

By: Carona

S.B. No. 747

A BILL TO BE ENTITLED

1 AN ACT  
2 relating to the professions regulated by the Texas Real Estate  
3 Commission.

4 BE IT ENACTED BY THE LEGISLATURE OF THE STATE OF TEXAS:

5 SECTION 1. Section 1101.002, Occupations Code, is amended  
6 by amending Subdivision (1) and adding Subdivision (1-a) to read as  
7 follows:

8 (1) "Broker":

9 (A) means a person who, in exchange for a  
10 commission or other valuable consideration or with the expectation  
11 of receiving a commission or other valuable consideration, performs  
12 for another person one of the following acts:

13 (i) sells, exchanges, purchases, or leases  
14 real estate;

15 (ii) offers to sell, exchange, purchase, or  
16 lease real estate;

17 (iii) negotiates or attempts to negotiate  
18 the listing, sale, exchange, purchase, or lease of real estate;

19 (iv) lists or offers, attempts, or agrees  
20 to list real estate for sale, lease, or exchange;

21 (v) ~~appraises or offers, attempts, or~~  
22 ~~agrees to appraise real estate;~~

23 [~~vi~~] auctions or offers, attempts, or  
24 agrees to auction real estate;

1                    (vi) [~~(vii)~~] deals in options on real  
2 estate, including buying, selling, or offering to buy or sell  
3 options on real estate;

4                    (vii) [~~(viii)~~] aids or offers or attempts  
5 to aid in locating or obtaining real estate for purchase or lease;

6                    (viii) [~~(ix)~~] procures or assists in  
7 procuring a prospect to effect the sale, exchange, or lease of real  
8 estate; [~~or~~]

9                    (ix) [~~(x)~~] procures or assists in procuring  
10 property to effect the sale, exchange, or lease of real estate;

11                    (x) collects or accepts rent from residents  
12 of a multifamily dwelling with fewer than five units; or

13                    (xi) provides a written opinion relating to  
14 the estimated price of real property if the opinion:

15                    (a) is not referred to as an  
16 appraisal;

17                    (b) is provided in the ordinary course  
18 of the person's business; and

19                    (c) is related to the management,  
20 sale, exchange, purchase, or lease of real estate; and

21                    (B) includes a person who:

22                    (i) is employed by or for an owner of real  
23 estate to sell any portion of the real estate; or

24                    (ii) engages in the business of charging an  
25 advance fee or contracting to collect a fee under a contract that  
26 requires the person primarily to promote the sale of real estate by:

27                    (a) listing the real estate in a

1 publication primarily used for listing real estate; or

2 (b) referring information about the  
3 real estate to brokers.

4 (1-a) "Business entity" means a "domestic entity" or  
5 "foreign entity" as those terms are defined by Section 1.002,  
6 Business Organizations Code.

7 SECTION 2. Section 1101.005, Occupations Code, is amended  
8 to read as follows:

9 Sec. 1101.005. APPLICABILITY OF CHAPTER. This chapter does  
10 not apply to:

11 (1) an attorney licensed in this [~~any~~] state;

12 (2) an attorney-in-fact authorized under a power of  
13 attorney to conduct a real estate transaction;

14 (3) a public official while engaged in official  
15 duties;

16 (4) an auctioneer licensed under Chapter 1802 while  
17 conducting the sale of real estate by auction if the auctioneer does  
18 not perform another act of a broker or salesperson;

19 (5) a person conducting a real estate transaction  
20 under a court order or the authority of a will or written trust  
21 instrument;

22 (6) a person employed by an owner in the sale of  
23 structures and land on which structures are located if the  
24 structures are erected by the owner in the course of the owner's  
25 business;

26 (7) an on-site manager of an apartment complex;

27 (8) an owner or the owner's employee who leases the

1 owner's improved or unimproved real estate; or

2 (9) [~~a partnership or limited liability partnership~~  
3 ~~acting as a broker or salesperson through a partner who is a~~  
4 ~~licensed broker, or~~

5 [~~(10)~~] a transaction involving:

6 (A) the sale, lease, or transfer of a mineral or  
7 mining interest in real property;

8 (B) the sale, lease, or transfer of a cemetery  
9 lot;

10 (C) the lease or management of a hotel or motel;  
11 or

12 (D) the sale of real property under a power of  
13 sale conferred by a deed of trust or other contract lien.

