

SECOND REGULAR SESSION  
[TRULY AGREED TO AND FINALLY PASSED]  
SENATE COMMITTEE SUBSTITUTE FOR  
**HOUSE BILL NO. 1964**  
**91ST GENERAL ASSEMBLY**

4595S.03T

2002

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**AN ACT**

To repeal sections 339.010, 339.710, 339.720 and 339.770, RSMo, and to enact in lieu thereof four new sections relating to the selling of real estate.

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*Be it enacted by the General Assembly of the state of Missouri, as follows:*

Section A. Sections 339.010, 339.710, 339.720 and 339.770, RSMo, are repealed and  
2 four new sections enacted in lieu thereof, to be known as sections 339.010, 339.710, 339.720 and  
3 339.770, to read as follows:

- 339.010. 1. A "real estate broker" is any person, partnership, association or corporation,  
2 foreign or domestic who, for another, and for a compensation or valuable consideration, as a  
3 whole or partial vocation, does, or attempts to do, any or all of the following:
- 4 (1) Sells, exchanges, purchases, rents, or leases real estate;
  - 5 (2) Offers to sell, exchange, purchase, rent or lease real estate;
  - 6 (3) Negotiates or offers or agrees to negotiate the sale, exchange, purchase, rental or  
7 leasing of real estate;
  - 8 (4) Lists or offers or agrees to list real estate for sale, lease, rental or exchange;
  - 9 (5) Buys, sells, offers to buy or sell or otherwise deals in options on real estate or  
10 improvements thereon;
  - 11 (6) Advertises or holds himself **or herself** out as a licensed real estate broker while  
12 engaged in the business of buying, selling, exchanging, renting, or leasing real estate;
  - 13 (7) Assists or directs in the procuring of prospects, calculated to result in the sale,  
14 exchange, leasing or rental of real estate;
  - 15 (8) Assists or directs in the negotiation of any transaction calculated or intended to result  
16 in the sale, exchange, leasing or rental of real estate;

**EXPLANATION — Matter enclosed in bold faced brackets [thus] in this bill is not enacted and is intended to be omitted in the law.**

17 (9) Engages in the business of charging to an unlicensed person an advance fee in  
18 connection with any contract whereby [he] **the real estate broker** undertakes to promote the sale  
19 of that person's real estate through its listing in a publication issued for such purpose intended  
20 to be circulated to the general public;

21 (10) Performs any of the foregoing acts as an employee of, or on behalf of, the owner  
22 of real estate, or interest therein, or improvements affixed thereon, for compensation.

23 2. A "real estate salesperson" is any person, who for a compensation or valuable  
24 consideration becomes associated, either as an independent contractor or employee, either  
25 directly or indirectly, with a real estate broker to do any of the things above mentioned, as a  
26 whole or partial vocation. The provisions of sections 339.010 to 339.180 shall not be construed  
27 to deny a real estate salesperson who is compensated solely by commission the right to be  
28 associated with a broker as an independent contractor.

29 3. The term "commission" as used in sections 339.010 to 339.180 means the Missouri  
30 real estate commission.

31 4. "Real estate" for the purposes of sections 339.010 to 339.180 shall mean, and include,  
32 leaseholds, as well as any other interest or estate in land, whether corporeal, incorporeal, freehold  
33 or nonfreehold, and whether the real estate is situated in this state or elsewhere.

34 5. The provisions of sections 339.010 to 339.180 shall not apply to:

35 (1) Any person, partnership or corporation who as owner or lessor shall perform any of  
36 the acts described in subsection 1 of this section with reference to property owned or leased by  
37 them, or to the regular employees thereof, provided such owner or lessor is not engaged in the  
38 real estate business as a vocation;

39 (2) Any licensed attorney at law;

40 (3) An auctioneer employed by the owner of the property;

41 (4) Any person acting as receiver, trustee in bankruptcy, administrator, executor, or  
42 guardian or while acting under a court order or under the authority of a will, trust instrument or  
43 deed of trust or as a witness in any judicial proceeding or other proceeding conducted by the state  
44 or any governmental subdivision or agency;

45 (5) Any person employed or retained to manage real property by, for, or on behalf of,  
46 the agent or the owner, of any real estate shall be exempt from holding a license, if the person  
47 is limited to one or more of the following activities:

48 (a) Delivery of a lease application, a lease, or any amendment thereof, to any person;

49 (b) Receiving a lease application, lease, or amendment thereof, a security deposit, rental  
50 payment, or any related payment, for delivery to, and made payable to, a broker or owner;

51 (c) Showing a rental unit to any person, as long as the employee is acting under the  
52 direct instructions of the broker or owner, including the execution of leases or rental agreements;

