SENATE JUDICIARY COMMITTEE SUBSTITUTE FOR SENATE BILL 212

51st legislature - STATE OF NEW MEXICO - First session, 2013

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AN ACT

RELATING TO REAL ESTATE BROKERS LICENSURE; AMENDING SECTIONS OF CHAPTER 61, ARTICLE 29 NMSA 1978 TO PROVIDE FOR NONRESIDENT BROKER LICENSING; INCREASING THE LIMIT ON LIABILITY INSURANCE PREMIUMS; REVISING PENALTIES FOR VIOLATION OF LICENSURE REQUIREMENTS.

BE IT ENACTED BY THE LEGISLATURE OF THE STATE OF NEW MEXICO:

SECTION 1. Section 61-29-1 NMSA 1978 (being Laws 1959, Chapter 226, Section 1, as amended) is amended to read:

"61-29-1. PROHIBITION.--It is unlawful for a person to engage in the business or act in the capacity of [advertise or display in any manner or otherwise assume to engage in the business of, or act as an] real estate associate broker or [a] qualifying broker within [this state] New Mexico without a license issued by the commission. A person who engages in the

business or acts in the capacity of an associate broker or a qualifying broker in [this state] New Mexico, except as otherwise provided in Section 61-29-2 NMSA 1978, with or without a New Mexico real estate broker's license, has thereby submitted to the jurisdiction of the state and to the administrative jurisdiction of the commission and is subject to all penalties and remedies available for a violation of any provision of Chapter 61, Article 29 NMSA 1978."

SECTION 2. Section 61-29-2 NMSA 1978 (being Laws 1999, Chapter 127, Section 1, as amended) is amended to read:

"61-29-2. DEFINITIONS AND EXCEPTIONS.--

- A. As used in Chapter 61, Article 29 NMSA 1978:
- (1) "agency relationship" means the fiduciary relationship created solely by an express written agency agreement between a person and a brokerage, authorizing the brokerage to act as an agent for the person according to the scope of authority granted in that express written agreement for real estate services subject to the jurisdiction of the commission;
- (2) "agent" means the brokerage authorized, solely by means of an express written agreement, to act as a fiduciary for a person and to provide real estate services that are subject to the jurisdiction of the commission; in the case of an associate broker, "agent" means the person who has been authorized to act by that associate broker's qualifying broker;

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others;

(3) "associate broker" means a person who, for
compensation or other valuable consideration, is associated
with or engaged under contract by a qualifying broker [to
participate in an activity described in Paragraph (4) of this
subsection or] to carry on the qualifying broker's business as
a whole or partial vocation, and:

(a) lists, sells or offers to sell real estate; buys or offers to buy real estate; or negotiates the purchase, sale or exchange of real estate or options on real estate;

(b) is engaged in managing property for

(c) leases, rents or auctions or offers to lease, rent or auction real estate;

representation as being engaged in the business of buying, selling, exchanging, renting, leasing, auctioning or dealing with options on real estate for others as a whole or partial vocation; or

(e) engages in the business of charging an advance fee or contracting for collection of a fee in connection with a contract under which the qualifying broker undertakes primarily to promote the sale of real estate through its listing in a publication issued primarily for that purpose or for the purpose of referral of information concerning real

1	estate to other qualifying brokers or associate brokers;		
2	[(4) "broker" or "qualifying broker" means a		
3	person who for compensation or other consideration from		
4	another:		
5	(a) lists, sells or offers to sell real		
6	estate; buys or offers to buy real estate; or negotiates the		
7	purchase, sale or exchange of real estate or options on real		
8	estate;		
9	(b) is engaged in managing property for		
10	others;		
11	(c) leases, rents or auctions or offers		
12	to lease, rent or auction real estate;		
13	(d) advertises or makes any		
14	representation as being engaged in the business of buying,		
15	selling, exchanging, renting, leasing, auctioning or dealing		
16	with options on real estate for others as a whole or partial		
17	vocation; or		
18	(e) engages in the business of charging		
19	an advance fee or contracting for collection of a fee in		
20	connection with a contract under which the broker or qualifying		
21	broker undertakes primarily to promote the sale of real estate		
22	through its listing in a publication issued primarily for that		
23	purpose or for the purpose of referral of information		
24	concerning real estate to brokers, qualifying brokers or		
25	associate brokers;		