14 SECTION 3. Subchapter D, Chapter 1101, Occupations Code, is  
15 amended by adding Section 1101.161 to read as follows:

16 Sec. 1101.161. GIFTS, GRANTS, AND DONATIONS. The  
17 commission may solicit and accept a gift, grant, donation, or other  
18 item of value from any source to pay for any activity under this  
19 chapter or Chapter 1102 or 1103.

20 SECTION 4. Section 1101.301, Occupations Code, is amended  
21 by amending Subsection (c) and adding Subsection (d) to read as  
22 follows:

23 (c) In establishing accreditation standards for an  
24 educational program under Subsection (a), the commission shall  
25 adopt rules setting an examination passage rate benchmark for each  
26 category of license issued by the commission under this chapter or  
27 Chapter 1102. The benchmark must be based on the average percentage

1 of examinees that pass the licensing exam on the first attempt. A  
2 program must meet or exceed the benchmark for each license category  
3 ~~[that require a program to establish that at least 55 percent of the~~  
4 ~~program's graduates have passed a licensing exam the first time the~~  
5 ~~exam has been taken by the graduates]~~ before the commission may  
6 renew the program's accreditation.

7 (d) The commission may deny an application for  
8 accreditation if the applicant at any time owns or controls an  
9 educational program or course of study for which accreditation was  
10 revoked.

11 SECTION 5. Section 1101.351, Occupations Code, is amended  
12 by adding Subsection (a-1) to read as follows:

13 (a-1) Unless a business entity holds a license issued under  
14 this chapter, a person employed by, sponsored by, or associated  
15 with the business entity may not:

16 (1) act as or represent that the person is a broker or  
17 salesperson; or

18 (2) act as a residential rental locator.

19 SECTION 6. Section 1101.352, Occupations Code, is amended  
20 by adding Subsection (d) to read as follows:

21 (d) At the time an application is submitted under Subsection  
22 (a), each applicant shall provide the commission with the  
23 applicant's current mailing address, telephone number, and e-mail  
24 address. The applicant shall notify the commission of any change in  
25 the applicant's mailing or e-mail address or telephone number  
26 during the time the application is pending.

27 SECTION 7. Section 1101.355, Occupations Code, is amended

1 to read as follows:

2           Sec. 1101.355. ADDITIONAL GENERAL ELIGIBILITY REQUIREMENTS  
3 FOR ~~[CERTAIN]~~ BUSINESS ENTITIES. (a) To be eligible for a license  
4 under this chapter, a business entity must:

5           (1) ~~[a corporation must]~~ designate one of its managing  
6 officers as its agent for purposes of this chapter; and

7           (2) provide proof that the entity maintains errors and  
8 omissions insurance with a minimum annual limit of \$1 million for  
9 each occurrence if the designated agent owns less than 10 percent of  
10 the business entity ~~[a limited liability company must designate one~~  
11 ~~of its managers as its agent for purposes of this chapter].~~

12           (b) A business entity ~~[corporation or limited liability~~  
13 ~~company]~~ may not act as a broker unless the entity's designated  
14 agent is a licensed broker in active status and good standing  
15 according to the commission's records.

16           (c) A business entity that receives compensation on behalf  
17 of a license holder must be licensed as a broker under this chapter.

