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HOUSE OF REPRESENTATIVES

143rd GENERAL ASSEMBLY

HOUSE BILL NO. 122

AN ACT TO AMEND TITLE 24 OF THE DELAWARE CODE RELATING TO BROKERAGE RELATIONSHIPS AND REAL ESTATE BROKERS, SALESPERSONS, AND APPRAISERS.

BE IT ENACTED BY THE GENERAL ASSEMBLY OF THE STATE OF DELAWARE:

1 Section 1. Amend § 2931(a), Title 24 of the Delaware Code, by striking the first sentence thereof in its entirety and by  
2 substituting in lieu thereof the following:

3 “All licensees in a common law agency relationship must disclose, in writing, whom they represent.”

4 Section 2. Amend § 2931, Title 24 of the Delaware Code, by inserting therein the following new subsection:

5 “(d) Licensees shall not function in the capacity of a common law agent for transactions concerning owner occupied  
6 residential property unless they have established that relationship in writing and the company policy of the  
7 Brokerage Organization is to represent only the seller or buyer as a single agent for each transaction and never as  
8 a dual agent.”

9 Section 3. Amend § 2901(a), Title 24 of the Delaware Code, by striking paragraph (2) thereof in its entirety and by substituting  
10 in lieu thereof the following:

11 “(2) ‘Real estate broker’ or ‘Broker’ means any person who holds a broker’s certificate from the commission  
12 and who, for a compensation or valuable consideration, is self employed or is employed, either directly  
13 or indirectly by a Broker Owner, Broker of Record, or Brokerage Organization to sell or offer to sell, or  
14 to buy or to offer to buy, or to negotiate the purchase, sale, or exchange of real estate or to lease or rent  
15 or offer for rent any real estate, or to negotiate leases or rental agreements thereof or of the  
16 improvements thereon, as a whole or partial vocation. This definition shall not apply to an ‘auctioneer’  
17 as that term is defined in § 2301(a)(3) of Title 30.”

18 Section 4. Amend § 2901(a), Title 24 of the Delaware Code, by striking paragraph (3) thereof in its entirety and by substituting  
19 in lieu thereof the following:

20                   “(3)    ‘Real Estate Salesperson’ or ‘Salesperson’ means any person who holds a salesperson certificate from  
21                   the commission and who, for a compensation or valuable consideration, is employed, either directly or  
22                   indirectly by a Broker, Broker Owner, Broker of Record, or Brokerage Organization to sell or offer to  
23                   sell, or to buy or offer to buy, or to negotiate the purchase, sale or exchange of real estate, or to lease or  
24                   rent or offer for rent any real estate, or to negotiate leases or rental agreements thereof or of the  
25                   improvements thereon, as a whole or partial vocation. This definition shall not apply to an ‘auctioneer’  
26                   as that term is defined in § 2301(a)(3) of Title 30.”

27                   Section 5. Amend § 2901(a), Title 24 of the Delaware Code, by inserting therein the following new paragraphs:

- 28                   “(8)    ‘Broker of Record’ means that individual broker who is primarily responsible for the day to day  
29                   management of a real estate brokerage office.
- 30                   (9)    ‘Brokerage Organization’ means that individual or entity which is not licensed but is acting as a broker  
31                   under § 2910 of this title.
- 32                   (10)   ‘Broker Owner’ means the licensed Broker who is also an owner of the Brokerage Organization but does  
33                   not included owners, partners, members, shareholders or other holders of an equity interest who do not  
34                   actively participate in the brokerage business of the organization.
- 35                   (11)   ‘Client’ means the principal in a statutory agency or common law agency relationship.
- 36                   (12)   ‘Consumer’ or ‘Prospect’ means a member of the public who has not yet become a ‘Client’ or  
37                   ‘Customer’.
- 38                   (13)   ‘Customer’ means someone working with a Broker or Salesperson as a potential buyer, seller,  
39                   exchangor, tenant, or landlord of real property or is consulting with a Broker or Salesperson in one of  
40                   these capacities for the purpose of entering into a Brokerage agreement or transaction, but who is not yet  
41                   in the statutory agency or common law agency relationship of principal and agent with the Broker or  
42                   Salesperson.
- 43                   (14)   ‘Consumer Information Statement’ or ‘CIS’ means the disclosure form required by § 2972 of this title.
- 44                   (15)   ‘Licensee’ means a person licensed under this Chapter as a Broker or Salesperson without implying what  
45                   legal relationship they have with a consumer.
- 46                   (16)   ‘Ministerial Task’ means a task that does not involve discretion or the exercise of the licensee’s own  
47                   judgment for example:

