Declared area without measurement — the three ways of doing it

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Fictional document

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> **Fictional document**, produced for the demonstration. The organisation, the files, the people and the figures are invented. **None of the ways of doing it was applied before the client chose.**

The agency's listing procedure compares the advertised area **with the measurement**. It does not say what gets published when there is no measurement: that is the point that had not yet been configured.

The ways of doing it, put to the client

Way of doing it	What it brings	What it costs	Outcome

Publish 64 sq m as it stands	The listing goes out today	A buyer who measures discovers the gap in front of the agency	Set aside by the agency
Publish with no area until the measurement	No inaccuracy possible	The portals' area filters do not surface the listing	Set aside by the agency
Publish naming the source, measurement ordered from the second viewing	**The property stays visible, and the buyer knows what they rely on**	One more disclosure in the listing	**Recommended, then approved**

How often the case arises

Current mandates	With a measurement in the file	With an area declared by the seller
34	**27**	**7**
Of which signed this quarter	9	3

The figure is what turns a one-off decision into a rule: **7 mandates out of 34** are worth an entry in the listing procedure, and the agency decides it knowing the volume.

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