53 (d) Conveying information prepared by a broker or owner about a rental unit, a lease,  
54 an application for lease, or the status of a security deposit, or the payment of rent, by any person;

55 (e) Assisting in the performance of brokers' or owners' functions, administrative, clerical  
56 or maintenance tasks;

57 (f) If the person described in this section is employed or retained by, for, or on behalf  
58 of a real estate broker, the real estate broker shall be subject to discipline under this chapter for  
59 any conduct of the person that violates this chapter or the regulations promulgated thereunder;

60 (6) Any officer or employee of a federal agency or the state government or any political  
61 subdivision thereof performing [his] official duties;

62 (7) Railroads and other public utilities regulated by the state of Missouri, or their  
63 subsidiaries or affiliated corporations, or to the officers or regular employees thereof, unless  
64 performance of any of the acts described in subsection 1 of this section is in connection with the  
65 sale, purchase, lease or other disposition of real estate or investment therein unrelated to the  
66 principal business activity of such railroad or other public utility or affiliated or subsidiary  
67 corporation thereof;

68 (8) Any bank, trust company, savings and loan association, credit union, insurance  
69 company, **mortgage banker**, or farm loan association organized under the laws of this state or  
70 of the United States when engaged in the transaction of business on its own behalf and not for  
71 others;

72 (9) Any newspaper or magazine or periodical of general circulation whereby the  
73 advertising of real estate is incidental to the operation of that publication or to any form of  
74 communications regulated or licensed by the Federal Communications Commission or any  
75 successor agency or commission;

76 (10) Any developer selling Missouri land owned by the developer if such developer has  
77 on file with the commission a certified copy of a currently effective statement of record on file  
78 with the Office of Interstate Land Sales pursuant to sections 1704 through 1706 of Title 15 of  
79 the United States Code or a current statement from the Office of Interstate Land Sales of the  
80 United States Department of Housing and Urban Development approving the documentation  
81 (together with a copy of such documentation) submitted to that office with respect to real estate  
82 falling within the scope of subsection 1702(a)(10) of Title 15 of the United States Code; [or]

83 (11) Any employee acting on behalf of a nonprofit community, or regional economic  
84 development association, agency or corporation which has as its principal purpose the general  
85 promotion and economic advancement of the community at large, provided that such entity:

86 (a) Does not offer such property for sale, lease, rental or exchange on behalf of another  
87 person or entity;

88 (b) Does not list or offer or agree to list such property for sale, lease, rental or exchange;

89 or

90 (c) Receives no fee, commission or compensation, either monetary or in kind, that is  
91 directly related to sale or disposal of such properties. An economic developer's normal annual  
92 compensation shall be excluded from consideration as commission or compensation related to  
93 sale or disposal of such properties; or

94 **(12) Any neighborhood association, as that term is defined in section 441.500,**  
95 **RSMo, that without compensation, either monetary or in kind, provides to prospective**  
96 **purchasers or lessors of property the asking price, location, and contact information**  
97 **regarding properties in and near the association's neighborhood, including any publication**  
98 **of such information in a newsletter, web site, or other medium.**

339.710. For purposes of sections 339.710 to 339.860, the following terms mean:

2 (1) "Adverse material fact", a fact related to the physical condition of the property not  
3 reasonably ascertainable or known to a party which negatively affects the value of the  
4 property. Adverse material facts may include matters pertaining to:

- 5 (a) Environmental hazards affecting the property;
- 6 (b) Physical condition of the property which adversely affects the value of the property;
- 7 (c) Material defects in the property;
- 8 (d) Material defects in the title to the property;
- 9 (e) Material limitation of the party's ability to perform under the terms of the contract;

10 (2) "Affiliated licensee", any broker or salesperson who works under the supervision of  
11 a designated broker;

12 (3) "Agent", a person or entity acting pursuant to the provisions of this chapter;

13 (4) "Broker disclosure form", the current form prescribed by the commission for  
14 presentation to a seller, landlord, buyer or tenant who has not entered into a written agreement  
15 for brokerage services;

16 (5) "Brokerage relationship", the relationship created between a designated broker, the  
17 broker's affiliated licensees, and a client relating to the performance of services of a broker as  
18 defined in section 339.010, and sections 339.710 to 339.860. If a designated broker makes an  
19 appointment of an affiliated licensee or affiliated licensees pursuant to section 339.820, such  
20 brokerage relationships are created between the appointed licensee or licensees and the  
21 client. Nothing in this subdivision shall:

22 (a) Alleviate the designated broker from duties of supervision of the appointed licensee  
23 or licensees; or

24 (b) Alter the designated broker's underlying contractual agreement with the client;

25 (6) "Client", a seller, landlord, buyer, or tenant who has entered into a brokerage  
26 relationship with a licensee pursuant to sections 339.710 to 339.860;

