

HOUSE BILL NO. 767

INTRODUCED BY R. MAEDJE

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A BILL FOR AN ACT ENTITLED: "AN ACT REQUIRING LICENSING OF ENCUMBRANCE BROKERS FOR TRANSACTIONS INVOLVING CONSERVATION EASEMENTS; ESTABLISHING REQUIREMENTS FOR LICENSURE; AND AMENDING SECTION 37-51-102, MCA."

BE IT ENACTED BY THE LEGISLATURE OF THE STATE OF MONTANA:

**NEW SECTION. Section 1. Encumbrance brokers -- license -- exemption.** (1) Except as provided

in subsections (3) and (4), a person who solicits, facilitates, acquires, or purchases a conservation easement must be licensed as an encumbrance broker.

(2) The board shall adopt rules governing the licensing of encumbrance brokers. The rules must:

(a) provide for a full accounting of all conservation easements previously entered into by the encumbrance broker;

(b) require a financial statement, prepared in accordance with generally accepted accounting principles and accompanied by a compilation report by an independent certified public accountant, showing all money received by the encumbrance broker and expended by the encumbrance broker;

(c) require a statement that the encumbrance broker has not in the 12 months preceding the application for licensure and will not after licensure enter into a confidentiality agreement with any of its employees or agents; and

(d) require a \$500 fee for a license as an encumbrance broker. Both an individual who works as an encumbrance broker and an organization that operates as an encumbrance broker must be licensed unless the individual and the organization are the same.

(3) A local government official, a state government official, or an agency, as defined in 76-2-401, that negotiates or enters into a conservation easement while acting in an official capacity is not required to obtain an encumbrance broker's license.

(4) A person who negotiates or enters into a conservation easement on that person's own property or property adjacent to the person's own property is not required to obtain an encumbrance broker's license.



1           **Section 2.** Section 37-51-102, MCA, is amended to read:

2           **"37-51-102. Definitions.** Unless the context requires otherwise, in this chapter, the following definitions  
3 apply:

4           (1) "Account" means the real estate recovery account established in 37-51-501.

5           (2) (a) "Adverse material fact" means a fact that should be recognized by a broker or salesperson as  
6 being of enough significance as to affect a person's decision to enter into a contract to buy or sell real property  
7 and may be a fact that:

8           (i) materially affects the value, affects structural integrity, or presents a documented health risk to  
9 occupants of the property; or

10           (ii) materially affects the buyer's ability or intent to perform the buyer's obligations under a proposed or  
11 existing contract.

12           (b) The term does not include the fact that an occupant of the property has or has had a communicable  
13 disease or that the property was the site of a suicide or felony.

14           (3) "Board" means the board of realty regulation provided for in 2-15-1757.

15           (4) "Broker" includes an individual who:

16           (a) for another or for valuable consideration or who with the intent or expectation of receiving valuable  
17 consideration negotiates or attempts to negotiate the listing, sale, purchase, rental, exchange, or lease of real  
18 estate or of the improvements on real estate or collects rents or attempts to collect rents;

19           (b) is employed by or on behalf of the owner or lessor of real estate to conduct the sale, leasing,  
20 subleasing, or other disposition of real estate for consideration;

21           (c) engages in the business of charging an advance fee or contracting for collection of a fee in  
22 connection with a contract by which the individual undertakes primarily to promote the sale, lease, or other  
23 disposition of real estate in this state through its listing in a publication issued primarily for this purpose or for  
24 referral of information concerning real estate to brokers;

25           (d) makes the advertising, sale, lease, or other real estate information available by public display to  
26 potential buyers and who aids, attempts, or offers to aid, for a fee, any person in locating or obtaining any real  
27 estate for purchase or lease;

28           (e) aids or attempts or offers to aid, for a fee, any person in locating or obtaining any real estate for  
29 purchase or lease;

30           (f) receives a fee, commission, or other compensation for referring to a licensed broker or salesperson

1 the name of a prospective buyer or seller of real property; or

2 (g) advertises or represents to the public that the individual is engaged in any of the activities referred  
3 to in subsections (4)(a) through (4)(f).

4 (5) "Buyer" means a person who is interested in acquiring an ownership interest in real property or who  
5 has entered into an agreement to acquire an interest in real property. The term includes tenants or potential  
6 tenants with respect to leases or rental agreements of real property.

7 (6) "Buyer agent" means a broker or salesperson who, pursuant to a written buyer broker agreement,  
8 is acting as the agent of the buyer in a real estate transaction and includes a buyer subagent and an in-house  
9 buyer agent designate.

10 (7) "Buyer broker agreement" means a written agreement in which a prospective buyer employs a  
11 broker to locate real estate of the type and with terms and conditions as designated in the written agreement.

12 (8) "Buyer subagent" means a broker or salesperson who, pursuant to an offer of a subagency, acts  
13 as the agent of a buyer.