48 a. performing tasks for a Client or Customer before or after the signing of an agreement of sale or  
49 lease such as arranging an inspection; or

50 b. assisting other people to perform their part of the transaction such as providing information to  
51 the mortgage lender.

52 (17) ‘Statutory Agent’ or ‘Agent’ means a licensee functioning as principal in an agency relationship created  
53 according to Subchapter IV as an independent contractor and not as a fiduciary. The Agent offers  
54 products and services to the public to make a market in real estate by bringing buyer and seller, or  
55 landlord and tenant together for the transaction and assisting the parties with advice, assistance with  
56 negotiations, and performing Ministerial Tasks to complete the transaction. When a Licensee is referred  
57 to as an ‘Agent’ it shall be presumed that the licensee is a Statutory Agent unless specifically referred to  
58 as a common law agent.

59 Section 6. Amend Chapter 29, Title 24 of the Delaware Code, by inserting therein a new Subchapter IV thereto as follows:

60 “Subchapter IV Business Relationships with Consumers

61 § 2971. Applicability, interpretation, and the common law of agency.

62 § 2972. Consumer Information Statement; confidentiality.

63 § 2973. Broker and Salesperson as a Statutory Agent.

64 § 2974. Inspectors or Investigations by a Statutory Agent.

65 § 2975. Internet and World Wide Web.

66 § 2976. Compensation agreements.

67 § 2977. Vicarious liability; protections when working with a Statutory Agent.

68 § 2978. Commencement and termination of duties.

69 § 2979. Duty to cooperate.

70 § 2971. Applicability, interpretation, and the common law of agency

71 (a) This Subchapter applies to licensees in their business relationships with Consumers, Customers, and Clients for  
72 all types of real estate transactions whether they are sales, leases, exchanges, management of real estate for others,  
73 or real estate counseling conducted by real estate licensees. In applying this subchapter to leasing transactions,  
74 the word “Landlord” may be substituted for “Seller”, the word “Tenant” may be substituted for “Buyer”, and the  
75 word “Lease” may be substituted for “Agreement of Sale” where applicable. The terms “Rental Agreement” and  
76 “Lease” may be used interchangeably.

77 (b) The common law of agency relative to brokerage relationships in real estate transactions established pursuant to  
78 this Chapter is expressly abrogated for any real estate licensee functioning as a Broker, Salesperson, Broker of  
79 Record, Broker Owner, or Brokerage Organization as defined in this chapter as a Statutory Agent. This chapter is  
80 intended to occupy completely the field of law relative to brokerage relationships for those real estate transactions  
81 with the licensee(s) functioning as Statutory Agents. For those areas where the public, licensees, regulators, or  
82 courts need further guidance as to the conduct of an Agent, the Clients and Customers, the law governing  
83 independent contractor relationships shall apply to the extent it is not inconsistent with the provisions of this  
84 Chapter. For transactions where the consumer hires a Broker as a common law agent, and the Broker agrees in  
85 writing to become the consumer's common law agent, the common law of agency applies to the extent it is not  
86 inconsistent with the provisions of this chapter.

87 § 2972. Consumer Information Statement; confidentiality.

