

The OACIQ Seller's Guide provides a clear overview of the home-selling process in Québec, ensuring sellers make informed, protected decisions at every stage.

# OACIQ Seller's Guide

## 1. Why Work With a Real Estate Broker?

Licensed brokers guide the entire sale process while ensuring compliance with the Real Estate Brokerage Act. They act with loyalty, verify property details, provide objective advice, and disclose conflicts of interest. The OACIQ oversees licensing, inspections, ethics, and consumer protection.

## 2. Selling On Your Own vs With a Broker

Selling alone means handling pricing, marketing, calls, visits, negotiations, and legal documents yourself. Working with a broker provides:

- A. Accurate market evaluation
- B. Strong marketing & visibility
- C. Management of calls, visits, screening
- D. Guidance through offers, conditions & deadlines
- E. Legal protection via mandatory OACIQ forms

## 3. The Brokerage Contract – Sale

This required contract identifies the property, defines the listing period, exclusivity, and remuneration, lists inclusions/exclusions, and outlines obligations. Sellers must provide documents such as the certificate of location. It formalizes duties and protects the transaction under the Québec law.

## 4. Seller's Declarations

A mandatory form describing the property's condition, history, renovations, defects, and risks (servitudes, infiltrations, contamination, roofing, pyrite, etc.). Completed honestly, it protects sellers and becomes part of the buyer's offer.

## 5. Preparing the Property

Proper presentation improves price and selling speed. Preparation includes repairs, cleaning, painting, checking systems (plumbing, electrical, heating), and optimizing exterior/landscaping. Brokers assist with staging, photos, and marketing.

## 6. Understanding the Buyer

Buyers may be unrepresented or represented by a broker. When both brokers are involved, the buyer's broker is typically paid from the listing broker's compensation.

## 7. Promise to Purchase

A binding offer specifying price, deposit, conditions (inspection, financing, documents), inclusions/exclusions, occupancy, and deadlines. Deposits are held in trust. Sellers must provide required documents like the certificate of location.

## 8. Counter-Proposals

If terms are unacceptable, sellers can issue counter-proposals. Each version replaces the previous one until both parties agree.

## 9. Notary & Transfer of Ownership

Once conditions are met, the notary verifies the title, drafts and signs the deed of sale, registers ownership, and calculates adjustments (taxes, condo fees, fuel, rents). Brokers support sellers until finalization.

## 10. After-Sale Support

Sellers can continue consulting their broker. The OACIQ Info Center and Assistance Department remain available for support.



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