

Code of Ethics

NATIONAL ASSOCIATION OF REALTORS®

Preamble

Under all is the land. Upon its wise utilization and widely allocated ownership depend the survival and growth of free institutions and of our civilization. REALTORS® should recognize that the interests of the nation and its citizens require the highest and best use of the land and the widest distribution of land ownership. They require the creation of adequate housing, the building of functioning cities, the development of productive industries and farms, and the preservation of a healthful environment.

Such interests impose obligations beyond those of ordinary commerce. They impose grave social responsibility and a patriotic duty to which REALTORS® should dedicate themselves, and for which they should be diligent in preparing themselves. REALTORS®, therefore, are zealous to maintain and improve the standards of their calling and share with their fellow REALTORS® a common responsibility for its integrity and honor...

The term REALTOR® has come to connote competency, fairness, and high integrity resulting from adherence to a lofty ideal of moral conduct in business relations. No inducement of profit and no instruction from clients ever can justify departure from this ideal.

In the interpretation of this obligation, REALTORS® can take no safer guide than that which has been handed down through the centuries, embodied in the Golden Rule:

"Whatsoever ye would that others should do to you, do ye even so to them."

integrity
ethics values
information
professional commitment
awareness education
standards



NATIONAL
ASSOCIATION *of*
REALTORS®

Accepting this standard as their own, REALTORS® pledge to observe its spirit in all of their activities and to conduct their business in accordance with the tenets set forth below.

Basic Principles of the Code of Ethics

- 1.** Protect and promote your client's interests, but be honest with all parties.
- 2.** Avoid exaggeration, misrepresentation, and concealment of pertinent facts. Do not reveal facts that are confidential under the scope of your agency relationship.
- 3.** Cooperate with other real estate professionals to advance your client's best interests.
- 4.** When buying or selling, make your position in the transaction or interest known.
- 5.** Disclose present or contemplated interest in any property to all parties.
- 6.** Avoid side deals without your client's informed consent.
- 7.** Accept compensation from only one party, except with full disclosure and informed consent.
- 8.** Keep the funds of clients and customers in escrow.
- 9.** Assure, whenever possible, that transactional details are in writing.
- 10.** Provide equal service to all clients and customers.
- 11.** Be knowledgeable and competent in the fields of practice in which you ordinarily engage. Obtain assistance or disclose lack of experience if necessary.
- 12.** Communicate honestly and present a true picture in your advertising, marketing and other public representations.
- 13.** Do not engage in the unauthorized practice of law.
- 14.** Be a willing participant in Code enforcement procedures.
- 15.** Ensure that your comments about other real estate professionals are truthful, and not misleading.
- 16.** Respect the exclusive representation or exclusive brokerage relationship agreements that other REALTORS® have with their clients.
- 17.** Arbitrate and mediate contractual and specific non-contractual disputes with other REALTORS® and with your clients.

For full text, refer to:

**Code of Ethics and Standards of Practice of the
NATIONAL ASSOCIATION OF REALTORS®,
1-800-874-6500**

