



## **H.B. 272**

124th General Assembly  
(As Introduced)

**Reps. G. Smith, Williams, Cates, Clancy, Kilbane, Collier, Husted, Goodman, Evans, Flowers, Blasdel, Carmichael, Schaffer, Schmidt, Seitz, Lendrum, Brinkman, Olman, Carano, Rhine**

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### **BILL SUMMARY**

- Allows a real estate broker not licensed in Ohio, but licensed in another state, to transact business on commercial property in Ohio in cooperation with an Ohio licensed real estate broker under specific conditions.
- Allows a real estate salesperson not licensed in Ohio, but licensed in another state, to perform those acts that otherwise require a real estate salesperson license in Ohio with respect to commercial property subject to limitations.
- Requires the Ohio Real Estate Commission to adopt rules to implement a three-year license and renewal system for real estate salespersons and brokers by not later than January 1, 2005.

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### **CONTENT AND OPERATION**

#### **Out of state commercial real estate broker**

Under current law, no person or business entity is allowed to act as a real estate broker or salesperson in Ohio without first obtaining a license to do so. This precludes persons licensed in another state from selling property in Ohio for another for a fee, commission, or other valuable consideration, or otherwise acting as a real estate broker or salesperson, without first obtaining an Ohio real estate broker or salesperson license. (Sec. 4735.02.)

The bill allows a person to operate as an "out of state commercial broker" under certain conditions, without first obtaining a real estate broker or real estate salesperson license under Ohio law. If a person fits within the definition of an out of state commercial broker (see below, "**Definitions**") that person may for a fee,

commission, or other valuable consideration, or in the expectation, or upon the promise of receiving or collecting a fee, commission, or other valuable consideration, perform acts that require a real estate broker or real estate salesperson license in Ohio, with respect to commercial real estate only, if the person does all of the following:

(1) Works in cooperation with a real estate broker who holds a valid, active Ohio real estate broker license;

(2) Enters into a written agreement with the Ohio broker that includes terms of cooperation and compensation and a statement that the out of state commercial broker and its agents agree to adhere to Ohio law;

(3) Furnishes the Ohio broker with the person's current certificate of good standing from the jurisdiction where the person maintains an active real estate license;

(4) Files an irrevocable written consent with the Ohio broker that legal actions arising out of the out of state commercial broker's actions or the actions of its agents may be commenced in a court of proper jurisdiction of any Ohio county where the cause of action arises or the plaintiff resides;

(5) Includes the name of the Ohio broker on all advertising and complies with existing advertising laws;

(6) Deposits all escrow funds, security deposits, and other money received by the out of state commercial broker or the Ohio broker in accordance with existing laws governing accounts maintained by real estate brokers licensed in Ohio and does the same with regard to document retention. (Sec. 4735.022(A).)

### **Out of state commercial real estate salesperson**

Under the bill a person who qualifies as an "out of state commercial salesperson" (see below, **Definitions**) may perform those acts that require an Ohio real estate salesperson license with respect to commercial real estate, provided the person meets all of the following requirements:

(1) Is licensed with and works under the direct supervision of the out of state commercial broker;

(2) The out of state commercial broker with whom the out of state commercial salesperson is associated meets all of the requirements to operate as an out of state commercial broker in Ohio;

(3) Provides the Ohio real estate broker with whom the out of state commercial broker is working a copy of the out of state commercial salesperson's current certificate of good standing from the jurisdiction where the out of state commercial salesperson maintains an active real estate license in connection with the out of state commercial broker;

(4) Only collects money, including commissions, deposits, payments, rentals, or otherwise, in the name of and with the consent of the out of state commercial broker under whom the salesperson is licensed. (Sec. 4735.022(B).)

### **Consent to jurisdiction**

Under the bill, an out of state commercial broker is required to file an irrevocable written consent to jurisdiction prior to engaging in business as an out of state commercial broker in Ohio. The bill clarifies that the "consent-to-jurisdiction" makes and constitutes the Secretary of State as an agent for service of process in Ohio. The bill allows service of process to be initiated by leaving with the Secretary of State, or an assistant secretary of state, four copies of the process, together with an affidavit stating the address of the person given on the consent-to-jurisdiction document and a fee of \$5. Upon receipt, the Secretary of State is required to give notice immediately to the person at the address listed on the affidavit and forward to that address by certified mail, return receipt requested, a copy of the process. Service is complete upon mailing. (Sec. 4735.022(C).)

### **Terminology used in other states**

The bill requires a person from a jurisdiction where there is no legal distinction between a real estate broker license and a real estate salesperson license to meet the requirements to operate as an out of state commercial broker before engaging in any activity that requires a real estate broker license in Ohio. (Sec. 4735.022(D); also see above "**Out of state commercial real estate broker**")

### **License renewal cycle**

Under current law, persons licensed in Ohio as real estate brokers or salespersons must renew their licenses annually on a date adopted by rule by the Ohio Real Estate Commission (secs. 4735.10(A)(2)(e) and 4735.14). By contrast, current law requires licensees to show proof of the satisfactory completion of their continuing education requirements once every three years (sec. 4735.141 (not in the bill)).

The bill requires the Ohio Real Estate Commission to adopt rules by no later than January 1, 2005, to implement a three-year license and a three-year license renewal system (sec. 4735.10(A)(2)(b)).

**Definitions**

The bill defines new terms used throughout the bill. "Commercial real estate" means any parcel of real estate in Ohio other than real estate containing one to four residential units, but does not include: single-family residential units such as condominiums, townhouses, manufactured homes, or homes in a subdivision when sold, leased, or otherwise conveyed on a unit-by-unit basis, even when those units are a part of a larger building or parcel of real estate containing more than four residential units. An "out of state commercial broker" includes any person, partnership, association, limited liability company, limited liability partnership, or corporation licensed to do business as a real estate broker in a jurisdiction other than Ohio. An "out of state commercial salesperson" includes any person affiliated with an out of state commercial broker who is not licensed as a real estate salesperson in Ohio. (Sec. 4735.01(R) to (T).)

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**HISTORY**

ACTION	DATE	JOURNAL ENTRY
Introduced	05-24-01	p. 468

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