

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 and Compensation – REALTORS® shall not misrepresent the availability to show.
- **Article 4.** Self Dealing – disclose you are licensed.
- **Article 5.** Self Dealing – prior to rendering an opinion of value or other service, inform seller of your interest to purchase.
- **Article 6.** Self Dealing – no secret profit.
- **Article 7.** Dual Compensation – disclose to all, client consent.
- **Article 8.** Trust Account Records.
- **Article 9.** Clear Written Documentation – give a copy at signing.

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

- **Article 10.** Fair Housing – provide equal professional services and information.
- **Article 11.** Professional Competency – meet the standard of care for each specialization you provide service.
- **Article 12.** Truth in Advertising, including Internet – true and accurate picture
- **Article 13.** Unauthorized Practice of Law – just don't do it!
- **Article 14.** Duty to Cooperate with Professional Standards.

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®.
- **Article 17.** Duty to Arbitrate Commission Disputes.

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