Excerpt from Preamble to the Realtor’s® Code of Ethics:

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.”

REALTOR®
A Realtor® is a licensed real estate agent and a member of the National Association of Realtors®, a real estate trade association.

Realtors® also belong to their state and local Boards of Realtors®. They have a wealth of resources at their disposal, including the Multiple Listing Service and continuing education. All association members agree to abide by a 17-article Code of Ethics and strive for the height of professionalism.

REAL ESTATE AGENT
A real estate agent is licensed by the state to represent parties in the transfer of property. Every Realtor® is a real estate agent, but not every real estate agent is a professional Realtor®.

LISTING AGENT
A listing agent forms a legal relationship with the homeowner to sell the property.

BUYER’S AGENT
A Buyer’s agent or Buyer broker is an agent hired by the Buyer. Generally, the Buyer broker is paid from the commission fee agreed to by the Seller.

MULTIPLE LISTING SERVICE (MLS)
The MLS is a database of properties listed for sale by Realtors® who are members of the local Board of Realtors®. Information on an MLS property is available to thousands of Realtors®.

COMMITMENT IS A TWO-WAY STREET
Your Realtor® will make a commitment to spend valuable hours finding the right home for you: researching listings, previewing properties, visiting homes with you, and negotiating your contract. Honor that commitment by staying with the Realtor® you’ve selected until you purchase your home. Be sure your Realtor® accompanies you on your first visit to all new homes and open houses, too.

THE ADVANTAGES
OF WORKING WITH ONLY ONE REALTOR® INCLUDE:

1. The Realtor® becomes familiar with your family’s needs.
2. You develop better rapport and communication when working towards your goal with only one Realtor®.
3. The Realtor® is more committed to you because you return that commitment.
4. You avoid any uncomfortable situations arising from agent conflict.

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