

## The Difference between a Real Estate Agent and a REALTOR®

	Real Estate Agent	REALTOR®
Pass State exam & are licensed to buy/sell real estate.	✓	✓
Pledge to put the interests of Buyers and Sellers ahead of their own and treat all parties honestly.		✓
Shall refrain from exaggerating, misrepresenting or concealing material facts; is obligated to investigate and disclose when situations reasonably warrant.		✓
Shall cooperate with other Brokers/Agents when it is in the best interests of the Client to do so.		✓
Have a duty to disclose if they represent family members who own or are about to buy real estate, or if they themselves are a principal in a real estate transaction, that they licensed to sell real estate.		✓
Shall not provide professional services in a transaction where the Agent has a present or contemplated interest without disclosing that interest.		✓
Shall not collect any commissions without the Seller's knowledge nor accept fees from a third-party without the Seller's express consent.		✓
Shall refuse fees from more than one party without all parties' informed consent.		✓
Shall not co-mingle Client funds with their own.		✓
Shall attempt to ensure that all written documents are easy to understand and will give everybody a copy of what they sign.		✓
Shall not discriminate in any fashion for any reason on the basis of race, color, religion, sex, handicap, familial status, or national origin.		✓
Expects Agents to be competent, to conform to standards of practice and to refuse to provide services for which they are unqualified.		✓
Must engage in truth in advertising.		✓
Shall not practice law unless they are a lawyer.		✓
Shall cooperate if charges are brought against them and present all evidence requested.		✓
Agree not to bad mouth competition and agree not to file unfounded ethics complaints.		✓
Shall not solicit another REALTOR'S Client nor interfere in a contractual relationship.		✓
Shall submit to arbitration to settle matters and not seek legal remedies in the judicial system.		✓

*\*Courtesy of the NAR Code of Ethics*