
De: Hector Torres <[REDACTED]>
Envoyé: 20 août 2021 12:38
À: consultation-secteur-financier
Objet: Fwd: Consultation on real estate brokerage: we would appreciate your input

Indicateur de suivi: Assurer un suivi

État de l'indicateur: Terminé

1. Should adjustments be made to current real estate brokerage practices, in particular to ensure that these practices do not exacerbate overheating? YES
2. Should any changes to the current compensation models be made to ensure that broker compensation is aligned with the interests of their clients, whether they are buyers or sellers? COULD BE, DEPENDING ON HOW THESE CHANGES WILL AFFECT THE COMPENSATION
3. Should there be a review of the rule prohibiting real estate brokers from disclosing to promisor-buyers the received prices and offer conditions?
 - If so, should this disclosure be mandatory or at the seller's discretion? DISCLOSING THAT A PROMISE TO PURCHASE HAS BEEN RECEIVED SHOULD BE MANDATORY IN MATRIX, HOW MANY, AND WHEN A PROMISE TO PURCHASE HAS BEEN ACCEPTED, SHOULD BE MANDATORY TOO. NOT DOING THIS, ONLY MISLEADS OUR WORK AND POTENTIAL BUYERS
 - Should a promisor-buyer be able to refuse that the price of his promise to purchase be disclosed to other promisor-buyers? YES
 - What would be the effects of changing the rule in question? FAIR TRADE AND OPPORTUNITY TO EVERYONE WHO WOULD LIKE TO PARTICIPATE IN A PURCHASE OF A PROPERTY
4. Should the practice of concentrating visits over a short period soon after a property is put up for sale be regulated? YES, THIS PRACTICE HAS CONTRIBUTED TO CREATE FALSE EXPECTATIONS, NOISE, CREATING THE SENSE OF URGENCY AND PROMOTING THE OVERHEATING OF THE MARKET
5. Should the organization of sales by public real estate auctions, with the obligation to accept the resulting best offer, be facilitated? YES, OPTIONAL. BECAUSE WHEN THE MARKET SLOWS DOWN, THIS OPTION WON'T BE NECESSARY

Thanks and have a good day

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Hector Torres

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