(5) (4) "brokerage" means a licensed			
qualifying broker and the licensed real estate business			
represented by the qualifying broker and its affiliated			
licensees;			
[(6)] <u>(5)</u> "brokerage relationship" means the			
legal or contractual relationship between a person and a			
brokerage in a real estate transaction subject to the			
jurisdiction of the commission;			
[(7)] <u>(6)</u> "client" means a [buyer, seller,			
landlord or tenant] person who has entered into an express			
written agreement with a brokerage for real estate services			
subject to the jurisdiction of the commission;			
[(8)] <u>(7)</u> "commission" means the New Mexico			
real estate commission;			
[(9)] <u>(8)</u> "customer" means a [buyer, seller,			
landlord or tenant] person who uses real estate services			
without entering into an express written agreement with a			
brokerage subject to the jurisdiction of the commission;			
[(10)] <u>(9)</u> "license" means a qualifying			
broker's license or an associate broker's license issued by the			
commission;			
[(11)] <u>(10)</u> "licensee" means a person holding			
a valid qualifying broker's license or an associate broker's			
license subject to the jurisdiction of the commission;			
(ll) "qualifying broker" means a licensed real			
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others;

estate broker who has qualified a proprietorship, corporation,
partnership or association to do business as a real estate
brokerage in the state of New Mexico, who discharges the
responsibilities specific to a qualifying broker as defined by
the commission and who for compensation or other consideration
from another:

(a) lists, sells or offers to sell real estate; buys or offers to buy real estate; or negotiates the purchase, sale or exchange of real estate or options on real estate;

(b) is engaged in managing property for

(c) leases, rents or auctions or offers to lease, rent or auction real estate;

(d) advertises or makes any representation as being engaged in the business of buying, selling, exchanging, renting, leasing, auctioning or dealing with options on real estate for others as a whole or partial vocation; or

(e) engages in the business of charging an advance fee or contracting for collection of a fee in connection with a contract under which the qualifying broker undertakes primarily to promote the sale of real estate through its listing in a publication issued primarily for that purpose or for the purpose of referral of information concerning real

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estate to other qualifying brokers or associate brokers;

(12) "real estate" means land, improvements, leaseholds and other interests in real property that are less than a fee simple ownership interest, whether tangible or intangible; and

[(13) "real estate salesperson" means a person who, for compensation or other valuable consideration, is associated with or engaged under contract by a broker to participate in an activity described in Paragraph (4) of this subsection or to carry on the broker's business as a whole or partial vocation; and

(14) (13) "transaction broker" means a qualifying broker, associate broker or brokerage that provides real estate services without entering into an agency relationship.

- B. A single act of a person in performing or attempting to perform an activity described in Paragraph [(4)] (11) of Subsection A of this section makes the person a qualifying broker. A single act of a person in performing or attempting to perform an activity described in Paragraph (3) of Subsection A of this section makes the person an associate broker.
- C. The provisions of Chapter 61, Article 29 NMSA 1978 do not apply to:
- (1) a person who as owner performs any of the .192637.3

activities included in this section with reference to property owned by the person, except when the sale or offering for sale of the property constitutes a subdivision containing one hundred or more parcels;

- employees of a qualifying broker acting on behalf of the owner, with respect to the property owned, if the acts are performed in the regular course of or incident to the management of the property and the investments [except when the sale or offering for sale of the property constitutes a subdivision containing one hundred or more parcels];
- exceeding two transactions annually in which a person acts as attorney-in-fact under a duly executed power of attorney delivered by an owner authorizing the person to finally consummate and to perform under any contract the sale, leasing or exchange of real estate on behalf of the owner; and the owner or attorney-in-fact has not used a power of attorney for the purpose of evading the provisions of Chapter 61, Article 29 NMSA 1978;
- (4) transactions in which a person acts as attorney-in-fact under a duly executed power of attorney delivered by an owner related to the attorney-in-fact within the fourth degree of consanguinity or closer, authorizing the person to finally consummate and to perform under any contract

for the sale, leasing or exchange of real estate on behalf of the owner;

