

## Chapter 696

### Real Estate and Business Brokers

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**REAL ESTATE BROKERS  
AND SALESMEN**

**696.010 Definitions.** As used in this chapter, unless the context requires otherwise:

(1) "Associate real estate broker" is a person who has qualified as a real estate broker and who works with a designated broker and whose license states that he is associated with a designated broker.

(2) "Board" means the Real Estate Board.

(3) "Commissioner" means the Oregon Real Estate Commissioner.

(4) "Compensation" means any fee, commission, salary, money or valuable consideration for services rendered or to be rendered as well as the promise thereof and whether contingent or otherwise.

(5) "Department" means the Real Estate Department or the commissioner as the context may require.

(6) "Real estate" includes leaseholds as well as any and every interest or estate in land, whether corporeal or incorporeal, whether freehold or nonfreehold and whether the land is situated in this state or elsewhere.

(7) "Real estate broker" means any person who, for another and for compensation or with the intention or in the expectation or upon the promise of receiving or collecting compensation:

(a) Sells, exchanges, purchases, rents, or leases real estate.

(b) Offers to sell, exchange, purchase, rent or lease real estate.

(c) Negotiates, or offers or attempts or agrees to negotiate the sale, exchange, purchase, rental or leasing of real estate.

(d) Lists or offers or attempts or agrees to list real estate for sale.

(e) Appraises or offers or attempts or agrees to appraise real estate.

(f) Auctions, or offers or attempts or agrees to auction real estate.

(g) Buys or sells or offers to buy or sell, or otherwise deals in options on real estate.

(h) Collects or offers or attempts or agrees to collect rental for the use of real estate.

(i) Advertises or holds himself out as being engaged in the business of buying, selling, exchanging, renting or leasing real estate.

(j) Assists or directs in the procuring of prospects, calculated to result in the sale, exchange, leasing or rental of real estate.

(k) Assists or directs in the negotiation or closing of any transaction calculated or intended to result in the sale, exchange, leasing or rental of real estate.

(8) "Real estate broker" also means any person employed by or on behalf of the owner of real estate at a stated salary or upon a commission or upon a salary and commission basis or other compensation to sell, exchange or offer for sale such real estate, or any part thereof, and who shall sell or exchange, or offer or attempt or agree to negotiate the sale or exchange of any lot or parcel of real estate.

(9) "Real estate salesman" means any person, who, for compensation or in the expectation or upon the promise thereof, is employed or engaged by a licensed real estate broker to do any act or deals in any transaction set out in subsection (7) of this section for or on behalf of such licensed real estate broker. [Amended by 1953 c.166 §5]

**696.020 Real estate brokers and salesmen required to be licensed.** No person shall engage in or carry on or advertise or hold himself out as engaging in or carrying on the business, or act in the capacity of, a real estate broker or a real estate salesman within this state without first obtaining a license as a real estate broker or a real estate salesman as provided for in this chapter.

**696.030 Certain persons exempted from chapter.** ORS 696.010 to 696.510, 696.710 to 696.730 and 696.990 do not apply to, and the terms "real estate broker" and "real estate salesman" do not include:

(1) Any person, partnership, association or corporation, who as owner or lessor performs any acts with reference to property owned or leased by him or it, or to the regular employees thereof, with respect to the property owned or leased, where such acts are performed in the regular course of or as an incident to the management of such property and the investment therein.

(2) Any person acting as attorney in fact under a duly executed power of attorney from the owner authorizing the final consummation by performance of any contract for the sale, leasing or exchanging of real estate, if the power of attorney is recorded

in the office of the recording officer for the county in which the property to be sold, leased or exchanged is located.

(3) Any attorney at law rendering services in the performance of his duties as an attorney at law.

(4) While acting as such, any receiver, trustee in bankruptcy, administrator or executor; or any trustee, or the regular salaried employes thereof, acting under a trust agreement, deed of trust or will.

(5) Any person doing any of the acts specified in subsection (7) or (8) of ORS 696.010 under order of any court.

**696.040 Single act sufficient to constitute actor broker or salesman.** One act or transaction in consideration of compensation, by fee, commission, salary or otherwise, or with the intention or in the expectation or upon the promise of receiving or collecting a fee of the kind or nature described in the definition of a real estate broker in subsections (7) and (8) of ORS 696.010, whether the act is an incidental part of a transaction, or the entire transaction, shall constitute the person offering or attempting to perform the act or transaction a real estate broker or a real estate salesman within the meaning of this chapter.

**696.050 Qualifications of applicants for licenses.** (1) Licenses shall be granted only to persons who are trustworthy and competent to transact the business of a real estate broker or real estate salesman in such manner as to safeguard the interests of the public and only after satisfactory proof has been presented to the commissioner. Every applicant for a license as a real estate broker or salesman shall be of the age of 21 years or over and a citizen of the United States.

(2) In order to qualify for a broker's license, the applicant must also furnish proof satisfactory to the commissioner that he was engaged in business and duly licensed as a real estate salesman for a period of at least one year prior to the date of his application or that he has taken and successfully completed a course of instruction in real estate principles, practices and procedures, or, at the discretion of the board, that he has had other experience in the selling or management of real estate equivalent thereto, and evidences such experience by detailed explanatory affidavit to establish the nature of such experience. Brokers licensed under the laws of the state on August 2, 1951,

are not required to meet the requirement of this subsection.

(3) No broker's license shall be issued to a partnership, association or corporation unless all the members of the partnership, association or corporation who will actively engage in the real estate business and all the officers and directors of the corporation who will actively engage in the business of real estate are 21 years of age or over and citizens of the United States. The commissioner, at his discretion, may issue a license to any person not a citizen of the United States who may be eligible for a license if due proof is made to the commissioner that he has declared his intention to become a citizen of the United States.

(4) If an applicant has been convicted of any crime enumerated in paragraph (m) of subsection (1) of ORS 696.300, such conviction may be accepted as conclusive evidence of the untrustworthiness of the applicant, and such conviction may, in and of itself, be sufficient grounds for refusal of license.

