



**SOCIETY OF HONG KONG  
REAL ESTATE AGENTS LTD**  
香港地產代理專業協會有限公司

**Founding Member**  
International Consortium of Real Estate Associations

**Cooperating Partner**  
National Association of Realtors, USA



The position of our Society

We basically support and endorse the Estate Agents (Licensing) (Amendment) Regulation 2001, and hope that it will be approved by the Legislative Council, and become law and operative as soon as possible.

On the licence fees, in particular, we consent to the present proposal on new fees. But in the long term, the Estate Agents Authority should consider to reduce the licence fees further. We view that the basis on which the Estate Agents Authority calculates the income is rather conservative in that the licensee (individual) population will be decreased by not more than 25%, and the intake will not be lower than 8%. Moreover, if the Estate Agents Authority can maintain stringent control on its financial position, enhance its value proactively, broaden its sources of income, we verily believe that the licence fees can be reduced further in the coming year.

Regarding the demand by some of the trade for a larger reduction of licence fees as asserted in the consultation paper submitted by the Housing Bureau to the Legislative Council Panel on Housing in May 2001, we can clearly verify that it is a strong demand of the absolute majority of the trade. Since the operation of the Estate Agents Ordinance, the operating costs of the trade have increased substantially, and there are also individual members leaving the trade because of the sluggish market and companies operating in extreme difficulties, thus there is the need for a larger reduction of licence fees.

Finally, we propose that the Legislative Council approves the present Amendment to the Licensing Regulation, but in the long term, the Legislative Council has the responsibility to monitor the work and expenditure of the Estate Agents Authority, and procure its value-added objective, thereby securing a larger reduction of licence fees for the 15,000 odds (individual) licensed estate agents and salespersons and 3,000 odds (company) licensees! For the days to come, the estate agency trade's 15,000 odds (individual) licensees and 3,000 odds (company) licensees will, through different channels, petition to each of the current honourable Legislative Council Members, in keeping you informed of the situation of the trade.

Society of Hong Kong Real Estate Agents Limited  
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