14 (9) "Department" means the department of labor and industry provided for in Title 2, chapter 15, part  
15 17.

16 (10) "Dual agent" means a broker or salesperson who, pursuant to a written listing agreement or buyer  
17 broker agreement or as a buyer or seller subagent, acts as the agent of both the buyer and seller with written  
18 authorization, as provided in 37-51-314. An in-house buyer or seller agent designate may not be considered a  
19 dual agent.

20 (11) "Encumbrance broker" means a qualified private organization, as defined in 76-6-104, or a person  
21 who represents a qualified private organization in the solicitation, facilitation, acquisition, or purchase of a  
22 conservation easement, as defined in 76-6-104.

23 ~~(11)~~(12) "Franchise agreement" means a contract or agreement by which:

24 (a) a franchisee is granted the right to engage in business under a marketing plan prescribed in  
25 substantial part by the franchisor;

26 (b) the operation of the franchisee's business is substantially associated with the franchisor's trademark,  
27 trade name, logotype, or other commercial symbol or advertising designating the franchisor; and

28 (c) the franchisee is required to pay, directly or indirectly, a fee for the right to operate under the  
29 agreement.

30 ~~(12)~~(13) "In-house buyer agent designate" means a broker or salesperson employed by or associated

1 as an independent contractor with a broker and designated by the broker as the exclusive agent for a buyer for  
2 a designated transaction and who may not be considered to be acting for other than the buyer with respect to  
3 the designated transaction.

4 ~~(13)~~(14) "In-house seller agent designate" means a broker or salesperson employed by or associated  
5 as an independent contractor with a broker and designated by the broker as the exclusive agent for a seller for  
6 a designated transaction and who may not be considered to be acting for other than the seller with respect to  
7 the designated transaction.

8 ~~(14)~~(15) "Listing agreement" means a written agreement between a seller and broker for the sale of real  
9 estate, with the terms and conditions set out in the agreement.

10 ~~(15)~~(16) "Negotiations" means:

- 11 (a) efforts to act as an intermediary between parties to a real estate transaction;  
12 (b) facilitating and participating in contract discussions;  
13 (c) completing forms for offers, counteroffers, addendums, and other writings; and  
14 (d) presenting offers and counteroffers.

15 ~~(16)~~(17) "Person" includes individuals, partnerships, associations, and corporations, foreign and  
16 domestic, except that when referring to a person licensed under this chapter, it means an individual.

17 ~~(17)~~(18) "Property manager" includes a person who for a salary, commission, or compensation of any  
18 kind engages in the business of leasing, renting, subleasing, or other transfer of possession of real estate  
19 belonging to others without transfer of the title to the property, pursuant to 37-51-601 and 37-51-602.

20 ~~(18)~~(19) "Real estate" includes leaseholds as well as any other interest or estate in land, whether  
21 corporeal, incorporeal, freehold, or nonfreehold and whether the real estate is situated in this state or elsewhere.

22 ~~(19)~~(20) "Real estate transaction" means the sale, exchange, or lease or the grant of an option for the  
23 sale, exchange, or lease of an interest in real estate and includes all communication, interposition, advisement,  
24 negotiation, and contract development and closing.

25 ~~(20)~~(21) "Salesperson" includes an individual who for a salary, commission, or compensation of any kind  
26 is associated, either directly, indirectly, regularly, or occasionally, with a real estate broker to sell, purchase, or  
27 negotiate for the sale, purchase, exchange, or renting of real estate.

28 ~~(21)~~(22) (a) "Seller" means a person who has entered into a listing agreement to sell real estate and  
29 includes landlords who have an interest in or are a party to a lease or rental agreement.

30 (b) The term does not include a party approached by an encumbrance broker for the purpose of soliciting

1 or negotiating a conservation easement on the party's own property.

2 ~~(22)~~(23) "Seller agent" means a broker or salesperson who, pursuant to a written listing agreement, acts  
3 as the agent of a seller and includes a seller subagent and an in-house seller agent designate.

4 ~~(23)~~(24) "Seller subagent" means a broker or salesperson who, pursuant to an offer of a subagency, acts  
5 as the agent of a seller.

6 ~~(24)~~(25) (a) "Statutory broker" means a broker or salesperson who assists one or more parties to a real  
7 estate transaction without acting as an agent or representative of any party to the real estate transaction.

8 (b) A broker or salesperson is presumed to be acting as a statutory broker unless the broker or  
9 salesperson has entered into a listing agreement with a seller or a buyer broker agreement with a buyer or has  
10 disclosed, as required in this chapter, a relationship other than that of a statutory broker."

11  
12 NEW SECTION. Section 3. Codification instruction. [Section 1] is intended to be codified as an  
13 integral part of Title 37, chapter 51, part 3, and the provisions of Title 37, chapter 51, part 3, apply to [section 1].

14 - END -