**696.060 Form and contents of application for real estate broker's license.** Every applicant for a real estate broker's license shall apply therefor in writing upon blanks prepared or furnished by the department. The application for a broker's license shall be verified by the applicant. If the application is made by a partnership or an association, it shall be verified by at least two members thereof. If the application is by a corporation, it shall be verified by the president and secretary thereof. The application shall be in such form as the commissioner may prescribe and shall set forth:

(1) The name and address of the applicant. If the applicant is a partnership or an association, the name and address of each member shall be set forth. If the applicant is a corporation, the name and address of each officer and director shall be set forth.

(2) The name under which the business is to be conducted.

(3) The place or places, including the street number, town, village or city, and county where the business is to be conducted.

(4) The business or occupation theretofore engaged in by the applicant for a period of at least two years immediately preceding the date of such application, and the location thereof; if the applicant is a partnership or an association, by each member

thereof, or if a corporation by each officer thereof.

(5) The time and place of the applicant's previous experience in the real estate business, as broker or salesman; if the applicant is a partnership or an association, by each member thereof, or if a corporation, by each officer thereof.

(6) Whether the applicant has ever been convicted of or is under indictment for forgery, embezzlement, obtaining money under false pretense, larceny, extortion, a crime involving moral turpitude, conspiracy to defraud or other like offense or offenses or has been disbarred from the practice of law; if the applicant is a partnership or an association, whether any member thereof has been so convicted, indicted or disbarred; if the applicant is a corporation, whether any officer or director has been so convicted, indicted or disbarred.

(7) Whether the applicant has been refused a real estate broker's or salesman's license or any other occupational or professional license in any other state or whether his license as a broker or salesman or in any other occupational or professional capacity has been revoked or suspended in any other state; if the applicant is a partnership or an association, whether any member thereof has had a license as a broker or salesman or in any other occupational or professional capacity which has been revoked or suspended in any other state; if the applicant is a partnership or an association, whether any member thereof has had a license as a broker or a salesman or in any other occupational or professional capacity refused, suspended or revoked in any other state; if the applicant is a corporation, whether any officer thereof has had a license as a broker or a salesman or in any other occupational or professional capacity refused, suspended or revoked in any other state.

(8) If the applicant is a partnership, association or corporation, the name of the designated member or officer thereof who is to receive his license by virtue of the issuing of a license to the partnership, association or corporation as is provided for in ORS 696.080.

(9) If the applicant is a member of a partnership or association, or an officer of a corporation, the name and office address of the partnership, or association, or corporation of which the applicant is a member or officer.

**696.070 Recommendations to accompany application.** The application for a real estate broker's license shall be accompanied by the recommendation of at least three resident citizens, not related to the applicant, who have owned real estate for a period of three years or more in the county in which the applicant resides or has or intends to establish his place of business, and who have known the applicant for a period of three years or more. The recommendation shall certify that the applicant bears a good reputation for honesty, truthfulness, fair dealing and competency, and shall recommend that a license be granted to the applicant. If the applicant cannot procure such recommendations for the reason that he has not resided within the county for a period of three years, he may furnish similar recommendations from three persons with like qualifications from any county where the applicant has resided within the three years prior to the filing of his application.

**696.080 Partnerships, associations and corporations; designating person to make application and pass examination.** Every partnership and association, in its application for a license, shall designate and appoint one of its members, and every corporation in its application for a license shall designate and appoint one of its officers to submit an application for a broker's license. The application of the partnership, association or corporation, and the application of member or officer so designated, shall be filed with the commissioner together. No license shall be issued to any partnership, association or corporation unless and until the person or officer so designated by the partnership, association or corporation submits to and passes the examination required by this chapter, on behalf of the partnership, association or corporation. Upon such member's or officer's successfully passing the examination and upon compliance with all other requirements of law by the partnership, association or corporation, as well as by the designated member or officer, the commissioner shall issue a broker's license to the partnership, association or corporation, which shall bear the name of such member or officer, and, thereupon, the member or officer so designated shall act as a real estate broker only as officer or agent of the partnership, association, or corporation, and not on his own behalf. If, in any case, the person so designated is refused a license by

the commissioner or in case the person ceases to be connected with such partnership, association or corporation, the partnership, association or corporation shall have the right to designate another person who shall make application and qualify as in the first instance.

**696.090 Certain firm members required to obtain broker's license.** Each and every member or officer of a partnership, association or corporation who will perform or engage in any of the acts specified in subsection (7) of ORS 696.010, other than the designated member or officer of the partnership, association or corporation in the manner provided in ORS 696.080, shall be required to make application for and take out a separate broker's license in his own name individually; but the license issued to any such member or officer of a partnership, association or corporation shall entitle such member or officer to act as real estate broker only as officer or agent of the partnership, association or corporation, and not on his own behalf.

**696.100 Application for salesman's license.** Every application for a salesman's license shall be made in writing upon a form prescribed by the commissioner and shall contain such information as is required in a broker's application, and also shall set forth the period of time, if any, during which the applicant has been engaged in the real estate business, stating the name and address of his last employer, and the name and place of business of the person, firm, partnership, association or corporation then employing him, or into whose service he is about to enter. The application shall be accompanied by a verified written statement by the broker in whose service he is about to enter, certifying that in his opinion the applicant is honest, truthful and of good reputation, and recommending that the license be granted to the applicant. Every application for a salesman's license shall be verified by the applicant.

**696.110 License fee to accompany application.** (1) Every application for a license under this chapter shall be accompanied by the license fee prescribed in ORS 696.270. If the commissioner does not issue the license the fee shall be returned to the applicant. The fee for all licenses issued shall, at all periods of the year, be the same as prescribed in ORS 696.270.

(2) No other license or fee shall be required of such licensee by any city, county, town or other political subdivision thereof.

**696.120 Commissioner may require additional information from applicants; rules and regulations.** (1) Applications for a broker's or salesman's license shall contain such other information as to the applicant, in addition to that described in ORS 696.060 to 696.100, as the commissioner shall require. The commissioner may require such other proof, through the application, or otherwise, as he shall deem desirable, with due regard to the paramount interests of the public, as to the honesty, truthfulness, integrity and competency of the applicant.

(2) The commissioner expressly is vested with the power and authority to make and enforce any and all such reasonable rules and regulations connected with the application for any license as shall be deemed necessary to administer and enforce the provisions of this chapter.