18           SECTION 8. Section 1101.356, Occupations Code, is amended  
19 by amending Subsection (a) and adding Subsection (d) to read as  
20 follows:

21           (a) An applicant for a broker license must provide to the  
22 commission satisfactory evidence that the applicant:

23           (1) has had at least six ~~[two]~~ years of active  
24 experience in this state as a license holder during the 84 ~~[36]~~  
25 months preceding the date the application is filed; and

26           (2) has successfully completed at least 60 semester  
27 hours, or equivalent classroom hours, of postsecondary education,

1 including:

2 (A) at least 18 semester hours or equivalent  
3 classroom hours of core real estate courses, two semester hours of  
4 which must be real estate brokerage; and

5 (B) at least 42 hours of core real estate courses  
6 or related courses accepted by the commission.

7 (d) The commission by rule shall establish what constitutes  
8 active experience for purposes of this section and Section  
9 1101.357.

10 SECTION 9. Section 1101.357, Occupations Code, is amended  
11 to read as follows:

12 Sec. 1101.357. BROKER LICENSE: ALTERNATE EXPERIENCE  
13 REQUIREMENTS FOR CERTAIN APPLICANTS. An applicant for a broker  
14 license who does not satisfy the experience requirements of Section  
15 1101.356 must provide to the commission satisfactory evidence that:

16 (1) the applicant:

17 (A) is a licensed real estate broker in another  
18 state;

19 (B) has had at least six [~~two~~] years of active  
20 experience in that state as a licensed real estate broker or  
21 salesperson during the 84 [~~36~~] months preceding the date the  
22 application is filed; and

23 (C) has satisfied the educational requirements  
24 prescribed by Section 1101.356; or

25 (2) the applicant was licensed in this state as a  
26 broker in the year preceding the date the application is filed.

27 SECTION 10. Section 1101.358, Occupations Code, is amended

1 to read as follows:

2           Sec. 1101.358. SALESPERSON           LICENSE:           EDUCATION  
3 REQUIREMENTS. (a) An applicant for a salesperson license must  
4 provide to the commission satisfactory evidence that the applicant  
5 has completed at least 12 [~~14~~] semester hours, or equivalent  
6 classroom hours, of postsecondary education consisting of [~~7~~  
7 ~~including~~]:

8           (1) at least four semester hours of core real estate  
9 courses on principles of real estate; and

10           (2) at least two semester hours of each of the  
11 following core real estate courses:

- 12                   (A) agency law;  
13                   (B) contract law; [~~and~~]  
14                   (C) contract forms and addendums; and  
15                   (D) real estate finance [~~one additional core real~~  
16 ~~estate course; and~~

17           [~~(3) at least four semester hours of core real estate~~  
18 ~~courses or related courses~~].

19           (b) The commission shall waive the education requirements  
20 of Subsection (a) if the applicant has been licensed in this state  
21 as a broker or salesperson within the six months [~~year~~] preceding  
22 the date the application is filed.

23           (c) If an applicant for a salesperson license was licensed  
24 as a salesperson within the six months [~~year~~] preceding the date the  
25 application is filed and the license was issued under the  
26 conditions prescribed by Section 1101.454, the commission shall  
27 require the applicant to provide the evidence of successful



1 completion of education requirements that would have been required  
2 if the license had been maintained without interruption during the  
3 preceding six months [~~year~~].

4 SECTION 11. Subsection (f), Section 1101.401, Occupations  
5 Code, is amended to read as follows:

6 (f) An applicant must satisfy the examination requirement  
7 not later than one year [~~six months~~] after the date the license  
8 application is filed.

9 SECTION 12. Subsections (e) and (f), Section 1101.451,  
10 Occupations Code, are amended to read as follows:

11 (e) A person whose license has been expired for 90 days or  
12 less may renew the license by paying to the commission a fee equal  
13 to 1-1/2 times the required renewal fee. If a license has been  
14 expired for more than 90 days but less than six months [~~one year~~],  
15 the person may renew the license by paying to the commission a fee  
16 equal to two times the required renewal fee.

17 (f) If a person's license has been expired for six months  
18 [~~one year~~] or longer, the person may not renew the license. The  
19 person may obtain a new license by submitting to reexamination and  
20 complying with the requirements and procedures for obtaining an  
21 original license.