88 (a) The Real Estate Commission shall establish by regulation a Consumer Information Statement (CIS). The  
89 Commission may provide alternative Consumer Information Statements for residential properties, properties that  
90 do not contain any residential units, commercial transactions, property management, or other brokerage situations  
91 as the Commission deems appropriate. At a minimum, the form shall provide a summary of what a Broker and  
92 Salesperson are permitted or prohibited from doing as provided by § 2973 and § 2974 of this title. The CIS shall  
93 explain the circumstances when the consumer may hire the licensee as a common law agent, but that this would  
94 require other detailed disclosures of conflicts of interests and could involve significant potential legal liability and  
95 financial risk for the consumer.

96 (b) The Consumer Information Statement required by this Chapter shall be delivered to the consumer no later than  
97 the first scheduled appointment or showing of a property (whichever is earlier) unless they have already been  
98 given the CIS by another licensee involved with the transaction. The licensee shall give the consumer an  
99 opportunity to read the CIS before the consumer completes and signs it. The licensee shall retain a copy of the  
100 CIS for the file of the Broker of Record and the consumer shall be given a copy. A listing licensee who knows  
101 that the buyer is working with another licensee is not required to give that buyer a CIS. A licensee working with  
102 a buyer who knows that the seller is working with another licensee is not required to give a CIS to that seller. If a  
103 consumer refuses to sign the CIS, the licensee may indicate on the licensee's copy the date it was provided to the  
104 consumer. For a transaction begun or conducted without a face to face meeting, the licensee shall provide the CIS  
105 with other papers sent to the consumer by mail or by electronic transmission.

- 106 (c) The CIS shall be available to the consumer at open houses, but does not need to be personally presented by the  
107 licensee and signed by the consumer unless the consumer asks for more than factual information about the  
108 property or expresses interest in making an offer on the property during the open house.
- 109 (d) There is no form of Brokerage relationship and no duties between a licensee and consumer other than the duties  
110 of confidentiality required by § 2973(c) until the Consumer Information Statement is completed and received by  
111 the consumer and if applicable, the listing agreement or other brokerage agreement is signed.
- 112 (e) Nonrenewable leases of 120 days or less are exempt from the requirement to provide the CIS to the potential  
113 tenant; provided, however, that the duties of confidentiality required by § 2973(c) and the rest of this chapter still  
114 apply to those leases. The Broker of Record may still choose to provide the CIS as a matter of office policy.

115 § 2973 Broker and Salesperson as a Statutory Agent.

- 116 (a) *Licensee is a Statutory Agent and Broker may designate others.* -- Unless specifically hired as a common law  
117 agent by a written brokerage agreement, a licensee is a Statutory Agent and not common law agent for any party.  
118 The Broker Owner or Broker of Record may from time to time designate one or more Brokers or Salespersons  
119 licensed under that Broker of Record or Broker Owner to be the designated Broker(s) or Salesperson(s) of a  
120 Client or Clients to the exclusion of all others in the Brokerage Organization. Performing the functions of a  
121 Statutory Agent as described in this chapter and rules and regulations of the Commission does not automatically  
122 or by implication create a common law agency relationship. Subsections (b) through (f) of this section do not  
123 apply to a common law agency relationship. Subsections (b) through (f) set forth how a Broker and Salesperson  
124 work for Clients, with Customers, and interact with the public as a Statutory Agent (or Agent) in the capacity of  
125 an independent contractor and not as a common law agent.
- 126 (b) *Obligations and responsibilities.* -- A Broker Owner, Broker of Record, Brokerage Organization, Broker and  
127 Salesperson shall to the extent applicable to their functions have the following obligations and responsibilities.
- 128 (1) Performing the duties required by this chapter;
  - 129 (2) Performing the terms of the written brokerage agreement, if any;
  - 130 (3) Exercising reasonable skill and care as a Broker or Salesperson;
  - 131 (4) Advising the parties to obtain expert advice on material matters about which the Broker or Salesperson  
132 knows but the specifics of which are beyond the expertise of such Broker or Salesperson;
  - 133 (5) Accounting in a timely manner for all money and property received;
  - 134 (6) Helping to keep the parties informed regarding the progress of the transaction;