**696.130 Examination of applicants; waiver of examination for nonresident broker; person passing broker's examination may request salesman's license.** In addition to proof of honesty, truthfulness and good reputation of any applicant for a license, the applicant shall be required to pass a written examination to be conducted by the Real Estate Board. The examination shall include reading, writing, spelling, arithmetic and computation, salesmanship, appraising, accounts, real estate ethics, real estate taxation, problems in real estate and a general knowledge of the provisions of ORS 696.010 to 696.510, 696.710 to 696.730 and 696.990. The board shall hold examinations at such times and places as it may determine, except that the board shall hold the examinations no less frequently than every 60 days. The examination for a broker's license shall differ from the examination for a salesman's license in that it shall be of a more exacting nature and require higher standards of knowledge of real estate. If the license of any real estate broker or salesman is revoked by the commissioner, no new license shall be issued to such person unless he complies with the provisions of this chapter. The commissioner may waive the requirement of examination in the case of an application from a nonresident broker of those states having similar requirements, under the laws of which similar recognition and courtesies are extended to licensed real estate brokers

and real estate salesmen of this state. If an applicant for a license successfully passes an examination for a broker's license, he may on request and upon compliance with the other provisions of this chapter have issued to him a real estate salesman's license.

**696.140 Temporary permit to operate as real estate salesman.** An individual may apply for, and receive from the commissioner, upon payment of the fees to the commissioner, both for a license and for an examination, a temporary permit to operate as a real estate salesman until the next regular examination, except the Real Estate Board shall not require any applicant to take his first examination until at least 30 days have elapsed after the issuance of the temporary permit. Only one temporary permit shall be issued to an individual. Before any such temporary permit is issued the applicant shall comply with all of the requirements of this chapter save and except the passing of the examination. Any individual who fails to pass the examination is ineligible for a similar examination until after the expiration of 60 days from the time he took the last examination, and then only upon making application and payment of the examination fee. Any person to whom is issued a temporary permit and who fails to take or pass the examination shall not be entitled to the return of any fees previously paid. No temporary permit to operate as a real estate broker shall be issued. Applicants holding temporary salesmen's permits issued less than 30 days prior to the last real estate examination held during the fiscal year are not required to pay a renewal fee on July 1, but may continue to act under the temporary permit until the next succeeding examination is held.

**696.150 Examination where applicant is a partnership, association or corporation.** If the applicant is a partnership, association or corporation, the examination shall be submitted to on behalf of the partnership, association or corporation by the member or officer thereof who is designated in the application as the person to receive a license by virtue of the issuing of a license to the partnership, or association, or corporation, as provided for in ORS 696.080.

**696.160 Issuance of broker's and salesman's licenses.** Upon satisfactorily passing the examination and upon complying with all other provisions of law and conditions of this

chapter, a license shall thereupon be granted by the commissioner to the successful applicant therefor as a real estate broker or a real estate salesman. The applicant, upon receiving his license, is authorized to conduct the business of a real estate broker or real estate salesman, as the case may be, between the date of his license and the following June 30, unless sooner revoked or suspended. Not more than one license shall be issued and outstanding to or in favor of any licensee at any one time except that one person may hold a license authorizing him to transact the real estate business on behalf of a partnership, association or corporation and a further license authorizing him to transact such business on his own behalf.

**696.165 Issuance of associate broker's license and pocket card; application of chapter to associate brokers.** (1) A real estate broker may act as a salesman for another broker if he obtains an associate broker's license. An associate broker's license may be obtained by a broker, without examination, by subscribing to an agreement that he will not engage in any act in the capacity of a broker other than as an employe of the employing broker, while associated with the employing broker. The form of this agreement is subject to the approval of the commissioner. Signed copies of the agreement shall be filed with the employing broker and the commissioner. Before an associate broker's license may be issued, the applicant must also surrender to the commissioner his real estate broker's license and pocket card for suspension, which license and card shall stand suspended as long as his associate broker's license is outstanding and effective, and shall be reissued upon cancelation of his associate broker's license and compliance with the other provisions of this chapter relating to brokers.

(2) Upon approval of the agreement mentioned in this section, and the tender of the broker's license and pocket card to the commissioner, the commissioner shall issue, in the applicant's name, an associate broker's license and pocket card, the license to be delivered by the commissioner to the employing broker in accordance with ORS 696.180. The license shall designate the applicant as an associate real estate broker and he shall be known by that title. The pocket card shall be the same as that provided in ORS 696.190 for salesmen except that the designation "associate real estate broker" shall be substi-

tuted for "real estate salesman." The provisions of this chapter, other than ORS 696.130 to 696.150 that relate to and govern real estate salesmen shall also apply to and govern associate real estate brokers. [1953 c.166 §4]

**696.170 Annual renewal of licenses; effect of failure to renew.** Each license as a real estate broker or real estate salesman may be renewed by the commissioner for the ensuing fiscal year upon the payment by the licensee of the registration or renewal fee specified in ORS 696.270, provided that the registration or renewal fee is paid promptly and on or before July 1 of the fiscal year. Upon the payment of the registration or renewal fee the commissioner shall register and renew the license for a further period, expiring the following June 30. If the licensee fails to pay the registration or renewal fee promptly on or before June 30, the commissioner may, in his discretion, accept a later payment, subject to such conditions as he may require; but between June 30 and the date of such renewal of the license the rights of the licensee under such license shall be suspended, and during such suspension it is unlawful for any licensee to do or attempt or offer to do any of the acts of the kind or nature described in the definition of a real estate broker in subsection (7) of ORS 696.010 in consideration of compensation of any kind or expectation thereof.

**696.180 Form and content of license.** The commissioner shall issue to each licensee a license in such form and size as shall be prescribed by the commissioner. The license shall show the name and address of the licensee and, in case of a real estate salesman's license, shall show the name of the real estate broker by whom he is employed. Each license shall have imprinted thereon the seal of the department and shall contain such other matter as shall be prescribed by the commissioner. The license of each real estate salesman shall be delivered or mailed to the real estate broker by whom such real estate salesman is employed and shall be kept in the custody and control of such broker.

**696.190 Pocket cards to be issued.** The commissioner shall prepare and deliver to each licensee a pocket card, which card, among other things, shall contain an imprint of the seal of the department and shall certify that the person whose name appears

thereon is a licensed real estate broker or real estate salesman, as the case may be. If it is a real estate salesman's card it shall also contain the name and address of his employer. The matter to be printed on such pocket card, except as above set forth in this section, shall be prescribed by the commissioner.