- (5) the services rendered by an attorney at law in the performance of the attorney's duties as an attorney at law:
- (6) a person acting in the capacity of a receiver, trustee in bankruptcy, administrator or executor, a person selling real estate pursuant to an order of any court or a trustee acting under a trust agreement, deed of trust or will or the regular salaried employee of a trustee;
- (7) the activities of a salaried employee of a governmental agency acting within the scope of employment; or
- (8) persons who deal exclusively in mineral leases or the sale or purchase of mineral rights or royalties in any case in which the fee to the land or the surface rights are in no way involved in the transaction."
- SECTION 3. Section 61-29-4.1 NMSA 1978 (being Laws 1985, Chapter 89, Section 1, as amended) is amended to read:

"61-29-4.1. ADDITIONAL POWERS OF COMMISSION--CONTINUING
EDUCATION PROGRAMS--MINIMUM REQUIREMENTS.--The commission shall
adopt rules providing for continuing education courses in
selling, leasing or managing residential, commercial and
industrial property as well as courses in basic real estate law
and practice and other courses prescribed by the commission.
The regulations shall require that every licensee except

licensees who were already exempted from continuing education requirements prior to [the effective date of this 2011 act]

July 1, 2011, as a condition of license renewal, successfully complete a minimum of thirty classroom hours of instruction every three years in courses approved by the commission. The rules may prescribe areas of specialty or expertise and may require that part of the classroom instruction be devoted to courses in the area of a licensee's specialty or expertise."

SECTION 4. Section 61-29-4.2 NMSA 1978 (being Laws 2001, Chapter 216, Section 1, as amended) is amended to read:

"61-29-4.2. ADDITIONAL POWERS OF THE COMMISSION-PROFESSIONAL LIABILITY INSURANCE--MINIMUM COVERAGE.--

A. In addition to the powers and duties granted to the commission pursuant to the provisions of Sections 61-29-4 and 61-29-4.1 NMSA 1978, the commission may adopt rules that require professional liability insurance coverage and may establish the minimum terms and conditions of coverage, including limits of coverage and permitted exceptions. If adopted by the commission, the rules shall require every applicant for an active license and licensee who applies for renewal of an active license to provide the commission with satisfactory evidence that the applicant or licensee has professional liability insurance coverage that meets the minimum terms and conditions required by commission rule.

B. The commission is authorized to solicit sealed, .192637.3

competitive proposals from insurance carriers to provide a group professional liability insurance policy that complies with the terms and conditions established by commission rule. The commission may approve one or more policies that comply with the commission rules; provided that the maximum annual premium shall not exceed [three hundred dollars (\$300)] five hundred dollars (\$500) for a licensee, that the minimum coverage shall not be less than one hundred thousand dollars (\$100,000) for an individual claim and not less than a five-hundred-thousand-dollar (\$500,000) aggregate limit per policy and that the deductible shall not be greater than one thousand dollars (\$1,000).

- C. Rules adopted by the commission shall permit an active licensee to satisfy any requirement for professional liability insurance coverage by purchasing an individual policy.
- D. Rules adopted by the commission shall provide that there shall not be a requirement for a licensee to have professional liability insurance coverage during a period when a group policy, as provided in Subsection B of this section, is not in effect."
- SECTION 5. Section 61-29-9 NMSA 1978 (being Laws 1959, Chapter 226, Section 8, as amended) is amended to read:
 - "61-29-9. QUALIFICATIONS FOR LICENSE.--
- A. Licenses shall be granted only to persons who .192637.3

meet the requirements for licensure prescribed by law and are deemed by the commission to be of good repute and competent to transact the business of a qualifying broker or an associate broker in a manner that safeguards the interests of the public.

- B. An applicant for a qualifying broker's license or an associate broker's license shall be a legal resident of the United States and have reached the age of majority. Each applicant for a qualifying broker's license or an associate broker's license shall have passed the real estate broker's examination approved by the commission and shall:
- (1) furnish the commission with [a certificate that the applicant has completed successfully] certificates of completion of ninety [classroom] hours of classroom instruction [in basic real estate courses approved by the commission, thirty hours of which shall have been a broker basics course] consisting of commission-approved thirty-hour courses in real estate principles and practice, real estate law and broker basics; or
- (2) <u>in the case of an out-of-state applicant</u>, furnish the commission with a [certificate that the applicant is a duly licensed real estate broker in good standing in another state; provided that the applicant has successfully completed ninety classroom hours of instruction in basic real estate courses approved by the commission, thirty hours of which shall have been a broker basics course] certified license

