



LEGAL TIP
OF THE WEEK

Ethics Tip

CHANGES TO THE CODE OF ETHICS

The Code of Ethics is continuously updated and revised each year, but major additions are rare. Effective January 2019, NAR has approved a significant change to the standards of practice of Article 1.

When requested, the change requires seller's agents to provide a written confirmation to buyer's agents that their offers have been presented to the seller or that the seller has waived that obligation. Buyers and agents often become frustrated when offers are submitted and there is no communication from the seller's agent. This change will reduce the frustration resulting from a lack of communication. Starting next year, avoid potential ethics violations by making sure you reply to requests from buyer's agents to receive a written confirmation that you presented the offer or that your seller waived that obligation.

Q&A that has come as a result of these changes...

1. **Is the rejection of REPC enough?** *If I am a Buyer's agent and my client receives a signed rejection of the REPC from the Seller, I don't think I would need the Seller's agent to affirm that the Buyer's offer has been presented. The rejection itself serves as notice that the seller has seen my offer.*
2. **How do we hold the seller to our Code of Ethics?** *We can't. But we can hold the seller's Realtor® accountable to the Code. This change is meant to affirm that the offer has been presented to the seller.*
3. **Is there a form to help facilitate Standard of Practice 1-7?** *At this time, No. However, we anticipate that by the time Standard of Practice 1-7 goes into effect, the UAR Forms Committee will have a form available to help facilitate confirmation that an offer has been presented.*



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