**696.200 Real estate broker to maintain place of business; change of business location.** Every real estate broker shall maintain one or more places of business in this state and designate such places of business by a sign which shall contain the name under which he conducts his business, together with the words "Real Estate," or if a member of the National Association of Real Estate Boards he may use the word "Realtor." Such sign shall be written in letters not less than one inch in height and placed so that it can easily be observed and read by anyone entering the place of business. The place of business shall be specified in the application for license, and designated in the license. No license issued under this chapter authorizes the licensee to transact business from any office other than that designated in the license, unless notice in writing is given to the commissioner prior to any such change of business location, designating the new location of such office, at which time the broker shall send in his license and pocket card and the licenses and pocket cards of the salesmen in his employ with the fee required by ORS 696.270 for each new license. The commissioner forthwith shall issue a new license for the new location for the unexpired period. The change of a business location without notification to the commissioner is grounds for cancelation of licenses previously issued. If a broker desires to establish more than one place of business, he shall notify the commissioner, giving the location thereof, and pay the fee required by ORS 696.270 for each branch office to be established, whereupon the commissioner may issue a license therefor, which license must be posted in such place of business. Upon removal from any location it shall be his duty to see that his name or the name under which he has operated is removed from the location which he has vacated. A broker shall not display any name as such at the designated places of business named in his license or licenses other than the name under which he is licensed.

**696.210 Display of licenses at place of business.** Each real estate broker shall display prominently in his principal place of business his own license as well as the licenses of all real estate salesmen employed by him therein or in connection therewith.

**696.220 Procedure when salesman changes employers or terminates employment.** (1) Prompt notice in writing, within 10 days, shall be given to the commissioner by any real estate salesman of a change of employer, and of the name of the new employer into whose service such salesman is about to enter and a new license upon return to the commissioner of the license previously issued, shall be issued by the commissioner to such salesman for the unexpired term of the original license upon the payment of the transfer fee required by ORS 696.270; provided that the new employer is a duly licensed real estate broker. The change of employer or employment by any licensed real estate salesman, without notice to the commissioner as mentioned in this section, automatically shall cancel the license previously issued to him and another license shall not be issued to such a real estate salesman until he returns his former pocket card to the commissioner or satisfactorily accounts to him for it. Not more than one license shall be issued to any real estate salesman for the same period of time. The commissioner shall issue a new license to the salesman upon the filing of an application for a transfer and the payment of the transfer fee required by ORS 696.270.

(2) Upon termination of a salesman's employment the broker employer shall forthwith return the salesman's license to the commissioner for cancellation. The real estate broker shall, at the time of mailing such real estate salesman's license to the commissioner, notify the salesman thereof at the address of such real estate salesman, which communication shall advise such real estate salesman that his license has been delivered or mailed to the commissioner. A copy of such communication to the real estate salesman shall accompany the license when mailed or delivered to the commissioner. It is unlawful for any real estate salesman to perform any of the acts contemplated by this chapter, either directly or indirectly under the authority of the license after his employment has been terminated and license as a salesman has been mailed or returned by the employer broker for can-

celation, until the license has been reissued by the commissioner and has been received by the new employer broker.

**696.230 Notice to employing broker upon salesman's application for broker's license.** Whenever a real estate salesman makes application to the commissioner for a real estate broker's license the commissioner shall forthwith give written notice to the broker under whose license the salesman is licensed that the application has been made for the broker's examination.

**696.240 Disposition of funds received by brokers.** Every person, partnership or corporation licensed as a real estate broker who does not immediately place all funds entrusted to him by his principal or others in a neutral escrow depository in this state shall maintain a trust fund account with some bank or recognized depository located in this state and place all such entrusted funds therein upon receipt. The Real Estate Board shall establish rules and regulations to provide for records to be maintained and the manner in which such deposits shall be made.

**696.250 Licensing of nonresidents.** (1) A nonresident of this state may become a real estate broker by conforming to all the provisions of this chapter, except that the nonresident broker shall not be required to maintain a place of business within this state if the nonresident broker is regularly engaged in the real estate business as a vocation in another state and maintains a definite place of business in that state and is licensed in that state, providing that state offers the same privileges to the licensed brokers of this state.

(2) The commissioner may recognize the license issued to a real estate broker by another state as satisfactorily qualifying him for a license as a broker if the nonresident broker is qualified for a license in his own state by written examination and has held his license for a period of not less than one year and the other state permits licenses to be issued to licensed brokers in this state without examination.

(3) A nonresident of this state may be licensed as a real estate salesman upon complying with all the requirements of the law and with all the provisions and conditions of this chapter relative to resident brokers and salesmen, if he is employed by a real estate broker who has complied with all the re-

quirements of this chapter and is duly licensed as a real estate broker by this state.

(4) The commissioner may recognize the license issued to a real estate salesman by another state as satisfactorily qualifying him for a license as a salesman if:

(a) The nonresident salesman is qualified for a license in his own state by written examination.

(b) The nonresident salesman has held his license for at least one year.

(c) The nonresident salesman is employed by a real estate broker licensed in this state.

(d) The other state permits licenses to be issued to licensed salesmen in this state without examination. [Amended by 1953 c.202 §2]

**696.260 Acceptance of license by nonresident as appointment of commissioner as agent for service; service of process on nonresident broker.** The acceptance, by a nonresident, of a license as a real estate broker under this section and ORS 696.250, shall be deemed equivalent to an appointment by such nonresident of the Real Estate Commissioner of this state as his true and lawful attorney, upon whom may be served any lawful summons, process or pleading in any action or suit against him, in any court of this state, arising out of any business done by him as a real estate broker in this state, and such acceptance shall be deemed equivalent to an agreement by such nonresident that any summons, process or pleading so served shall be of the same legal force and validity as if served on him personally in this state. If it appears by the certificate of the sheriff of the county in which an action or suit has been filed against such a nonresident broker, that the defendant cannot be found in this state, service of any summons, process or pleading in the action or suit may be made by leaving a copy thereof, with a fee of \$2, in the hands of the commissioner or in his office. Such service shall be sufficient and valid personal service upon the defendant; provided that notice of such service and a copy of the summons, process or pleading is sent forthwith by registered mail by the plaintiff or his attorney to the defendant, at the most recent address furnished to the commissioner by the nonresident broker or to his last known address, and the affidavit of the plaintiff or his attorney of such mailing is appended to the summons, process or pleading and entered

as a part of the return thereof. However, personal service outside of the state in accordance with the statutes relating to personal service of summons outside of the state shall relieve the plaintiff from such mailing requirement. Any summons served as provided in this section shall require the defendant to appear and answer the complaint within four weeks after receipt thereof by the commissioner. The court in which the action or suit is brought may order such continuances as may be necessary to afford the defendant reasonable opportunity to defend the action. The fee of \$2 paid by the plaintiff to the commissioner shall be taxed as costs in favor of the plaintiff if he prevails in the action. The commissioner shall keep a record of each summons, process or pleading served upon him under this section, showing the day and hour of service.