22 SECTION 13. Section 1101.453, Occupations Code, is amended  
23 to read as follows:

24 Sec. 1101.453. ADDITIONAL RENEWAL REQUIREMENTS FOR  
25 [~~CERTAIN~~] BUSINESS ENTITIES. (a) To renew a license under this  
26 chapter, a business entity must:

27 (1) [~~a corporation must~~] designate one of its managing

1 officers as its agent for purposes of this chapter; and

2 (2) provide proof that the entity maintains errors and  
3 omissions insurance with a minimum annual limit of \$1 million for  
4 each occurrence if the designated agent owns less than 10 percent of  
5 the business entity [~~a limited liability company must designate one~~  
6 ~~of its managers as its agent for purposes of this chapter~~].

7 (b) A business entity [~~corporation or limited liability~~  
8 ~~company~~] may not act as a broker unless the entity's designated  
9 agent is a licensed broker in active status and good standing  
10 according to the commission's records.

11 SECTION 14. Subsection (a), Section 1101.454, Occupations  
12 Code, is amended to read as follows:

13 (a) An applicant applying for the first renewal of a  
14 salesperson license must provide to the commission satisfactory  
15 evidence of completion of at least 18 semester hours, or equivalent  
16 classroom hours, [~~of postsecondary education, including 14 hours~~]  
17 of core real estate courses.

18 SECTION 15. Subchapter J, Chapter 1101, Occupations Code,  
19 is amended by adding Section 1101.458 to read as follows:

20 Sec. 1101.458. ADDITIONAL EDUCATION REQUIREMENTS FOR  
21 CERTAIN LICENSE HOLDERS. (a) A broker who sponsors a salesperson,  
22 or a license holder who supervises another license holder, must  
23 attend during the term of the current license at least six classroom  
24 hours of broker responsibility education courses approved by the  
25 commission.

26 (b) The commission by rule shall prescribe the title,  
27 content, and duration of broker responsibility education courses

1 required under this section.

2 (c) Broker responsibility education course hours may be  
3 used to satisfy the hours described by Section 1101.455(f).

4 (d) This section does not apply to a broker who is exempt  
5 from continuing education requirements under Section 1101.456.

6 SECTION 16. Subsection (b), Section 1101.502, Occupations  
7 Code, is amended to read as follows:

8 (b) To be eligible to receive a certificate of registration  
9 or a renewal certificate under this subchapter, a business  
10 [~~corporation, limited liability company, partnership, limited~~  
11 ~~liability partnership, or other~~] entity must designate as its agent  
12 one of its managing officers[~~, partners, or managers~~] who is  
13 registered under this subchapter.

14 SECTION 17. Subchapter K, Chapter 1101, Occupations Code,  
15 is amended by adding Section 1101.5041 to read as follows:

16 Sec. 1101.5041. CRIMINAL HISTORY RECORD INFORMATION  
17 REQUIREMENT FOR CERTIFICATE. An applicant for an original  
18 certificate of registration or renewal of a certificate of  
19 registration must comply with the criminal history record check  
20 requirements of Section 1101.3521.

21 SECTION 18. Section 1101.552, Occupations Code, is amended  
22 by adding Subsection (e) to read as follows:

23 (e) A license holder shall provide the commission with the  
24 license holder's current mailing address, telephone number, and  
25 e-mail address. A license holder shall notify the commission of a  
26 change in the license holder's mailing or e-mail address or  
27 telephone number.

1 SECTION 19. Section 1101.554, Occupations Code, is amended  
2 to read as follows:

3 Sec. 1101.554. COPY [~~CUSTODY~~] OF SALESPERSON LICENSE.  
4 [~~(a)~~] The commission shall deliver or mail a copy of each  
5 salesperson license to the broker with whom the salesperson is  
6 associated.

