



**TIP OF
THE MONTH**

JANUARY TIP OF THE MONTH:

This could happen to you if you block a co-broking opportunity!

Blocking a co-broking opportunity can lead to a suspension of salesperson registration and/or financial penalty, as a salesperson recently learnt...

In 2018, Salesperson A, who was representing the sellers of a property, received an enquiry from Salesperson B about arranging a viewing of the property for her buyer-clients. Salesperson A told Salesperson B that there would be no viewings for the next two weeks, despite the fact that her seller-clients had not issued such instruction.

In contradiction to what she had told Salesperson B, Salesperson A carried out viewings for the property with potential direct buyers during that time. When Salesperson B's buyer-clients eventually contacted Salesperson A directly to view the property, Salesperson A agreed to the viewing on the condition that the buyer-clients would not be accompanied by Salesperson B.

During the viewing, Salesperson A told the buyers not to inform Salesperson B about the viewing and said that she did not wish to deal with other salespersons in relation to the property.



After the viewing, Salesperson B contacted Salesperson A on behalf of her buyer-clients, explaining that she represented them and they were interested in closing this deal. Salesperson A, however, responded that she did not have to work with Salesperson B because the buyer-clients had contacted her directly. She also threatened to lodge a complaint against Salesperson B if she continued to contact her.

In light of Salesperson A's overt hostility and clear refusal to co-broke the sale of the property, Salesperson B ceased interacting with Salesperson A so as not to jeopardise her buyer-clients' purchase of the property. The buyer-clients went ahead to make an offer without Salesperson B's facilitation and purchased the unit eventually. Salesperson B was thus deprived of her co-broke commission.

By failing to co-broke the sale of the property in a co-operative manner, Salesperson A breached paragraph 4(1) read with paragraph 4(2)(a) of the [Code of Ethics and Professional Client Care](#). In November 2020, a CEA Disciplinary Committee sentenced Salesperson A to a six-month suspension and a financial penalty of \$12,000.

CEA takes a strong view against attempts to block or hamper co-broking opportunities. Bear in mind that co-broking can help you achieve the best possible outcome for your clients, so stay open to the possibilities and serve in the best interest of your client.

For more on the dos and don'ts on co-broking, click [here](#).

[Read More](#)

Information is accurate as at 18 January 2021.

This email was sent to all real estate salespersons by the [Council for Estate Agencies](#).

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