**696.270 Fees; certain expenditures permitted by commissioner.** (1) The following fees shall be charged by and paid to the Real Estate Department:

(a) For each examination, \$10.

(b) For each real estate broker's license, \$10; and for each annual registration or renewal of a real estate broker's license thereafter, \$10.

(c) For each license as real estate broker issued to a member of a partnership, association, or officer of a corporation other than the member of the partnership or association, or officer of the corporation named in the license issued to such partnership, association or corporation, \$10; and for each annual registration or renewal of such license thereafter, \$10.

(d) For each associate broker's license a fee of \$1 and for each annual registration or renewal a fee of \$10.

(e) For each real estate salesman's license, \$7.50; and for each annual registration or renewal of such license thereafter, \$7.50.

(f) For each additional office or place of business, an annual fee of \$2.

(g) For each change of office or place of business, \$1.

(h) For each change of name or address of licensee on the records of the department, \$1.

(i) For each duplicate license, where the original license is lost or destroyed and affidavit made thereof, \$2.

(j) For each new salesman's or broker's

license issued when change of business location, \$1.

(k) For each transfer of salesman's license, \$1.

(L) For each duplicate registration, where the original card is lost or destroyed and affidavit made thereof, \$1.

(m) For certified copies of any record in the office of the commissioner, \$2 for each certificate, and 25 cents per folio for matter certified; for uncertified copies, 25 cents per folio.

(2) The commissioner may expend, with the approval of the board, an amount not to exceed \$2.50 of each license fee collected under paragraphs (b), (c) and (e) of subsection (1) of this section for the purpose of distributing printed matter of an educational nature and conducting educational meetings for the benefit of licensed real estate brokers and salesmen. Funds expended for educational purposes shall be a part of the necessary expenses of the Real Estate Department. [Amended by 1953 c.166 §5]

**696.280 Real estate brokers to keep records.** Every person licensed as a real estate broker shall keep records of all real estate transactions handled by or through him, which records shall include copies of earnest money receipts and closing statements showing all receipts, disbursements and adjustments, also copies of listing contracts, if any. Such records shall at all times be open for inspection by the commissioner or his duly authorized representatives. The records of each transaction shall be kept by the broker for a period of not less than six years after the date of the transaction. Violation by a real estate broker of any of the provisions of this section is grounds for revocation or suspension of licenses issued to such broker.

**696.290 Sharing commission with unlicensed person prohibited.** No licensed broker or salesman shall offer, promise, allow, give, pay or rebate, directly or indirectly, any part or share of his commission or compensation arising or accruing from any real estate transaction to any person who is not a licensed broker or licensed real estate salesman licensed under this chapter. However, a licensed broker may pay a finder's fee or a share of his commission on a cooperative sale where such payment is made to a licensed broker in another state where a similar courtesy is extended to licensed brokers in this state. No real estate salesman shall be

employed by, or accept compensation from, any person other than the broker under whom he is licensed at the time, and no licensed real estate salesman shall pay a commission to any person except through the broker under whom he is at the time licensed. [Amended by 1953 c.42 §2]

**696.300 Grounds for revocation or suspension of licenses.** (1) The commissioner may, upon his own motion, and shall upon the verified complaint in writing of any person, provided such complaint, or such complaint together with evidence, documentary or otherwise, presented in connection therewith, shall make a prima facie case, investigate the actions of any real estate broker or real estate salesman, or any unlicensed person who assumes to act in either such capacity within this state, and has the power to suspend or revoke any license issued under this chapter at any time where the licensee has by false or fraudulent representation obtained a license, or where the licensee, in performing or attempting to perform any of the acts mentioned in this chapter is deemed to be guilty of:

(a) Making any substantial misrepresentations.

(b) Making any false promises of a character likely to influence, persuade or induce.

(c) Pursuing a continued and flagrant course of misrepresentation, or making of false promises through agents or salesmen or advertising or otherwise.

(d) Using the term "Realtor" by one not a member of the National Association of Real Estate Boards, or using any other trade name or insignia of membership in any real estate organization of which the licensee is not a member.

(e) Acting for more than one party in the transaction without the knowledge of all parties for whom he acts.

(f) Accepting a commission or valuable consideration as a real estate salesman for the performance of any of the acts specified in this chapter, from any person, except his employer, who must be a licensed real estate broker.

(g) Representing or attempting to represent a real estate broker other than the employer, without the express knowledge and consent of the employer.

(h) Failing, within a reasonable time, to account for or to remit any moneys or to surrender to the rightful owner any documents or other valuable property coming

into his possession which belong to others; or issuing an appraisal report on real property in which he has an interest, unless the nature and extent of such interest is fully disclosed in the report.

(i) Disregarding or violating any provisions of this chapter.

(j) Making, printing, distributing or in any manner publishing misleading or untruthful advertising, descriptions or promises, of such character as reasonably to induce any person to act to his damage or injury.

(k) Paying or receiving any rebate, profit, compensation or commission in violation of this chapter.

(L) Inducing any party to a contract, sale or lease to break such contract, for the purpose of substituting in lieu thereof a new contract with the same principal or a different principal, where such substitution is motivated by the personal gain of the licensee.

(m) Forgery, embezzlement, obtaining money under false pretenses, larceny, extortion, conspiracy to defraud, or other like offense or offenses, and who had been convicted thereof in a court of competent jurisdiction of this or any other state.

(n) Guaranteeing or having authorized or permitted any person to guarantee future profits which may result from the resale of real property.

