



### 監管局副主席廖譚婉瓊女士的意見

監管局會因應市場狀況，不時推出新的措施，以履行規管地產代理的職責。因應最近越來越多移民顧問安排內地人士來港視察物業的情況，監管局通過教育及宣傳地產代理的工作，協助移民顧問檢視自己的業務是否涉及地產代理業務的範疇，從而採取妥善的措施，以防止誤墮法網。

監管局認為，倘若移民顧問公司的業務牽涉地產代理工作，他們應領取地產代理牌照，以符合法例要求，保障公司和客戶的利益。

### Message from EAA Vice-chairman Mrs Amy Liu

The EAA will, depending on market conditions, undertake new measures from time to time to discharge its regulatory duties. Recently, there is an increasing number of immigration consultants arranging for Mainlanders to view properties in Hong Kong. Hence, the EAA has, through education and promotion, sought to deepen

the consultants' understanding of the estate agency trade to enable them to determine whether their scope of business involves estate agency work, so that the consultants can take appropriate steps to ensure they do not mistakenly breach the law.

The EAA is of the view that if immigration consultants' work involves estate agency work, they should apply for the relevant licences to comply with the law so that they can protect the interests of their companies and clients.

員跟進，但由於近來客戶提出投資樓市的問題越來越深入，而且為了向客戶建立專業形象，故該公司亦申領地產代理（公司）牌照。許大衛補充，該公司大部分員工早已領有地產代理（個人）牌照。

美聯移民顧問行政總裁吉安先生表示，該公司主力提供移民顧問服務，但由於不少客戶通過該公司接洽美聯物業的地產代理，以投資香港物業的方式來港定居，故已領有地產代理（公司）牌照多年。為了對客戶提供全面的服務，會鼓勵更多從事移民顧問工作的員工也考取地產代理（個人）牌照。

天瑪士國際地產董事鄧君良先生表示該公司向內地人士提供移民顧問服務，也邀請地產代理合作，向客戶提供有關投資香港房地產的服務。由於他預計越多越多內地人士來港買樓，該公司最近也申領地產代理（公司）牌照。鄧君良補充，為方便他自己向客人提供樓盤資訊和介紹樓盤，他已領有地產代理（個人）牌照。

residency status in Hong Kong by investing in properties here. He said he would encourage more employees who engaged in immigration consultancy work to apply for an Estate Agent's Licence (Individual) so that they could provide more comprehensive services to their clients.

The Director of Immi-visa.com International Property Agent Company Limited, Mr Tang Kwan-leung, said his company provided immigration consultancy services to clients and cooperated with other estate agents who provided services related to property investment. He envisaged that there would be more Mainlanders purchasing properties in Hong Kong, so his company had recently obtained an Estate Agent's Licence (Company). Mr Tang also said he obtained an Estate Agent's Licence (Individual) so that he could provide professional property agency services and introduce properties to clients.