

REALTORS® LICENSED IN VIRGINIA MUST FOLLOW **FAIR HOUSING LAW** REGARDING 12* PROTECTED CLASSES:

1. Race
2. Color
3. Religion
4. Sex
5. Familial Status
6. National Origin
7. Handicap/Disability
8. Elderliness (55+)
9. Sexual Orientation
10. Gender Identity
11. Status as a Veteran
12. Source of Funds

* Localities may have additional protected classes, so this could be higher

Discrimination can cover many actions, including, but not limited to:

- Refusing to sell or rent, including representing that an available dwelling is not available;
- Making terms, conditions, or privileges different;
- Advertising that indicates a preference;
- Refusing to negotiate;
- Steering, blockbusting, or assigning;
- Delayed or denied maintenance.

BEST PRACTICES:

- ▶ Become familiar with fair housing law and educate your clients.
- ▶ Allow buyers to make their own choices in their housing search. Do not accommodate requests that violate fair housing law.
- ▶ Develop and follow standard procedures.
- ▶ Use the Equal Housing Opportunity logo or language in all advertisements.