(o) Placing a sign on any property offering it for sale or for rent without the authority of the owner or his authorized agent.

(p) Soliciting, selling or offering for sale real property by offering "free lots," or conducting lotteries or contests, or offering prizes for the purpose of influencing a purchaser or prospective purchaser of real property.

(q) Any act or conduct, whether of the same or a different character than specified above in this section, which constitutes or demonstrates bad faith, incompetency or untrustworthiness, or dishonest, fraudulent or improper dealings.

(r) Failing for any reason to pay to the commissioner the annual registration or renewal fee as specified in ORS 696.170, promptly and before the time specified in that section.

(s) Commingling the money or other property of his principal or client with his own.

(t) Failing or refusing upon demand to produce any document, book or record in his

possession concerning any real estate business transacted by him, for inspection of the Real Estate Commissioner or his authorized representative.

(u) Failing to maintain at all times in his principal place of business a complete record of every transaction which comes within the provisions of this chapter.

(2) The commissioner shall, in addition, have power to revoke or suspend any license issued under the provisions of this chapter, at any time, where the licensee performs any act or offers, attempts or agrees to do any act, for which the commissioner lawfully may refuse to issue a license to any applicant.

**696.310 Effect of revocation on licensed associates.** Any unlawful act or violation of any of the provisions of this chapter by any licensee is not cause for the suspension or revocation of a license of any employer, employee, salesman, partner, member or officer associated with or employed by such licensee, unless it appears to the satisfaction of the commissioner that such employer, employee, salesman, partner, member or officer, had guilty knowledge thereof. A course of dealing shown to have been persistently and consistently followed by any real estate salesman, employee, partner, associate or officer shall constitute prima facie evidence of such knowledge upon the part of the employer, partner, associate or officer. In the event of the revocation or suspension of the license issued to any member of a partnership or to any officer of an association or corporation, the license issued to such partnership, association or corporation shall be revoked by the commissioner, unless, within a time fixed by the commissioner, where a partnership, the connection therewith of the member whose license has been revoked is severed and his interests in the partnership and his share in its activities brought to an end, or, where an association or corporation, the offending officer is discharged and has no further participation in its activities. However, the discharged or withdrawing member or officer of such partnership, association or corporation may reassume his connection with, or be re-engaged by such partnership, association or corporation upon termination of the suspension or reinstatement of his license.

**696.320 Effect of revocation of employing broker's license on salesman.** The suspension, cancelation or revocation of a

broker's license shall suspend automatically every salesman's license pending a change of employer or the issuance of a new license. Such new license shall be issued without charge, if granted during the same year in which the original license was granted, upon the receipt of the salesman's original license and pocket card.

**696.330 Hearing by commissioner prior to refusing or revoking license.** The commissioner shall, before denying the application for a license or before canceling or revoking any license, set the matter down for a hearing and, at least 10 days prior to the date set for the hearing, shall notify the applicant or licensee in writing, which notice shall contain an exact statement of the charges made and the date and place of the hearing and shall afford the applicant or licensee an opportunity to be heard in person or by attorney in reference thereto. At the time of giving the notice, the commissioner shall furnish the applicant or licensee with copies of any and all communications, reports, affidavits and depositions in the possession of the department touching or relating to the matter in question. The written notice may be served by delivering it personally to the applicant or licensee, or by mailing it by registered mail to the last known business address of the applicant or licensee. If the applicant or licensee is a salesman the commissioner also shall notify the broker employing him or in whose employ he is about to enter by mailing notice by registered mail to the broker's last known business address. The hearing on such charges shall be held before the commissioner at such time and place as the commissioner shall prescribe, and the hearing may be continued from time to time.

**696.340 Powers of commissioner in relation to hearings.** The commissioner shall have the power:

- (1) To administer oaths.
- (2) To certify to all official acts.
- (3) To subpoena and bring before him any person in the state as witness.
- (4) To require the production of books and papers.
- (5) To swear witnesses.
- (6) To take testimony of any person by deposition.

**696.350 Subpenas and witnesses; decision of commissioner.** Subpenas issued pursuant to the provisions of this chapter shall

be served in the same manner as subpoenas may be served in any civil action in this state and the same fees and mileage shall be allowed in all such cases as are allowed by law in the trial of civil cases in a justice court. Any party to any such hearing shall have the right to the attendance of witnesses in his behalf at such hearing, upon making request therefor to the commissioner, designating the person sought to be subpoenaed and advancing the witness fees and mileage for each such witness, and shall have the right to examine and cross-examine witnesses for and against him, either in person or by legal counsel. In all cases where the commissioner deems it necessary and proper to subpoena witnesses at the expense of the department, he may do so, and such fees and expenses of any hearing may be paid out of the funds specified in ORS 696.490. The circuit court in the county in which the hearing may be held shall have the power to compel the attendance of witnesses, the giving of testimony and the production of books and papers as required by any subpoena issued by the commissioner. In case of the refusal of any witness to attend or testify or produce any books or papers required by such subpoena, the commissioner may report to the circuit court in the county in which the hearing is pending by petition, setting forth that due notice has been given of the time and place of attendance of the witness or the production of books and papers and that the witness has been summoned in the manner prescribed in the subpoena or has refused to answer questions propounded to him in the course of such hearing, and ask an order of the court compelling the witness to attend and testify or produce the books or papers before the commissioner in charge of any such hearing. The court thereupon shall enter an order directing the witness to appear before the court at a time and place to be fixed by the court in such order, and then and there to show cause why he has not attended or testified or produced the books and papers at the hearing. A copy of the order shall be served upon the witness. If it appears to the court that the subpoena was regularly issued the court thereupon shall enter an order that the witness appear before the commissioner at the time and place fixed in the order and testify or produce the required books and papers, and, upon the failure to obey the order, the witness shall be dealt with as for contempt of court. In each case a decision shall be rendered by the commissioner in

writing and filed in the proceeding. If, after the hearing, the commissioner determines that an applicant is not qualified to receive a license, a license shall not be granted to the applicant, and, if the commissioner determines that any licensee is guilty of a violation of any of the provisions of this chapter, his license shall be canceled or revoked.

