th>数量</th>
</tr>
</thead>
<tbody>
<tr>
<td>營業員牌照 Salesperson's licences</td>
<td>17,034</td>
</tr>
<tr>
<td>地產代理（個人）牌照 Estate agent's licences (individual)</td>
<td>+ 14,272</td>
</tr>
<tr>
<td>個人牌照總數 Total no. of individual licences</td>
<td>31,306</td>
</tr>
<tr>
<td>地產代理（公司）牌照 Estate agent's licences (company)</td>
<td>2,426</td>
</tr>
</tbody>
</table>

#### 營業詳情說明書数目（於2010年12月31日計算）
Number of statements of particulars of business (as at 31/12/2010)

<table>
<thead>
<tr>
<th>类型</th>
<th>数量</th>
</tr>
</thead>
<tbody>
<tr>
<td>獨資經營 Sole proprietorships</td>
<td>1,663</td>
</tr>
<tr>
<td>合夥經營 Partnerships</td>
<td>290</td>
</tr>
<tr>
<td>有限公司 Limited companies</td>
<td>3,648</td>
</tr>
</tbody>
</table>

#### 接獲的投訴/破產個案数目（2010年1月至12月）
Number of complaint / bankruptcy cases received (January to December 2010)

<table>
<thead>
<tr>
<th>类型</th>
<th>数量</th>
</tr>
</thead>
<tbody>
<tr>
<td>投訴個案 Complaint cases</td>
<td>624</td>
</tr>
<tr>
<td>破產個案 Bankruptcy cases</td>
<td>44</td>
</tr>
</tbody>
</table>

#### 已處理的投訴個案結果*（2010年1月至12月）
Results of completed complaint cases* (January to December 2010)

<table>
<thead>
<tr>
<th>类型</th>
<th>数量</th>
<th>百分比</th>
</tr>
</thead>
<tbody>
<tr>
<td>指標成立 Substantiated</td>
<td>151</td>
<td>(24.8%)</td>
</tr>
<tr>
<td>指標不成立 Unsubstantiated</td>
<td>174</td>
<td>(28.5%)</td>
</tr>
<tr>
<td>資料不足 Insufficient information to pursue</td>
<td>61</td>
<td>(10%)</td>
</tr>
<tr>
<td>其他 Others (e.g. cases withdrawn by the complainant or curtailed because the complainee was no longer a licensee)</td>
<td>224</td>
<td>(36.7%)</td>
</tr>
</tbody>
</table>

#### 已處理的破產個案数目（2010年1月至12月）
Number of completed bankruptcy cases (January to December 2010)

- 57*

*部分是往年接獲的個案
Some cases were carried over from previous years
巡查次数（2010年1月至12月）
Number of compliance inspections (January to December 2010)

「一手」楼盘 First-sale sites .................................................. 1,161
代理商铺 Agency shops ....................................................... 1,165
网上传业广告 Online property advertisements .......................... 524

经巡查或抽查而发现并成立的违规个案（2010年1月至12月）
Number of substantiated non-compliance cases arising from inspections or
spot checks (January to December 2010)
*部分是往年接获的个案
Some cases were carried over from previous years

纪律处分（2010年1月至12月）
Disciplinary actions (January to December 2010)

被暂时吊销的牌照数目 Number of licences suspended .............. 28
被撤销的牌照数目 Number of licences revoked ....................... 0

考试及考试日期
Examination and date

<table>
<thead>
<tr>
<th></th>
<th>参加人数</th>
<th>合格率</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>No. of candidates</td>
<td>Pass rate</td>
</tr>
<tr>
<td>地产代理资格考试</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Estate Agents Qualifying Examination</td>
<td></td>
<td></td>
</tr>
<tr>
<td>25/2/2010</td>
<td>1,640</td>
<td>44%</td>
</tr>
<tr>
<td>22/4/2010</td>
<td>1,903</td>
<td>40%</td>
</tr>
<tr>
<td>19/8/2010</td>
<td>2,376</td>
<td>36%</td>
</tr>
<tr>
<td>16/12/2010</td>
<td>2,551</td>
<td>25%</td>
</tr>
<tr>
<td>网业员资格考试</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Salespersons Qualifying Examination</td>
<td></td>
<td></td>
</tr>
<tr>
<td>26/2/2010</td>
<td>1,583</td>
<td>52%</td>
</tr>
<tr>
<td>23/4/2010</td>
<td>1,866</td>
<td>50%</td>
</tr>
<tr>
<td>25/6/2010</td>
<td>2,209</td>
<td>60%</td>
</tr>
<tr>
<td>20/8/2010</td>
<td>1,902</td>
<td>51%</td>
</tr>
<tr>
<td>22/10/2010</td>
<td>2,228</td>
<td>43%</td>
</tr>
<tr>
<td>17/12/2010</td>
<td>2,129</td>
<td>54%</td>
</tr>
</tbody>
</table>

《地业代理》由监管局寄发。如果不希望再收到此刊物，請致電 2111 2777或電郵至enquiry@eaa.org.hk通知监管局。
Horizons is sent by the EAA. If you wish to stop receiving it, please call the EAA at 2111 2777 or email to enquiry@eaa.org.hk to unsubscribe.