

The Code of Ethics – “*DE-MYSTIFIED!*”

By Greg Haas

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

- Article 1. Fiduciary Duties, Agency, Honesty to all parties – put your client first!
- Article 2. Disclosure Issues – exaggeration, misrepresentation, concealment
- Article 3. Cooperation – REALTORS® shall share information on listed property and not misrepresent the availability to show
- Article 4. Self Dealing – disclose any interest in writing, prior to contract
- Article 5. Self Dealing – prior to rendering opinion of value, 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 copy at signing

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

- Article 10. Fair Housing – provide equal professional services and information
- Article 11. Professional Competency – meet the standard of care for each specialization in which you provide service
- Article 12. Truth in Real Estate Communications – 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 REALTORS® (Articles 15-17)

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