- 135 (7) Performing Ministerial Tasks to assist the parties in complying with the terms and conditions of any  
136 contract;
- 137 (8) Disclosing to all prospective buyers or tenants any adverse material facts actually known by the Broker  
138 or Salesperson;
- 139 (9) Informing the parties that they shall not be vicariously liable for acts of the Broker or Salesperson;
- 140 (10) Informing the parties that notice given to the Broker or Salesperson is considered notice to the party;
- 141 (11) Informing the parties that oral or written statements made by a Broker or Salesperson without the  
142 consent of the party do not bind the party and may not be relied upon by anyone as binding a party. As  
143 such, all statements and negotiations shall need to be authorized by or signed by the parties themselves to  
144 be binding on the parties unless otherwise stated in the Brokerage Agreement, Agreement of Sale,  
145 Lease, or power of attorney;
- 146 (12) Complying with all requirements of this chapter and any rules promulgated pursuant to this chapter;
- 147 (13) Complying with any applicable federal, state, or local laws, rules, regulations, or ordinances; and
- 148 (14) Following fair housing and civil rights laws and regulations.
- 149 (c) *Confidentiality.* -- The following information shall not be disclosed by a Broker Owner, Broker of Record,  
150 Brokerage Organization, Broker, or Salesperson without the informed consent of the affected party:
- 151 (1) That a buyer or tenant is willing to pay more than the purchase price or lease rate offered for the  
152 property;
- 153 (2) That a seller or landlord is willing to accept less than the asking price or lease rate for the property;
- 154 (3) What the personal motivating factors are for any party to a transaction if the party requests them to be  
155 kept confidential;
- 156 (4) That a seller, buyer, landlord, or tenant will agree to terms other than those offered;
- 157 (5) Any material confidential information about the parties or property unless disclosure is required by  
158 statute or regulation or failure to disclose such information would constitute fraud or intentional  
159 misrepresentation;
- 160 (6) Any facts or suspicions regarding circumstances which may psychologically impact or stigmatize any  
161 real property pursuant to § 2930 unless required to be disclosed by § 2930; or

162 (7) Any facts or suspicions that any party or someone in the community is a registered sex offender under  
163 Title 11 Delaware Code Subchapter III as amended from time to time, but if asked shall refer the person  
164 to the Delaware State Police to seek this information.

165 (d) *Actions permitted by Broker and Salesperson.* -- A Broker Owner, Broker of Record, Broker, and Salesperson  
166 may do the following as an Agent without breaching any obligation, duty, or responsibility to a Client or  
167 Customer:

- 168 (1) List and advertise competing properties for sale or lease;
- 169 (2) Show Clients or Customers alternative properties not owned by Broker's other Clients;
- 170 (3) Show properties in which one Client or Customer is interested to other Clients or Customers;
- 171 (4) Disseminate information that is generally available to licensees. For example, providing information on  
172 comparable sales and the licensee's interpretation, advice, and opinion about this information with the  
173 Client or Customer retaining the authority to decide what to do with this information;
- 174 (5) Assist buyers and sellers in preparing offers and counteroffers providing the forms used advise the  
175 parties that they may seek legal advice prior to signing. Presenting all offers and counteroffers in a  
176 timely manner regardless of whether the property is subject to a contract for sale, lease or letter of intent  
177 unless instructed otherwise by the Client;
- 178 (6) Develop negotiating strategies or options for how to proceed with a transaction;
- 179 (7) Perform Ministerial Tasks;
- 180 (8) Serve as a single agent, subagent, or disclosed dual agent for the same parties in different transactions or  
181 different parties concerning the same property. For example, the licensee could be a Statutory Agent for  
182 the sellers in one transaction and a common law agent for the same people as buyers in another  
183 transaction.
- 184 (9) Cooperate with other Brokers; however, for owner occupied residential property they shall not engage  
185 any common law subagents from other companies, Brokers, or Brokerage Organizations.
- 186 (10) Disclose information concerning a transaction among the designated Broker, designated Salesperson(s),  
187 Broker Owner, Broker of Record, and office staff working for the Brokerage organization on that  
188 transaction.
- 189 (11) Provide Customers with factual information they request. Provide Clients with relevant factual  
190 information. Tell Clients about their choices of how to proceed and provide them with relevant

191 information. Provide Clients with information and advice when presented with questions from the Client  
192 or a request for advice.