**696.360 Appeal from commissioner's decision.** In case of the refusal or revocation of a license by the commissioner under the provisions of this chapter, the applicant whose application is so refused, and the licensee whose license is revoked by the commissioner, shall have the right to appeal from the decision of the commissioner so refusing or revoking such license within 30 days after the filing of the decision in the office of the commissioner. The appeal shall be to the circuit court in the county in which the hearing was held. If a person desires to take an appeal, he shall serve, or cause to be served, upon the commissioner a written notice of appeal, which shall contain a statement of the grounds of the appeal, and shall file in the office of the commissioner an appeal bond in the sum of \$1,000, with good and sufficient surety, to be approved by the commissioner, running to the State of Oregon, conditioned on the speedy prosecution of the appeal and of any appeal he may take from the decision of the circuit court and payment of such cost as may be adjudged against him upon such appeals. The commissioner shall, within 10 days after the service of the notice of appeal and the filing and approval of the appeal bond, transmit to the clerk of the circuit court to which the appeal is taken a transcript of the entire proceedings in the commissioner's office from which the appeal is taken. The clerk of such court thereupon shall docket the appeal and it shall stand for trial in all respects as ordinary civil actions, and like proceedings shall be had thereon. Upon appeal the cause shall be tried de novo, with a jury if demanded by either the appellant or respondent. Either party may appeal from the judgment of the circuit court to the Supreme Court of the State of Oregon in like manner as a civil action, within 60 days after the rendition and entry of judgment in the circuit court. In case the order of the commissioner appealed from is one revoking an existing license the order of revocation shall be stayed during the period of the pendency of appeal proceedings under the provisions of this section. If judgment

is in favor of the party appealing from the decision of the commissioner, and if the commissioner does not appeal from the judgment within 60 days from its date, the commissioner shall, at the end of 60 days, and immediately upon the expiration thereof, issue to the successful party the license applied for or reinstate the license revoked. In case of an appeal to the Supreme Court by the commissioner no license shall be issued nor reinstatement granted until the final determination of the cause.

**696.370** [Reserved for expansion] \*

**696.380 Oregon Real Estate Department; Real Estate Commissioner; qualifications and bond of commissioner.** There hereby is created the Oregon Real Estate Department. The chief officer of the department is the Real Estate Commissioner. The commissioner shall be appointed by the Governor and shall hold office for a period of four years. The commissioner must have been, before the date of his appointment, for five years a real estate broker actively engaged in business as such in this state or actively connected with the administration of the Oregon Real Estate Department. Before entering upon the performance of his duties, the commissioner shall give bond to the State of Oregon in the sum of \$5,000 with surety to be approved by the Governor and conditioned for the faithful discharge of the duties of his office.

**696.390 Real Estate Board; appointment, terms and qualifications of members.** A Real Estate Board hereby is created to consist of the Real Estate Commissioner and four members. All members of the board shall be appointed by the Governor. The term of each member of the board shall be for a period of four years. Not more than two members shall be appointed from any one congressional district. Vacancies from any cause shall be filled by the Governor for the unexpired term. Three members of the Real Estate Board must have been, before the date of their appointment, for five years real estate brokers actively engaged in business as such in this state or actively connected with the administration of the Oregon Real Estate Department.

**696.400 Compensation of commissioner and board members.** Each member of the Real Estate Board, except the Real Estate Commissioner, shall receive as full compensation for each day actually spent on the

work of the board the sum of \$15 per day and his actual and necessary expenses incurred in the performance of duties pertaining to his office; but no member shall receive as compensation for any quarter year for services performed, a sum exceeding \$300. Twenty percent of the annual salary of the Real Estate Commissioner shall be paid from the Collection Agency Account, to be paid monthly out of the State Treasury upon warrant from the Secretary of State. Each member of the board shall be paid monthly out of the State Treasury upon a warrant from the Secretary of State.

**696.410 Meetings of board; quorum; effect of vacancy.** (1) The Real Estate Commissioner shall be chairman of the board. The board shall meet together for the transaction of business at least once each quarter year at such place in Oregon as they may designate and may meet oftener upon five days' written notice of the time and place of meeting, signed by the Real Estate Commissioner or a majority of the members of the board.

(2) A majority of the board shall constitute a quorum for the transaction of any business, for the performance of any duty, or for the exercise of any function or authority of the board. A vacancy on the board shall not impair the right of the remaining members to perform all the duties and exercise all the functions and authority of the board.

**696.420 Powers and duties of the board.**

(1) The Real Estate Board is authorized to inquire into the needs of the real estate licensees of Oregon, the functions of the Real Estate Department and the matter of the business policy thereof, to confer and advise with the Governor as to how the department may best serve the state and the licensees, and to make recommendations and suggestions of policy to the Real Estate Commissioner as the board shall deem beneficial and proper for the welfare and progress of the licensees and of the public and of the real estate business in Oregon.

(2) The board shall conduct all examinations for applicants for both broker's and salesman's licenses, prepare the questions to be asked in the examinations and grade the papers of each applicant after the completion of the examination and file a written report with the Real Estate Department as to applicants taking the examination who

have passed and who have failed to pass the examination.

(3) The board or the Real Estate Commissioner may, from time to time, prepare and cause to be printed and circulated among the real estate licensees of Oregon such printed matter as it may deem helpful or educational or proper for the guidance and welfare of such licensees.

(4) The Real Estate Board shall adopt a seal for the department with such design as the commissioner may prescribe engraved thereon, by which he shall authenticate his proceedings.

(5) The board expressly is vested with the power and authority to make and enforce any and all such reasonable rules and regulations as shall be deemed necessary to administer and enforce the provisions of this chapter.

**696.430 Records of commissioner as evidence; records open to inspection.** Copies of all records and papers in the office of the commissioner duly certified and authenticated by the seal of the commissioner shall be received in evidence in all courts equally and with like effect as the original. All records kept in the office of the commissioner under authority of this chapter shall be open to public inspection under such reasonable rules and regulations as shall be prescribed by the commissioner.

**696.440 Employment of personnel by commissioner.** The commissioner shall employ such clerks and assistants as may reasonably be necessary for the efficient operation of the Real Estate Department and shall appoint a deputy commissioner to serve full time in the Salem office of the department, and a deputy commissioner to serve full time in the Portland office of the department. The two deputies shall, under the direction of the commissioner, assist in the functions of the department in all counties of the state.

