



# BROKERS' ACTIONS



## AREA OF A CONDO

### HOW TO AVOID THIS MISTAKE

The broker must be vigilant when it comes to area. The **net living area** is very different from the **gross total area**, which includes common spaces and outside walls and partitions. In the majority of cases, you must always validate and use the dimensions on the up-to-date certificate of location before indicating the net living area in the description sheet of the property.

### TIP OF A PRO

Do the required checks not just once but twice. To do so, make sure you check and fully understand the certificate of location in order to enter the correct dimensions in your documents. Pay a particular attention when converting square meters (m<sup>2</sup>) to square feet (ft<sup>2</sup>). An error of inattention may have major consequences.

### IMPACT

Don't forget that this type of error has consequences for the broker. If you are held responsible and compensation is paid to claimant, you must pay a deductible. Also note that a lawsuit filed with courts has an impact on your personal credit report for as long as the dispute lasts, without taking into account the **waste of time that this entails**. In all cases, prevention is better than cure.



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