193 (e) *No imputed knowledge.* -- There is no imputation of knowledge or information by operation of law among or  
194 between the Consumers, Customers, Clients, Broker Owner, Broker of Record, Broker, Salesperson, Brokerage  
195 Organization and other licensees or persons within an organization.

196 (f) *Notice.* – Notice as defined by law or in the agreement of sale or lease given to a party shall be considered  
197 effective notice. Unless specified otherwise in the agreement of sale or lease, notice only given to a Designated  
198 Broker or Designated Salesperson shall also be considered effective notice to the Client of that Broker or  
199 Salesperson. Notice to the Broker Owner or Broker of Record is not considered notice to the designated Broker,  
200 designated Salesperson, or Client. Notice only to the designated Broker or designated Salesperson is not  
201 considered notice to the Broker Owner, Broker of Record, or the rest of the Brokerage Organization.

202 § 2974 Inspections or Investigations by a Statutory Agent.

203 (a) *Inspection of 1-4 family residential property.*

204 (1) *Inspection and Disclosure by the Licensee.* -- Licensees do not have a duty to conduct an independent  
205 intrusive inspection of the property and have no duty to independently verify the accuracy or  
206 completeness of any statement made by a seller, landlord, or any independent inspector; provided,  
207 however, that a licensee assigned by the listing Broker or a home inspector walks through the readily  
208 accessible parts of the buildings on the property to make a visual inspection of the readily accessible  
209 areas and reads the Seller’s Disclosure of Real Property Condition Report to be sure it includes all  
210 adverse material facts about the property actually seen or known by such licensee or home inspector.  
211 The listing licensee shall take reasonable steps to disclose to the consumer, customer, or client any  
212 material defects as defined by the Seller’s Disclosure of Real Property Condition Report when applicable  
213 and which are actually known by the listing licensee who walked through the property. If these defects  
214 are listed on the Seller’s Disclosure of Real Property Condition Report, then providing that report to the  
215 Consumer, Customer, or Client shall fully satisfy this disclosure requirement for the seller’s or buyer’s  
216 licensee(s), Broker Owner(s), Broker(s) of Record, and Brokerage Organization(s).

217 (2) *Disclosure upon re-listing.* – Where a listing agreement for a seller is terminated before a sale is  
218 completed and then the same property is re-listed with the same Broker or Brokerage Organization  
219 within six months, the Broker shall ensure that any defect actually known by the licensee previously



220 designated to work with the seller is disclosed by the seller on the Seller's Disclosure of Real Property  
221 Condition Report. This duty does not continue to listings of the property for new owners. This  
222 paragraph does not apply to any property re-listed with a different Brokerage Organization.

223 (b) *Inspection of other types of property.* -- If the transaction is excluded or not covered by the Buyer Property  
224 Protection Act (6 Del C. Chapter 25, Subchapter VII), the licensees' duties of disclosure may be satisfied by the  
225 seller offering the property in "as is" condition making whatever disclosures the seller is obligated by law to make  
226 with no disclosures required by the Brokers or Salespersons except adverse material facts about the property itself  
227 actually known by such Brokers or Salespersons and which could not be ascertained or discovered by a buyer or  
228 tenant through reasonable and diligent inspections of the property or reasonable inquiries concerning the property.

229 (c) *Financial information.* -- Licensees do not have a duty to conduct an independent investigation of the  
230 Consumer's, Client's, or Customer's financial condition and do not have a duty to independently verify the  
231 accuracy or completeness of financial statements made by the Consumer, Client or Customer or any independent  
232 inspector, auditor, or lender, but if the licensee has actual knowledge of false financial information, the licensee  
233 shall advise the party to correct it and shall not pass on the information known to be false.

234 § 2975 Internet and World Wide Web.