27           **(7) "Commercial real estate", any real estate other than real estate containing one**  
28 **to four residential units, real estate on which no buildings or structures are located, or real**  
29 **estate classified as agricultural and horticultural property for assessment purposes**  
30 **pursuant to section 137.016, RSMo. Commercial real estate does not include single family**  
31 **residential units including condominiums, townhouses, or homes in a subdivision when**  
32 **that real estate is sold, leased, or otherwise conveyed on a unit-by-unit basis even though**  
33 **the units may be part of a larger building or parcel of real estate containing more than four**  
34 **units;**

35           [(7)] **(8) "Commission", the Missouri real estate commission;**

36           [(8)] **(9) "Confidential information", information obtained by the licensee from the**  
37 **client and designated as confidential by the client, information made confidential by sections**  
38 **339.710 to 339.860 or any other statute or regulation, or written instructions from the client**  
39 **unless the information is made public or becomes public by the words or conduct of the client**  
40 **to whom the information pertains or by a source other than the licensee;**

41           [(9)] **(10) "Customer", an actual or potential seller, landlord, buyer, or tenant in a real**  
42 **estate transaction in which a licensee is involved but who has not entered into a brokerage**  
43 **relationship with a licensee;**

44           [(10)] **(11) "Designated agent", a licensee named by a designated broker as the limited**  
45 **agent of a client as provided for in section 339.820;**

46           [(11)] **(12) "Designated broker", any individual licensed as a broker who is operating**  
47 **pursuant to the definition of "real estate broker" as defined in section 339.010, or any individual**  
48 **licensed as a broker who is appointed by a partnership, association, limited liability corporation,**  
49 **or a corporation engaged in the real estate brokerage business to be responsible for the acts of**  
50 **the partnership, association, limited liability corporation, or corporation. Every real estate**  
51 **partnership, association, or limited liability corporation, or corporation shall appoint a designated**  
52 **broker;**

53           [(12)] **(13) "Designated transaction broker", a licensee named by a designated broker**  
54 **or deemed appointed by a designated broker as the transaction broker for a client pursuant to**  
55 **section 339.820;**

56           [(13)] **(14) "Dual agency", a form of agency which may result when an agent licensee**  
57 **or someone affiliated with the agent licensee represents another party to the same transaction;**

58           [(14)] **(15) "Dual agent", a limited agent who, with the written consent of all parties to**  
59 **a contemplated real estate transaction, has entered into an agency brokerage relationship, and not**  
60 **a transaction brokerage relationship, with and therefore represents both the seller and buyer or**  
61 **both the landlord and tenant;**

62           [(15)] **(16) "Licensee", a real estate broker or salesperson as defined in section 339.010;**

63           [(16)] (17) "Limited agent", a licensee whose duties and obligations to a client are those  
64 set forth in sections 339.730 to 339.750;

65           [(17)] (18) "Ministerial acts", those acts that a licensee may perform for a person or  
66 entity that are informative in nature and do not rise to the level which requires the creation of a  
67 brokerage relationship. Examples of these acts include, but are not limited to:

68           (a) Responding to telephone inquiries by consumers as to the availability and pricing of  
69 brokerage services;

70           (b) Responding to telephone inquiries from a person concerning the price or location of  
71 property;

72           (c) Attending an open house and responding to questions about the property from a  
73 consumer;

74           (d) Setting an appointment to view property;

75           (e) Responding to questions of consumers walking into a licensee's office concerning  
76 brokerage services offered on particular properties;

77           (f) Accompanying an appraiser, inspector, contractor, or similar third party on a visit to  
78 a property;

79           (g) Describing a property or the property's condition in response to a person's inquiry;

80           (h) Showing a customer through a property being sold by an owner on his or her own  
81 behalf; or

82           (i) Referral to another broker or service provider;

83           (19) **"Residential real estate", all real property improved by a structure that is used**  
84 **or intended to be used primarily for residential living by human occupants and that**  
85 **contains not more than four dwelling units or that contains single dwelling units owned as**  
86 **a condominium or in a cooperative housing association, and vacant land classified as**  
87 **residential property. The term "cooperative housing association", means an association,**  
88 **whether incorporated or unincorporated, organized for the purpose of owning and**  
89 **operating residential real property in Missouri, the shareholders or members of which, by**  
90 **reason of their ownership of a stock or membership certificate, a proprietary lease, or**  
91 **other evidence of membership, are entitled to occupy a dwelling unit pursuant to the terms**  
92 **of a proprietary lease or occupancy agreement;**

93           [(18)] (20) "Single agent", a licensee who has entered into a brokerage relationship with  
94 and therefore represents only one party in a real estate transaction. A single agent may be one  
95 of the following:

96           (a) "Buyer's agent", which shall mean a licensee who represents the buyer in a real estate  
97 transaction;