7 [~~(b) The broker shall keep the license under the broker's~~  
8 ~~custody and control.~~]

9 SECTION 20. Subchapter N, Chapter 1101, Occupations Code,  
10 is amended by adding Section 1101.6561 to read as follows:

11 Sec. 1101.6561. SUSPENSION OR REVOCATION OF EDUCATIONAL  
12 PROGRAM ACCREDITATION. The commission may suspend or revoke an  
13 accreditation issued under Subchapter G or take any other  
14 disciplinary action authorized by this chapter if the provider of  
15 an educational program or course of study violates this chapter or a  
16 rule adopted under this chapter.

17 SECTION 21. (a) Not later than December 1, 2011, the Texas  
18 Real Estate Commission shall adopt rules necessary to implement  
19 Section 1101.301, Occupations Code, as amended by this Act, and  
20 Subsection (d), Section 1101.356, and Section 1101.458,  
21 Occupations Code, as added by this Act.

22 (b) Subsection (e), Section 1101.552, Occupations Code, as  
23 added by this Act, applies only to a broker or salesperson license  
24 issued or renewed on or after December 1, 2011. A license issued or  
25 renewed before December 1, 2011, is governed by the law in effect  
26 immediately before the effective date of this Act, and the former  
27 law is continued in effect for that purpose.

1           (c) Subsection (b), Section 1101.502, Occupations Code, as  
2 amended by this Act, and Section 1101.5041, Occupations Code, as  
3 added by this Act, apply only to an application for a certificate of  
4 registration or renewal of a certificate of registration filed with  
5 the Texas Real Estate Commission on or after December 1, 2011. An  
6 application filed before that date is governed by the law in effect  
7 at the time the application was filed, and the former law is  
8 continued in effect for that purpose.

9           (d) Section 1101.458, Occupations Code, as added by this  
10 Act, applies only to a license issued or renewed on or after  
11 September 1, 2012. A license issued or renewed before September 1,  
12 2012, is governed by the law in effect immediately before the  
13 effective date of this Act, and the former law is continued in  
14 effect for that purpose.

15           (e) Sections 1101.352, 1101.355, 1101.356, 1101.357, and  
16 1101.401, Occupations Code, as amended by this Act, apply only to an  
17 application for a real estate broker or salesperson license  
18 submitted to the Texas Real Estate Commission on or after the  
19 effective date of this Act. An application for a license submitted  
20 before that date is governed by the law in effect on the date the  
21 application was submitted, and the former law is continued in  
22 effect for that purpose.

23           (f) Section 1101.358, Occupations Code, as amended by this  
24 Act, applies only to an application for a real estate salesperson  
25 license submitted to the Texas Real Estate Commission on or after  
26 September 1, 2012. An application for a license submitted before  
27 that date is governed by the law in effect on the date the

1 application was submitted, and the former law is continued in  
2 effect for that purpose.

3 (g) Sections 1101.451, 1101.453, and 1101.454, Occupations  
4 Code, as amended by this Act, apply only to the renewal of a real  
5 estate broker or salesperson license that expires on or after the  
6 effective date of this Act. A license that expires before that date  
7 is governed by the law in effect on the date the license expires,  
8 and the former law is continued in effect for that purpose.

9 (h) A person who holds a license as a real estate broker  
10 issued before the effective date of this Act may continue to renew  
11 that license without complying with the changes in law made by this  
12 Act to Sections 1101.356 and 1101.357, Occupations Code.

13 (i) Sections 1101.002 and 1101.005, Occupations Code, as  
14 amended by this Act, apply, with respect to conduct that  
15 constitutes acting as a broker or salesperson under Chapter 1101,  
16 Occupations Code, only to conduct engaged in on or after the  
17 effective date of this Act. Conduct engaged in before the effective  
18 date of this Act is governed by the law in effect when the conduct  
19 was engaged in, and the former law is continued in effect for that  
20 purpose.

21 SECTION 22. This Act takes effect September 1, 2011.