235 Entering a name and email address on an internet or world wide web site is sufficient to establish a broker-  
236 consumer relationship for the use of that system, but does not in of itself create a broker-Customer or Client relationship  
237 for any other purpose. The Broker may deliver the CIS by the internet or world wide web and the consumer may  
238 acknowledge receipt of it electronically. However, an exclusive business relationship or obligation for the consumer to  
239 pay any compensation may only be created by a written brokerage agreement signed by the consumer as a separate  
240 document. If the brokerage agreement is signed electronically it may not be part of a general consent to the terms of use of  
241 an internet or world wide web site or other electronic device, but must be a conspicuous separate document.

242 § 2976 Compensation agreements.

243 (a) *Written brokerage agreements.* -- Nothing in this chapter obligates a buyer, tenant, seller or landlord to pay  
244 compensation to a Broker or Brokerage Organization unless that party has entered into a written brokerage  
245 agreement with the Broker or Brokerage Organization specifying the compensation terms. The compensation  
246 agreement may specify that the Brokerage Organization, Broker Owner, Broker of Record, Broker and  
247 Salespersons may cooperate with other licensees. Brokers or Brokerage Organizations may compensate other  
248 Brokers or Brokerage Organizations participating in the transaction without further permission of the party. The

249 source of compensation does not by itself determine brokerage relationships. If a brokerage agreement  
250 contemplated one type of transaction such as a sale, but then through the course of continuous negotiations the  
251 initial transaction changes to another type of transaction such as a lease, the Broker is still entitle to  
252 compensation; however, if the initial transaction was a lease which later became a sale, the Broker is not entitled  
253 to compensation unless the listing agreement, other compensation agreement, or lease provided for compensation  
254 for a later sale.

255 (b) *Additional terms.* -- Nothing in this Chapter shall prohibit consumers from entering into written brokerage  
256 agreements with a Broker or Brokerage Organization which contain duties, obligations, or responsibilities which  
257 are in addition to those specified in this chapter.

258 (c) *Different relationships permitted for different transactions or jurisdictions.* -- A licensee or Brokerage  
259 Organization may work with a single party in separate transactions pursuant to different brokerage relationships  
260 including but not limited to selling one property as a seller's agent and working with that seller in buying another  
261 property as buyer's agent, or seller's subagent where permitted; provided, however, that the licensee or Brokerage  
262 Organization complies with this Chapter in establishing the relationships for each transaction. A licensee who is  
263 licensed in another jurisdiction may function as a licensee for properties in that jurisdiction even if the brokerage  
264 relationship is different in that jurisdiction such as a "transaction broker", without being considered that status in  
265 Delaware.

266 (d) *Compensation to entity of licensee.* -- The Broker or Brokerage Organization may pay the licensee's individual  
267 compensation to an entity created by the licensee to receive compensation providing the entity is either already  
268 approved by the Real Estate Commission as a Brokerage Organization or the entity does not need to be approved  
269 because it does not engage in the brokerage business but is only established for business purposes to receive the  
270 licensee's compensation. The Salesperson or Broker paid by the Brokerage Organization may employ licensed or  
271 unlicensed staff or team members who shall be paid an hourly wage, salary, or commission according to their  
272 agreement with the employing Salesperson or Broker.

273 § 2977 Vicarious liability protections when working with a Statutory Agent.

274 (a) A Client shall not be liable for a wrongful act, error, omission, or misrepresentation of the Brokerage  
275 Organization, Broker Owner, Broker of Record, Broker or Salesperson except to the extent the Client had actual  
276 knowledge of the wrongful act, error, omission, or misrepresentation.

- 277 (b) A Brokerage Organization, Broker Owner, Broker of Record, Broker and Salesperson shall not be liable for a  
278 wrongful act, error, omission, or misrepresentation of the Client except to the extent the Broker Owner, Broker of  
279 Record, Broker, or Salesperson had actual knowledge of the wrongful act, error, omission, or misrepresentation.
- 280 (c) Nothing in this section shall be construed to diminish or limit any of the other duties or responsibilities of the  
281 Brokerage Organization, Broker Owner, Broker of Record, Broker, or Salesperson under this chapter, or the rules  
282 promulgated hereunder.
- 283 (d) This section does not otherwise limit the liability of a Brokerage Organization, Broker Owner or Broker of  
284 Record, for an act, error, or omission of a Broker or Salesperson licensed through that Brokerage Organization,  
285 Broker Owner, or Broker of Record.
- 286 (e) This section does not apply if the licensee or Brokerage Organization is hired as a common law agent.

