

THE CODE OF ETHICS – “Demystified!”

By Greg Haas

A. Duties to Clients/Customers (Articles 1 - 9)

- Article 1 Fiduciary Duties, Agency – Put your client first!
- Article 2 Disclosure Issues – exaggeration, misrepresentation, concealment
- Article 3 Cooperation With Other Brokers – REALTORS® shall not misrepresent the availability to show.
- Article 4 Self Interest – disclose contemplated interest to purchase or lease.
- Article 5 Self Interest – prior to rendering an opinion of value or other service, inform seller of interest to purchase.
- Article 6 Self Interest – no secret profit.
- Article 7 Dual Compensation – disclose to all, client consent
- Article 8 Trust Account Records – monies coming into trust for other persons, separate from personal funds.
- Article 9 Clear Written Documentation – give a copy as soon as practical.

B. Duties to the Public (Articles 10 – 14)

- Article 10 Fair Housing – provide equal professional services and information. Must not discriminate in real estate employment practices.
- Article 11 Professional Competency – meet the standard of care for each field of service you provide.
- Article 12 Truth in Advertising – includes internet, social media, provide true and accurate description.
- Article 13 Unauthorized Practice of Law – just don’t do it!
- Article 14 Duty to Cooperate with Professional Standards – shall take no action to disrupt or obstruct process.

C. Duties to Other REALTORS® (Articles 15 – 17)

- Article 15 Disparaging Competitors – false or misleading statements.
- Article 16 Interference in Agency/Client Relationship - of another REALTOR® with exclusive representation.
- Article 17 Duty to Arbitrate Commission Disputes