**696.450 Transfer of powers and duties from commissioner to department.** All the powers and duties which prior to June 14, 1939, were vested in or performed by the Real Estate Commissioner of the State of Oregon, or any deputy or subordinate thereof, shall be vested in and shall be performed by the Real Estate Department. Every act done in the exercise of such powers and duties shall have the same legal effect as if done by the Real Estate Commissioner

had not chapter 380, Oregon Laws 1939, been passed. Every person and corporation shall be subject to the same obligations and duties and shall have the same rights arising from the exercise of such powers and the performance of such duties as if such powers and duties were exercised and performed by the Oregon Real Estate Commissioner had not chapter 380, Oregon Laws 1939, been passed.

**696.460 Authorization to supervise collection agencies.** The Real Estate Department is empowered, authorized and directed to take over and carry on the powers of the commissioner as defined in, and to enforce and discharge the duties of, ORS chapter 697.

**696.470 Effectiveness of commissioner's rules and orders; commissioner may exercise powers and perform duties until authority revoked.** All orders, rules and regulations made by the Real Estate Commissioner, or the powers and duties of which are vested in and required to be performed by the Real Estate Commissioner shall remain in full force and effect until revoked or modified, in accordance with law, by the Real Estate Department.

**696.480 Publication of directory by commissioner.** (1) The commissioner shall, at least annually, publish a directory or a list of the names and addresses of all currently licensed brokers and salesmen and all applicants whose licenses have been refused, and licensees whose licenses have been suspended or revoked within one year, a copy of the provisions of ORS 696.010 to 696.510, 696.710 to 696.730 and 696.990, the code of ethics as adopted by the National Association of Real Estate Boards and a list of all local real estate boards, their officers and directors.

(2) The directory shall contain a financial statement of the receipts and disbursements of the department for the previous fiscal year and shall also contain a general report of its activities. One such directory shall be mailed without charge to each licensed broker. One such directory shall be mailed to the county clerk in each county of the state and shall be held by the county clerk as a public record. One directory also shall be mailed to the district attorney in each county of the state for his files, and one copy shall be mailed or furnished to any person upon request and the payment of \$1

therefor except that copies requested may be furnished without charge to any state department.

**696.490 Disposition of receipts; Real Estate Account; continuing appropriation.** All fees and charges collected under this chapter shall be paid by the commissioner, at least once each month, into the State Treasury to the credit of the General Fund and shall be by the State Treasurer placed to the credit of an account to be known as the Real Estate Account, which account hereby is created. All moneys which are paid into the State Treasury and credited to the Real Estate Account hereby are appropriated for the purpose of carrying out the provisions of ORS 696.010 to 696.510 and 696.710 to 696.730, including the payment of the compensation of the commissioner and deputy commissioners, the Real Estate Board, clerks and assistants, the premium on the surety bonds furnished by the commissioner and the employees, and all other proper and necessary expenses required for the efficient operation of the Real Estate Department.

**696.500 Transfer of funds from Real Estate Account to General Fund available for general governmental purposes.** All moneys in excess of \$5,000 remaining in the State Treasury to the credit of the Real Estate Account at the close of business on June 30 of each year, after the payment of all expenses for the preceding year, shall, on or before the fifteenth day of the succeeding month, be determined by the commissioner and shall be transferred from the Real Estate Account to the General Fund to become available for general governmental purposes.

**696.510 Revolving fund.** The commissioner may at any time, with the consent of the Governor, upon presentation to the Secretary of State of a properly approved claim, establish a revolving fund out of the moneys in the Real Estate Account, not exceeding \$500, to be used where cash advances are necessary. The revolving fund may be reimbursed upon presentation to the Secretary of State of a duly approved claim setting out cash advances made from the fund, and the Secretary of State shall audit the same and draw his warrant on the State Treasurer for the payment thereof out of the Real Estate Account.

**696.520 to 696.600** [Reserved for expansion]

**BUSINESS CHANCE BROKERS**

**696.610 "Business chance broker" defined.** As used in this chapter, "business chance broker" means and includes all persons, firms, corporations and associations that engage directly or indirectly in the business of buying, selling or dealing in any established business or business opportunity or good will or any interest therein, or who, for profit, compensation or commission engage in the business of offering to establish others in business or who declare to the public that they are engaged in the business of buying, selling or dealing in established businesses or business opportunities.

**696.620 Real estate broker's or salesman's license required.** No person shall engage in the business of a business chance broker without having a real estate broker's license or a real estate salesman's license as provided in this chapter.

**696.630 Powers and duties of commissioner in relation to business chance brokers.** The Real Estate Commissioner shall enforce the provisions of ORS 696.610 to 696.640, and he shall have full power to issue, deny, suspend and revoke licenses in the manner and under the terms and conditions as provided in this chapter.

**696.640. Law applicable to business chance brokers.** Any person who engages in the business of a business chance broker is bound by and subject to all the provisions of this chapter, except subsection (2) of ORS 696.110.

**696.650 to 696.700** [Reserved for expansion]

**ACTIONS AND REMEDIES**

**696.710 Necessity of alleging license in action to collect compensation.** No person

engaged in the business of, or acting in the capacity of, a real estate broker within this state shall bring or maintain any action in the courts for the collection of compensation without alleging and proving that such person was a duly licensed real estate broker at the time the alleged cause of action arose.

**696.720 Remedies are concurrent.** The remedies provided for in this chapter are in addition to and not exclusive of any other remedies provided by law.

**696.730 Jurisdiction of courts for violations of chapter; revoking license upon conviction.** Any court of competent jurisdiction, including justices of the peace, has full power to try any violation of this chapter, and, upon conviction, the court may, at its discretion and in addition to the other penalties imposed, revoke the license of the person or persons convicted.

**696.740 to 696.980** [Reserved for expansion]

**PENALTIES**

**696.990 Penalties.** (1) Violation of any provision of this chapter is punishable, upon conviction of a first violation thereof, by a fine of not less than \$200 nor more than \$500 or by imprisonment for a term not to exceed 90 days, or by both, and, upon conviction of a second or subsequent violation, by a fine of not less than \$500 nor more than \$1,000 or by imprisonment for a term not to exceed two years, or by both.

(2) Any officer or agent of a corporation, or member or agent of a partnership or association, who personally participates in or is an accessory to any violation of this chapter by the partnership, association or corporation, is subject to the penalties prescribed in subsection (1) of this section.