287 § 2978 Commencement and termination of duties.

- 288 (a) *Common Law Agent* -- The duties of a licensee as a common law agent and corresponding liabilities of the client  
289 begin and terminate based upon the common law of agency.
- 290 (b) *Commencement of duties for a Statutory Agent.* -- There is no form of brokerage relationship and no duties  
291 between a Broker or Salesperson and Consumer other than the duties of confidentiality required by § 2973(c)  
292 until the Consumer Information Statement is completed and signed by the Customer or Client and if applicable,  
293 the listing agreement or other brokerage agreement is signed.
- 294 (c) *Duties of a Statutory Agent after termination.* -- A Brokerage Organization, Broker Owner, Broker of Record,  
295 Broker and Salesperson, owe no further duty or obligation to the Customer or Client after termination, expiration,  
296 completion or performance of the transaction or other termination of the brokerage relationship, except the duties  
297 of:
- 298 (1) Accounting in a timely manner for all money and property related to, and received during the  
299 relationship; and
- 300 (2) Treating as confidential information provided by the Client during the course of the relationship that may  
301 reasonably be expected to have a negative impact on the Client's real estate activity unless:
- 302 a. The Client to whom the information pertains grants written consent;
- 303 b. Disclosure of the information, such as defects actually known by the Licensee or previously  
304 disclosed by the seller on the Seller's Disclosure of Real Property Condition Report, is required  
305 by law;

- 306 c. The information is made public or becomes public by the words or conduct of the Client to  
307 whom the information pertains or from a source other than the Brokerage Organization, Broker  
308 Owner, Broker of Record, Broker or Salesperson; or
- 309 d. Disclosure is necessary to defend the Brokerage Organization, Broker Owner, Broker of  
310 Record, Broker or Salesperson against an action of wrongful conduct in an administrative or  
311 judicial proceeding or before a committee of a professional association.

312 § 2979. Duty to cooperate.

- 313 (a) Brokers and Salespersons shall cooperate with all other Brokers and Salespersons involved in a transaction except  
314 when cooperation is not in the Client's or Customer's best interest. The obligation to cooperate does not include  
315 any obligation to share commissions or to otherwise compensate another Broker or Salesperson.
- 316 (b) In order to cooperate, Brokers and Salespersons shall be reasonably available when requested by their Client, their  
317 Customer, or the cooperating Broker or Salesperson to:
- 318 (1) Accept delivery of and present to the Client or Customer offers and counteroffers to buy, sell, or lease  
319 the Client's/Customer's property, or the property the Client or Customer seeks to purchase or lease;
- 320 (2) Assist the Client or Customer in developing, communicating, negotiating, and presenting offers,  
321 counteroffers, and notices that relate to offers and counteroffers until the Agreement of Sale or Lease is  
322 signed and all contingencies are satisfied or waived; and
- 323 (3) Answer the Client's or Customer's questions relating to the offers, counteroffers, notices, negotiations,  
324 and contingencies; and
- 325 (4) Hold the deposit money in escrow."

326 Section 7. If any clause, sentence, section, subsection, provision or part of this Act, or the application thereof to any set of  
327 facts or circumstances, shall be adjudged to be unconstitutional or invalid for any reason by any court of competent jurisdiction,  
328 such judgment shall not impair, invalidate or affect the remainder of this Act which shall remain in full force and effect, and the  
329 application of the provision in question to other persons not similarly situated or to other circumstances shall not be affected  
330 thereby.

331 Section 8. This Act shall become effective nine months following its enactment into law and shall be applicable to all  
332 Brokerage Agreements entered into thereafter.