98           (b) "Seller's agent", which shall mean a licensee who represents the seller in a real estate

99 transaction; and

100 (c) "Landlord's agent", which shall mean a licensee who represents a landlord in a  
101 leasing transaction;

102 (d) "Tenant's agent", which shall mean a licensee who represents the tenant in a leasing  
103 transaction;

104 [(19)] **(21)** "Subagent", a designated broker, together with the broker's affiliated  
105 licensees, engaged by another designated broker, together with the broker's affiliated or  
106 appointed affiliated licensees, to act as a limited agent for a client, or a designated broker's  
107 unappointed affiliated licensees engaged by the designated broker, together with the broker's  
108 appointed affiliated licensees, to act as a limited agent for a client. A subagent owes the same  
109 obligations and responsibilities to the client pursuant to sections 339.730 to 339.740 as does the  
110 client's designated broker;

111 [(20)] **(22)** "Transaction broker", any licensee acting pursuant to sections 339.710 to  
112 339.860, who:

113 (a) Assists the parties to a transaction without an agency or fiduciary relationship to  
114 either party and is, therefore, neutral, serving neither as an advocate or advisor for either party  
115 to the transaction;

116 (b) Assists one or more parties to a transaction and who has not entered into a specific  
117 written agency agreement to represent one or more of the parties; or

118 (c) Assists another party to the same transaction either solely or through licensee  
119 affiliates. Such licensee shall be deemed to be a transaction broker and not a dual agent,  
120 provided that, notice of assumption of transaction broker status is provided to the buyer and  
121 seller immediately upon such default to transaction broker status, to be confirmed in writing prior  
122 to execution of the contract.

339.720. 1. A licensee's general duties and obligations arising from the limited agency  
2 relationship shall be disclosed in writing to the seller and the buyer or to the landlord and the  
3 tenant pursuant to sections 339.760 to 339.780. Alternatively, when engaged in any of the  
4 activities enumerated in section 339.010, a licensee may act as an agent in any transaction in  
5 accordance with a written agreement as described in section 339.780.

6 2. A licensee shall be considered a transaction broker unless:

7 (1) The designated broker enters into a written seller's agent or landlord's agent  
8 agreement with the party or parties to be represented pursuant to subsection 2 of section 339.780;

9 (2) The designated broker enters into a subagency agreement with another designated  
10 broker pursuant to subsection 5 of section 339.780;

11 (3) The designated broker [enters into a written buyer's agent or tenant's agent agreement  
12 with the party or parties to be represented pursuant to subsection 3 of section 339.780]

13 **establishes a buyer's or tenant's agency relationship pursuant to subsection 3 of section**  
14 **339.780;**

15 (4) The designated broker enters into a written agency agreement pursuant to subsection  
16 7 of section 339.780;

17 (5) The designated broker and the affiliated licensees are performing ministerial acts;

18 (6) The designated broker enters into a written dual agency agreement with the parties  
19 pursuant to subsection 4 of section 339.780;

20 (7) The designated broker is acting in a manner described in paragraph (c) of subdivision  
21 [(20)] **(22)** of section 339.710 without proper notice of assumption of transaction broker status;  
22 or

23 (8) The licensee is making a listing presentation, which may include pricing and  
24 marketing advice about a potential future transaction, to a customer in anticipation of entering  
25 into a signed agency brokerage service agreement as a direct result of the presentation.

26 3. Sections 339.710 to 339.860 do not obligate any buyer or tenant to pay compensation  
27 to a designated broker unless the buyer or tenant has entered into a written agreement with the  
28 designated broker specifying the compensation terms in accordance with subsection 3 of section  
29 339.780.

30 4. A licensee may work with a single party in separate transactions pursuant to different  
31 relationships, including, but not limited to, selling one property as a transaction broker or a  
32 seller's agent working with that seller in buying another property as a buyer's agent, as a subagent  
33 or as a transaction broker if the licensee complies with sections 339.710 to 339.860 in  
34 establishing the relationships for each transaction.

339.770. 1. **In a residential real estate transaction**, at the earliest practicable  
2 opportunity during or following the first substantial contact by the designated broker or the  
3 affiliated licensees with a seller, landlord, buyer, or tenant who has not entered into a written  
4 agreement for services as described in subdivision (5) of section 339.710, the licensee shall  
5 provide that person with a written copy of the current broker disclosure form which has been  
6 prescribed by the commission.

7 2. When a seller, landlord, buyer, or tenant has already entered into a written agreement  
8 for services with a designated broker, no other licensee shall be required to make the disclosures  
9 required by this section.

10 3. Disclosures made in accordance with sections 339.710 to 339.860 shall be sufficient  
11 as a matter of law to disclose brokerage relationships to the public.