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2 state or states in which the applicant is currently or has been 3 previously licensed as a real estate broker, or certificates of 4 completion of those courses issued by the course sponsor or provider, certifying that the applicant has or had a license in 5 that state and has completed the equivalent of sixty classroom 6 7 hours of prelicensing education approved by that licensing jurisdiction in real estate principles and practice and real 8 9 estate law. Upon receipt of such documentation, the commission may waive sixty hours of the ninety hours of prelicensing 10 education required to take the New Mexico real estate broker's 11 12 examination and may waive the national portion of the examination. The applicant shall complete the commission-13 approved thirty-hour broker basics class to be eligible to take 14 the state portion of the New Mexico real estate broker's 15 examination. 16

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shall have [been actively engaged in the real estate business as an associate broker or real estate salesperson] passed the New Mexico real estate broker's examination and had an active associate broker's license or equivalent real estate license for at least two of the last five years immediately preceding application for a qualifying broker's license and shall furnish the commission [proof that the applicant has completed successfully one hundred twenty hours of prelicensing courses,

including a broker basics course, approved by the commission.

D. A licensee holding a current real estate salesperson's license on the effective date of this 2005 act shall automatically qualify for an associate broker's license without any additional requirements. However, to be eligible to apply for a qualifying broker's license, a real estate salesperson obtaining an associate broker's license pursuant to this subsection shall, in addition to meeting all other requirements for a qualifying broker's license, pass a real estate broker's examination approved by the commission] with a certificate of completion of the commission-approved thirty-hour brokerage office administration course.

 $[E_{ au}]$ $\underline{D}_{ au}$ The commission shall require the information it deems necessary from every applicant to determine that applicant's honesty, trustworthiness and competency."

SECTION 6. Section 61-29-11 NMSA 1978 (being Laws 1959, Chapter 226, Section 10, as amended) is amended to read:

"61-29-11. ISSUANCE, RENEWAL AND SURRENDER OF LICENSES.--

- A. The commission shall issue to each qualified applicant a license in the form and size prescribed by the commission.
- B. The license shall show the name and address of the licensee. An associate broker's license shall show the .192637.3

name of the qualifying broker by whom the associate broker is engaged. The commission shall deliver or mail the license of the associate broker to the qualifying broker by whom the associate broker is engaged, and the qualifying broker shall display the license at the brokerage from which the associate broker will be conducting real estate business on behalf of the brokerage. The license of the associate broker shall remain in the custody and control of the qualifying broker as long as the associate broker is engaged by that qualifying broker.

C. Any qualifying broker's or associate broker's license suspended or revoked by an order, stipulated agreement or settlement agreement approved by the commission shall be surrendered to the commission by the broker upon the delivery of the order to the broker by the commission, or on the effective date of the order. All real-estate-related activity conducted under such license shall cease for the duration of the license suspension or revocation, and any associate broker licenses hanging with a qualifying broker whose license is suspended or revoked shall be automatically placed on inactive status until a new qualifying broker or a qualifying broker in charge is designated.

[G.] D. Every license shall be renewed every three years on or before the last day of the month following the licensee's month of birth. Upon written request for renewal by the licensee, the commission shall certify renewal of a license

the applicant's physician shall accompany the application. A person excused by reason of active duty military service, illness or injury as provided for in this subsection may make application for a license without imposition of the late fee. All fees collected pursuant to this subsection shall be disposed of in accordance with the provisions of Section 61-29-8 NMSA 1978. The revocation of a qualifying broker's license automatically suspends every associate broker's license granted to any person by virtue of association with the qualifying broker whose license has been revoked, pending a change of qualifying broker. Upon the naming of a new qualifying broker, the suspended license shall be reactivated without charge if granted during the three-year renewal cycle.

[D.] E. A qualifying broker shall conduct brokerage business under the trade name and from the brokerage address registered with the commission. Every brokerage shall have a qualifying broker in charge. The license of the qualifying broker and each associate broker associated with that qualifying broker shall be prominently displayed in each brokerage office. The address of the office shall be designated in the qualifying broker's license, and a license issued shall not authorize the licensee to transact real estate business at any other address. In case of removal from the designated address, the licensee shall make application to the commission before the removal or within ten days thereafter,

designating the new location of the licensee's office and paying the required fee, whereupon the commission shall issue a license for the new location if the new location complies with the terms of Chapter 61, Article 29 NMSA 1978. A qualifying broker shall maintain a sign at the brokerage office of such size and content as the commission prescribes.

