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## Realtor Has Dual Obligation According to Code of Ethics

Can a home seeker expect a realtor to give him information which could dissuade him from buying a house in which he was initially interested?

Yes, if withholding such facts would constitute unfair treatment of the home seeker, according to Byron W. Terrie Sr., president of the Detroit Board of Realtors, who cited a case from a new book, "Interpretations of the Code of Ethics," to illustrate his point.

The book, published by the National Association of Real Estate Boards (of which Terrie and the Detroit board are members) sets forth specific cases to show how the code of ethics to which they subscribe is applied for the benefit of the public, clients and colleagues.

ONE ARTICLE of the code, Terrie said, states:

"In accepting employment as an agent, the Realtor pledges himself to protect and promote the interests of the client. This obligation of absolute fidelity to the client's interest is primary, but it does not relieve the Realtor from the obligation of dealing fairly with all parties to the transaction."

"One case from the new book dramatically illustrates the obligation of the Realtor to the home

seeker," Terrie added. "The circumstances were as follows:

"As the exclusive agent of Client A, Realtor B offered a house for sale, advertising it near a bus stop. Prospect C, who explained that his daily schedule made it necessary for him to have a house near the bus stop, was shown Client A's property, liked it and made a deposit.

"TWO DAYS later, Realtor B

### Dream Soil Is Rarity In Yards

Your soil may be that 'dream soil' "a rich, friable loam," but it isn't likely, for usually such a soil exists only in the minds of the people who write about gardening.

Don't despair. It's easy to improve soil. Add any kind of organic matter you can lay your hands on: leaves in the fall, vegetable leftovers like pea pods and outer cabbage leaves, grass clippings during the summer, and so on.

START IN ONE corner of your yard and dig a hole about 18 inches deep. Fill it with organic matter; cover it with some of the soil you removed.

Dig another hole next to it and repeat the process. As the organic matter decomposes and settles, add more soil.

In six months time, you can spade or rototill the areas treated as described above and, with a little added fertilizer, grow almost anything in that improved soil.

read a notice of a rerouting of the bus line under which Client A's house would no longer be near a stop. He informed Prospect C of this circumstance. Prospect C lost interest in the house. Realtor B informed Client A and insisted that Prospect C's deposit should be returned.

"Client A reluctantly complied with Realtor B's request, but complained to the board of Realtors that Realtor B had not faithfully protected and promoted his interests; that after a willingness to buy had been achieved, Realtor B need not have made a disclosure to the prospect that killed the sale, since the point was not of major importance. The new bus route, he showed, would put a stop within six blocks of the property.

"IN A HEARING on the matter before the board, Realtor B explained that in advertising Client A's property the fact that a bus stop was only a few feet from the property had been prominently featured. He made the point also that Prospect C, in consulting him, had emphasized that because of a physical disability, he needed a home as near as possible to a bus stop.

"Thus, in his judgment, the change in bus routing materially changed the characteristics of the property in the eyes of the prospective buyer, and he felt under his obligation to give fair treatment to all parties in the transaction—that he should inform Prospect C, and that in so doing he was not violating his obligation to his client.

"The board concluded that Realtor B had acted properly under both the spirit and the letter of the code of ethics. He was exonerated and commended."

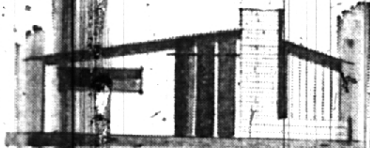


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