## SYNOPSIS

The purpose of this Act is to provide the consumer and real estate broker with an alternative to the common law of agency. The Delaware Court of Chancery has been critical of creating a common law agency relationship for a real estate transaction. In the case *Wary v. Kraft, et.al.* C.A. No. 10933 the Vice-Chancellor stated, "The sellers are also more to be pitied than castigated. It was their misfortune to hire an agent who had apparent authority to speak for them, and who, at the very least, induced the Warys to rely on her to their detriment." In other words, because the real estate broker was a common law agent, she could get the seller in trouble. This Act offers an alternative by a licensee being an agent as described in this bill without creating a common law agency relationship. For properties that are not owner occupied residential, the consumer may still hire a broker as a common law agent. For owner occupied residential property, companies with a policy of only representing the seller or the buyer as a single agent for each transaction, and never as a dual agent, may be hired as a common law agent.

Section 1 of this bill continues the identical Delaware agency disclosure statute which has been in the law since 1991 for common law agents.

Sections 2 specifies when a licensee may be a common law agent.

Sections 3 and 4 update the definitions of Broker and Salesperson to make clear who employs them.

Section 5 defines terms. Most importantly, "Statutory Agent" or simply "Agent" is defined as the offering of products and services to the public to make a market in real estate by bringing buyer and seller, or landlord and tenant, together for the transaction and assisting the parties by providing advice, assisting with negotiations, and performing ministerial tasks to complete a transaction. This relationship is a statutory form of agency where the agent is not a fiduciary, but is an independent contractor. The Restatement of the Law of Agency recognizes the status of an agent who is an independent contractor and not a fiduciary.

Proposed section 2971 provides for the continuation of the common law of agency if a consumer wants to hire the Broker as a common law agent, but provides for this Act to apply to most situations where the consumer will choose to hire the Broker as an Agent whose conduct is governed by this Act. The Broker and Salespersons are working as independent contractors, not as common law agents.

Proposed section 2972 provides for a new Consumer Information Statement to be given to all consumers to explain real estate brokerage and what to expect from the Broker and Salespersons. This Section also protects the consumer by requiring confidentiality from the first contact with the consumer.

Proposed section 2973 explains the obligations, responsibilities and duties owed to the Customer by the Broker and Salesperson. This section also allows the Brokerage Company to designate which Broker(s) or Salesperson(s) in the company will be responsible for working for the Client. This section also protects the Customer by requiring each party to a real estate transaction to be responsible for what he or she knows, but not to be liable for something only known to another party.

Proposed section 2974 makes it clear that real estate licensees are neither building code inspectors making an intrusive inspection of the property nor accountants auditing the finances of the parties. There are other professionals available to make inspections of properties and to verify the accuracy of financial statements of the parties.

Proposed section 2975 allows the consumer to obtain certain real estate information from the internet without becoming a Customer or Client of the Broker.

Proposed section 2976 requires compensation agreements to be in writing. If the consumer has not signed a compensation agreement, they may not be charged anything by the Broker. This section also allows the consumer to add additional terms to the Brokerage agreement to expand the Broker's duties, obligations, or responsibilities beyond those specified in this Act.

Proposed section 2977 protects the consumer and the Broker from the wrongful actions of another party unless they actually knew that the other party was doing something wrong. This continues to hold the guilty party responsible, but protects the innocent party from wrongful acts of other people.

Proposed section 2978 clarifies when the Brokerage relationship begins, ends, and what duties of the Broker continue after the termination of the relationship.

Proposed section 2979 clarifies the duty of Brokers and Salespersons to cooperate with other Brokers and Salespersons in their client's best interests. The obligation to cooperate does not include any obligation to share commissions or to otherwise compensate another Broker or Salesperson. This section also specifies what Brokers and Salespersons must be available to do on the request of their Client, their Customer, or a cooperating Broker or Salesperson in order to ensure such cooperation.

This Act shall become effective nine months following its enactment into law and shall be applicable to all Brokerage Agreements entered into thereafter.