

## SAR Citation Sanctions

	<b>Applicable Article and Standard of Practice</b>	<b>Fine</b>	<b>Ethics Training available in lieu of or in addition to fine</b>
<b>Article 1</b>			
Failure to fully disclose and obtain consent from both parties when representing both the seller/landlord and buyer/tenant in the same transaction	Article 1, supported by Standard of Practice 1-5		<b>Required Ethics Training</b>
Failure to submit offers and counter-offers objectively and as quickly as possible	Article 1, supported by Standard of Practice 1-6		<b>Required Ethics Training</b>
Failure to advise sellers/landlords of information specified in Standard of Practice 1-12 prior to entering into a listing contract	Article 1, supported by Standard of Practice 1-12		<b>Required Ethics Training</b>
Failure to advise buyers/tenants of information specified in Standard of Practice 1-13 prior to entering into a buyer/tenant agreement	Article 1, supported by Standard of Practice 1-13		<b>Required Ethics Training</b>
Accessing or using, or allowing others to access or use, a property managed or listed on terms other than those authorized by the owner or seller	Article 1, supported by Standard of Practice 1-16	<b>Fine</b>	
<b>Article 3</b>			
Failing to disclose existence of dual or variable rate commission arrangements	Article 3, supported by Standard of Practice 3-4	<b>Fine</b>	
Failure to disclose to cooperating brokers differential that would result in dual or variable rate commission arrangement if sale/lease results through efforts of seller/landlord	Article 3, supported by Standard of Practice 3-4	<b>Fine</b>	
Failure to disclose existence of accepted offers, including offers with unresolved	Article 3, supported by Standard of Practice 3-6		<b>Education</b>

contingencies, to cooperating brokers.			
Misrepresenting the availability of access to show or inspect a listed property	Article 3, supported by Standard of Practice 3-8	<b>Fine</b>	
Providing access to listed property on terms other than those established by the owner or the listing broker	Article 3, supported by Standard of Practice 3-9	<b>Fine</b>	
<b>Article 4</b>			
Failing to disclose REALTOR®'s ownership or other interest in writing to the purchaser or their representative	Article 4 (second sentence)		<b>Education</b>
<b>Article 5</b>			
Providing professional services without disclosing REALTOR®'s present interest in property	Article 5 (limited to present interest, not contemplated)	<b>Fine</b>	
<b>Article 6</b>			
Accepting any commission, rebate, or profit on expenditures without client's knowledge or consent	Article 6 (first paragraph)		<b>Education</b>
Failure to disclose to a client or customer REALTOR®'s financial benefits or fees received as a direct result of recommending real estate products or services	Article 6 (second paragraph)		<b>Education</b>
Failure to disclose REALTOR®'s direct interest in an organization or business entity when recommending to a client or customer that they use the services of that organization or business entity	Article 6, supported by Standard of Practice 6-1		<b>Education</b>
<b>Article 12</b>			
Failing to present a true picture in real estate communications and advertising	Article 12		<b>Education</b>
Failing to disclose status as real estate professional in advertising and other	Article 12		<b>Education</b>

representations			
Failure to provide all terms governing availability of a “free” product or service in an advertisement or other representation	Article 12, supported by Standard of Practice 12-1		<b>Education</b>
Failure to disclose potential to obtain a benefit from third party when REALTOR® represents their services as “free” or without cost	Article 12, supported by Standard of Practice 12-2		<b>Education</b>
Failure to exercise care and candor when communicating the terms and conditions of premiums, prizes, merchandise discounts or other inducements to list, sell, purchase, or lease	Article 12, supported by Standard of Practice 12-3		<b>Education</b>
Advertising property for sale/lease without authority of owner or listing broker	Article 12, supported by Standard of Practice 12-4	<b>Fine</b>	
Failing to disclose name of firm in advertisement for listed property	Article 12, supported by Standard of Practice 12-5		<b>Education</b>
Failing to disclose status as both owner/landlord and REALTOR® or licensee when advertising property in which REALTOR® has ownership interest	Article 12, supported by Standard of Practice 12-6		<b>Education</b>
Falsely claiming to have “sold” property	Article 12, supported by Standard of Practice 12-7		<b>Education</b>
Misleading consumers through deceptive framing, manipulating content, deceptively diverting internet traffic, or presenting other’s content without attribution or permission	Article 12, supported by Standard of Practice 12-10		<b>Education</b>
Registering or using of deceptive URL or domain name	Article 12, supported by Standard of Practice 12-12		<b>Education</b>
Representing that the REALTOR® has a	Article 12, supported by		<b>Education</b>

designation, certification, or other credential they are not entitled to use	Standard of Practice 12-13		
<b>Article 14</b>			<b>Not Included in Citation Policy</b>
<b>Article 16</b>			
Conditioning submission of a buyer's offer on additional compensation from a listing broker	Article 16, supported by Standard of Practice 16-16	<b>Fine</b>	
Placing for sale/lease sign on property without permission of seller/landlord	Article 16, supported by Standard of Practice 16-19	<b>Fine</b>	

**NOTE:** Associations may adopt all or some of the above citations. No additional citations may be added. Fines for each citable offense, as well as any possible training requirements, must be established in advance and should be followed consistently.

Associations, at their discretion, may adopt an escalating fine schedule for repeat citations and also may impose a training requirement in addition to or as an alternative to payment of a fine for any of the citable offenses adopted. If an escalating fine schedule is adopted, it may only be used in circumstances where citations are issued by the same association.

The amount of fine for any citation is at the option of the association, but aggregated fines levied against any member may not exceed \$5,000 in any three (3) year period.