[E.] F. When an associate broker is discharged or terminates association or employment with the qualifying broker with whom the associate broker is associated, the qualifying broker shall deliver or mail the associate broker's license to the commission within forty-eight hours. The commission shall hold the license on inactive status. It is unlawful for an associate broker to perform any of the acts authorized by Chapter 61, Article 29 NMSA 1978 either directly or indirectly under authority of an inactive license after the associate broker's association with a qualifying broker has been terminated and the associate broker's license has been returned to the commission until the appropriate fee has been paid and the license has been reissued and reactivated by the commission."

SECTION 7. Section 61-29-16.1 NMSA 1978 (being Laws 2005, Chapter 35, Section 15, as amended) is amended to read:

"61-29-16.1. [FOREIGN BROKERS--NONRESIDENT

LICENSEES] NONRESIDENT BROKERS--CONSENT TO SERVICE--REFERRAL

FEES.--

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[A. A foreign associate broker or qualifying broker currently licensed by another state or licensing jurisdiction other than New Mexico may engage in real estate activity in New Mexico as a foreign broker; provided that the foreign broker enters into a transaction-specific written agreement with a New Mexico licensed qualifying broker prior to commencing such real estate activity. The foreign broker shall comply with all New Mexico laws, including those acts regulated by Chapter 61, Article 29 NMSA 1978.

B. An associate broker or qualifying broker with a license application address that is not within the state of New Mexico shall file with the commission an irrevocable consent that lawsuits and actions may be commenced against the associate broker or qualifying broker in the proper court of any county of [this state] New Mexico in which a cause of action may arise or in which the plaintiff may reside, by service on the commission of any process or pleadings authorized by the laws of [this state] New Mexico, the consent stipulating and agreeing that such service of process or pleadings on the commission is as valid and binding as if personal service had been made upon the associate broker or qualifying broker in New Mexico. Service of process or pleadings shall be served in duplicate upon the commission; one shall be filed in the office of the commission and the other immediately forwarded by certified mail to the main office of

the associate broker or qualifying broker against whom the process or pleadings are directed.

B. When a New Mexico associate broker or qualifying broker makes a referral to or receives a referral from a nonresident broker for the purpose of receiving a fee, commission or any other consideration, the qualifying broker of the New Mexico brokerage and the nonresident broker shall execute a written, transaction-specific referral agreement at the time of the referral."

SECTION 8. Section 61-29-17 NMSA 1978 (being Laws 1965, Chapter 304, Section 8, as amended) is amended to read:

"61-29-17. PENALTY--INJUNCTIVE RELIEF.--

A. Any person who [violates any provision of Chapter 61, Article 29 NMSA 1978 is guilty of a fourth degree felony and shall be punished by a fine of not more than five thousand dollars (\$5,000) or by imprisonment for a definite term of eighteen months, or both] engages in the business or acts in the capacity of an associate broker or a qualifying broker within New Mexico without a license issued by the commission is guilty of a fourth degree felony. Any person who violates any other provision of Chapter 61, Article 29 NMSA 1978 is guilty of a misdemeanor and shall be punished by a fine of not more than five hundred dollars (\$500) or imprisonment for not more than six months, or both.

B. In the event any person has engaged or proposes .192637.3 to engage in any act or practice violative of a provision of Chapter 61, Article 29 NMSA 1978, the attorney general or the district attorney of the judicial district in which the person resides or the judicial district in which the violation has occurred or will occur [shall] may, upon application of the commission, maintain an action in the name of the state to prosecute the violation or to enjoin the proposed act or practice.

C. In any action brought under Subsection B of this section, if the court finds that a person is engaged or has willfully engaged in any act or practice violative of a provision of Sections 61-29-1 through 61-29-18 NMSA 1978, the attorney general or the district attorney of the judicial district in which the person resides or the judicial district in which the violation has occurred or is occurring [shall] may, upon petition to the court, recover on behalf of the state a civil penalty not exceeding five thousand dollars (\$5,000) per violation and attorney fees and costs."

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